

U.S. PURCHASERS' QUESTIONNAIRE
CITRIC ACID AND CERTAIN CITRATE SALTS ("CACCS")
FROM BELGIUM, COLOMBIA, AND THAILAND

This questionnaire must be received by the Commission by March 5, 2018
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 antidumping and countervailing duty investigations concerning CACCS from Belgium, Colombia, and Thailand (Inv. Nos. 701-TA-581 and 731-TA-1374-1376 (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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Fernando Gracia (fernando.gracia@usitc.gov, 202-205-2747).

| | | |
|---|---|-----------------------|
| Name of firm _____ | | |
| Address _____ | | |
| City _____ | State _____ | Zip Code _____ |
| Website _____ | | |
| Has your firm purchased CACCS (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2015? | | |
| <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: CBCT) | | |

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, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Phone:

Signature

Email address

PART I.--GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on June 2, 2017, by Archer Daniels Midland Company, Decatur, Illinois; Cargill, Incorporated, Minneapolis, Minnesota; and Tate & Lyle Ingredients Americas, LLC, Hoffman Estates, Illinois.. Countervailing/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 ("Commerce") makes an affirmative determination of subsidization/dumping. Questionnaires and other information pertinent to this proceeding are available at https://usitc.gov/investigations/701731/2017/citric_acid_and_certain_citrate_salts_belgium/final.htm.

CACCS covered by these investigations is 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 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 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.

The scope 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.

Citric acid and sodium citrate are classifiable in subheadings 2918.14.00 and 2918.15.10 of the HTSUS, respectively. Potassium citrate and crude calcium citrate are classifiable in subheading 2918.15.50 and, if included in a mixture or blend, subheading 3824.99.92 (statistical reporting number 3824.99.9295) of the HTSUS. Blends that include citric acid, sodium citrate, and potassium citrate are also imported under statistical reporting number 3824.99.9295 of the HTSUS. Although the HTSUS subheadings are provided for convenience and customers purposes, the written description of the merchandise is dispositive.

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

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 response.**

“Establishment”--Each facility of a firm involved in the purchase of CACCS, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

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

No Yes--List the following information.

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

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import CACCS into the United States or which export CACCS to the United States?

No Yes--List the following information.

| Firm name | Country | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce CACCS?

No Yes--List the following information.

| Firm name | Country | 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 | |

II-1. **Purchases and imports: GMO.**—

GMO: CACCS not certified as non-GMO

(a) Report your firm's total U.S. purchases and imports of CACCS. Please report separately for your purchases from U.S. producers and importers, and your imports for which your firm was the importer of record.

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

"Import" – A transaction to buy from a foreign supplier in which your firm is the importer of record.

| Item | 2015 | 2016 | 2017 |
|---|--------------------------|------|------|
| | Quantity (in dry pounds) | | |
| Purchases of GMO CACCS produced in— | | | |
| United States | | | |
| Belgium | | | |
| Colombia | | | |
| Thailand | | | |
| Canada | | | |
| All other countries: ¹ | | | |
| Sources unknown | | | |
| Total purchases | 0 | 0 | 0 |
| Imports of GMO CACCS from— | | | |
| Belgium | | | |
| Colombia | | | |
| Thailand | | | |
| Canada | | | |
| All other countries: ¹ | | | |
| Total imports | 0 | 0 | 0 |
| ¹ Please identify these countries: | | | |

II-1. **Purchases and imports: non-GMO.**—

Non-GMO: CACCS certified as non-GMO

(b) Report your firm's total U.S. purchases and imports of non-GMO CACCS. Please report separately for your purchases from U.S. producers and importers, and your imports for which your firm was the importer of record.

