

## U.S. PRODUCERS' QUESTIONNAIRE

### BIODIESEL FROM ARGENTINA AND INDONESIA

This questionnaire must be received by the Commission by **October 3, 2017**  
*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 biodiesel from Argentina and Indonesia (Inv. Nos. 701-TA-571-572 and 731-TA-1347-1348 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____		
Address _____		
City _____	State _____	Zip Code _____
Website _____		
Has your firm produced biodiesel (as defined on next page) at any time since January 1, 2014?		
<input type="checkbox"/> NO	(Sign the certification below and promptly return <b>only</b> 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 <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: <b>BIOD</b> )		

#### CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings 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

\_\_\_\_\_  
Signature

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.** --This proceeding was instituted in response to a petition filed on March 23, 2017, by National Biodiesel Board Fair Trade Coalition (Washington, DC) and its individual members. 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://www.usitc.gov/investigations/701731/2017/biodiesel\\_argentina\\_and\\_indonesia/final.htm](https://www.usitc.gov/investigations/701731/2017/biodiesel_argentina_and_indonesia/final.htm)

**Biodiesel** covered by these investigations is a fuel comprised of mono-alkyl esters of long chain fatty acids derived from vegetable oils or animal fats, including biologically-based waste oils or greases, and other biologically-based oil or fat sources. This includes biodiesel in pure form (“B100”) as well as fuel mixtures containing at least 99 percent biodiesel by volume (“B99”). For fuel mixtures containing less than 99 percent biodiesel by volume, only the biodiesel component of the mixture is covered by the scope of the petitions.<sup>1</sup>

Biodiesel covered by these investigations is currently imported primarily under subheadings 3826.00.10 and 3826.00.30 of the Harmonized Tariff Schedule of the United States (HTSUS). The HTSUS provisions are for convenience and customs purposes.

**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

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<sup>1</sup> Biodiesel is generally produced to American Society for Testing and Materials International (“ASTM”) D6751 specifications, but it can also be made to other specifications. Biodiesel commonly has one of the following Chemical Abstracts Service (“CAS”) numbers, generally depending upon the feedstock used: 67784-80-9 (soybean oil methyl esters); 91051-34-2 (palm oil methyl esters); 91051-32-0 (palm kernel oil methyl esters); 73891-99-3 (rapeseed oil methyl esters); 61788-61-2 (tallow methyl esters); 68990-52-3 (vegetable oil methyl esters); 129828-16-6 (canola oil methyl esters); 67762-26-9 (unsaturated alkylcarboxylic acid methyl ester); or 68937-84-8 (fatty acids, C12-C18, methyl ester).

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. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of biodiesel and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

I-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 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-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes       No

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

**"Establishment"**--Each facility of a firm involved in the production of biodiesel, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: _____.			

I-3. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
Argentina AD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Argentina CVD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia AD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia CVD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No             Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing biodiesel from Argentina or Indonesia into the United States or that are engaged in exporting biodiesel from Argentina or Indonesia to the United States?

No             Yes--List the following information.

Firm name	Country	Affiliation



**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Nathanael Comly, Investigator ([nathanael.comly@usitc.gov](mailto:nathanael.comly@usitc.gov), 202-205-3174). **Supply all data requested on a calendar-year basis.**

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

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of biodiesel since January 1, 2014.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant closings	
<input type="checkbox"/>	relocations	
<input type="checkbox"/>	expansions	
<input type="checkbox"/>	acquisitions	
<input type="checkbox"/>	consolidations	
<input type="checkbox"/>	prolonged shutdowns or production curtailments	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	other (e.g., technology)	

II-3. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between biodiesel and other products using the same equipment and/or labor (not including by-products such as glycerol or ester bottoms)?

No                       Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products:

\_\_\_\_\_.

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

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II-4. **Tolling.**--Since January 1, 2014, has your firm been involved in a toll agreement regarding the production of biodiesel?

