

## U.S. GROWERS' QUESTIONNAIRE

### SUGAR FROM MEXICO

This questionnaire must be received by the Commission by **JANUARY 28, 2015**

*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping investigations concerning sugar from Mexico (Inv. Nos. 701-TA-513 and 731-TA-1249 (Final)). 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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
Website _____
Has your firm grown sugar cane or sugar beets at any time since October 1, 2011?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
<input type="checkbox"/> <b>Sugar cane</b> <input type="checkbox"/> <b>Sugar beets</b>
Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: <b>SUGAR</b> )

#### 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 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.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone:

\_\_\_\_\_  
Fax:

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.** This proceeding was instituted in response to a petition filed on March 28, 2014 by the American Sugar Coalition (“ASC”). The ASC members are: American Sugar Cane League, Thibodaux, LA; American Sugarbeet Growers Association, Washington, DC; American Sugar Refining, Inc., West Palm Beach, FL; Florida Sugar Cane League, Washington, DC; Hawaiian Commercial and Sugar Company, Puunene, HI; Rio Grande Valley Sugar Growers, Inc., Santa Rosa, TX; Sugar Cane Growers Cooperative of Florida, Belle Glade, FL; and United States Beet Sugar Association, Washington, DC. Countervailing and antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [http://www.usitc.gov/investigations/701731/2014/sugar\\_mexico/final.htm](http://www.usitc.gov/investigations/701731/2014/sugar_mexico/final.htm).

**Sugar** covered by these investigations as defined by the Department of Commerce scope is raw and refined sugar of all polarimeter readings derived from sugar cane or sugar beets. The chemical sucrose gives sugar its essential character. Sucrose is a nonreducing disaccharide composed of glucose and fructose linked by a glycosidic bond via their anomeric carbons. The molecular formula for sucrose is C<sub>12</sub>H<sub>22</sub>O<sub>11</sub>; the International Union of Pure and Applied Chemistry (IUPAC) International Chemical Identifier (InChI) for sucrose is 1S/C12H22O11/c13-l-4-6(16)8(18)9(19)11(21-4)23-12(3-15)10(20)7(17)5(2-14)22-12/h4-11,13-20H,1-3H2/t4-,5-,6-,7-,8+,9-,10+,11-,12+/m1/s1; the InChI Key for sucrose is CZMRCDWAGMRECN-UGDNZRGBSA-N; the U.S. National Institutes of Health PubChem Compound Identifier (CID) for sucrose is 5988; and the Chemical Abstracts Service (CAS) Number of sucrose is 57-50-1.

Sugar described in the previous paragraph includes products of all polarimeter readings described in various forms, such as raw sugar, estandar or standard sugar, high polarity or semirefined sugar, special white sugar, refined sugar, brown sugar, edible molasses, desugaring molasses, organic raw sugar, and organic refined sugar. Other sugar products, such as powdered sugar, colored sugar, flavored sugar, and liquids and syrups that contain 95 percent or more sugar by dry weight are also within the scope of these investigations.

The scope of these investigations does not include (1) sugar imported under the Refined Sugar Re-Export Programs of the U.S. Department of Agriculture;<sup>1</sup> (2) sugar products produced in Mexico that contain 95 percent or more sugar by dry weight that originated outside of Mexico; (3) inedible molasses (other than inedible desugaring molasses noted above); (4) beverages; (5) candy; (6) certain specialty sugars; and (7) processed food products that contain sugar (e.g., cereals). Specialty sugars excluded from the scope of these investigations are limited to the following: caramelized slab sugar candy, pearl sugar, rock candy, dragees for cooking and baking, fondant, golden syrup, and sugar decorations.

Merchandise covered by these investigations is typically imported under the following headings of the HTSUS: 1701.12.1000, 1701.12.5000, 1701.13.1000, 1701.13.5000, 1701.14.1000, 1701.14.5000, 1701.91.1000, 1701.91.3000, 1701.99.1010, 1701.99.1025, 1701.99.1050, 1701.99.5010, 1701.99.5025, 1701.99.5050, and 1702.90.4000. The tariff classification is provided for convenience and customs purposes; however, the written description of the scope of these investigations is dispositive.

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<sup>1</sup> This exclusion applies to sugar imported under the Refined Sugar Re-Export Program, the Sugar-Containing Products Re-Export Program, and the Polyhydric Alcohol Program administered by the U.S. Department of Agriculture.

**Raw sugar.**—Unrefined sugar destined for further processing.

**Refined sugar.**—Sugar that is not destined for further processing.

**Reporting of information.**-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

**Confidentiality.**--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. §1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. §1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR §207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

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

Hours	Dollars

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 50 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes       No

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

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I-3. **Petition support.**--Does your firm support or oppose the petition?

Support	Oppose	Take no position
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-4. **Ownership.**--Is your farm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your farm have any related firms, either domestic or foreign, that are engaged in importing sugar from Mexico into the United States or that are engaged in exporting sugar from Mexico to the United States?

