
U.S. IMPORTERS' QUESTIONNAIRE

CITRIC ACID AND CERTAIN CITRATE SALTS FROM CANADA AND CHINA

This questionnaire must be received by the Commission by **January 22, 2015**

See the 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 review of the antidumping and countervailing duty orders concerning citric acid and certain citrate salts from Canada and China (Inv. Nos. 701-TA-456 and 731-TA-1151-1152 (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 firm's possession (19 U.S.C. § 1333(a)).

| | | |
|---|--|-----------------------|
| Name of firm _____ | | |
| Address _____ | | |
| City _____ | State _____ | Zip Code _____ |
| Website _____ | | |
| Has your firm imported <u>citric acid or certain citrate salts</u> (as defined on page 2) <i>from any country</i> at any time since January 1, 2009? | | |
| <input type="checkbox"/> NO | (Sign the certification below and promptly return only this page of the questionnaire to the Commission) | |
| <input type="checkbox"/> YES | (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission) | |
| Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/ . (PIN: 8808) | | |

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

Background.

Every five years, the Commission must determine whether revocation of the antidumping and countervailing duty orders on citric acid and certain citrate salts from Canada and China would be likely to lead to continuation or recurrence of material injury within a reasonably foreseeable time. On July 7, 2014, the Commission determined that responses to its notice of institution of the subject five-year review were such that a full review pursuant to section 751(c)(5) of the Act should proceed.

Merchandise covered by the scope of these investigations.

“Citric acid and certain citrate salts” or the “subject product.”—covered by these investigations is defined as “all grades and granulation sizes of citric acid, sodium citrate, and potassium citrate in their unblended forms, whether dry or in solution, and regardless of packaging type. The scope also includes blends of citric acid, sodium citrate, and potassium citrate; as well as blends with other ingredients, such as sugar, where the unblended form(s) of citric acid, sodium citrate, and potassium citrate constitute 40 percent or more, by weight, of the blend. The scope of these investigations also includes all forms of crude calcium citrate, including dicalcium citrate monohydrate, and tricalcium citrate tetrahydrate, which are intermediate products in the production of citric acid, sodium citrate, and potassium citrate.

The scope of these investigations does not include calcium citrate that satisfies the standards set forth in the United States Pharmacopeia and has been mixed with a functional excipient, such as dextrose or starch, where the excipient constitutes at least 2 percent, by weight, of the product.

The scope of these investigations includes the hydrous and anhydrous forms of citric acid, the dihydrate and anhydrous forms of sodium citrate, otherwise known as citric acid sodium salt, and the monohydrate and monopotassium forms of potassium citrate. Sodium citrate also includes both trisodium citrate and monosodium citrate, which are also known as citric acid trisodium salt and citric acid monosodium salt, respectively.

Citric acid and sodium citrate are classifiable under subheadings 2918.14.00 and 2918.15.10 of the Harmonized Tariff Schedule of the United States (HTSUS), respectively. Potassium citrate and crude calcium citrate are classifiable under subheadings 2918.15.50 and 3824.90.92 of the HTSUS, respectively. Blends that include citric acid, sodium citrate, and potassium citrate are classifiable under subheading 3824.90.92 of the HTSUS. Although the HTSUS subheadings are provided for convenience and customs purposes, the written description of the merchandise is dispositive.”

Service of questionnaire response(s).--In the event that your firm is a party to this proceeding, you are required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR ' 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) you submit (see 19 CFR ' 207.7).

Confidentiality.--The commercial and financial data furnished in response to the enclosed questionnaire(s) 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 the enclosed questionnaire(s) is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all of your files, worksheets, and supporting documents used in the preparation of the questionnaire response(s).

Release of information.--The information provided by your firm in response to the questionnaire(s), 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.

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. If your firm is publicly traded, please specify the stock exchange and trading symbol.

"Establishment"--Each facility of a firm involved in the importation of citric acid and/or certain citrate salts, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

| |
|--|
| |
|--|

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

No Yes--List the following information.

| Firm name | Address | Extent of ownership (percent) |
|------------------|----------------|--------------------------------------|
| | | |
| | | |
| | | |

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing the subject product from Canada or China into the United States or that are engaged in exporting the subject product from Canada or China to the United States?

