

## U.S. PURCHASERS' QUESTIONNAIRE

### Ripe Olives from Spain

This questionnaire must be received by the Commission by **March 15, 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 countervailing duty and antidumping investigations concerning ripe olives from Spain (inv. No. Inv. Nos. 701-TA-582 and 731-TA-1377 (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 Amelia Preece (202-205-3250, [amelia.preece@usitc.gov](mailto:amelia.preece@usitc.gov)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm purchased ripe olives (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2015?

**NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

**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: **RIPE**)

#### 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**

This proceeding was instituted in response to a petition instituted on June 22, 2017, by the Coalition for Fair Trade in Ripe Olives, consisting of Bell-Carter Foods, Walnut Creek, CA, and Musco Family Olive Company, Tracy, CA. Countervailing and/or 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 and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://usitc.gov/investigations/701731/2017/ripe\\_olives\\_spain/final.htm](https://usitc.gov/investigations/701731/2017/ripe_olives_spain/final.htm).

**Ripe olives** covered by these investigations are certain processed olives, usually referred to as “ripe olives.” The subject merchandise includes all colors of olives; all shapes and sizes of olives, whether pitted or not pitted, and whether whole, sliced, chopped, minced, wedged, broken, or otherwise reduced in size; all types of packaging, whether for consumer (retail) or institutional (food service) sale, and whether canned or packaged in glass, metal, plastic, multi-layered airtight containers (including pouches), or otherwise; and all manners of preparation and preservation, whether low acid or acidified, stuffed or not stuffed, with or without flavoring and/or saline solution, and including in ambient, refrigerated, or frozen conditions.

Included are all ripe olives grown, processed in whole or in part, or packaged in Spain. Subject merchandise includes ripe olives that have been further processed in Spain or a third country, including but not limited to curing, fermenting, rinsing, oxidizing, pitting, slicing, chopping, segmenting, wedging, stuffing, packaging, or heat treating, or any other processing that would not otherwise remove the merchandise from the scope of the investigations if performed in Spain.

Excluded from the scope are: (1) Specialty olives<sup>1</sup> (including “Spanish-style,” “Sicilian-Style,” and other similar olives) that have been processed by fermentation only, or by being cured in an alkaline solution for not longer than 12 hours and subsequently fermented; and (2) provisionally prepared olives unsuitable for immediate consumption (currently classifiable in subheading 0711.20 of the Harmonized Tariff Schedule of the United States (HTSUS)).

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<sup>1</sup> Some of the major types of specialty olives and their curing methods are:

“Spanish-style” green olives. Spanish-style green olives have a mildly salty, slightly bitter taste, and are usually pitted and stuffed. This style of olive is primarily produced in Spain and can be made from various olive varieties. Most are stuffed with pimento; other popular stuffings are jalapeno, garlic, and cheese. The raw olives that are used to produce Spanish-style green olives are picked while they are unripe, after which they are submerged in an alkaline solution for typically less than a day to partially remove their bitterness, rinsed, and fermented in a strong salt brine, giving them their characteristic flavor.

“Sicilian-style” green olives. Sicilian-style olives are large, firm green olives with a natural bitter and savory flavor. This style of olive is produced in small quantities in the United States using a Sevillano variety of olive and harvested green with a firm texture. Sicilian-style olives are processed using a brine-cured method, and undergo a full fermentation in a salt and lactic acid brine for 4 to 9 months. These olives may be sold whole unpitted, pitted, or stuffed.

“Kalamata” olives: Kalamata olives are slightly curved in shape, tender in texture, and purple in color, and have a rich natural tangy and savory flavor. This style of olive is produced in Greece using a Kalamata variety olive. The olives are harvested after they are fully ripened on the tree, and typically use a brine-cured fermentation method over 4 to 9 months in a salt brine.

Other specialty olives in a full range of colors, sizes, and origins, typically fermented in a salt brine for 3 months or more.

The merchandise subject to these investigations is currently classifiable under subheadings 2005.70.0230, 2005.70.0260, 2005.70.0430, 2005.70.0460, 2005.70.5030, 2005.70.5060, 2005.70.6020, 2005.70.6030, 2005.70.6050, 2005.70.6060, 2005.70.6070, 2005.70.7000, 2005.70.7510, 2005.70.7515, 2005.70.7520, and 2005.70.7525 HTSUS.