**“Toll agreement”**--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No	Yes	If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	



II-5. **Foreign trade zones.**--

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

**"Foreign trade zone"** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No	Yes	If yes-- Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import biodiesel into a foreign trade zone (FTZ) for use in distribution of biodiesel and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

II-6. **Importer.**--Since January 1, 2014, has your firm imported biodiesel?

**"Importer"** – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

No	Yes	If yes-- <b><u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE.</u></b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-7 **Quantity measurement in records.**--Does your firm maintain records of your firm's production and shipments in gallons?

Yes	No	If no, please indicate the unit(s) of measurements maintained in your firm's records AND indicate how you converted your firm's records into the requested unit of measurement (i.e., gallons) for purposes of providing quantity data in this questionnaire.
<input type="checkbox"/>	<input type="checkbox"/>	

II-8. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of biodiesel in its U.S. establishment(s) during the specified periods.

**"Nameplate production capacity"** – The level of production that your establishment(s) could achieve based on the rated or intended full-load sustained (24/7, all year round) output of a facility. Changes in nameplate capacity should only reflect new investments or retirement of productive machinery.

**"Average production capacity" or "capacity"** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods taking into account normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix). Changes in average production capacity should reflect both new investments, retirement of productive machinery, **and** changes in normal operating conditions.

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

**"Commercial U.S. shipments"** –Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**"Independent RIN sales"** – Sales of any renewable identification numbers ("RINS") that were created by your firm's production of biodiesel (i.e., this should exclude any resales of purchased RINS) that were sold independent of any underlying biodiesel either due to separation or re-assignment.

**"Internal consumption"** – Product consumed internally by your firm. Such transactions are valued at fair market value (less the value that can be measured by the sale of any separated or re-assigned RINs as those are to be reported separately).

**"Transfers to related firms"** –Shipments made to related domestic firms. Such transactions are valued at fair market value.

**"Related firm"** –A firm that your firm solely or jointly owns, manages, or otherwise controls.

**"Export shipments"** –Shipments to destinations outside the United States, including shipments to related firms.

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

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.*

II-8a. **Capacity, production and beginning inventories.**

<b>Quantity (in 1,000 gallons) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January to June</b>	
	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>
<b>Nameplate capacity<sup>1</sup></b> (quantity) (A)					
<b>Average production capacity<sup>2,3</sup></b> (quantity) (B)					
<b>Beginning-of-period inventories</b> (quantity) (C)					
<b>Production</b> (quantities in 1,000 gallons): <sup>4</sup>					
Using soybean oil feedstock (D)					
Using palm oil feedstock (E)					
Using canola (rapeseed) oil feedstock (F)					
Using tallow feedstock (G)					
Using lard feedstock (H)					
Using used cooking oil feedstock (I)					
Using other feedstocks (J) <sup>5</sup>					
<b>Total in-scope production (K)</b>	0	0	0	0	0

<sup>1</sup> The nameplate capacity reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate nameplate capacity, and explain any changes in reported nameplate capacity: \_\_\_\_\_.

<sup>2</sup> The average production capacity reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate the average production capacity, and explain any changes in reported average production capacity: \_\_\_\_\_.

<sup>3</sup> Please describe the constraint(s) that set the limit(s) on your firm's average production capacity and how and why it defers from reported nameplate capacity (see definitions on the previous page): \_\_\_\_\_.

<sup>4</sup> Please indicate the grade(s) of biodiesel that your firm produces (check all that apply):  No. 1-B S15;  No. 1-B S500;  No. 2-B S15;  No. 2-B S100; and/or  Other

<sup>5</sup> Indicate the other feedstocks that your firm uses in the production of biodiesel: \_\_\_\_\_.

