

**FOREIGN PRODUCERS'/EXPORTERS' 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.

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p>_____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm produced or exported lemon juice (as defined in the instruction booklet) at any time since January 1, 2007?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (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 proceedings 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 proceedings 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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>Email address</i>
	_____ <i>Fax:</i>	

**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 30 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.

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I-3. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm’s lemon juice in 2012.

No.	Importer’s name	Contact person	Email address	Area code and telephone number	Share of your 2012 exports (%)
1					
2					
3					
4					
5					

**PART I.--GENERAL INFORMATION--Continued**

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce lemon juice in the United States or other countries?

- No             Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Amy Sherman ([amy.sherman@usitc.gov](mailto:amy.sherman@usitc.gov)) for copies of that questionnaire).

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I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import lemon juice into the United States?

- No             Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Amy Sherman ([amy.sherman@usitc.gov](mailto:amy.sherman@usitc.gov)) for copies of that questionnaire).

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I-6. **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 future market conditions for lemon juice?

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

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**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](mailto: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 production of lemon juice since January 1, 2007.

- (check as many as appropriate)*                      *(please describe)*
- plant openings ..... \_\_\_\_\_  
\_\_\_\_\_
  - plant 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 production 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. **Include in your response a specific projection of your firm's capacity to produce lemon juice (in 1,000 gallons @ 400 GPL) for 2013 and 2014.**

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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 production of lemon juice in the future if the suspended investigations on lemon juice from Argentina or 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 that address this issue. **Include in your response a specific projection of your firm's capacity to produce lemon juice (in 1,000 gallons @ 400 GPL) for 2013 and 2014.**

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II-5. **Same equipment, machinery, and workers.**--Has your firm since 2007 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of lemon juice?

- No
- Yes--List the following information and report your firm's combined production capacity and production of these products and lemon juice in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

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

**II-5. Same equipment, machinery, and workers.--Continued**

(Quantity in 1,000 gallons @ 400 GPL)						
Item	2007	2008	2009	2010	2011	2012
<b>Overall Production Capacity</b>						
<b>Production of:</b>						
Lemon juice – non-organic						
Lemon juice – organic						
Lemon oil						
Lemon peel						
Orange juice						
Other: _____						

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

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II-7. **Production shifting.**--Is your firm able to switch production between lemon juice and other products in response to a relative change in the price of lemon juice vis-a-vis the price of other products, using the same equipment and/or labor?

No             Yes---Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from lemon juice.

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II-8. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of lemon juice?

\_\_\_\_\_ Percent

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

II-9. **Inventories in the United States.**--Has your firm, since 2007, maintained any inventories of lemon juice in the United States?

No             Yes--Report the quantity of such end-of-period inventories below.

<i>(Quantity in 1,000 gallons @ 400 GPL)</i>						
	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>
Inventory						

II-10. **Barriers.**--

(a) Are your firm's exports of lemon juice subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No             Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

<b>Product</b>	<b>Country</b>	<b>Year imposed</b>	<b>Barrier (if tariff, give rate)</b>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of lemon juice subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No             Yes--List the products(s), country(ies), and type of proceeding.

<b>Product</b>	<b>Country</b>	<b>Type of proceeding</b>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

II-11. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of lemon juice since 2007. Please identify and discuss below.

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II-12. **Significance of suspended investigations.**--Describe the significance of the existing suspended investigations on lemon juice Argentina and/or Mexico in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the investigations were suspended.

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II-13. **Anticipated changes if the suspended investigations are terminated.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production 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.

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

II-14a. **Trade data (Argentina).**-- Report production capacity, production, shipments, and inventories of lemon juice produced by your firm in Argentina during the specified periods. (See definitions in the instruction booklet.)

## ARGENTINA

(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
<b>Average production capacity<sup>1</sup> (A)</b>						
<b>Beginning-of-period inventories (B)</b>						
<b>Production<sup>2</sup> (C)</b>						
<b>Home market shipments:</b>						
Internal consumption/transfers quantity (D)						
Commercial shipments quantity (E)						
value (F)						
<b>Export shipments:</b>						
to the United States: <sup>3</sup> quantity (G)						
value (H)						
to the European Union: <sup>4</sup> quantity (I)						
value (J)						
to Asia: <sup>5</sup> quantity (K)						
value (L)						
to all other markets: <sup>6</sup> quantity (M)						
value (N)						
<b>Total exports (quantity) (O)</b>						
<b>Total shipments (quantity) (P)</b>						
<b>End-of-period inventories (Q)</b>						
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p><sup>2</sup> Please estimate the percentage of total production of lemon juice in Argentina accounted for by your firm's production in 2012: _____ percent</p> <p><sup>3</sup> Please estimate the percentage of total exports to the United States of lemon juice in Argentina accounted for by your firm's exports in 2012: _____ percent</p> <p><sup>4</sup> Identify your principal <i>European Union</i> export markets: _____.</p> <p><sup>5</sup> Identify your principal <i>Asian</i> export markets: _____.</p> <p><sup>6</sup> Identify your principal <i>other</i> export markets: _____.</p>						

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

II-14b. **Trade data (Mexico).**-- Report production capacity, production, shipments, and inventories of lemon juice produced by your firm in Mexico during the specified periods. (See definitions in the instruction booklet.)