Subject merchandise may also be imported under subheadings 2005.70.0600, 2005.70.0800, 2005.70.1200, 2005.70.1600, 2005.70.1800, 2005.70.2300, 2005.70.2510, 2005.70.2520, 2005.70.2530, 2005.70.2540, 2005.70.2550, 2005.70.2560, 2005.70.9100, 2005.70.9300, and 2005.70.9700. Although HTSUS subheadings are provided for convenience and US Customs purposes, they do not define the scope of the investigations; rather, the written description of the subject merchandise is dispositive.

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

**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 ripe olives, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

No             Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

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

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.**--Report your firm's total U.S. purchases and imports of ripe olives. 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 short tons drained weight)		
<b>Purchases of ripe olives produced in—</b> United States			
Spain			
All other countries <sup>1</sup>			
Sources unknown			
Total purchases	0	0	0
<b>Imports of ripe olives from—</b> Spain			
All other countries <sup>1</sup>			
Total imports	0	0	0
<sup>1</sup> Please identify these countries:			

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of ripe olives from different sources have changed since January 1, 2015.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend (or reason(s) for changing purchase patterns)
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Spain	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Sources unknown	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Country knowledge.**--Please indicate the countries of origin with which your firm has experience or information in the ripe olives market (by type of information). (Please check only one box for any country you report about.)

Type of experience or information	United States	Spain	Other countries	Other countries (specify)
Actual purchases	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Considered purchasing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other direct information	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Information from others in the market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for ripe olives since January 1, 2015. Also, provide the share of the quantity of your firm's total purchases of ripe olives 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 ripe olives (check all that apply)?

Firm type						
End user				Distributor	Other	Describe other
Big box store	Retailer other than big box store	Institutional provider	Restaurant or restaurant chain			
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

*If your firm is a distributor of ripe olives, 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 ripe olives?

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

III-3. **Types of customers.**—

(a) What are the major types of customers to which your firm sells ripe olives?

(b) Have the types of customers to which your firm sells ripe olives changed since January 1 2015?

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



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

III-4. **End uses.**--List the top 3 products your firm makes using ripe olives and estimate the percent of your total production cost that is accounted for by ripe olives 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)
	ripe olives		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 ripe olives changed since January 1, 2015?

Increased	No change	Decreased	Fluctuated	Why has it changed?
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has this had any effect on your firm's demand for ripe olives?

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

III-6. **Substitutes.**—

(a) Can other products be substituted for ripe olives?

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 ripe olives?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

(b) Have the substitutes for ripe olives changed since January 1, 2015?

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

III-7. **Olives other than ripe olives.**--Has consumption of table olives other than ripe olives affected demand for ripe olives since January 1, 2015? Explain any trends.

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

III-8a. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for ripe olives 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
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-8b. **Demand impacted by shift in consumer preferences.**--Has any discernable shift in end consumer preferences for olives other than ripe olives impacted demand for ripe olives since January 1, 2015? If yes, please describe how this has impacted demand of ripe olives.

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

III-9. **Country preferences.**--Do you or your customers ever specifically order ripe olives 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-10. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2017 purchases of ripe olives that required ripe olives produced in the United States.

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

**III-11. Conditions of competition.--**

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

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question III-12.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Crop shortages (other than changes in acreage)</b>	
<input type="checkbox"/> <b>Yes- Changes in acreage</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

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

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

**III-12. Decisions based on producer and country-of-origin.--**How often does your firm, and if known, do your customers, make purchasing decisions involving ripe olives based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
<b>Decision based on producer</b>					
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"/>	
<b>Decision based on country of origin</b>					
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-13. **Decisions based on brand.**--How often does your firm, and if known, do your customers, make purchasing decisions involving ripe olives based on brand? How often does brand affect the price your firm or your customers are willing to pay for ripe olives?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
<b>Decision based on brand</b>					
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"/>	
<b>Purchasers willing to pay more for branded ripe olives</b>					
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-14. **Availability of supply.**--Has the availability of ripe olives in the U.S. market changed since January 1, 2015?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with ripe olives 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 volume requests, being unable to provide the types of containers or sizes of olives you request, or being unable to meet timely shipment commitments, etc.)?

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

III-16. **Availability of specific product types.**--Are certain grades/types/sizes of ripe olives only available from certain country sources?

