

U.S. PRODUCERS' 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 produced <u>citric acid or certain citrate salts</u> (as defined on page 2) 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 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.

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 50 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 firm's response or send them to the above address.

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table.

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

Establishments Covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
¹ Additional discussion on establishments consolidated in this questionnaire: _____			

I-3. **Position regarding continuation of order.**--Does your firm support or oppose continuation of the antidumping and/or countervailing duty orders currently in place for citric acid and certain citrate salts from the following countries?

Country	Support	Oppose	Take no position
Canada (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China (Countervailing)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-4. **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-5. **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 to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-6. **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 and country	Address	Affiliation

I-7. **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	Affiliation

I-8. **Business plan.**--In Parts II and IV 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	If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

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 production 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"/> Plant openings	
<input type="checkbox"/> Plant 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 firm's operations or organization (as noted above) relating to the production of the subject product in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce the subject product (in 1,000 dry pounds) for 2015 and 2016.**

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 your firm's operations or organization (as noted above) relating to the production of the subject product in the future if the antidumping and/or countervailing duty orders on the subject product from Canada or China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce the subject product (in 1,000 dry pounds) for 2015 and 2016.**

II-5a. **Production using same machinery.**-- Please report your firm's production of products made on the same equipment and machinery used to produce the subject product, and the combined production capacity on this shared equipment and machinery in the periods indicated.

"Overall production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

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

Quantity (in 1,000 dry pounds)							
Item	Calendar year					January-September	
	2009	2010	2011	2012	2013	2013	2014
Overall production capacity							
Production of.--							
Citric acid							
Sodium citrate							
Potassium citrate							
Crude calcium citrate							
Subtotal, subject product	0	0	0	0	0	0	0
Other (nonsubject) products ¹							
Total	0	0	0	0	0	0	0
¹ Please identify these other "nonsubject" products: _____							

II-5b. **Operating parameters.**--The production capacity reported is based on operating _____ hours per week, _____ weeks per year.

II-5c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity, and explain any changes in reported capacity.

II-5d. **Capacity constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-5e. **Product shifting.**—

Is your firm able to switch production between the subject product and other products using the same manufacturing equipment?

No

Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products:

Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

Definitions

"Average production capacity" or "capacity" is defined as the level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" is defined as all production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

"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-6. **Trade data for Citric Acid and Certain Citrate Salts.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of the subject product in your firm's U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 dry pounds) and value (in \$1,000)							
Item	Calendar year					January-September	
	2009	2010	2011	2012	2013	2013	2014
Average production capacity ¹ (quantity) (A)							
Beginning-of-period inventories (quantity) (B)							
Production (quantity) (C) ²	0	0	0	0	0	0	0
U.S. shipments:							
Commercial shipments:							
quantity (D)							
value (E)							
Internal consumption: ³							
quantity (F)							
value (G)							
Transfers to related firms: ³							
quantity (H)							
value (I)							
Export shipments: ⁴							
quantity (J)							
value (K)							
End-of-period inventories (quantity) (L)							

¹ The production capacity (see definitions in instruction booklet) reported is based on operating hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity. _____

² Production of subject merchandise will be populated into this table from data reported in response to question II-5a if you are completing the form electronically.

³ Internal consumption and transfers to related firms should be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____

⁴ Identify your firm's principal export markets: _____.

II-8. **Employment data.**--Report your firm's employment-related data related to the production of the subject product and provide any explanation for any trends in these data.

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

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

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

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

Question II-8: Employment Data							
Item	Calendar year					January-September	
	2009	2010	2011	2012	2013	2013	2014
Employment data: Average number of PRWs (<i>number</i>) (O)							
Hours worked by PRWs (<i>1,000 hours</i>) (P)							
Wages paid to PRWs (<i>value</i>) (Q)							

Explanation of trends:

II-9. **Transfers to related firms.**--If your firm reported transfers to related firms in question II-6, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-10. **Purchases.**--Other than direct imports, has your firm otherwise purchased the subject product since January 1, 2009?