No Yes--List the following information.

| Firm name | Address | Extent of ownership (percent) |
|------------------|----------------|--------------------------------------|
| | | |
| | | |
| | | |

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing the subject product from countries other than Canada or China into the United States or that are engaged in exporting the subject product from countries other than Canada or China to the United States?

No Yes--List the following information.

| Firm name | Address | Extent of ownership (percent) |
|------------------|----------------|--------------------------------------|
| | | |
| | | |
| | | |

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

No Yes--List the following information.

| Firm name | Address | Extent of ownership (percent) |
|------------------|----------------|--------------------------------------|
| | | |
| | | |
| | | |

I-7. **Importing operations.**--Please indicate the nature of your firm's importing operations on the subject product. More than one answer may be applicable.

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

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

| Firm name | Address | Contact person and phone number |
|-----------|---------|---------------------------------|
| | | |
| | | |
| | | |

I-9. **FTZ, TIB, and bonded warehouses.**--Please indicate whether your firm enters the subject product into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports the subject product under the TIB (temporary importation under bond) program.

“Foreign trade zone” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act, 19 U.S.C. §§ 81a-81u.

“Bonded warehouse” is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S. Code § 1555.

“Temporary Importation under Bond (“TIB”) program” is a procedure whereby, imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule (HTS).

| | | |
|-------------------|--------------------------|--------------------------|
| | No | Yes |
| FTZ | <input type="checkbox"/> | <input type="checkbox"/> |
| Bonded warehouses | <input type="checkbox"/> | <input type="checkbox"/> |
| TIB | <input type="checkbox"/> | <input type="checkbox"/> |

I-10. **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 the subject product?

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

I-11. **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 Joanna Lo (202-205-1888, joanna.lo@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 the subject product since January 1, 2009.

| <i>check as many as appropriate</i> | | <i>please describe and indicate when each change occurred</i> |
|-------------------------------------|--|---|
| <input type="checkbox"/> | Office/warehouse openings | |
| <input type="checkbox"/> | Office/warehouse closings | |
| <input type="checkbox"/> | Relocations | |
| <input type="checkbox"/> | Expansions | |
| <input type="checkbox"/> | Acquisitions | |
| <input type="checkbox"/> | Consolidations | |
| <input type="checkbox"/> | Prolonged shutdowns or production curtailments | |
| <input type="checkbox"/> | Revised labor agreements | |
| <input type="checkbox"/> | Other (e.g., technology) | |

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 the subject product in the future?

| | | |
|--------------------------|--------------------------|--|
| No | Yes | If 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. |
| <input type="checkbox"/> | <input type="checkbox"/> | |

For question II-4, if your firm's response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the importation of the subject product in the future if the antidumping and/or countervailing duty orders on the subject product from Canada and China were to be revoked?

| | | |
|--------------------------|--------------------------|--|
| No | Yes | If 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. |
| <input type="checkbox"/> | <input type="checkbox"/> | |

II-5. **Arranged imports.**--Has your firm actually imported and/or arranged for the importation of the subject product for delivery after September 30, 2014?

"Arranged imports" are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No Yes--Fill out the table below.

| Quantity (in 1,000 dry pounds) | | | | |
|---|---|-----------------------|------------------------|------------------------|
| Country | Period of actual and/or arranged imports | | | |
| | Oct.-Dec. 2014 | Jan.-Mar. 2015 | April-June 2015 | July-Sept. 2015 |
| Canada | | | | |
| China | | | | |
| All others countries¹ | | | | |

¹ Please indicate the specific countries: _____

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

Definitions

"Imports" are defined as those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

"Import quantities" Quantities reported should be net of returns.

"Import values" Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

"U.S. shipments" are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

"U.S. commercial shipments" are defined as shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. The value of a reported U.S. commercial should be net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" is defined as product consumed internally by your firm.

"Transfers to related firms" are defined as shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" is defined as a firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" are defined as shipments to destinations outside the United States, including shipments to related firms.

"End of period inventories" is defined as finished goods inventory, not raw materials or work in progress.

