

**FOREIGN PRODUCERS'/EXPORTERS' 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.

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>Website</b> _____</p> <p>Has your firm produced or exported <u>citric acid or certain citrate salts</u> (as defined on page 2) at any time since January 1, 2009?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Data reported in this questionnaire relate to (Check one):</p> <p><input type="checkbox"/> <b>Canada</b>                      <input type="checkbox"/> <b>China</b></p> <p><b>Return questionnaire via the Commission Drop Box by clicking on the following link:</b> <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: <b>8808</b>)</p>
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**CERTIFICATION**

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

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

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

_____ <b>Name of Authorized Official</b>	_____ <b>Title of Authorized Official</b>	_____ <b>Date</b>
_____ <b>Signature</b>	_____ <b>Phone:</b>	_____ <b>Email address</b>
	_____ <b>Fax:</b>	

**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 Commissions 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 below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 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 establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

**“Establishment”**--Each facility of a firm in Canada or China involved in the production or export of the subject product, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities. Firms operating more than one establishment in Canada should combine the data for all establishments into a single report.

Please indicate whether your firm is a  producer,  exporter, or  producer and exporter of the subject product (*please check one*).

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I-3. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm’s subject product in 2013.

No.	Importer’s name	Contact person	Email address	Area code and telephone number	Share of your firm’s 2013 U.S. exports (%)
1					
2					
3					
4					
5					

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce the subject product in the United States or other countries?

- No             Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire.

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import the subject product into the United States?

- No             Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire.

I-6. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for the subject product?

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

**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 its 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.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the 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 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 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
<b>Overall production capacity</b>							
<b>Production of.--</b>							
Citric acid							
Sodium citrate							
Potassium citrate							
Crude calcium citrate							
Subtotal, subject product	0	0	0	0	0	0	0
Other (nonsubject) products <sup>2</sup>							
Total	0	0	0	0	0	0	0
<sup>1</sup> Please identify these other "nonsubject" products: _____							

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

II-5c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-5a, 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 (capacity) between the subject product and other products using the same equipment and/or labor?

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.

II-6. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of the subject product? \_\_\_\_\_ percent

II-7. **Firm's estimated share of production in its home country.**--Please estimate the percentage of total production of the subject product in the country specified on the certification page accounted for by your firm's production in 2013. \_\_\_\_\_ percent

II-8. **Firm's estimated share of home country's exports.**--Please estimate the percentage of total exports to the United States of the subject product from the country specified on the certification page accounted for by your firm's exports in 2013. \_\_\_\_\_ percent

II-9. **Inventories in the United States.**--Has your firm, since 2009, maintained any inventories of subject product in the United States (not including inventories held by firms identified in question I-3)?

**"Inventories"**--Finished goods inventory, not raw materials or work in progress.

No                       Yes--Report the quantity of such end-of-period inventories below.

<i>(Quantity in 1,000 dry pounds)</i>							
Item	Calendar year					January-September	
	2009	2010	2011	2012	2013	2013	2014
<b>Inventory</b>							

II-10. **Third country trade actions.**--

(a) Are your firm's exports of certain citric acid and certain citrate salts subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers, including phytosanitary standards) in any countries other than the United States?

- No       Yes--List the products(s), country(ies), the year such barriers was imposed, and the type of barrier.

(b) Are your firm's exports of certain citric acid and certain citrate salts subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

- No       Yes--List the products(s), county(ies), and type of proceeding.

II-11. **Other export markets.**--Identify export markets (other than the United States) that your firm has developed or where it has increased its sales of the subject product since 2009. Please identify and discuss below.

II-12. **Significance of the antidumping and countervailing duty orders.**--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, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-13. **Anticipated changes if order revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories 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-14. **Trade data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of citric acid and certain citrate salts in your establishment(s) in Canada or China (as specified on the certification page) during the specified periods.

Do not submit data by manufacturing facility if they are in the same country. If your firm has multiple manufacturing establishments within one country, you are required to combine data for those establishments within one foreign producer questionnaire response.

Do not submit data on multiple countries combined. The establishments reported here should all be located in the country of the firm's address reported on the certification page. Multinational companies with production in multiple subject countries should submit separate foreign producer questionnaire responses for each subject country.

**"Shipments"**--Shipments of products produced in your establishment(s) in your home country. Quantities reported should be net of returns. Report 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 in your home country.