II-8b. Shipments and ending inventories

Quantity (in 1,000 gallons) <sup>1</sup> and value (in \$1,000)					
Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<b>B100 sold with RINS:</b>					
Quantity in 1,000 gallons (L)					
Number of RINS in 1,000s (M)					
Value (N) including value of RINS					
<b>B100 sold without RINS:</b>					
Quantity in 1,000 gallons (O)					
Value (P)					
<b>B99 sold with RINS:</b>					
Quantity in 1,000 gallons (Q)					
Number of RINS in 1,000s (R)					
Value (S) including value of RINS					
<b>B99 sold without RINS:</b>					
Quantity in 1,000 gallons (T)					
Value (U)					
<b>Independent RIN sales:</b>					
Number of RINS in 1,000s (V)					
Value (W)					
<b>Internal consumption:</b>					
Quantity in 1,000 gallons (X)					
Value <sup>2</sup> (Y)					
<b>Transfers to related firms:</b>					
Quantity in 1,000 gallons (Z)					
Value <sup>2</sup> (AA)					
<b>Export shipments:</b> <sup>3</sup>					
Quantity in 1,000 gallons (AB)					
Value (AC)					
<b>End-of-period inventories (quantity) (AD)</b>					

<sup>1</sup> Quantities reported in 1,000 gallons should represent the volume attributable to biodiesel. So in the case of a B99 blend, the quantities reported should exclude the non-biodiesel material added to the blend. Internal consumption, to the degree this represents use of biodiesel to create lower level blends (less than B99), should reflect just the biodiesel used in the blending operations.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value LESS value made from independent RIN sales. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: \_\_\_\_\_.

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

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

Reconciliation	Calendar years			January to June	
	2014	2015	2016	2016	2017
C + D + E + F + G + H + I + J - L - O - Q - T - X - Z - AB - AD = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-9. **Production by RIN type.**--Report your firm's production of biodiesel (in 1,000 gallons) by type of qualifying RIN. Do not include out-of-scope products such as renewable diesel or corn ethanol based renewable fuels that qualify for the relevant RIN types.

Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
<b>Quantity (in 1,000 gallons)</b>					
<b>Production by qualifying RIN type:</b>					
D4: Biomass-based biodiesel (AE)					
D6: Renewable fuel biodiesel (AF)					
Biodiesel without RIN (AG)					
Total in-scope production (AH)	0	0	0	0	0

**RECONCILIATION OF PRODUCTION**-- Please ensure that the quantities reported production of biodiesel in this table (i.e., lines AE through AG) in each time period equal the quantity reported for production in the earlier question (i.e., lines D through J) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January to June	
	2014	2015	2016	2016	2017
AE + AF + AG - D - E - F - G - H - I - J = should equal zero ("0"), if not revise.	0	0	0	0	0

II-10. **Production by cloud point.**--Report the average cloud point of your firm's production of biodiesel in 2016 by feedstock it used.

Item	2016
	Average cloud point (degrees Celsius)
<b>Average cloud point for biodiesel produced by the following feedstocks:</b>	
Using soybean oil feedstock (AI)	
Using palm oil feedstock (AJ)	
Using canola (rapeseed) oil feedstock (AK)	
Using tallow feedstock (AL)	
Using lard feedstock (AM)	
Using used cooking oil feedstock (AN)	
Using other feedstocks (AO) <sup>1</sup>	
<sup>1</sup> Please list the other feedstocks: _____	

II-11. **Channels of distribution.**--Report your firm's commercial U.S. shipments by channel of distribution.

Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
	<b>Quantity (in 1,000 gallons)</b>				
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments:</b>					
To petrodiesel producers (AP)					
To independent blenders/ distributors (AQ)					
To retail locations (AR)					
To other entities (AS) <sup>1</sup>					
<sup>1</sup> Please list the other entities: _____					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines AP through AS) in each time period equal the quantity reported for commercial U.S. shipments (i.e., lines L, O, Q, and T) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January to June	
	2014	2015	2016	2016	2017
AP + AQ + AR + AS - L - O - Q - T = zero ("0"), if not revise.	0	0	0	0	0

II-12. **Employment data.**--Report your firm's employment-related data related to the production of biodiesel and provide an explanation for any trends in these data.

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

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

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

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

Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>\$1,000</i> )					

Explanation of trends:

II-13. **Related firms.**--If your firm reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-14. **Purchases.**--Other than direct imports, has your firm otherwise purchased biodiesel since January 1, 2014?