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

"Import" – A transaction to buy from a foreign supplier in which your firm is the importer of record.

| Item | 2015 | 2016 | 2017 |
|--|--------------------------|------|------|
| | Quantity (in dry pounds) | | |
| Purchases of non-GMO CACCS produced in— | | | |
| United States | | | |
| Belgium | | | |
| Colombia | | | |
| Thailand | | | |
| Canada | | | |
| All other countries ¹ | | | |
| Sources unknown | | | |
| Total purchases | 0 | 0 | 0 |
| Imports of non-GMO CACCS from— | | | |
| Belgium | | | |
| Colombia | | | |
| Thailand | | | |
| Canada | | | |
| All other countries ¹ | | | |
| Total imports | 0 | 0 | 0 |
| ¹ Please identify these countries: | | | |

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for CACCS since January 1, 2015. Also, provide the share of the quantity of your firm's total purchases of CACCS that each of these suppliers accounted for in 2017.

| No. | Supplier's name | City and state | Share of quantity of 2017 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 CACCS (check all that apply)?

| Distributor | End user (Food and beverages) | End user (Industrial) | Other end user (Identify:) | 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 CACCS, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases CACCS?

| 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 your firm sells CACCS? Identify whether these consumers have shown changes in their preferences and demands for non-GMO CACCS.

If your firm is an end user of CACCS, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products your firm makes using CACCS and estimate the percent of your total production cost that is accounted for by CACCS and by other inputs (such as labor, energy, and other raw materials).

| Product(s) your firm produces | Share of total cost in each of the product(s) your firm produces accounted for by | | | | Total (should sum to 100.0% across) |
|-------------------------------|---|---|--------------|---|-------------------------------------|
| | CACCS | | Other inputs | | |
| | % | + | % | = | 0.0 % |
| | % | + | % | = | 0.0 % |
| | % | + | % | = | 0.0 % |

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

(a) Has the demand for your firm's final products incorporating CACCS changed since January 1, 2015?

| 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 CACCS?

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

III-6. **Substitutes.**--Can other products be substituted for CACCS?

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 CACCS? | | |
|----|------------|--|--|--------------------------|-------------|
| | | | 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-7. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for CACCS has changed since January 1, 2015. 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 | If known, indicate whether any changes in demand trends for CACCS since January 1, 2015 are attributable to changes in demand for non-GMO CACCS |
|---------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|-------------------------|---|
| 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-8. **Country preferences.**--Do you or your customers ever specifically order CACCS 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"/> | |

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2017 purchases of CACCS that required CACCS produced in the United States.

| | Estimated percentage of your firm's total 2017 purchases of CACCS |
|---|--|
| Purchases that did not require domestic product | % |
| Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions) | % |
| Purchases that were not required by law or regulation, but were required by your customers to be domestic product | % |
| Purchases that were required to be domestic product for other reasons (explain:) | % |
| Total (should sum to 100.0%) | 0.0 % |

III-10. **Conditions of competition.**--

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

| 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-Other distinctive conditions of competition | |

(b) Have there been any changes in the business cycles or conditions of competition for CACCS since January 1, 2015?

| No | Yes | If yes, describe. Please indicate whether any changes in in the business cycles or conditions of competition since January 1, 2015 are attributable to demand for non-GMO CACCS. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-11. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving CACCS 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"/> | |
| Decision based on producer certifications (e.g., GMO, halal, kosher, et cetera) | | | | | |
| 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. **Availability of supply.**--Has the availability of CACCS in the U.S. market changed since January 1, 2015?

| Availability in the U.S. market | | | Please explain, noting the countries and reasons for the changes. |
|---|--------------------------|--------------------------|---|
| | No | Yes | |
| U.S.-produced product | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from Belgium, Colombia, and/or Thailand | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from other sources | <input type="checkbox"/> | <input type="checkbox"/> | |

III-13. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with CACCS since January 1, 2015 (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, being unable to meet timely shipment commitments, inability to supply non-GMO CACCS, etc.)?

| Source | No | Yes | If yes, please explain the nature and extent of the incident(s), firms/suppliers, and describe the impact on your firm. |
|-----------------------|--------------------------|--------------------------|---|
| U.S.-produced Product | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from Belgium | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from Colombia | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from Thailand | <input type="checkbox"/> | <input type="checkbox"/> | |
| Other sources | <input type="checkbox"/> | <input type="checkbox"/> | |