II-7a. **Imports from Canada.**-- Report your firm's U.S. imports and your firm's shipments and inventories of the subject product imported from Canada by your firm during the specified periods.

CANADA

| Quantity (in 1,000 dry pounds), value (in \$1,000) | | | | | | | |
|--|---------------|------|------|------|------|-------------------|------|
| Item | Calendar year | | | | | January-September | |
| | 2009 | 2010 | 2011 | 2012 | 2013 | 2013 | 2014 |
| 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. commercial shipments to distributors (quantity) (K) | | | | | | | |
| U.S. commercial shipments to end users (quantity) (L) | | | | | | | |

¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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 firm's principal export markets: _____.

II-7b. **End Use Market Segments.**-- Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and export shipments in 2013 were shipped (estimate if necessary) to each of the end-use market segments listed below.

CANADA

| Market Segment ¹ | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Food and Beverage: | | |
| Soft Drinks (carbonated beverages sold as a liquid) | | |
| Other Beverages | | |
| Subtotal, Beverages | 0 | 0 |
| Food | | |
| Subtotal, Food and Beverage | 0 | 0 |
| Industrial: | | |
| Household detergents and cleaners | | |
| Other Industrial | | |
| Subtotal, Industrial | 0 | 0 |
| Pharmaceutical: | | |
| Beauty and oral hygiene/cosmetics | | |
| Other pharmaceuticals | | |
| Subtotal, Pharmaceuticals | 0 | 0 |
| Other market segments² | | |
| Total | 0 | 0 |
| ¹ Please indicate whether the relative volumes your firm sold into each market segment in 2013 are representative of your firm's sales during the period from 2009-2014 _____ ² Please specify these "other" market segments _____ | | |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-7a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-7b totals less equivalent data from Q II-7a (should equal zero ("0"), if not revise) | 0 | 0 |

II-7c. **Product Form.**-- Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and export shipments in 2013 were shipped (estimate if necessary) in each of the below specified forms.

CANADA

| Product form | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|--|
| Anhydrous | | |
| Monohydrate | | |
| Solution | | |
| Other ¹ | | |
| Total | 0 | 0 |
| ¹ Please specify the other forms _____ | | |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-7a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-7c totals less equivalent data from Q II-7a (should equal zero ("0"), if not revise) | 0 | 0 |

II-7d. **Shipments by Product.**--Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and export shipments in 2013 consisted of the following products:

CANADA

| Products | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|-----------------------|--|--|
| Citric acid | | |
| Sodium citrate | | |
| Potassium citrate | | |
| Crude calcium citrate | | |
| Total | 0 | 0 |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-7a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-7d totals less equivalent data from Q II-7a (should equal zero ("0"), if not revise) | 0 | 0 |

II-8a. **Imports from China.**-- Report your firm's U.S. imports and your firm's shipments and inventories of the subject product imported from China by your firm during the specified periods.

CHINA

| Quantity (in 1,000 dry pounds), value (in \$1,000) | | | | | | | |
|--|---------------|------|------|------|------|-------------------|------|
| Item | Calendar year | | | | | January-September | |
| | 2009 | 2010 | 2011 | 2012 | 2013 | 2013 | 2014 |
| 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. commercial shipments to distributors (quantity) (K) | | | | | | | |
| U.S. commercial shipments to end users (quantity) (L) | | | | | | | |

¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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 firm's principal export markets: _____

II-8b. **End Use Market Segments.**-- Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and export shipments in 2013 were shipped (estimate if necessary) to each of the end-use market segments listed below.

CHINA

| Market Segment ¹ | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Food and Beverage: | | |
| Soft Drinks (carbonated beverages sold as a liquid) | | |
| Other Beverages | | |
| Subtotal, Beverages | 0 | 0 |
| Food | | |
| Subtotal, Food and Beverage | 0 | 0 |
| Industrial: | | |
| Household detergents and cleaners | | |
| Other Industrial | | |
| Subtotal, Industrial | 0 | 0 |
| Pharmaceutical: | | |
| Beauty and oral hygiene/cosmetics | | |
| Other pharmaceuticals | | |
| Subtotal, Pharmaceuticals | 0 | 0 |
| Other market segments² | | |
| Total | 0 | 0 |
| ¹ Please indicate whether the relative volumes your firm sold into each market segment in 2013 are representative of your firm's sales during the period from 2009-2014 _____ ² Please specify these "other" market segments _____ | | |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-8a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-8b totals less equivalent data from Q II-8a (should equal zero ("0"), if not revise) | 0 | 0 |

II-8c. **Product Form.**-- Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and exports shipments in 2013 were shipped (estimate if necessary) in each of the below specified forms.