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

**"Direct import"** –A transaction to buy from a foreign supplier where your firm is the importer of record or consignee.

No             Yes--Report such purchases below and explain the reasons for your firms' purchases:

Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
	<b>Quantity (in 1,000 gallons)</b>				
<b>Purchases from U.S. importers<sup>1</sup> of biodiesel from:</b>					
Argentina					
Indonesia					
All other sources					
<b>Purchases from domestic producers<sup>2</sup></b>					
<b>Purchases from other sources<sup>2</sup></b>					
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. <sup>2</sup> Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.					

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



**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Charles Yost (202-205-3226, [charles.yost@usitc.gov](mailto:charles.yost@usitc.gov)).

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

Name	
Title	
Email	
Telephone	
Fax	

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

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

\_\_\_\_\_

Note.--Please note that we are requesting that firms report their financial data on a calendar year basis.

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

\_\_\_\_\_

2. Does your firm prepare profit/loss statements for biodiesel:

Yes  No

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

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

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

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes biodiesel, as well as specific statements and worksheets) used to compile these data.*

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

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

III-5. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced biodiesel, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
Biodiesel	%
	%
	%
	%
	%

III-6. Does your firm purchase inputs (raw materials, labor, energy, or any services) used in the production of biodiesel from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

- Yes--Continue to question III-7.       No--Continue to question III-8.

III-7a. **Inputs from related suppliers.**--Please identify the inputs used in the production of biodiesel that your firm purchases from related suppliers and that are reflected in table III-10a. For "Share of total COGS" please report this information by relevant input on the basis of calendar year 2016. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
<b>Input valuation as recorded in the firm's accounting books and records</b>		

III-7b. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7a, were reported in III-10a (financial results on biodiesel) in a manner consistent with your firm's accounting books and records.

Yes	No	If No.--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in table III-10a.
<input type="checkbox"/>	<input type="checkbox"/>	

III-8a. **By-products.**—State how your firm classifies revenues from the recovery or sale of methanol, glycerin (or glycerol), or other products produced during the course of producing biodiesel:

Co-product, identify: \_\_\_\_\_

By-product, identify: \_\_\_\_\_

III-8b. **By-product revenues.**—If your answer to III-8a is as “by-products,” state how your firm normally classifies the by-product revenue, and report the revenues associated with the sale or transfer of such by-products for the three specified calendar years. Report all data in this question with positive values.

Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
	Value (in \$1,000)				
<b>Classification of revenues from by product sales.--</b>					
Included in “net sales value”					
Reduction of COGS					
Included in “all other income”					
Other <sup>1</sup>					
Total by-product revenue <sup>2</sup>	0	0	0	0	0
<sup>1</sup> Please describe "other" _____. <sup>2</sup> Your firm's total by-product revenue reported here will automatically be populated in question III-10a as an offset to total COGS.					

Note.--Please ensure that your firm has removed by-product revenue from its normal classification location in the data reported in question III-10a (next page) so that these by-product revenues which are reported above (and then used automatically as an offset to COGS) do not get double counted in operating and net income.

III-9a. **Independent RIN sales.**—State how your firm typically classifies revenues from the sales of independent RINs in the normal course of business:

- Top line as part of revenue from sales of biodiesel: \_\_\_\_\_
- In another revenue category (e.g., other income): \_\_\_\_\_

III-9b. **Federal blenders tax credit (BTC).**—State how your firm typically classifies revenues from the Federal BTC in the normal course of business:

- Top line as part of revenue from sales of biodiesel: \_\_\_\_\_
- In another revenue category (e.g., other income): \_\_\_\_\_

III-10a. **Operations on biodiesel.**--Report the revenue and related cost information requested below on the biodiesel operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of purchased products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for the three most recently completed calendar years. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
	<b>Quantity (in 1,000 gallons) and value (in \$1,000)</b>				
<b>Net sales quantities:</b> <sup>2</sup>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>2</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Independent RIN sales					
Federal blenders tax credit (BTC)					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3</sup>					
Raw materials					
Direct labor					
Other factory costs					
Less: By-Product Revenues	0	0	0	0	0
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
All other expense items					
All other income items (including tax credits other than the BTC)					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

III-10b. **Financial data reconciliation.**--The calculable line items from question III-10a (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

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

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

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

III-11. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each annual period for which financial results are reported in question III-10a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-10a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in question III-10a; i.e., if an aggregate nonrecurring item has been allocated to question III-10a, only the allocated value amount included in question III-10a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-10a.

Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-10a where the nonrecurring item is classified.	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in table III-10a.  <b>Value (\$1,000)</b>				
1. , classified as					
2. , classified as					
3. , classified as					
4. , classified as					
5. , classified as					
6. , classified as					
7. , classified as					

III-12. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in question III-11 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-11 identify where these items are reported in question III-10a.

III-13. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of biodiesel. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for biodiesel in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-10a. Provide data as of the end of the three most recently completed calendar years.

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

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

Value (in \$1,000)			
Item	Calendar years		
	2014	2015	2016
Total assets (net) <sup>1</sup>			
<sup>1</sup> Describe _____			

III-14. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for biodiesel. Provide data for the three most recently completed calendar years.

Item	Calendar years			January to June	
	2014	2015	2016	2016	2017
Value (in \$1,000)					
Capital expenditures <sup>1</sup>					
Research and development expenses <sup>2</sup>					
<sup>1</sup> Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____					
<sup>2</sup> Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____					



III-15. **Data consistency and reconciliation.**--Please note the quantities and values reported in question III-10a should reconcile with the data reported in question II-9 (including export shipments).

*RECONCILIATION OF TRADE VS FINANCIAL DATA.*--Please ensure that the quantities and values reported for total shipments in part II equal the quantities and values reported total net sales in part III of this questionnaire in each time period. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.

Reconciliation	Calendar years			January to June	
	2014	2015	2016	2016	2017
<b>Quantity:</b> Trade data from question II-7 (lines L, O, Q, T, X, and AB less financial total net sales quantity data from question III-10a, = zero ("0")).	0	0	0	0	0
<b>Value:</b> Trade data from question II-7 (N, P, S, U, W, Y, and AC ) less financial total net sales value data (excluding the BTC) from question III-10a, = zero ("0").	0	0	0	0	0

Do these data in question III-10a reconcile with data in question II-8?

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

III-16. **Active management of biodiesel input costs.**--Does your firm actively manage its input costs (i.e., the price of acquiring vegetable oil esters and/or waste fats and greases) used in the production of biodiesel?

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

If your responses to any of the items in questions III-17, III-18, and III-19 differ by country, please describe these differences and, as applicable, indicate which country or countries your response refers to in the relevant form fields.

III-17. **Effects of imports on investment.**--Since January 1, 2014, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of biodiesel from Argentina and Indonesia?

- No                       Yes--My firm has experienced actual negative effects as follows:

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-18. **Effects of imports on growth and development.**--Since January 1, 2014, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of biodiesel from Argentina and Indonesia?

No                       Yes--My firm has experienced actual negative effects as follows:

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-19. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of biodiesel from Argentina and Indonesia?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

**PART IV.--PRICING AND MARKET FACTORS**

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

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2014 of the following products produced by your firm.

**Product 1.**--B100 (pure biodiesel), including RIN value when sold as 1.5 RINs per gallon.

**Product 2.**--B100 (pure biodiesel), sold without RINs.

**Product 3.**--B99 (biodiesel blend containing 99.0% - 99.9% biodiesel), including RIN value when sold as 1.5 RINs per gallon.

**Product 4.**--B99 (biodiesel blend containing 99.0% - 99.9% biodiesel), sold without RINs.

**Please note that values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates). Please also report the RIN value and any tax credit received separate from the biofuel value in the following tables. The total value column should reflect the total invoice value, less all discounts, allowances, rebates, prepaid freight, and the value of returned goods.**

IV-2 (a). During January 2014-June 2017, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-3.

IV-2(b). **Price data.**--Report below the quarterly price data for pricing products<sup>1</sup> produced and sold by your firm.