III-14. **Availability of specific product types.**--Are certain grades/types/sizes of CACCS only available from certain country sources?

| No | Yes | If yes, please identify the countries and the grade/type/size. | Please identify specific domestic or foreign suppliers who cannot supply certain grades/types/sizes and the impact on your firm. |
|--------------------------|--------------------------|--|--|
| <input type="checkbox"/> | <input type="checkbox"/> | | |

III-15. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of CACCS (check one)?

| Daily | Weekly | Monthly | Quarterly | Annually | Other | <i>If other, specify</i> |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <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 January 1, 2015?

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

III-16. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between ____ and ____ firms

III-17. **Sourcing preferences.**—Does your firm have a preference for specific sourcing strategies?

| Type | No | Yes | If yes, explain. |
|--|--------------------------|--------------------------|------------------|
| Single source (domestic or imported) | <input type="checkbox"/> | <input type="checkbox"/> | |
| Multiple source (domestic and/or imported) | <input type="checkbox"/> | <input type="checkbox"/> | |
| Global (standard sourcing for global operations) | <input type="checkbox"/> | <input type="checkbox"/> | |
| Other | <input type="checkbox"/> | <input type="checkbox"/> | |

III-18. **Supplier negotiations.**--Do your firm's purchases of CACCS usually involve negotiations between supplier and purchaser?

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

|

III-19. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2015?

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

|

III-20. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2015?

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

III-21. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell CACCS 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, non-GMO CACCS, etc.).

| No | Yes | Number of days | Process and factors |
|--------------------------|--------------------------|----------------|---------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | | |

III-22. **Certifications.**--

(a) Does your firm require your purchases of CACCS to have any of the following certifications?

GMO.-- In the context of your firm's purchases of CACCS, GMO stands for CACCS that was produced using inputs (i.e., the substrates) that were genetically engineered or bioengineered.

| Certification | No | Yes | If yes, indicate the share of your firm's 2017 purchases that were certified (percent) | Other explanations |
|--|--------------------------|--------------------------|--|--------------------|
| Halal | <input type="checkbox"/> | <input type="checkbox"/> | | |
| Kosher | <input type="checkbox"/> | <input type="checkbox"/> | | |
| Non-GMO but not (yet) certified or verified by any independent organization ¹ | <input type="checkbox"/> | <input type="checkbox"/> | | |
| "Non-GMO Project" verified ¹ | <input type="checkbox"/> | <input type="checkbox"/> | | |
| Verified or certified Non-GMO by other than "Non-GMO Project" verified ¹ | <input type="checkbox"/> | <input type="checkbox"/> | | |
| Other: | <input type="checkbox"/> | <input type="checkbox"/> | | |
| Other: | <input type="checkbox"/> | <input type="checkbox"/> | | |
| ¹ Please describe the criteria and documentation that your firm considers in its approval process to determine whether a supplier meets your firm's non-GMO requirements: | | | | |

(b) Has the importance of these certifications changed since January 2015?

| No | Yes | | If yes, please identify specific certifications and explain. |
|--------------------------|--------------------------|--------------------------|--|
| | Increased | Decreased | |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

(c) **If your firm purchases non-GMO CACCS:**

If you are a reseller/distributor, is non-GMO CACCS sold to customers that do not require non-GMO certified product? If you are an end user, is non-GMO CACCS used in applications that do not require non-GMO certified product?

| Never | Sometimes | Frequently | Always | Explain |
|--------------------------|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-23. **Failure to certify.**--Since January 1, 2015, have any domestic or foreign producers failed in their attempts to certify or qualify their CACCS 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-24. **Major purchasing factors.**—

(a) Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase CACCS (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, ability to supply non-GMO CACCS, etc.).