"Purchase" is defined as a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

"Direct import" is defined as a transaction to buy from a foreign producer where your firm is the importer of record or consignee.

- No Yes-- Please indicate the reasons for your firm's purchases (if your firms' reasons differ by source, please elaborate) and report the quantity of such purchases below for the specified periods

Reason for purchases:

(Quantity in 1,000 dry pounds)							
Item	Calendar year					January-September	
	2009	2010	2011	2012	2013	2013	2014
Purchases from U.S. importers¹ of product from--							
Canada							
China							
All other import sources							
Purchases from domestic producers²							
Purchases from other sources²							
¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____ ² Please list the name of the producer(s) or other U.S. distributor(s) from which your firm purchased this product: _____							

II-11. **Toll production.**--Since January 1, 2009, has your firm been involved in a toll agreement regarding the production of the subject product?

A **"toll agreement"** is defined as an agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No Yes-- Please describe the toll arrangement(s) and name the firm(s) involved

II-12. **Firm's FTZ operations.**--Does your firm produce the subject product in and/or admit the subject product into a foreign trade zone (FTZ)?

"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. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act, 19 U.S.C. §§ 81a-81u.

No Yes--Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).

II-13. **Direct imports.**--Since January 1, 2009, has your firm imported the subject product?

"Importer" is defined as the person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record. See 19 CFR 101.1

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-14. **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.

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-6. 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-14 totals less equivalent data from Q II-6 (should equal zero ("0"), if not revise)	0	0

II-15. **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.

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-6. 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-15 totals less equivalent data from Q II-6 (should equal zero ("0"), if not revise)	0	0

II-16. **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:

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-6. 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-16 totals less equivalent data from Q II-6 (should equal zero ("0"), if not revise)	0	0

For questions II-17 and II-18, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-17. **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 production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

II-18. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of the subject product in the future if the antidumping and countervailing duty orders on the subject product from Canada and China were to be revoked?

No

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

II-19. **Other explanations:**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Jennifer Brinckhaus (202-205-3188, jennifer.brinckhaus@usitc.gov).

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

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? _____
If your firm's fiscal year changed during the data-collection period, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include the subject product:

2. Does your firm prepare profit/loss statements for the subject product:

Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

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

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

III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

--

III-5. **Other products.**--Please list the products your firm produces in the facilities in which it produces the subject product, and provide the share of net sales accounted for by these other products in 2013.

Products	Share of sales
Citric acid	%
Sodium citrate	%
Potassium citrate	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of the subject product from any related parties?

Yes--Continue to question III-7.
 No--Continue to question III-9a.

III-7. **Inputs from related parties.**--Please identify the inputs used in the production of citric acid that your firm purchases from related parties and that are reflected in table III-9a. For "share of total COGS" please report this information by relevant input on the basis of calendar year 2013. For "input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related party; e.g., the related party's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related party	Share of total COGS
Input valuation as recorded in the firm's accounting books and records		

III-8. **Inputs from related parties at cost.**--Please confirm that the inputs purchased from related parties, as identified in III-7, were reported in III-9a (financial results on citric acid) in a manner consistent with the firm's accounting books and records.

Yes

No-- In the space below, please report the valuation basis of inputs purchased from related parties as reported in table III-9a.

III-9a. **Operations on Citric Acid and Certain Citrate Salts.**--Report the revenue and related cost information requested below on the citric acid and certain citrate salts operations of your firm's U.S. establishment(s).¹

Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related parties should be consistent with and based on information in the firm's accounting books and records. Provide data for the five most recently calendar years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Jennifer Brinckhaus (202-205-3188, jennifer.brinckhaus@usitc.gov) before completing this section of the questionnaire.

Quantity (in 1,000 dry pounds) and value (in \$1,000)							
Item	Calendar years					January-September	
	2009	2010	2011	2012	2013	2013	2014
Net sales quantities:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales	0	0	0	0	0	0	0
Net sales values:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales	0	0	0	0	0	0	0

Table continued next page.