Report data in **actual gallons** (not 1,000s of gallons) and **actual dollars** (not 1,000s of dollars).

(Quantity in gallons, value in dollars)					
Period of shipment	Product 1				
	Quantity (gallons)	Net fuel value <sup>2</sup> (dollars)	RIN value (dollars)	BTC value (dollars)	Net invoice value <sup>3</sup> (dollars)
<b>2014:</b>					
January-March					0
April-June					0
July-September					0
October-December					0
<b>2015:</b>					
January-March					0
April-June					0
July-September					0
October-December					0
<b>2016:</b>					
January-March					0
April-June					0
July-September					0
October-December					0
<b>2017:</b>					
January-March					0
April-June					0

<sup>1</sup> Pricing product definitions are provided on the first page of Part IV.

<sup>2</sup> Net fuel values should represent net invoice sales values less all discounts, allowances, rebates, prepaid freight, the value of returned goods, the value of the accompanying RINs, and the value of any unrealized BTC revenue, f.o.b. your firm's U.S. point of shipment.

<sup>3</sup> Net invoice values should represent net invoice sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods, f.o.b. your firm's U.S. point of shipment and is calculated as the sum of the reported net fuel value, RIN value, and value of the BTC for this product.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

IV-2(b). **Price data.**--Report below the quarterly price data for pricing products<sup>1</sup> produced and sold by your firm.

Report data in **actual gallons** (not 1,000s of gallons) and **actual dollars** (not 1,000s of dollars).

(Quantity in gallons, value in dollars)					
Period of shipment	Product 2				
	Quantity (gallons)	Net fuel value <sup>2</sup> (dollars)	RIN value (dollars)	BTC value (dollars)	Net invoice value <sup>3</sup> (dollars)
<b>2014:</b>					
January-March			X		0
April-June			X		0
July-September			X		0
October-December			X		0
<b>2015:</b>					
January-March			X		0
April-June			X		0
July-September			X		0
October-December			X		0
<b>2016:</b>					
January-March			X		0
April-June			X		0
July-September			X		0
October-December			X		0
<b>2017:</b>					
January-March			X		0
April-June			X		0

<sup>1</sup> Pricing product definitions are provided on the first page of Part IV.

<sup>2</sup> Net fuel values should represent net invoice sales values less all discounts, allowances, rebates, prepaid freight, the value of returned goods, and the value of any unrealized BTC revenue, f.o.b. your firm's U.S. point of shipment.

<sup>3</sup> Net invoice values should represent net invoice sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods, f.o.b. your firm's U.S. point of shipment and is calculated as the sum of the reported net fuel value and value of the BTC for this product.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 2:

IV-2(b). **Price data.**--Report below the quarterly price data for pricing products<sup>1</sup> produced and sold by your firm.

Report data in **actual gallons** (not 1,000s of gallons) and **actual dollars** (not 1,000s of dollars).

(Quantity in gallons, value in dollars)					
Period of shipment	Product 3				
	Quantity (gallons)	Net fuel value <sup>2</sup> (dollars)	RIN value (dollars)	BTC value (dollars)	Net invoice value <sup>3</sup> (dollars)
<b>2014:</b>					
January-March				X	0
April-June				X	0
July-September				X	0
October-December				X	0
<b>2015:</b>					
January-March				X	0
April-June				X	0
July-September				X	0
October-December				X	0
<b>2016:</b>					
January-March				X	0
April-June				X	0
July-September				X	0
October-December				X	0
<b>2017:</b>					
January-March				X	0
April-June				X	0

<sup>1</sup> Pricing product definitions are provided on the first page of Part IV.  
<sup>2</sup> Net fuel values should represent net invoice sales values less all discounts, allowances, rebates, prepaid freight, the value of returned goods, and the value of the accompanying RINs, f.o.b. your firm's U.S. point of shipment.  
<sup>3</sup> Net invoice values should represent net invoice sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods, f.o.b. your firm's U.S. point of shipment and is calculated as the sum of the reported net fuel value and RIN value for this product.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 3:



IV-2(b). **Price data.**--Report below the quarterly price data for pricing products<sup>1</sup> produced and sold by your firm.

