

U.S. PURCHASERS' QUESTIONNAIRE

CITRIC ACID AND CERTAIN CITRATE SALTS FROM CANADA AND CHINA

This questionnaire must be received by the Commission by January 22, 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 review of the countervailing duty/antidumping 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Cindy Cohen (202-205-3230, cindy.cohen@usitc.gov).

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

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

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

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Fax

Email address

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.

“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.”

Purchaser.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing citric acid and certain citrate salts from another firm that produces, imports, or otherwise distributes citric acid and certain citrate salts.

Reporting of information.-- If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

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 of your 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 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 40 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. **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 different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

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

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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 import citric acid and certain citrate salts from Canada or China into the United States or that export citric acid and certain citrate salts from Canada or China to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that import citric acid and certain citrate salts from countries other than Canada and China into the United States or that export citric acid and certain citrate salts from countries other than Canada and China to the United States?

No Yes--List the following information.

Firm name and country	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that produce citric acid and certain citrate salts?

No Yes--List the following information.

Firm name and country	Address	Affiliation

I-7. **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 citric acid and certain citrate salts?

No	Yes	If yes, please provide these documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--PURCHASES

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

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**—Please estimate the quantity and value of your firm’s U.S. purchases of citric acid and certain citrate salts in 2013, by source. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer’s questionnaire.)

Citric acid and certain citrate salts produced in:	Quantity of 2013 purchases <i>(1,000 dry pounds)</i>	Value of 2013 purchases <i>(1,000 dollars)</i>
United States		
Canada		
China		
Belgium		
Israel		
Thailand		
All other countries:¹		
¹ Please identify these countries:		

II-2. **Purchases before and after order.--**

(a) Did your firm purchase citric acid and certain citrate salts from Canada and/or China before 2009?

No--skip to (c) Yes-- Canada Yes-- China

(b) If yes, has your pattern of purchasing citric acid and certain citrate salts from Canada and/or China changed since 2009?

<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we discontinued purchases from Canada because of the order.
<input type="checkbox"/>	Yes, we discontinued purchases from China because of the order.
<input type="checkbox"/>	Yes, we reduced purchases from Canada because of the order.
<input type="checkbox"/>	Yes, we reduced purchases from China because of the order.
<input type="checkbox"/>	Yes, but we changed the pattern of purchases from Canada for reasons other than the order (please explain below).
<input type="checkbox"/>	Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).

(c) Has your pattern of purchasing citric acid and certain citrate salts from nonsubject foreign sources (i.e., countries other than Canada and China) changed since 2009?

<input type="checkbox"/>	We did not purchase from nonsubject foreign sources before or after the order.
<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we increased purchases from nonsubject countries because of the order.
<input type="checkbox"/>	Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

II-3. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of citric acid and certain citrate salts from different sources have changed since January 1, 2009.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Purchases from one country only.**--If your firm has purchased citric acid and certain citrate salts from only one country, please explain the reasons for doing so (include country name and time period).

II-5. **Supplier identification.**-- Please list your firm's **FIVE** largest suppliers for citric acid and certain citrate salts since January 1, 2009. Also, provide the share of the quantity of your firm's total purchases of citric acid and certain citrate salts that each of these suppliers accounted for in 2013.

No.	Supplier's name	City and state	Share of quantity of 2013 purchases
1			%
2			%
3			%
4			%
5			%

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of citric acid and certain citrate salts (check all that apply)?

End user	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

If your firm is a distributor of citric acid and certain citrate salts, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Do you compete for sales to your customers with the manufacturers or importers from which you purchase citric acid and certain citrate salts?

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

III-3. **Types of customers.**--What are the major types of consumers to which you sell citric acid and certain citrate salts?

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If your firm is an end user of citric acid and certain citrate salts, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products you make using citric acid and certain citrate salts and estimate the percent of your total production cost that is accounted for by citric acid and certain citrate salts and by other inputs (such as labor, energy, and other raw materials).