No       Yes--List the following information.

Firm name	Address	Affiliation

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

No       Yes--List the following information.

Firm name	Address	Affiliation

I-7. **Contractual or legal relationships with downstream users.**--Does your farm have a contractual or other legal relationship with processors, refiners, millers, or other growers of sugar cane or sugar beets, including cooperatives?

No

Yes.--Farm is a member-owner of a sugar cooperative (check which cooperative(s))

**Farm is a member-owner in. —**

- Amalgamated Sugar Company
- American Crystal Sugar
- American Sugar Cane League
- Florida Crystals Corp
- Hawaiian Commercial & Sugar Company
- Michigan Sugar Company
- Minn-Dak Farmers Coop
- Rio Grande valley Sugar Growers
- Southern Minnesota Beet Sugar Cooperative
- Sugar Cane Growers Cooperative of Florida
- Western Sugar Cooperative
- Wyoming Sugar Growers
- Other.--

Yes.--Farm has contractual/legal relationship other than being a member-owner of a sugar cooperative (please described the relationship(s) and indicate the firm(s) which with your farm has the relationship(s)).

**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 crop-year basis (i.e., Oct 1 through Sept 30). Quantities should be reported as specified.**

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 farm has experienced any of the following changes in relation to the production of sugar cane or sugar beets since October 1, 2011.

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> purchase or expansion of land	
<input type="checkbox"/> sale or reduction of land	
<input type="checkbox"/> increase in production of sugar cane or sugar beets	
<input type="checkbox"/> decrease in production of sugar cane or sugar beets	
<input type="checkbox"/> adverse weather conditions affecting crop yield	
<input type="checkbox"/> labor disputes or shortages	
<input type="checkbox"/> other <i>(please specify the nature)</i>	

II-3. **Overall farm operations.**-- Please report your farm's production of sugar cane or sugar beets, production of products made on the same land, with the same equipment and machinery, and/or the same product and related workers used to grow sugar cane or sugar beets.

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your farm and production for another farm under a toll agreement.

Item	Crop years		
	2011/12	2012/13	2013/14
<b>Total acreage owned/leased</b> (number of acres)			
<b>Sugar cane or sugar beets:</b> Acres harvested ( <i>number of acres</i> )			
Production ( <i>short tons</i> )			
<b>Other products harvested:</b> Acres harvested ( <i>number of acres</i> )			

II-4. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your growing capabilities.



II-5. **Employment data.**--Report your farm's employment related data.

**"Production Related Workers" (PRWs)** includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12.

**"Hours worked"** includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Crop years		
	2011/12	2012/13	2013/14
<b>Average number of PRWs</b> ( <i>number</i> ) employed at farms with sugar cane or sugar beet operations			
<b>Sugar cane or sugar beets:</b> <b>Hours worked by PRWs</b> (hours) in relation to sugar cane or sugar beet harvesting			
<b>Total wages paid to PRWs</b> ( <i>in dollars</i> ) in relation to sugar cane or sugar beet harvesting			
<b>Other products:</b> <b>Hours worked by PRWs</b> (hours) in relation to harvesting other products other than sugar cane and sugar beets			
<b>Total wages paid to PRWs</b> ( <i>in dollars</i> ) in relation to harvesting products other than sugar cane and sugar beets			

II-6. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, [charles.yost@usitc.gov](mailto:charles.yost@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. **Accounting system.**--Briefly describe your farm's financial accounting system.

- A. When does your farm's fiscal year end (month and day)? \_\_\_\_\_  
If your farm's fiscal year changed during the data-collection period, explain:  
\_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include sugar:  
\_\_\_\_\_
- 2. Does your farm prepare profit/loss statements for sugar:  
 Yes       No
- 3. How often did your farm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,    unaudited,    annual reports,    10Ks,    10 Qs,  
 Monthly,    quarterly,    semi-annually,    annually
- 4. Accounting basis: Are the farm expenses, SG&A expenses, and other expenses and income reported in section III-6 provided on:    an accrual basis (GAAP),  
 a cash basis,    a tax basis, or    other basis (comprehensive basis of accounting) (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes sugar, as well as those statements and worksheets used to compile data for your farm's questionnaire response.*

III-3. **Cost accounting system.**--Briefly describe your farm's cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your farm's allocation basis, if any, for sugar-related income and expense.

III-5a. **Other products.**--Please list the other farm products produced on the land on which your farm produced sugar cane or sugar beets, and provide the share of net sales accounted for by these other products in your farm's most recent fiscal year.

Products	Share of sales
Sugar cane or sugar beets	%
	%
	%
	%
	%

III-5b. Have the shares of other products grown on the same land, as listed in III-5a, changed since October 1, 2011? If yes, please describe the change.

III-6. **Growers' operations on sugar crops.**--Report the revenue and related cost information requested below on the sugar cane and/or sugar beet operations of your farm's U.S. farming operations. Provide data for your farm's three most recently completed crop years.