Report data in **actual gallons** (not 1,000s of gallons) and **actual dollars** (not 1,000s of dollars).

(Quantity in gallons, value in dollars)					
Period of shipment	Product 4				
	Quantity (gallons)	Net fuel value <sup>2</sup> (dollars)	RIN value (dollars)	BTC value (dollars)	Net invoice value <sup>3</sup> (dollars)
<b>2014:</b>					
January-March					0
April-June					0
July-September					0
October-December					0
<b>2015:</b>					
January-March					0
April-June					0
July-September					0
October-December					0
<b>2016:</b>					
January-March					0
April-June					0
July-September					0
October-December					0
<b>2017:</b>					
January-March					0
April-June					0

<sup>1</sup> Pricing product definitions are provided on the first page of Part IV.  
<sup>2</sup> Net fuel values should represent net invoice sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods, f.o.b. your firm's U.S. point of shipment.  
<sup>3</sup> Net invoice values should represent invoice sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods, f.o.b. your firm's U.S. point of shipment and is equal to net fuel value for this product.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

IV-2 (c). **Price data checklist.**--Please check that the pricing data in question IV-2(b) has been correctly reported.

Is the price data reported above:	<b>√ if Yes</b>
In actual gallons ( <b>not</b> 1,000 gallons) ?	<input type="checkbox"/>
In actual dollars ( <b>not</b> \$1,000)?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than reported commercial shipments in question II-8 in each year?	<input type="checkbox"/>

IV-2 (d). **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.*

IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of biodiesel (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Based on published price index	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for its U.S.-produced biodiesel?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of domestic biodiesel usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Pricing factors.**--Rate and describe the effect of the following factors on your firm's ability to price biodiesel.

Factor	Not important	Somewhat important	Very important
Federal and/or state mandates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tax incentives (i.e. blender's tax credit)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competition from substitute products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competition among U.S. producers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competition from subject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. inland transportation costs/logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Weather in regional markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Financial market speculators	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please describe):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-7. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced biodiesel in 2016 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of 2016 sales	%	%	%	%	0.0 %

**IV-8. Contract provisions.—**

a. Please fill out the table regarding your firm's typical sales contracts for U.S.-produced biodiesel (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Prices set on the basis of a published price index <sup>1</sup>	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<sup>1</sup> List publish price index:				

b. Did your firm negotiate contracts since January 1, 2014 with respect to the blender's tax credit?

<b>No</b>	<b>Yes. If yes, answer part (c).</b>
<input type="checkbox"/>	<input type="checkbox"/>

**IV-8. Contract provisions.—Continued**

- c. Please describe how your firm negotiated contracts in 2014, 2015, 2016, and/or 2017 with respect to the blender's tax credit.

<b>Year</b>	<b>Please explain how your firm's contract negotiations implement the blender's tax credit.</b>
2014	
2015	
2016	
2017	

**IV-9. Price indices.—**

- a. Does your firm tie prices to published price indices when negotiating sales of biodiesel to your customers?

<b>Index</b>	<b>No</b>	<b>Yes</b>	<b>If yes, please explain how your firm ties prices to the index, specifying the discount or premium applied.</b>
New York Mercantile Exchange (NYMEX) Ultra Low Sulphur Diesel (ULSD) Futures	<input type="checkbox"/>	<input type="checkbox"/>	
Chicago Board of Trade (CBOT) Soybean Oil Index	<input type="checkbox"/>	<input type="checkbox"/>	
Other (please identify):	<input type="checkbox"/>	<input type="checkbox"/>	

- b. Since January 1, 2014, has your firm changed the discount or premium to the price indices that you charge?

<b>No</b>	<b>Yes</b>	<b>If yes, please explain and estimate the percentage discount or premium charged.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

IV-10. **Lead times.**--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced biodiesel?