**MEXICO**

<b>(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)</b>						
<b>Item</b>	<b>Calendar year</b>					
	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>
<b>Average production capacity<sup>1</sup> (A)</b>						
<b>Beginning-of-period inventories (B)</b>						
<b>Production<sup>2</sup> (C)</b>						
<b>Home market shipments:</b>						
Internal consumption/transfers quantity (D)						
Commercial shipments quantity (E)						
value (F)						
<b>Export shipments:</b>						
to the United States: <sup>3</sup> quantity (G)						
value (H)						
to the European Union: <sup>4</sup> quantity (I)						
value (J)						
to Asia: <sup>5</sup> quantity (K)						
value (L)						
to all other markets: <sup>6</sup> quantity (M)						
value (N)						
<b>Total exports (quantity) (O)</b>						
<b>Total shipments (quantity) (P)</b>						
<b>End-of-period inventories (Q)</b>						
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p><sup>2</sup> Please estimate the percentage of total production of lemon juice in Mexico accounted for by your firm's production in 2012: _____ percent</p> <p><sup>3</sup> Please estimate the percentage of total exports to the United States of lemon juice in Mexico accounted for by your firm's exports in 2012: _____ percent</p> <p><sup>4</sup> Identify your principal <i>European Union</i> export markets: _____.</p> <p><sup>5</sup> Identify your principal <i>Asian</i> export markets: _____.</p> <p><sup>6</sup> Identify your principal <i>other</i> export markets: _____.</p>						

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

II-15. **Reconciliation of trade data.**—

- (a) The quantities reported in question II-14 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - E - G - I - K - M = Q$  Do these data reconcile?  Yes  No--Please explain: \_\_\_\_\_

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

Yes.  No--Please explain:

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**PART III.--MARKET FACTORS**

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

III-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 III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Contract versus spot.**-- Approximately what share of your firm’s sales of lemon juice to U.S. customers 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>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>

III-3. Please fill out the table with respect to provisions of your typical sales contracts with U.S. customers for lemon juice (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

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

**PART III.--MARKET FACTORS--Continued**

III-4. **Lead times.**--What is the average lead time for lemon juice to U.S. customers between a customer's order and the date of delivery for your firm's sales of lemon juice?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

III-5. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for lemon juice since 2007? Also discuss any anticipated changes in your raw material costs.

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III-6. **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 Argentina and Mexico -produced lemon juice in the U.S. market since 2007?

No       Yes-- Please describe.

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**PART III.--MARKET FACTORS--Continued**

**III-7. Availability of SUBJECT import supply.--**

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

Increase                       No change                       Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.

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**III-8. Product shifting.--**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 (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting lemon juice between the U.S. and alternative country markets within a 12-month period.

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**III-9. Product range.--**Is the product range, product mix, or marketing of lemon juice in your home market different from that of lemon juice for export to the United States or to third-country markets?

No                       Yes—Please explain.

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**PART III.--MARKET FACTORS--Continued**

III-10. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of lemon juice in your home market, for export to the United States, or for export to third-country markets since 2007? Do you anticipate any future changes?

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

III-11. **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"/>	

III-12. **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			Explain
	No	Yes	
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

**PART III.--MARKET FACTORS--Continued**

III-13. **Interchangeability.**--Is the lemon juice produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm’s lemon juice sold to the United States and/or to third-country markets?

Yes             No--Identify the market(s) and any differences in the products.

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III-14. **End uses.**--Describe the end uses of the lemon juice that you manufacture and sell to your home market. If these end uses differ from those of the lemon juice you sell to the U.S. market or to third-country markets, explain.

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III-15. **Changes in end uses.**-- Have there been any changes in the end uses of lemon juice since 2007? Do you anticipate any future changes?

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



**PART III.--MARKET FACTORS--Continued**

III-16. **Demand trends.**--Indicate how demand in the following markets 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
<b>Demand since 2007</b>					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Price differences.**--Please compare market prices of lemon juice in your home market, the United States, and third-country markets.

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III-18. **Description of home market.**--Describe briefly your home market for lemon juice, including the number of, and competition between, producers.

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**PART III.--MARKET FACTORS--Continued**

III-19. **Import competition.**--Do you face competition from imports of lemon juice in your home market?

- No                       Yes--Please identify the country sources of any imports of lemon juice into your home market.

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III-20. **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.