

U.S. IMPORTERS' QUESTIONNAIRE

LEMON JUICE FROM ARGENTINA AND MEXICO

This questionnaire must be received by the Commission by no later than March 15, 2013

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the suspended investigations on lemon juice from Argentina and Mexico (Inv. Nos. 731-TA-1105-1106 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported lemon juice (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2007?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ Email address
	_____ Fax:	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

I-1b. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. **Related subject importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing lemon juice from Argentina and Mexico into the United States or that are engaged in exporting lemon juice from Argentina and Mexico to the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. **Related nonsubject importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing lemon juice from countries other than Argentina and Mexico into the United States or that are engaged in exporting lemon juice from countries other than Argentina and Mexico to the United States?

No Yes--List the following information.

<u>Firm name and country</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of lemon juice?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on lemon juice. More than one answer may be applicable.

- | | |
|---|---|
| <input type="checkbox"/> Importer of record | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported product(s) | <input type="checkbox"/> Customs broker or freight forwarder |

PART I.--GENERAL INFORMATION--Continued

I-8. **Consignees.**--If your firm is an importer of record of lemon juice but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters lemon juice into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones No Yes
- Bonded warehouses No Yes

I-10. **TIB.**--Please indicate whether your firm imports lemon juice under the TIB (temporary importation under bond) program.

- No Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for lemon juice?

- No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of lemon juice since January 1, 2007.

- (check as many as appropriate)* *(please describe)*
- office/warehouse openings..... _____

 - office/warehouse closings _____

 - relocations _____

 - expansions _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (*e.g.*, technology) _____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of lemon juice in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

For question II-4, if your response differs for particular suspended investigations, please indicate and explain the particular effect of termination of specific investigations.

II-4. **Anticipated changes in operations in the event the suspended investigations are terminated.**- Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of lemon juice in the future if the suspended investigations on lemon juice from Argentina and Mexico were terminated?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of lemon juice from Argentina or Mexico for delivery after December 31, 2012?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

<i>(Quantity in 1,000 gallons @ 400 GPL)</i>				
Country	Jan-Mar 2013	Apr-Jun 2013	Jul-Sep 2013	Oct-Dec 2013
Argentina				
Mexico				
All other sources				

II-6. **Reasons for importing if producer.**--If your firm also produces lemon juice in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7a. **Imports from Argentina.**--Does your firm import lemon juice from Argentina?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of lemon juice imported from Argentina by your firm during the specified periods. (See definitions in the instruction booklet.)

ARGENTINA

Quantity (1,000 gallons @ 400 GPL) and value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/ company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (K)						
U.S. shipments to remanufacturers and packagers (quantity) (L)						
U.S. shipments to food processors (including nonjuice drink and fruit drink producers) (quantity) (M)						
U.S. shipments to other end users (quantity) (N)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7b. **Imports from Mexico.**--Does your firm import lemon juice from Mexico?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of lemon juice imported from Mexico by your firm during the specified periods. (See definitions in the instruction booklet.)

MEXICO

Quantity (1,000 gallons @ 400 GPL) and value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/ company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (K)						
U.S. shipments to remanufacturers and packagers (quantity) (L)						
U.S. shipments to food processors (including nonjuice drink and fruit drink producers) (quantity) (M)						
U.S. shipments to other end users (quantity) (N)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7c. **Imports from ALL OTHER SOURCES.**--Does your firm import lemon juice from countries other than Argentina or Mexico?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of lemon juice imported from countries other than Argentina or Mexico by your firm during the specified periods. (See definitions in the instruction booklet.)

COUNTRY(IES): _____

Quantity (1,000 gallons @ 400 GPL) and value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/ company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (K)						
U.S. shipments to remanufacturers and packagers (quantity) (L)						
U.S. shipments to food processors (including nonjuice drink and fruit drink producers) (quantity) (M)						
U.S. shipments to other end users (quantity) (N)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-8. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile? Yes No--(Please explain: _____)

$D + F = K + L + M + N$

Do these data reconcile? Yes No--(Please explain: _____)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2007 should equal line A of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

For questions II-9 and II-10, if your response differs for particular suspended investigations, please indicate and explain the particular effect of imposition and/or termination of specific suspended investigations.

- II-9. **Effect of suspended investigations.--**Describe the significance of the existing suspended investigations on lemon juice from Argentina and Mexico in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after investigations were suspended.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. **Likely effect of termination of suspended investigations.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of lemon juice in the future if the suspended investigations on lemon juice from Argentina and Mexico were to be terminated?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

Contact information-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

III-1. This question requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2007 of the following products you imported from Argentina and Mexico:

Product 1.—Cloudy frozen concentrated lemon juice, non-organic, for further manufacture¹

Product 2.-- Clarified frozen concentrated lemon juice, non-organic, for further manufacture¹

Product 3.-- Cloudy NFCLJ, non-organic, for further manufacture²

¹ For concentrated lemon juice, report data on a 400 grams per liter of anhydrous citric acid (GPL) basis.

² For not-from-concentrate lemon juice, report data on a single strength juice equivalent (SSE) basis.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III.--PRICING AND MARKET FACTORS--Continued

III-1 a. **Price data (Argentina).**--Report below the quarterly price data¹ for pricing products² imported from Argentina and sold by your firm.

Argentina

(Quantity in gallons @ 400 GPL value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						
April-June						
July-September						
October-December						

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-1 b. **Price data (Mexico)**.--Report below the quarterly price data¹ for pricing products² imported from Mexico and sold by your firm.