Source	Share of 2016 sales	Lead time (average number of days)
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

IV-11. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of U.S.-produced biodiesel that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of biodiesel that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %

IV-12. **Geographical shipments.**—Please estimate the share of your 2016 commercial sales of U.S.-produced biodiesel in the following regions.

Geographic area	Share of 2016 sales
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	%
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	%
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	%
<b>Central Southwest.</b> —AR, LA, OK, and TX.	%
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	%
<b>Pacific Coast.</b> —CA, OR, and WA.	%
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, and VI.	%
<b>Total</b> (should sum to 100.0%)	0.0 %

IV-13. **End uses.**-- For each end-use product, what percentage of the total cost is accounted for by biodiesel and other inputs?

End use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Biodiesel	Other inputs	
On-road transportation fuel	%	%	0.0 %
Other fuel	%	%	0.0 %
Heating oil	%	%	0.0 %

IV-14. **Substitutes.**--Can other products be substituted for biodiesel?

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

IV-15. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for biodiesel has changed since January 1, 2014. 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"/>	



IV-16. **Demand by locality.** –

(a) Do certain regions demand different types of biodiesel, such as biodiesel made from soybean oil versus biodiesel made from palm oil?

<b>Geographic area</b>	<b>No</b>	<b>Yes</b>	<b>Don't know</b>	<b>Explain</b>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, and VI.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Does this demand by region vary by season?

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

IV-17. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of biodiesel since January 1, 2014?

<b>No</b>	<b>Yes</b>	<b>If yes, please describe and quantify if possible.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-18. Conditions of competition.--**

(a) Is the biodiesel market subject to business cycles (other than general economy-wide conditions) or other conditions of competition distinctive to biodiesel? If yes, describe.

<b>Check all that apply, but do not check "no" if you check any "yes"</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question IV-19.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Renewable Fuel Standard</b>	
<input type="checkbox"/> <b>Yes-State mandates</b>	
<input type="checkbox"/> <b>Yes-Federal tax credits</b>	
<input type="checkbox"/> <b>Yes-State tax credits</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for biodiesel since January 1, 2014?

<b>Item</b>	<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
Business cycles	<input type="checkbox"/>	<input type="checkbox"/>	
Renewable Fuel Standard	<input type="checkbox"/>	<input type="checkbox"/>	
State mandates	<input type="checkbox"/>	<input type="checkbox"/>	
Federal tax credits	<input type="checkbox"/>	<input type="checkbox"/>	
State tax credits or programs	<input type="checkbox"/>	<input type="checkbox"/>	
Other distinctive conditions of competition	<input type="checkbox"/>	<input type="checkbox"/>	

IV-19. **Supply constraints.**--Has your firm refused, declined, or been unable to supply biodiesel since January 1, 2014 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

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

IV-20. **Raw materials.**--How have biodiesel raw material prices changed since January 1, 2014?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for biodiesel.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-21. **Interchangeability.**--Is biodiesel 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	Argentina	Indonesia	Canada	Other countries
United States				
Argentina				
Indonesia				
Canada				
For any country-pair producing biodiesel that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:				

IV-22. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between biodiesel produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 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	Argentina	Indonesia	Canada	Other countries
United States				
Argentina	X			
Indonesia	X	X		
Canada	X	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 sales of biodiesel, identify the country-pair and report the advantages or disadvantages imparted by such factors:				

IV-23. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for biodiesel since January 1, 2014. Indicate the share of the quantity of your firm's total shipments of biodiesel that each of these customers accounted for in 2016.

	Customer's name	City	State	Share of 2016 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				



## 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://www.usitc.gov/investigations/701731/2017/biodiesel\\_argentina\\_and\\_indonesia/final.htm](https://www.usitc.gov/investigations/701731/2017/biodiesel_argentina_and_indonesia/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:** **BIOD**

- **E-mail.**—E-mail the MS Word questionnaire to Nathanael Comly, Investigator ([nathanael.comly@usitc.gov](mailto:nathanael.comly@usitc.gov), 202-205-3174); 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 produce this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

***Parties to this proceeding.***—If your firm is a party to this proceeding, 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 you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.