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-5. **Demand for end use products.**--

(a) Has the demand for your firm's final products incorporating citric acid and certain citrate salts changed since January 1, 2009?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Has this had any effect on your firm's demand for citric acid and certain citrate salts?

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

III-6. **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 2009	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **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 price 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-8. **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-9. **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-10. **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-11. **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	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"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2013 purchases of citric acid and certain citrate salts that required citric acid and certain citrate salts produced in the United States.

	Estimated percentage of your firm's total 2013 purchases of citric acid and certain citrate salts
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain:)	%
Total (should sum to 100.0%)	0.0 %

III-13. 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-14.
<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-14. Decisions based on producer and country-of-origin.--How often does your firm, and if you know, do your customers, make purchasing decisions involving citric acid and certain citrate salts based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain. Please specify producer and country.
Decision based on producer					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Decision based on country of origin					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Supply constraints.**--Has any firm refused, declined, or been unable to supply citric acid and certain citrate salts since January 1, 2009 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

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

III-16. **Purchasing frequency.**--

(a) How frequently do you make purchases of citric acid and certain citrate salts (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has this purchasing frequently changed since January 1, 2009?

No	Yes	If yes, explain.
<input type="checkbox"/>	<input type="checkbox"/>	

(c) Do you expect this purchasing frequency to change in the next two years?

No	Yes	If yes, explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between ____ and ____ firms.

III-18. **Supplier negotiations.**--Do your purchases of citric acid and certain citrate salts usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors you generally negotiate (e.g., contract period, delivery time, delivery terms, discounts, minimum quantity requirements, packaging, price, product formulation) and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Contract negotiations.**—How does the presence of other sellers in the market influence price in your contract negotiations?

Sellers of product from:	No impact on price	Reduce prices	Increase prices	Not applicable /don't know
U.S.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nonsubject	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-20. **Contract pricing source.**—In your contract negotiations for purchases of citric acid and certain citrate salts, from what sources do you obtain pricing information?

U.S. producers	Importers of Canadian product	Importers of Chinese product	Importers of nonsubject product	List nonsubject countries
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Contract pricing negotiations.**—In your contract negotiations for purchases of citric acid and certain citrate salts, have you used prices from other sources to get lower price bids?

No Yes—Indicate the sources.

U.S. producers	Importers of Canadian product	Importers of Chinese product	Importers of nonsubject product	List nonsubject countries	Explain how the prices were used
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

III-22. **Spot pricing source.**—For your spot purchases, from which of the following sources have you received price bids?

U.S. producers	Importers of Canadian product	Importers of Chinese product	Importers of nonsubject product	List nonsubject countries
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-23. **Bundled purchases.**—Does your firm purchase citric acid and certain citrate salts together with other products as part of a larger purchase?

No- Skip to III-24.	Yes—Fill out the table below.
<input type="checkbox"/>	<input type="checkbox"/>

	Do your purchases of bundled products differ between imported and U.S. produced products?		
List other products	No	Yes	If yes, explain.
	<input type="checkbox"/>	<input type="checkbox"/>	

III-24. **Change in suppliers.**--Have you changed suppliers since January 1, 2009?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and when the change occurred.
<input type="checkbox"/>	<input type="checkbox"/>	

III-25. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2009?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Do you expect new citric acid and certain citrate salts suppliers to enter the U.S. market?

No	Yes	If yes, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-26. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell citric acid and certain citrate salts to your firm?

If yes, provide the following information.

- The average number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

No	Yes	Average number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-27. **Failure to certify.**--Since January 1, 2009, have any domestic or foreign producers failed in their attempts to certify or qualify their citric acid and certain citrate salts with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-28. **Major purchasing factors.**-- Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase citric acid and certain citrate salts (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-29. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for citric acid and certain citrate salts.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-30. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of citric acid and certain citrate salts?