Mexico

<i>(Quantity in gallons @ 400 GPL value in dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						
April-June						
July-September						
October-December						

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of lemon juice (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Pricing terms for lemon juice.**--

(a) What are your firm's typical sales terms for its imported lemon juice?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of imported lemon juice usually quoted? (*check one*)

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Contract versus spot.**--Approximately what share of your firm's sales of its imported lemon juice from Argentina and Mexico in 2012 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2012 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

PART III.--PRICING AND MARKET FACTORS--Continued

III-6. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for lemon juice from Argentina and Mexico (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-7. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of lemon juice imported from Argentina and Mexico?

<u>Source</u>	<u>Argentina</u>		<u>Mexico</u>	
	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____	_____ %	_____
Produced to order	_____ %	_____	_____ %	_____
Total	100 %		100 %	

PART III.--PRICING AND MARKET FACTORS--Continued

III-8. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of lemon juice imported from Argentina and Mexico that is accounted for by U.S. inland transportation costs?
_____ %
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 your firm purchaser (*check one*)
- (c) When you sell lemon juice imported from Argentina and Mexico, from where is it shipped?
point of importation storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of lemon juice imported from Argentina and Mexico that are delivered the following distances from your U.S. point of shipment.

Distance from your U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

- III-9. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of lemon juice imported from any source? (check all that apply)

Geographic area	√ if applicable
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. —AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. —CA, OR, and WA.	<input type="checkbox"/>
Other. —All other markets in the United States not previously listed, including AK, HI, PR, and VI, among others.	<input type="checkbox"/>

PART III.--PRICING AND MARKET FACTORS--Continued

III-10. **End uses.**--List the end uses of the lemon juice that you import from Argentina and Mexico. For each end-use product, what percentage of the total cost is accounted for by lemon juice and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Lemon juice (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

III-11. **Changes in end uses.**-- Have there been any changes in the end uses of lemon juice since 2007? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Substitutes.**-- Can other products be substituted for lemon juice?

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for lemon juice?		
		No	Yes	Explanation
1. Fresh lemons		<input type="checkbox"/>	<input type="checkbox"/>	
2. Lemon oil		<input type="checkbox"/>	<input type="checkbox"/>	
3. Citric acid		<input type="checkbox"/>	<input type="checkbox"/>	
4. Other juices		<input type="checkbox"/>	<input type="checkbox"/>	
5.		<input type="checkbox"/>	<input type="checkbox"/>	
6.		<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND MARKET FACTORS--Continued

III-13. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for lemon juice since 2007? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Organic vs non-organic.**—Does organic lemon juice differ from non-organic lemon juice?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Demand for fresh lemons.**—How does demand for fresh lemons influence the supply of lemon juice, if known?

III-16. **Demand for lemon oil trends.**-- Indicate how demand for lemon oil within the United States and outside of the United States changed since January 1, 2007

Market	Increase	No change	Decrease	Fluctuate	Do not know	Factors
Demand since 2007						
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND MARKET FACTORS--Continued

III-17. **Demand for lemon oil impact.**—How does demand for lemon oil influence the supply of lemon juice, if known?

III-18. **Cost of lemon disposal.**—How does the costs of disposal of lemons influence the supply of lemon juice, if known?

III-19. **Supply factors.**—In addition to changes in demand, what supply factors have affected apparent consumption (total U.S. markets shipments from all sources) of lemon juice within the United States since January 2007 (check all that apply)?

	Very important	Somewhat important	Not Important
Argentine lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexican lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disease	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nonsubject imports of lemon juice ..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Subject imports of lemon juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. inventories of lemon juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Weather.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loss of lemon grove acreage in Argentina.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loss of lemon grove acreage in Mexico.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loss of lemon grove acreage in the United States.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increased imports of lemon juice rather than fresh lemons	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--PRICING AND MARKET FACTORS--Continued

III-24. **Raw materials.**--Discuss any anticipated changes in your raw material costs.

III-25. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced lemon juice in the U.S. market since 2007?

No Yes--Please provide details.

III-26. **Availability of "subject" import supply.**--

(a) Do you anticipate any changes in terms of the availability of lemon juice imported from Argentina and Mexico in the U.S. market?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

III-27. **Availability of "nonsubject" import supply.**--Has the availability of NONSUBJECT lemon juice (*i.e.*, lemon juice imported from countries other than Argentina and Mexico) changed since 2007?

No Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued

III-28. **Export constraints.**--Describe how easily your firm can shift its sales of lemon juice between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting lemon juice between the U.S. and alternative country markets within a 12-month period.

III-29. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of lemon juice since 2007? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-30. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for lemon juice has changed since January 1, 2007, and how you anticipate demand will change in the future. Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2007					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND MARKET FACTORS--Continued

III-31. Conditions of competition.--

(a) Is the lemon juice market subject to business cycles or conditions of competition (including seasonal business) distinctive to lemon juice?

No (skip to question III-31.) Yes-- Please describe and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for lemon juice since January 1, 2007?

No Yes-- Please describe.

III-32. Price comparisons.--Please compare market prices of lemon juice in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

III-33. Market studies.--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss lemon juice supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Argentina and Mexico, and (3) the world as a whole. Of particular interest is such data from 2007 to the present and forecasts for the future.

PART III.--PRICING AND MARKET FACTORS--Continued

III-35. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between lemon juice produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	Argentina	Mexico	Other countries
United States			
Argentina	X		
Mexico	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of lemon juice, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/>			