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

(b) Describe the role non-GMO CACCS products have in the U.S. market and in your firm's purchasing decisions.

| Factor | Explain role of non-GMO CACCS products. |
|-------------------------------------|--|
| In the U.S. market | |
| In your firm's purchasing decisions | |

III-25. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for CACCS.

| 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"/> |
| Halal certified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Kosher certified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Being "Non-GMO Project" verified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Being Non-GMO whether or not specifically being "Non-GMO Project" verified | <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 meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds 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-26. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of CACCS?

III-27. **Minimum quality.**--How often does CACCS 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"/> |
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Colombia | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Thailand | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Canada | <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"/> |

III-28. **Frequency of decisions based on price.**--How often does your firm purchase the CACCS that is offered at the lowest price?

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

III-29. **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 CACCS market since January 1, 2015.

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

III-30. Purchasing subject imports rather than domestic products.—

(a) Since January 2015, did your firm purchase imports of CACCS from Belgium, Colombia, and/or Thailand instead of U.S.-produced CACCS? Respond for each subject country.

| Source | Yes (also respond to parts (b) and (c)) | No (If "No" for all countries, skip to next question) |
|---------------|--|--|
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> |
| Colombia | <input type="checkbox"/> | <input type="checkbox"/> |
| Thailand | <input type="checkbox"/> | <input type="checkbox"/> |

(b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product?

| Source | Yes | No |
|---------------|--------------------------|--------------------------|
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> |
| Colombia | <input type="checkbox"/> | <input type="checkbox"/> |
| Thailand | <input type="checkbox"/> | <input type="checkbox"/> |

(c) If you responded "Yes" to part (a), was price a primary reason for purchasing subject imports rather than domestic product?

| Source | Yes | If Yes, estimate the quantity of imports purchased instead of domestic product since January 2015 (in dry pounds) | No | If No, please indicate the reason your firm purchased imports instead of domestic product. (Indicate if your response differs by country.) |
|---------------|--------------------------|--|--------------------------|---|
| Belgium | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Colombia | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Thailand | <input type="checkbox"/> | | <input type="checkbox"/> | |

III-31. **U.S. producers and import competition.**—

(a) Since January 1, 2015, in connection with a sale or offer to sell CACCS to your firm, did U.S. producers reduce their prices of domestically produced CACCS in order to compete with lower-priced imports of CACCS from the subject countries? Respond for each subject country.

| Source | Yes (also respond to question part (b)) | No (If "No" for all countries, skip to next question) | Don't know |
|---------------|--|--|--------------------------|
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Colombia | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Thailand | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(b) If your firm responded "yes" to any of the above countries, please provide an estimate of the reduction in U.S. producers' prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

| Source | Estimated reduction in U.S. prices (percent) | Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors. (Indicate if your response differs by country.) |
|---------------|---|---|
| Belgium | % | |
| Colombia | % | |
| Thailand | % | |

PART IV.—PRODUCT COMPARISONS

IV-1. **Interchangeability.**--Is CACCS 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 | Belgium | Colombia | Thailand | Canada | Other countries |
|--|---------|----------|----------|--------|-----------------|
| United States | | | | | |
| Belgium | X | | | | |
| Colombia | X | X | | | |
| Thailand | X | X | X | | |
| Canada | X | X | X | X | |
| For any country-pair producing CACCS which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use: | | | | | |

IV-2. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between CACCS 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 | Belgium | Colombia | Thailand | Canada | Other countries |
|--|---------|----------|----------|--------|-----------------|
| United States | | | | | |
| Belgium | X | | | | |
| Colombia | X | X | | | |
| Thailand | X | X | X | | |
| Canada | X | X | X | X | |
| For any country-pair producing CACCS which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use: | | | | | |

IV-3. **Factor country comparisons.**-- For the factors listed below, please rate how CACCS produced in each country compares with CACCS produced in each of the other countries.