III-9a. **Operations on Citric Acid and Certain Citrate Salts**--Continued

Quantity (in 1,000 dry pounds) and value (in \$1,000)							
Item	Calendar years					January-September	
	2009	2010	2011	2012	2013	2013	2014
Cost of goods sold (COGS):³							
Raw materials.--							
Substrate							
All other raw materials							
Total raw material costs	0	0	0	0	0	0	0
Direct labor							
Other factory costs							
Total COGS	0	0	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:							
Selling expenses							
General and administrative expenses							
Total SG&A expenses	0	0	0	0	0	0	0
Operating income (loss)	0	0	0	0	0	0	0
Other expenses and income:							
Interest expense							
All other expense items							
All other income items							
Net income or (loss) before income taxes	0	0	0	0	0	0	0
Depreciation/amortization included above							
¹ Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u> . ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.							

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

III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

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

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

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

III-10. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-9a; i.e., if an aggregate nonrecurring item has been allocated to table III-9a, only the allocated value amount included in table III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in table III-9a.

	Calendar years					January-September	
	2009	2010	2011	2012	2013	2013	2014
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9a where the nonrecurring item is classified.	Nonrecurring item: In these columns please report the amount of the relevant nonrecurring item reported in table III-9a. Value (\$1,000)						
1. , classified							
2. , classified							
3. , classified							
4. , classified							
5. , classified							
6. , classified							
7. , classified							

III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in table III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., III-10 information designates where these items are reported in table III-9a.

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of the subject product. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for the subject product in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's six most recently completed calendar years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

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

Value (in \$1,000)					
Item	Calendar years				
	2009	2010	2011	2012	2013
Total assets (net) ¹					
¹ Describe _____					

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on the subject product. Provide data for your firm's five most recently completed calendar years, and for the specified interim periods.

Value (in \$1,000)							
Item	Calendar years					January-September	
	2009	2010	2011	2012	2013	2013	2014
Capital expenditures ¹							
Research and development expenses							
¹ Please indicate the nature, focus, and significance of your firm's capital expenditures on the subject product: _____							

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, 12, and 13 are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-6 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-9a reconcile with data in question II-6?

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

III-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

PART IV.--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).

IV-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 IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-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 produced by your firm.

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 produce 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 IV-4.

IV-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products produced and sold by your firm.

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:

IV-2. Pricing data.—Continued

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:

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

--

IV-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"/>	

IV-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"/>		

IV-6. **Pricing terms.**--

(a) What are your firm's typical sales terms for its U.S.-produced 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 domestic 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"/>	

IV-7. **Contract versus spot.**--Approximately what share of your firm's 2013 sales to distributors and end users 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
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	%
Total (should sum to 100.0%)		0.0 %

IV-8. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for citric acid and certain citrate salts (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.

IV-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 your firm's U.S.-produced citric acid and certain citrate salts?

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

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of citric acid and certain citrate salts 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) Indicate the approximate percentage of your firm's sales of citric acid and certain citrate salts that are delivered the following distances from your firm's production facility.

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 %

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

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

IV-12a. **End uses.**--List the end uses of the citric acid and certain citrate salts that your firm manufactures. 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 %

IV-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"/>	

IV-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"/>	

IV-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"/>	

IV-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"/>	

IV-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"/>

IV-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"/>	

IV-18. **Export constraints.**--Describe how easily your firm can shift its sales of citric acid and certain citrate salts between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting citric acid and certain citrate salts between the U.S. and alternative country markets within a 12-month period.

IV-19. **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	No	Yes	Explain
Changes since January 1, 2009	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **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 IV-21.
<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"/>	

IV-21. **Price comparisons.**--Please compare market prices of citric acid and certain citrate salts in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-22. **Barriers to trade.**--Are your firm's exports of citric acid and certain citrate salts subject to any tariff or non-tariff barriers to trade in other countries?

No	Yes	If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2009, or that are expected to occur in the future.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-23. **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.

IV-24. **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>						

IV-25. **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 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	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of citric acid and certain citrate salts, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <p>Please list other countries:</p>						

IV-26. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV 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 produce this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

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