CHINA

| Product form | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|--|
| Anhydrous | | |
| Monohydrate | | |
| Solution | | |
| Other ¹ | | |
| Total | 0 | 0 |
| ¹ Please specify the other forms _____ | | |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-8a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-8c totals less equivalent data from Q II-8a (should equal zero ("0"), if not revise) | 0 | 0 |

II-8d. **Shipments by Product.**--Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and export shipments in 2013 consisted of the following products:

CHINA

| Products | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|-----------------------|--|--|
| Citric acid | | |
| Sodium citrate | | |
| Potassium citrate | | |
| Crude calcium citrate | | |
| Total | 0 | 0 |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-8a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-8d totals less equivalent data from Q II-8a (should equal zero ("0"), if not revise) | 0 | 0 |

II-9a. **Imports from all other sources.**-- Report your firm's U.S. imports and your firm's shipments and inventories of the subject product imported from any country other than Canada and China by your firm during the specified periods.

ALL OTHER SOURCES COMBINED

(List sources: _____)

| Quantity (in 1,000 dry pounds), value (in \$1,000) | | | | | | | |
|--|---------------|------|------|------|------|-------------------|------|
| Item | Calendar year | | | | | January-September | |
| | 2009 | 2010 | 2011 | 2012 | 2013 | 2013 | 2014 |
| 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. commercial shipments to distributors (quantity) (K) | | | | | | | |
| U.S. commercial shipments to end users (quantity) (L) | | | | | | | |

¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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 firm's principal export markets: _____

II-9b. **End Use Market Segments.**-- Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and export shipments in 2013 were shipped (estimate if necessary) to each of the end-use market segments listed below.

ALL OTHER SOURCES

| Market Segment ¹ | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Food and Beverage: | | |
| Soft Drinks (carbonated beverages sold as a liquid) | | |
| Other Beverages | | |
| Subtotal, Beverages | 0 | 0 |
| Food | | |
| Subtotal, Food and Beverage | 0 | 0 |
| Industrial: | | |
| Household detergents and cleaners | | |
| Other Industrial | | |
| Subtotal, Industrial | 0 | 0 |
| Pharmaceutical: | | |
| Beauty and oral hygiene/cosmetics | | |
| Other pharmaceuticals | | |
| Subtotal, Pharmaceuticals | 0 | 0 |
| Other market segments² | | |
| Total | 0 | 0 |
| ¹ Please indicate whether the relative volumes your firm sold into each market segment in 2013 are representative of your firm's sales during the period from 2009-2014 _____ ² Please specify these "other" market segments _____ | | |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-9a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-9b totals less equivalent data from Q II-9a (should equal zero ("0"), if not revise) | 0 | 0 |

II-9c. **Product Form.**-- Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and export shipments in 2013 were shipped (estimate if necessary) in each of the below specified forms.

ALL OTHER SOURCES

| Product form | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|--|
| Anhydrous | | |
| Monohydrate | | |
| Solution | | |
| Other ¹ | | |
| Total | 0 | 0 |
| ¹ Please specify the other forms _____ | | |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-9a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-9c totals less equivalent data from Q II-9a (should equal zero ("0"), if not revise) | 0 | 0 |

II-9d. **Shipments by Product.**--Please report what volume (in 1,000 dry pounds) of your firm's reported U.S. shipments (inclusive of commercial U.S. shipments, transfers, and internal consumption) and export shipments in 2013 consisted of the following products:

ALL OTHER SOURCES

| Products | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|-----------------------|--|--|
| Citric acid | | |
| Sodium citrate | | |
| Potassium citrate | | |
| Crude calcium citrate | | |
| Total | 0 | 0 |