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>Belgium</u> | | | Product from <u>United States</u> compared to product from <u>Colombia</u> | | | Product from <u>United States</u> compared to product from <u>Thailand</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"/> |
| Halal certified | <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"/> |
| Kosher certified | <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"/> |
| Being "Non-GMO Project" verified | <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"/> |
| Being Non-GMO whether or not specifically "Non-GMO Project" verified | <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 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"/> |
| 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"/> |
| 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-3. Factor country comparisons.--Continued.

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

| Factor | Product from <u>Belgium</u> compared to product from <u>Colombia</u> | | | Product from <u>Belgium</u> compared to product from <u>Thailand</u> | | | Product from <u>Colombia</u> compared to product from <u>Thailand</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"/> |
| Halal certified | <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"/> |
| Kosher certified | <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"/> |
| Being "Non-GMO Project" verified | <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"/> |
| Being Non-GMO whether or not specifically "Non-GMO Project" verified | <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 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"/> |
| 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"/> |
| 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-3. **Factor country comparisons.--Continued.**

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

| Factor | Product from <u>United States</u> compared to product from <u>all other sources</u> | | | Product from <u>Belgium</u> compared to product from <u>all other sources</u> | | |
|---|---|--------------------------|--------------------------|---|--------------------------|--------------------------|
| | 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"/> |
| Delivery terms | <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"/> |
| Discounts offered | <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"/> |
| Halal certified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Kosher certified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Being "Non-GMO Project" verified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Being Non-GMO whether or not specifically "Non-GMO Project" verified | <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"/> |
| Packaging | <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"/> |
| Product consistency | <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"/> |
| Quality meets industry standards | <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"/> |
| Reliability of supply | <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"/> |
| U.S. transportation costs ¹ | <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-3. **Factor country comparisons.--Continued.**

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

| Factor | Product from <u>Colombia</u> compared to product from <u>all other sources</u> | | | Product from <u>Thailand</u> compared to product from <u>all other sources</u> | | |
|---|--|--------------------------|--------------------------|--|--------------------------|--------------------------|
| | 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"/> |
| Delivery terms | <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"/> |
| Discounts offered | <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"/> |
| Halal certified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Kosher certified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Being "Non-GMO Project" verified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Being Non-GMO whether or not specifically "Non-GMO Project" verified | <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"/> |
| Packaging | <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"/> |
| Product consistency | <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"/> |
| Quality meets industry standards | <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"/> |
| Reliability of supply | <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"/> |
| U.S. transportation costs ¹ | <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. | | | | | | |

PART V.—ALTERNATIVE PRODUCT INFORMATION (non-GMO CACCS)

The Commission is requesting information on the comparability of **non-GMO CACCS** and GMO CACCS.

V-1. **Comparability of GMO CACCS vs. non-GMO CACCS.**--For each of the following indicate whether non-GMO CACCS and GMO CACCS 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 for non-GMO CACCS versus GMO CACCS.

| 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:

(b) **Interchangeability.**--The ability to substitute non-GMO CACCS with GMO CACCS for 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:

V-1. **Comparability of non-GMO CACCS vs. GMO CACCS.--Continued**

(c) **Manufacturing facilities, production processes, and production employees.--** Whether non-GMO CACCS and GMO CACCS 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:

(d) **Channels of distribution.--** Channels of distribution/market situation through which non-GMO CACCS and GMO CACCS 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:

V-1. **Comparability of non-GMO CACCS vs. GMO CACCS.--Continued**

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in non-GMO CACCS versus GMO CACCS 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:

(f) **Price.**--Whether prices are comparable or differ for non-GMO CACCS and versus GMO CACCS.

| 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:

PART VI.—ADDITIONAL INFORMATION

- VI-1. **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.

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HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

https://usitc.gov/investigations/701731/2017/citric_acid_and_certain_citrate_salts_belgium/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:** **CBCT**

- **E-mail.**—E-mail the MS Word questionnaire to Fernando.gracia@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you 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, it is 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 your firm submits (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.