

U.S. PURCHASERS' QUESTIONNAIRE

SUGAR FROM MEXICO

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

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping investigations concerning sugar from Mexico (Inv. No. 701-TA-513 and 731-TA-1249 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm purchased sugar (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since October 1, 2011?</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: SUGAR)</p>

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

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

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	Phone: _____	_____ Email address
	Fax _____	

PART I.—GENERAL INFORMATION

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

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

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

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

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

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

Raw sugar.—Unrefined sugar destined for further processing.

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

Purchaser.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing sugar from another firm that produces, imports, or otherwise distributes sugar.

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

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

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

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

- I-1. **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 25 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-2. **Establishments covered.**-- Provide the name and address of your U.S. 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 sugar, 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, which import sugar from Mexico into the United States or which export sugar from Mexico 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, which import sugar from countries other than Mexico into the United States or which export sugar from countries other than Mexico 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, which produce sugar?

No Yes--List the following information.

Firm name	Address	Affiliation

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.**— Report your firm’s U.S. purchases of sugar (based on delivery date). 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.

Item	Crop years (October to September)		
	2011/12	2012/13	2013/14
Purchases of sugar produced in--	Quantity (in hundredweight)		
United States			
Mexico			
All other countries:¹			
¹ Please identify these countries:			

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm’s purchases of sugar from different sources have changed in the last three years.

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"/>	
Mexico	<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-3. **Purchases from one country only.**--If your firm has purchased sugar from only one country, please explain the reasons for doing so.

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II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for sugar since October 1, 2011. Also, provide the share of the quantity of your firm's total purchases of sugar that each of these suppliers accounted for in the 2013/14 crop year.

No.	Supplier's name	City and state	Share of quantity of 2013/14 crop year 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 sugar (check all that apply)?

Refiner	Industrial end user	Retail end user	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

If your firm is a distributor of sugar, 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 sugar?

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 sugar?

III-4. **Types of product.**—Please identify what type of sugar you purchase from refiners and/or importers.

Refined	Unrefined	Both
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If your firm is an end user of sugar, please answer questions III-5 and III-6.

III-5. **End uses.**--List the top 3 products you make using sugar and estimate the percent of your total production cost that is accounted for by sugar and by other inputs (such as labor, energy, and other raw materials).

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by				Total (should sum to 100.0% across)
	Sugar		Other inputs		
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

III-6. **Demand for end use products.**--

(a) Has the demand for your firm's final products incorporating sugar changed since October 1, 2011?

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 sugar?

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

III-7. **Substitutes.**--Can other products be substituted for sugar?

No Yes--Please fill out the table below.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for sugar?		
			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. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for sugar has changed since October 1, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
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-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2013/14 crop year purchases of sugar that required sugar produced in the United States.

	Estimated percentage of your firm's total 2013/14 crop year purchases of sugar
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: _____)	%
Purchases that did not require domestic product	%
Total (should sum to 100.0%)	0.0 %

III-10. Conditions of competition.--

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

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-11.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Trends in world sugar prices relative to U.S. prices (e.g. whether U.S. prices are above the loan rate)	
<input type="checkbox"/> Yes-Trends in refining capacity	
<input type="checkbox"/> Yes-Trends in acreage planted	
<input type="checkbox"/> Yes-Trends in usage of GMO seeds	
<input type="checkbox"/> Yes-Trends in world's use of biofuels	
<input type="checkbox"/> Yes-Other distinctive conditions of competition (e.g. weather, government policies)	

(b) Have there been any changes in the business cycles or conditions of competition for sugar since October 1, 2011?

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

III-11. **Decisions based on producer and country-of-origin.**--How often does your firm, and if you know, do your customers, make purchasing decisions involving sugar based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
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-12. **Supply constraints.**--Has any firm refused, declined, or been unable to supply sugar since October 1, 2011 (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-13. **Purchasing frequency.**--

(a) How frequently do you make purchases of sugar (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 frequency changed since October 1, 2011?

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

III-14. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between ____ and ____ firms

III-15. **Supplier negotiations.**--Do your purchases of sugar usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors you generally negotiate and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Change in suppliers.**--Have you changed suppliers since October 1, 2011?

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

III-17. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since October 1, 2011?

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

III-18. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell sugar to your firm?

If yes, provide the following information.

- The 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	Number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-19. **Failure to certify.**--Since October 1, 2011, have any domestic or foreign producers failed in their attempts to certify or qualify their sugar 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-20. **Major purchasing factors.**--Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase sugar (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-21. **Purchasing factors.**-- Please rate the importance of the following factors in your firm's purchasing decisions for sugar.

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-22. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of sugar?

III-23. **Frequency of decisions based on price.**--How often does your firm purchase the sugar that is offered at the lowest price?

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

III-24. **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 sugar market since October 1, 2011.

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

III-25. **Estandar and refined sugar.**--

(a) If your firm is a producer of food, beverages or other sugar-containing products, please discuss whether your firm can use estandar and refined sugar in the same applications, and if so, which product is preferred and how difficult it is to switch between estandar and refined sugar in your firm's applications.

(b) If your firm is a sugar refiner or industrial user, can you use raw sugar, estandar, semi-refined and/or fully refined sugar interchangeably in one or all of the same applications?