RECONCILIATION OF SHIPMENT DATA.--Please ensure that the totals for U.S. shipments and export shipments reported above equal U.S. shipments and export shipments in 2013 as reported in question II-9a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | U.S. shipments in 2013 (1,000 dry pounds) | Export shipments in 2013 (1,000 dry pounds) |
|---|--|---|
| Q II-9d totals less equivalent data from Q II-9a (should equal zero ("0"), if not revise) | 0 | 0 |

For questions II-10 and II-11, if your firm's response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-10. **Effect of order.**--Describe the significance of the existing antidumping and countervailing duty orders covering imports of the subject product from Canada and China in terms of their 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 the imposition of the order.

| |
|--|
| |
|--|

II-11. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of the subject product in the future if the antidumping duty and countervailing duty orders on the subject product from Canada and China were to be revoked?

| No | Yes | If 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 your firm may provide. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

II-12. **Other explanations**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response 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.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Cindy Cohen (202-205-3230, cindy.cohen@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 | |

PRICE DATA

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since 2009 of the following products your firm imported from Canada and/or China:

Product 1a: Citric acid, granular, in dry form in 25 kilogram and 50 pound bags, spot sales.

Product 1b: Citric acid, granular, in dry form in 25 kilogram and 50 pound bags, contract sales.

Product 2a: Citric acid, fine granular, in dry form in 25 kilogram and 50 pound bags, spot sales.

Product 2b: Citric acid, fine granular, in dry form in 25 kilogram and 50 pound bags, contract sales.

Product 3a: Citric acid, granular, in dry form packed in bulk sacks ("supersacks"), spot sales.

Product 3b: Citric acid, granular, in dry form packed in bulk sacks ("supersacks"), contract sales.

Product 4: Sodium citrate, granular, in dry form in 25 kilogram and 50 pound bags.

Please note that values should be delivered and should include U.S.-inland transportation costs. Values should reflect the final net amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

For products 1-3, all values and quantities should be reported on an anhydrous equivalent basis. For product 4, values and quantities should be reported on a dry weight basis.

During January 2009-September 2014, did your firm import from Canada and/or China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

| | |
|--------------------------|---|
| <input type="checkbox"/> | Yes. --Please complete the following pricing data tables as appropriate. |
| <input type="checkbox"/> | No. --Skip to question III-4. |

III-2. **Price data (Canada).**--Report below the quarterly price data¹ for pricing products imported from Canada and sold by your firm.

Canada

| Period of shipments | Product 1a Citric acid, granular, in dry form in 25 kg. and 50 lb. bags, <u>spot sales</u> | | Product 1b Citric acid, granular, in dry form in 25 kg. and 50 lb. bags, <u>contract sales</u> | | Product 2a Citric acid, fine granular, in dry form in 25 kg. and 50 lb. bags, <u>spot sales</u> | | Product 2b Citric acid, fine granular, in dry form in 25 kg. and 50 lb. bags, <u>contract sales</u> | |
|---------------------|---|-----------------------|---|-----------------------|--|-----------------------|--|-----------------------|
| | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) |
| 2009 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2010 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2011 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2012 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2013 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2014 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered. For products 1-3, all values and quantities should be reported on an anhydrous equivalent basis. For product 4, values and quantities should be reported on a dry weight basis.

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

Product 1:

Product 2:

III-2. **Price data (Canada)--continued.**--Report below the quarterly price data¹ for pricing products imported from Canada and sold by your firm.

Canada

| Period of shipments | Product 3a Citric acid, granular, in dry form in bulk sacks ("supersacks"), <u>spot sales</u> | | Product 3b Citric acid, granular, in dry form in bulk sacks ("supersacks"), <u>contract sales</u> | | Product 4 Sodium citrate, granular, in dry form in 25 kg and 50 lb. bags | |
|---------------------|---|-----------------------|---|-----------------------|---|-----------------------|
| | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) |
| 2009 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2010 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2011 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2012 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2013 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2014 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered. For products 1-3, all values and quantities should be reported on an anhydrous equivalent basis. For product 4, values and quantities should be reported on a dry weight basis.

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

Product 3:

Product 4:

III-2. **Price data (China).**--Report below the quarterly price data¹ for pricing products imported from China and sold by your firm.