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III-31. **Frequency of decisions based on price.**--How often does your firm purchase the citric acid and certain citrate salts that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-32. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the citric acid and certain citrate salts market since January 1, 2009.

Firm(s)	Describe how the firm(s) exhibited price leadership

III-33. **Changes in U.S. industry.--**

(a) Please identify and discuss any improvements/changes in the U.S. citric acid and certain citrate salts industry since January 1, 2009 and explain the factors, including the order(s) under review, that were responsible for each improvement/change.

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(b) Please discuss any improvements/changes that you anticipate in the future in the U.S. citric acid and certain citrate salts industry. Identify the time period and causes for these improvements/changes.

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III-34. **Effect of revocation.--**What do you think will be the likely effects of any revocation of the countervailing duty order and antidumping duty orders for imports of citric acid and certain citrate salts from Canada and China? As appropriate, please discuss any potential effects of revocation of the countervailing duty order and antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring.

(1) Activities of your firm	
(2) Entire U.S. market (including prices)	

PART IV.-- PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for citric acid and certain citrate salts for which your firm has actual marketing/pricing knowledge.

United States	Canada	China	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **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						
China						
Belgium						
Israel						
Thailand						

For any country-pair producing citric acid and certain citrate salts which is *sometimes* or *never* interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:

Please list other countries:

IV-3. **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 purchases of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	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 purchases 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:

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of citric acid and certain citrate salts available only from certain country sources?

No	Yes	If yes, please identify the countries and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Choice of product not based on price.**--If you purchased citric acid and certain citrate salts from one source although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country).

--

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how citric acid and certain citrate salts produced in each country you identified in your response to the first question in Part IV compares with citric acid and certain citrate salts produced in each of the other countries you identified.

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

Factor	product from <u>United States</u> compared to product from <u>Canada</u>			product from <u>United States</u> compared to product from <u>China</u>			product from <u>Canada</u> compared to product from <u>China</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.									

IV-6. **Continued.**

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

Factor	product from <u>United States</u> compared to product from <u>Nonsubject countries</u> ²			product from <u>Canada</u> compared to product from <u>Nonsubject countries</u> ²			product from <u>China</u> compared to product from <u>Nonsubject countries</u> ²		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country. ² Please list the nonsubject countries:									

IV-7. **Minimum quality.**--How often does citric acid and certain citrate salts from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Belgium	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Israel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
All other countries (Please list countries):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Change in price.**--

(a) Since January 1, 2009, has there been a change in the price of citric acid and certain citrate salts? If so, has the price of U.S.-produced citric acid and certain citrate salts changed more or less than the price of imported citric acid and certain citrate salts from Canada and China?

<input type="checkbox"/>	No knowledge of prices of imports from subject countries.
<input type="checkbox"/>	No change in price.
<input type="checkbox"/>	Prices have changed by the same amount.
<input type="checkbox"/>	Price of U.S.-produced citric acid and certain citrate salts has changed relative to the price of citric acid and certain citrate salts from Canada.
<input type="checkbox"/>	Price of U.S.-produced citric acid and certain citrate salts has changed relative to the price of citric acid and certain citrate salts from China.

(b) If the price of U.S.-produced citric acid and certain citrate salts has changed relative to the price of citric acid and certain citrate salts from Canada and China, the price of U.S.-produced citric acid and certain citrate salts is now relatively

Higher	Lower	
<input type="checkbox"/>	<input type="checkbox"/>	than those from Canada.
<input type="checkbox"/>	<input type="checkbox"/>	than those from China.

IV-9. **Price differences.**--Please compare market prices of citric acid and certain citrate salts in the United States, and other markets (list the countries or regions of other markets) and report any changes since January 1, 2009.

IV-10. **Other investigations.**--To your knowledge, have the products subject to these proceedings been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify.

IV-11. **Other explanations.**--If your firm would like to further explain a response to a question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

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 cindy.cohen@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 purchase 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.