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

(c) If the answer to question III-25(b) is yes, please indicate the sugars of different polarities that you have used interchangeably.

- raw sugar and estandar
- estandar and semi- or fully refined sugar
- semi-refined and fully refined sugar
- all types

(d) When your firm purchases a higher polarity sugar for use in an application where your firm can also use a lower polarity sugar, will your firm pay a premium for the higher polarity sugar?

No	Yes	If yes, what is the premium you are typically willing to pay?
<input type="checkbox"/>	<input type="checkbox"/>	

(e) Does your firm use the published #16 raw sugar contract price, or the published mid-west beet sugar price, as a reference when your firm negotiates for the sugar you purchase?

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

(f) How do USDA's monthly World Agricultural Supply and Demand Estimates (WASDE) for sugar factor into the price at which your firm purchases sugar?

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(g) Has the availability of Mexican sugar in the United States had a material impact on the price of sugar in the U.S. market over the crop years 2011/2012, 2012/2013, and 2013/2014?

No	Yes	If yes, please describe the impact and, in particular, whether Mexican sugar placed downward pressure on U.S. producer prices.
<input type="checkbox"/>	<input type="checkbox"/>	

(h) When sugar suitable for use in your firm's or your customers' application is available from domestic sources, Mexico, or a third country, will your firm typically pay a premium for sugar from any of these different sources of supply?

No	Yes	If yes, please indicate the source of the sugar for which you will pay a premium price and the amount of the premium you are typically willing to pay.
<input type="checkbox"/>	<input type="checkbox"/>	

III-26. **Global sugar prices.**—

Please describe the trends in global sugar prices since October 1, 2011. Please attach any data that your firm has on global sugar prices.

Please describe the relationship between U.S. and global sugar prices, i.e., how are the prices of U.S. sugar related to global sugar prices?

III-27. **Futures share.**— Does your firm use futures markets to establish the price at which you purchase sugar?

No	Yes	If yes, approximately what share of your firm's purchases of sugar were based futures prices?
<input type="checkbox"/>	<input type="checkbox"/>	%

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for sugar for which your firm has actual marketing/pricing knowledge.

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

IV-2. **Interchangeability.**--Is sugar 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 0 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

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

Country-pair	Mexico	All Other Countries
United States		
Mexico	X	

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

IV-3. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between sugar 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 O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	Mexico	All Other Countries
United States		
Mexico	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 purchases of sugar, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p>		

IV-4. **Country preferences.**--Do you or your customers ever specifically purchase sugar from one country in particular over other possible sources of supply?

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

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of sugar available from 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-6. **Choice of product not based on price.**--If you purchased sugar from one country 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).

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IV-7. **Factor country comparisons.**--For the factors listed below, please rate how sugar produced in each country you identified in your response to the first question in Part IV compares with sugar 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>Mexico</u>			product from <u>United States</u> compared to product from <u>all other countries</u>			product from <u>Mexico</u> compared to product from <u>all other countries</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-8. **Minimum quality.**--How often does sugar 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"/>
Mexico	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-9. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

PART V.--ALTERNATIVE PRODUCT INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@usitc.gov).

V-1. **HFCS Production.**--Since October 1, 2011, has your firm produced high fructose corn syrup (HFCS)?

HFCS.--A sweetener made from corn composed of either 42 percent or 55 percent fructose.

No Yes--**COMPLETE AND RETURN A SEPARATE HFCS PRODUCER QUESTIONNAIRE**

All purchasers of sugar (i.e., whether or not also producers of HFCS) should respond to the following:

V-2 **Comparability of types of sweetener products.**--For each of the following indicate whether refined sugar and HFCS are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

(a) **Characteristics and Uses.**-- The differences and similarities in the physical characteristics and end uses between refined sugar and HFCS.

Fully comparable	Mostly comparable	Somewhat comparable	Not at all comparable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their characteristics and uses:

V-2 **Comparability of types of sweetener products.--Continued**

(b) **Interchangeability**--The ability to substitute refined sugar and HFCS in the same application.

Fully interchangeable	Mostly interchangeable	Somewhat interchangeable	Not at all interchangeable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their interchangeability:

(c) **Manufacturing facilities, production processes, and production employees**-- Whether refined sugar and HFCS are manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Fully the same	Mostly the same	Somewhat the same	Not at all the same	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their manufacturing processes:

V-2 **Comparability of types of sweetener products.--Continued**

(d) **Channels of distribution.**-- Channels of distribution/market situation through which refined sugar and HFCS are sold (i.e., sold direct to end users, through distributors, etc.).

Fully comparable	Mostly comparable	Somewhat comparable	Not at all comparable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their channels of distribution:

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in refined sugar and HFCS in the market (e.g., sales/marketing practices).

Fully comparable	Mostly comparable	Somewhat comparable	Not at all comparable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their customer and producer perceptions:

V-2 **Comparability of types of sweetener products.**--*Continued*

(f) **Price.**--Whether prices are comparable or differ between refined sugar and HFCS.

Fully comparable	Mostly comparable	Somewhat comparable	Not at all comparable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their prices:

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

http://www.usitc.gov/investigations/701731/2014/sugar_mexico/final.htm.

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

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

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

- **E-mail.**—E-mail your questionnaire to john.benedetto@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.