China

| Period of shipments | Product 1a Citric acid, granular, in dry form in 25 kg. and 50 lb. bags, <u>spot sales</u> | | Product 1b Citric acid, granular, in dry form in 25 kg. and 50 lb. bags, <u>contract sales</u> | | Product 2a Citric acid, fine granular, in dry form in 25 kg. and 50 lb. bags, <u>spot sales</u> | | Product 2b Citric acid, fine granular, in dry form in 25 kg. and 50 lb. bags, <u>contract sales</u> | |
|---------------------|---|-----------------------|---|-----------------------|--|-----------------------|--|-----------------------|
| | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) |
| 2009 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2010 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2011 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2012 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2013 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |
| Oct.-Dec. | | | | | | | | |
| 2014 | | | | | | | | |
| Jan.-Mar. | | | | | | | | |
| April-June | | | | | | | | |
| July-Sept. | | | | | | | | |

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered. For products 1-3, all values and quantities should be reported on an anhydrous equivalent basis. For product 4, values and quantities should be reported on a dry weight basis.

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

Product 1:

Product 2:

III-2. **Price data (China)--continued.--**Report below the quarterly price data¹ for pricing products imported from China and sold by your firm.

China

| Period of shipments | Product 3a Citric acid, granular, in dry form in bulk sacks ("supersacks"), <u>spot sales</u> | | Product 3b Citric acid, granular, in dry form in bulk sacks ("supersacks"), <u>contract sales</u> | | Product 4 Sodium citrate, granular, in dry form in 25 kg and 50 lb. bags | |
|---------------------|---|-----------------------|---|-----------------------|---|-----------------------|
| | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) | Quantity (1,000 dry pounds) | Value (1,000 dollars) |
| 2009 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2010 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2011 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2012 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2013 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |
| Oct.-Dec. | | | | | | |
| 2014 | | | | | | |
| Jan.-Mar. | | | | | | |
| April-June | | | | | | |
| July-Sept. | | | | | | |

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered. For products 1-3, all values and quantities should be reported on an anhydrous equivalent basis. For product 4, values and quantities should be reported on a dry weight basis.

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

Product 3:

Product 4:

III-3. **Pricing data methodology.**—Please describe the method and the kinds of documents/records that were used to compile your price data.

| |
|--|
| |
|--|

III-4. **Price setting.**-- How does your firm determine the prices that it charges for sales of citric acid and certain citrate salts (*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-5. **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 | Report your typical discount | If other, describe the type of discount. |
|--------------------------|-------------------------------|--------------------------|--------------------------|------------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | |

III-6. **Pricing terms.**--

(a) What are your firm's typical sales terms for its imported citric acid and certain citrate salts?

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

(b) On what basis are your firm's prices of imported citric acid and certain citrate salts usually quoted? (*check one*)

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

III-7. **Contract versus spot.**--Approximately what share of your firm's 2013 sales to distributors and end users of its imported citric acid and certain citrate salts from Canada and China was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

| Type of sale | Type of customer | Share of 2013 sales from Canada | Share of 2013 sales from China |
|---|-------------------------|--|---------------------------------------|
| Long term contracts (multiple deliveries for more than 12 months) | Distributors | % | % |
| | End users | % | % |
| Annual contracts (multiple deliveries for 12 months) | Distributors | % | % |
| | End users | % | % |
| Short term contracts (multiple deliveries for less than 12 months) | Distributors | % | % |
| | End users | % | % |
| Spot sales | Distributors | % | % |
| | End users | % | % |
| Totals (should sum to 100.0%) | | 0.0 % | 0.0 % |

III-8. **Contract provisions.**— Please fill out the table regarding your firm’s typical sales contracts for citric acid and certain citrate salts from Canada and China (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 for less than 12 months) | Annual contracts (multiple deliveries for 12 months) | Long-term contracts (multiple deliveries for more than 12 months) |
|--|------------------------------------|--|--|---|
| Average contract duration | <i># of days</i> | | 365 | |
| Price renegotiation (during contract period) | <i>Yes</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>No</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Fixed quantity and/or price | <i>Quantity</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>Price</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>Both</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Meet or release provision | <i>Yes</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>No</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Escalation clause | <i>Yes-(fill out table below)</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>No</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Not applicable | | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

| Escalation clauses | | |
|---|---|--|
| Length of contracts that include escalation clauses | Number of escalation clauses activated since Jan. 1, 2009 | Describe how escalation clauses operate. |
| | | |