<b>Quantity (in short tons) and value (in \$1,000)</b>			
<b>Item</b>	<b>Crop years<sup>1</sup></b>		
	<b>2011/12</b>	<b>2012/13</b>	<b>2013/14</b>
<b>Net sales and shipment quantities:</b>			
Commercial sales of sugar cane/sugar beet (i.e., excluding shipments to agricultural cooperative)			
Shipments of sugar cane or sugar beets to agricultural cooperatives			
Total quantity shipped	0	0	0
<b>Grower revenues:</b>			
Commercial sales of sugar cane/sugar beet (i.e., excluding revenue distributions from agricultural cooperatives)			
Revenue distributions from agricultural cooperatives related to sugar cane/sugar beet shipments			
Other revenues related to sugar cane/sugar beet production <sup>2</sup>			
Total revenue	0	0	0
<b>Farm expenses:<sup>3</sup></b>			
Planting, growing and harvesting costs			
Rent or lease payments by growers			
Transportation expenses to miller/processor (freight and trucking that the grower has paid or been charged for)			
Total farm expenses	0	0	0
<b>Gross farm income or (loss)</b>	0	0	0
<b>Selling, general and administrative expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
<b>Operating income (loss)</b>	0	0	0
<b>Other expenses and income:</b>			
Interest expense			
All other expense items			
All other income items <sup>4</sup>			
<b>Net income or (loss) before income taxes</b>	0	0	0
<b>Depreciation/amortization included farm expenses above</b>			
<p><sup>1</sup> Please identify whether the financial data reported here are on a crop year or other basis and whether tax returns (Schedule F, Form 1040) are the basis of reporting. Provide your response in Section III-7.</p> <p><sup>2</sup> Include other revenues related to sale of sugar cane or sugar beet from your farm's farming operations; also include here, if applicable to your farming operations, co-product revenues or cooperative distributions from sale or use of sugar cane or sugar beet as animal feed additives or animal forage.</p> <p><sup>3</sup> Generally this would include total variable costs, as reported to the U.S. Dept. of Agriculture, and farm overhead expenses incurred in growing and harvesting sugar cane/sugar beets. Also, this would include those farm expenses as shown in Part II, Farm Expenses Cash and Accrual Method, Schedule F (Form 1040). (DO NOT attach your Schedule F to your questionnaire response.)</p> <p><sup>4</sup> Government programs, including (as applicable) crop insurance proceeds, federal crop disaster payments, CCC loans forfeited, and agricultural program payments.</p>			

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-7. **Financial data reconciliation.**--The calculable line items from question III-6 (i.e., total quantity shipped, total revenue, total farm expenses, gross farm income (or loss), and net income or (loss) before income taxes) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your farm's financial records ignoring non-material differences that may arise due to rounding?

Yes     No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

III-8. **Asset values.**--Report the total assets (i.e., both current and long-term assets) of your farm that are related to sugar (i.e., your farming operations related to sugar cane or sugar beet). If your farm does not maintain some or all of the specific asset information necessary to calculate total assets for sugar in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your farm's cost allocations in the previous question. Provide data as of the end of your farm's three most recently completed fiscal years.

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Crop years		
	2011/12	2012/13	2013/14
<b>Total assets (net)</b>			

Description of asset trends:

III-9. **Capital expenditures and research and development expenses.**--Report your farm's capital expenditures and research and development expenses on sugar cane and/or sugar beets. Provide data for your farm's three most recently completed crop years.

Value (in \$1,000)			
Item	Crop years		
	2011/12	2012/13	2013/14
Capital expenditures			
Research and development expenses			

III-10. **Effects of imports.**--Since October 1, 2011, has your farm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of sugar from Mexico?

No             Yes--My farm has experienced actual negative effects as follows:

<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects
<input type="checkbox"/>	Denial or rejection of investment proposal
<input type="checkbox"/>	Reduction in the size of capital investments
<input type="checkbox"/>	Rejection of bank loans, including a reduction or limitation on the amount of working capital provided by bank or other financial institution
<input type="checkbox"/>	Lowering of credit rating
<input type="checkbox"/>	Problem related to the issue of stocks or bonds
<input type="checkbox"/>	Other (specify):

III-11. **Anticipated effects of imports.**--Does your farm anticipate any negative effects due to imports of sugar from Mexico?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: [http://www.usitc.gov/investigations/701731/2014/sugar\\_mexico/final.htm](http://www.usitc.gov/investigations/701731/2014/sugar_mexico/final.htm).

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/>      **Pin:** **SUGAR**

- **E-mail.**—E-mail your questionnaire to [amy.sherman@usitc.gov](mailto:amy.sherman@usitc.gov); include a scanned copy of the signed certification page (page 1). *Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.*

**If your firm does not produce this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

***Parties to this proceeding.***—If your firm is a party to this proceeding, you are required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR §207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR §207.7). Service of the questionnaire must be made in paper form.