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

III-17. **Purchasing frequency.**--

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

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

(b) How much do you typically purchase when you make these purchases? \_\_\_\_\_ pounds

(c) Has this purchasing frequency changed since January 1, 2015?

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

III-18. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_\_ and \_\_\_\_\_ firms

III-19. **Supplier negotiations.**—

(a) Do your firm's purchases of ripe olives usually involve negotiations between supplier and purchaser?

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

(b) If yes, do you inform potential suppliers of the prices other firms are offering your firm?

		Describe the information you provide potential suppliers.
No	<input type="checkbox"/>	
Yes	<input type="checkbox"/>	

III-20. **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-21. **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-22. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell ripe olives to your firm?

If yes, provide the following information.

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

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

III-23. **Failure to certify.**--Since January 1, 2015, have any domestic or foreign producers failed in their attempts to certify or qualify their ripe olives 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. **Rejection of delivery.**--Since January 1, 2015, has any supplier delivered product that failed to meet your firm's specification?

No	Yes	If yes, please identify each firm, the countries where this product was produced, when rejection occurred, and the reasons why product was rejected.
<input type="checkbox"/>	<input type="checkbox"/>	

III-25. **Product line requirements.**--Since January 1, 2015, has your firm declined any supplier offers based on the inability of the supplier to provide a full product line of olives (i.e., covering both in-scope ripe olives and other types of out-of-scope processed olives)?

No	Yes	If yes, please identify each firm, and describe the reasons for rejection
<input type="checkbox"/>	<input type="checkbox"/>	

III-26. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase ripe olives (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

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



III-27. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for ripe olives.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of specific sizes of olives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of sliced olives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of green ripe olives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability in plastic pouches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of ripe olives by variety, i.e. Manzanilla, Sevillano, Mission...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality 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-28. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of ripe olives?

III-29. **Minimum quality.**--How often does ripe olives 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"/>
Spain	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Morocco	<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-30. **Frequency of decisions based on price.**--How often does your firm purchase the ripe olives that is offered at the lowest price?

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

III-31. **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 ripe olives market since January 1, 2015.

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

III-32. **Bundling purchases.**--Does your firm bundle purchases of ripe olives with other products?

No	Yes	Estimate share of your 2017 ripe olive purchases that were sold in a bundle	Describe other product that are typically in bundled purchases
<input type="checkbox"/>	<input type="checkbox"/>		

**III-33. Purchasing subject imports rather than domestic products.—**

(a) Since January 2015, did your firm purchase imports of ripe olives from Spain instead of U.S.-produced ripe olives?

Source	Yes (also respond to parts (b) and (c))	No (If "No", skip to next question)
Spain	<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
Spain	<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 short tons)	No	If No, please indicate the reason your firm purchased imports instead of domestic product
Spain	<input type="checkbox"/>		<input type="checkbox"/>	

**III-34. U.S. producers and import competition.—**

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

Source	Yes (also respond to question part (b))	No (If "No", skip to next question)	Don't know
Spain	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) If your firm responded "yes", 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
Spain	%	

**PART IV.—PRODUCT COMPARISONS**

IV-1. **Interchangeability.**--Is ripe olives 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

<b>Country-pair</b>	Spain	Morocco	Other countries
United States			
Spain	X		
Morocco	X	X	
For any country-pair producing ripe olives 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 ripe olives 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	Spain	Morocco	Other countries
United States			
Spain	X		
Morocco	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of ripe olives, identify the country-pair and report the advantages or disadvantages imparted by such factors:			

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how ripe olives produced in each country you identified in your response to the first question in Part IV compares with ripe olives produced in each of the other countries you identified.

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

Factor	Product from <u>United States</u> compared to product from <u>Spain</u>			Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			Product from <u>Spain</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of specific sizes of olives	<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"/>
Availability of sliced olives	<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"/>
Availability of green ripe olives	<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"/>
Availability in plastic pouches	<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"/>
Availability of ripe olives by variety, i.e. Manzanilla, Sevillano, Mission...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup>	<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 <sup>1</sup>	<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"/>

<sup>1</sup> 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.—ADDITIONAL INFORMATION**

- V-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/ripe\\_olives\\_spain/final.htm](https://usitc.gov/investigations/701731/2017/ripe_olives_spain/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:** **RIPE**

- **E-mail.**—E-mail the MS Word questionnaire to [NAME@usitc.gov](mailto:NAME@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.