III-9. **Lead times.**--What is the typical lead time between a customer's order and the date of delivery for your firm's sales of citric acid and certain citrate salts imported from Canada and China?

| Source | Share of 2013 sales | Lead time (days) |
|---------------------------------------|---------------------|------------------|
| From inventory | % | |
| From foreign manufacturers' inventory | % | |
| Produced to order | % | |
| Total (should sum to 100.0%) | 0.0 % | |

III-10. **Shipping information.**--

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

| Distance from production facility | Share |
|-------------------------------------|-------|
| Within 100 miles | % |
| 101 to 1,000 miles | % |
| Over 1,000 miles | % |
| Total (should sum to 100.0%) | 0.0 % |

III-11. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold citric acid and certain citrate salts imported from subject countries since January 1, 2009 (check all that apply)?

| Geographic area | Canada | China |
|---|--------------------------|--------------------------|
| Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT. | <input type="checkbox"/> | <input type="checkbox"/> |
| Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI. | <input type="checkbox"/> | <input type="checkbox"/> |
| Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV. | <input type="checkbox"/> | <input type="checkbox"/> |
| Central Southwest. --AR, LA, OK, and TX. | <input type="checkbox"/> | <input type="checkbox"/> |
| Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY. | <input type="checkbox"/> | <input type="checkbox"/> |
| Pacific Coast. --CA, OR, and WA. | <input type="checkbox"/> | <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"/> | <input type="checkbox"/> |

III-12a. **End uses.**--List the end uses of the citric acid and certain citrate salts that your firm imports from Canada and China. For each end-use product, what percentage of the total cost is accounted for by citric acid and certain citrate salts and other inputs?

| End use product | Share of total cost of end use product accounted for by | | Total (should sum to 100.0% across) |
|-----------------|---|--------------|--|
| | Citric acid and certain citrate salts | Other inputs | |
| | % | % | 0.0 % |
| | % | % | 0.0 % |
| | % | % | 0.0 % |

III-12b. **Changes in end uses.**-- Have there been any changes in the end uses of citric acid and certain citrate salts since January 1, 2009? Do you anticipate any future changes?

| Changes in end uses | No | Yes | Explain |
|-------------------------------|--------------------------|--------------------------|---------|
| Changes since January 1, 2009 | <input type="checkbox"/> | <input type="checkbox"/> | |
| Anticipated changes | <input type="checkbox"/> | <input type="checkbox"/> | |

III-13a. **Substitutes.**-- Can other products be substituted for citric acid and certain citrate salts?

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 citric acid and certain citrate salts? | | |
|------------|--|---|--------------------------|-------------|
| | | No | Yes | Explanation |
| 1. | | <input type="checkbox"/> | <input type="checkbox"/> | |
| 2. | | <input type="checkbox"/> | <input type="checkbox"/> | |
| 3. | | <input type="checkbox"/> | <input type="checkbox"/> | |

III-13b. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for citric acid and certain citrate salts since January 1, 2009? Do you anticipate any future changes?

| Changes in substitutes | No | Yes | Explain |
|-------------------------------|--------------------------|--------------------------|---------|
| Changes since January 1, 2009 | <input type="checkbox"/> | <input type="checkbox"/> | |
| Anticipated changes | <input type="checkbox"/> | <input type="checkbox"/> | |

III-14. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for citric acid and certain citrate salts has changed since January 1, 2009, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

| Market | Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explanation and factors |
|-------------------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|-------------------------|
| Demand since January 1, 2009 | | | | | |
| 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"/> | |

III-15. **Raw materials.**-- Indicate how citric acid and certain citrate salts raw materials prices (e.g., corn prices) have changed since January 1, 2009, and how you expect they will change in the future.

| Raw materials prices | Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explain, noting how raw material price changes have affected your firm's selling prices for citric acid and certain citrate salts. |
|-------------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|--|
| Changes since January 1, 2009 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Anticipated changes | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