**"Home market commercial shipments"**--Shipments, other than internal consumption and transfers to related firms, made at arms length to a firm within your home country.

**"Home market internal consumption/transfers to related firms"**--Shipments made to related firms in your home country, including product consumed internally by your firm.

**"Export shipments"**--Shipments to destinations outside your home country, including shipments to related firms.

**"Inventories"**--Finished goods inventory, not raw materials or work-in-progress.

II-14. **Trade data.--Continued**

Quantity (in 1,000 dry pounds) and Value (in 1,000 dollars)							
Item	Calendar year					January-September	
	2009	2010	2011	2012	2013	2013	2014
<b>Average production capacity<sup>1</sup> (A)</b>							
<b>Beginning-of-period inventories (B)</b>							
<b>Production (C)</b>	0	0	0	0	0	0	0
<b>Home market shipments:</b>							
Internal consumption/ transfers quantity (D)							
value (E)							
Commercial shipments quantity (F)							
value (G)							
<b>Export shipments:</b>							
to the United States: quantity (H)							
value (I)							
to Mexico: quantity (J)							
value (K)							
to the European Union: <sup>2</sup> quantity (L)							
value (M)							
to Asia: <sup>3</sup> quantity (N)							
value (O)							
to all other markets: <sup>4</sup> quantity (P)							
value (Q)							
<b>Total exports (quantity) (R)</b>	0	0	0	0	0	0	0
<b>Total exports (value) (S)</b>	0	0	0	0	0	0	0
<b>Total shipments (quantity) (T)</b>	0	0	0	0	0	0	0
<b>Total shipments (value) (U)</b>	0	0	0	0	0	0	0
<b>End-of-period inventories (V)</b>							

<sup>1</sup> The production capacity 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. \_\_\_\_\_

<sup>2</sup> Identify your firm's principal *European Union* export markets: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal *Asian* export markets: \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal *other* export markets: \_\_\_\_\_.

**II-14. Trade data.--Continued**

*RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line R) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, J, L, N, and P). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.*

Item	Calendar year					January-September	
	2009	2010	2011	2012	2013	2013	2014
B + C – D – F – H – J – L – N – P – V= should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate:							

**II-15. End Use Market Segments.--**Please report what volume (in 1,000 dry pounds) of your firm's total shipments and export shipments to the United States in 2013 were shipped (estimate if necessary) to each of the end-use market segments listed below.

Market Segment	Total shipments 2013 (1,000 dry pounds)	Exports to the United States 2013 (1,000 dry pounds)
<b>Food and Beverage:</b>		
Soft Drinks (carbonated beverages sold as a liquid)		
Other Beverages		
Subtotal, Beverages	0	0
Food		
Subtotal, Food and Beverage	0	0
<b>Industrial:</b>		
Household detergents and cleaners		
Other Industrial		
Subtotal, Industrial	0	0
<b>Pharmaceutical:</b>		
Beauty and oral hygiene/cosmetics		
Other pharmaceuticals		
Subtotal, Pharmaceuticals	0	0
<b>Other market segments<sup>1</sup></b>		
<b>Total</b>	0	0
<sup>1</sup> Please specify the market segments _____		

II-15. **End Use Market Segments.**--Continued

*RECONCILIATION OF SHIPMENTS.*--Please ensure that the totals reported above equals data reported in question II-14. 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	Total shipments 2013	Exports to the United States 2013
Q II-15 total less data reported in Q II-14 (should equal zero ("0"), if not revise)	0	0

II-16. **Product Form.**-- Please report what volume (in 1,000 dry pounds) of your firm's reported total shipments and export shipments to the United States in 2013 were shipped (estimate if necessary) in each of the below specified forms.

Product form	Total shipments 2013 (1,000 dry pounds)	Exports to the United States 2013 (1,000 dry pounds)
Anhydrous		
Monohydrate		
Solution		
Other <sup>1</sup>		
Total	0	0
<sup>1</sup> Please specify the other forms _____		

*RECONCILIATION OF SHIPMENTS.*-- Please ensure that the totals reported above equals data reported in question II-14. 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	Total shipments 2013	Exports to the United States 2013
Q II-16 total less data reported in Q II-14 (should equal zero ("0"), if not revise)	0	0

II-17. **Products.**--Please report what volume (in 1,000 dry pounds) of your firm's reported total shipments and export shipments to the United States in 2013 consisted of the following products:

<b>Products</b>	<b>Total shipments in 2013 (1,000 dry pounds)</b>	<b>Exports to the U.S. in 2013 (1,000 dry pounds)</b>
Citric acid		
Sodium citrate		
Potassium citrate		
Crude calcium citrate		
Total	0	0

*RECONCILIATION OF SHIPMENTS.-- Please ensure that the totals reported above equals data reported in question II-14. 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.*

<b>Reconciliation</b>	<b>Total shipments 2013</b>	<b>Exports to the United States 2013</b>
Q II-17 total less data reported in Q II-14 (should equal zero ("0"), if not revise)	0	0

II-18. **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.--MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Cindy Cohen (202-205-3230, [cindy.cohen@usitc.gov](mailto:cindy.cohen@usitc.gov)).

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

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Contract versus spot.**--Approximately what share of your firm's sales of citric acid and certain citrate salts to U.S. customers in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
<b>Share of your 2013 sales</b>	%	%	%	%	0.0 %

III-3. Please fill out the table regarding your firm's typical sales contracts with U.S. customers 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).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (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</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"/>

III-4. **Lead times.**--What is the typical lead time for citric acid and certain citrate salts to U.S. customers between a customer's order and the date of delivery for your firm's sales of citric acid and certain citrate salts?

<b>Source</b>	<b>Share of 2013 sales</b>	<b>Lead time (days)</b>
From your inventory held outside the United States	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-5. **Raw materials.**--

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for citric acid and certain citrate salts since January 1, 2009?

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(b) Do you anticipate changes in your firm's raw material costs?

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

III-6. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of Canada and China -produced citric acid and certain citrate salts in the U.S. market since January 1, 2009?

No	Yes	If yes, please describe and indicate when each change occurred.
<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Availability of SUBJECT import supply.**-- Do you anticipate any changes in terms of the availability of Canada- and China-produced citric acid and certain citrate salts in the U.S. market in the future?

Increase	No change	Decrease	If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **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 (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) 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.

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III-9. **Product range.**--Is the product range, product mix, or marketing of citric acid and certain citrate salts in your firm's home market different from that of citric acid and certain citrate salts for export to the United States or to third-country markets?

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

III-10. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of citric acid and certain citrate salts in your firm's home market, for export to the United States, or for export to third-country markets 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"/>	

III-11. **Substitutes.**— Can other products be substituted for citric acid and certain citrate salts?

No                       Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for citric acid and certain citrate salts?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for citric acid and certain citrate salts since January 1, 2009? Do you anticipate any future changes?

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

III-13. **Interchangeability.**--Is the citric acid and certain citrate salts produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's citric acid and certain citrate salts sold to the United States and/or to third-country markets?

Yes	No	If no, identify the market(s) and any differences in the products.
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **End uses.**--Describe the end uses of the citric acid and certain citrate salts that your firm manufactures and sells to your firm's home market. If these end uses differ from those of the citric acid and certain citrate salts your firm sells to the U.S. market or to third-country markets, explain.

III-15. **Changes in end uses.**-- Have there been any changes in the end uses of citric acid and certain citrate salts since 2009? Do you anticipate any future changes?

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

III-16. **Demand trends.**--Indicate how demand in the following markets 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.

<b>Your firm's market</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors (please also report relevant countries for other markets)</b>
<b>Demand since January 1, 2009</b>					
<b>Home market</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Other markets</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Home market</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Other markets</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Price differences.**--Please compare market prices of citric acid and certain citrate salts in your firm's home market, the United States, and third-country markets and report if this has changed since January 1, 2009.

III-18. **International transportation.**—

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

<b>Exporter</b>	<b>Importer</b>
<input type="checkbox"/>	<input type="checkbox"/>

(b) If your firm typically arranges international transportation, for 2013, report or estimate the average cost to ship typical volumes of citric acid and certain citrate salts to the United States.

dollars per 1,000 dry pounds

III-19. **Description of home market.**--Describe briefly your firm's home market for citric acid and certain citrate salts, including the number of, and competition between, producers.

III-20. **Import competition.**--Does your firm face competition from imports of citric acid and certain citrate salts in your firm's home market?

No	Yes	If yes, please identify the country sources of these imports.
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss citric acid and certain citrate salts supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Canada and China, and (3) the world as a whole. Of particular interest are such data from 2009 to the present and forecasts for the future.

III-22. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

## 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](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](mailto: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 did not produce or export 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.