IV-16. **Price changes.**-- Since January 1, 2009, how have U.S. prices of citric acid and certain citrate salts changed?

| Overall increase | No change | Overall decrease | Fluctuate with no clear trend |
|--------------------------|--------------------------|--------------------------|-------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-17. **Availability of supply.**--Has the availability of citric acid and certain citrate salts in the U.S. market changed since January 1, 2009? Do you anticipate any future changes?

| Availability in the U.S. market | No | Yes, increased | Yes, decreased | Please explain, noting the countries and reasons for the changes. |
|---------------------------------------|--------------------------|--------------------------|--------------------------|---|
| Changes since January 1, 2009: | | | | |
| U.S.-produced product | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Subject imports | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Nonsubject imports | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Anticipated changes: | | | | |
| U.S.-produced product | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Subject imports | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Nonsubject imports | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-18. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of citric acid and certain citrate salts since January 1, 2009? Do you anticipate any future changes?

| Changes in product range, product mix, or marketing | | | Explain |
|---|--------------------------|--------------------------|---------|
| | No | Yes | |
| Changes since January 1, 2009 | <input type="checkbox"/> | <input type="checkbox"/> | |
| Anticipated changes | <input type="checkbox"/> | <input type="checkbox"/> | |

III-19. **Conditions of competition.**--

(a) Is the citric acid and certain citrate salts market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to citric acid and certain citrate salts?

| Check all that apply. | Please describe. |
|---|--------------------------|
| <input type="checkbox"/> No | Skip to question III-18. |
| <input type="checkbox"/> Yes-Business cycles (e.g. seasonal business) | |
| <input type="checkbox"/> Yes-Other distinctive conditions of competition | |

(b) If yes, have there been any changes in the business cycles or conditions of competition for citric acid and certain citrate salts since January 1, 2009?

| No | Yes | If yes, describe. |
|--------------------------|--------------------------|-------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-20. **Price comparisons.**--Please compare market prices of citric acid and certain citrate salts in U.S. and non-U.S. markets if known. Provide information as to time periods and regions for any price comparisons.

| |
|--|
| |
|--|

III-21. **International transportation.--**

(a) Who typically arranges international transportation for your firm's imports?

| Exporter | Importer |
|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |

(b) If your firm typically arranges international transportation:

| For 2013, report or estimate the average cost to ship typical volumes of citric acid and certain citrate salts from the listed country to the United States | Dollars per 1,000 dry pounds |
|---|------------------------------|
| Canada | |
| China | |

III-22. **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 citric acid and certain citrate salts supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Canada and China, and (3) the world as a whole. Of particular interest are such data from 2009 to the present and forecasts for the future.

III-23. **Interchangeability.**--Is citric acid and certain citrate salts produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

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

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

| Country-pair | Canada | China | Belgium | Israel | Thailand | Other countries |
|--|--------|-------|---------|--------|----------|-----------------|
| United States | | | | | | |
| Canada | X | | | | | |
| China | X | X | | | | |
| Belgium | X | X | X | | | |
| Israel | X | X | X | X | | |
| Thailand | X | X | X | X | X | |
| <p>For any country-pair producing citric acid and certain citrate salts that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:</p> <p>Please list other countries:</p> | | | | | | |

III-24. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, etc.) between citric acid and certain citrate salts 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 O 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
- O = *no familiarity* with products from a specified country-pair

| Country-pair | Canada | China | Belgium | Israel | Thailand | Other countries |
|---------------------|--------|-------|---------|--------|----------|-----------------|
| United States | | | | | | |
| Canada | X | | | | | |
| China | X | X | | | | |
| Belgium | X | X | X | | | |
| Israel | X | X | X | X | | |
| Thailand | X | X | X | X | X | |

For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of citric acid and certain citrate salts, identify the country-pair and report the advantages or disadvantages imparted by such factors:

Please list other countries:

III-25. **Other explanations**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response 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.

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/citric_acid_and_certain_citrate_salts_canada_and/first_review_full.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:** 8808

- **E-mail.**—E-mail your questionnaire to joanna.lo@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 import 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.