

U.S. PURCHASERS' QUESTIONNAIRE

Fresh Tomatoes from Mexico

This questionnaire must be received by the Commission by **December 3, 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 review of the suspended antidumping investigation concerning fresh tomatoes from Mexico (Inv. No. 731-TA-747 (Fourth Review)). 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 purchased fresh tomatoes (as defined on the next page) from any source (domestic or foreign) at any time since January 1, 2012?

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 Commission **Drop Box** by clicking on the following link:

<https://dropbox.usitc.gov/oinv/>. (PIN: FRESH)

CERTIFICATION

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

I, 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

Email address

PART I.—GENERAL INFORMATION

Background.-- On November 1, 1996, the Department of Commerce (“Commerce”) suspended an investigation on imports of fresh tomatoes from Mexico pursuant to a suspension agreement with growers and processors that accounted for substantially all imports of fresh tomatoes from Mexico. The suspension agreement was renegotiated three subsequent times, and the most recent suspension agreement was adopted on March 8, 2013. On February 1, 2018, the Commission instituted a review pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether termination of the suspended investigation would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make an affirmative determination, the suspension agreement will remain in place. If either the Commission or Commerce makes a negative determination, Commerce will terminate the suspension agreement. Questionnaires and other information pertinent to this proceeding are available at [LINK](#).

Fresh Tomatoes are all fresh or chilled tomatoes (fresh tomatoes) which have Mexico as their origin, except for those tomatoes which are for processing. For purposes of this suspension agreement, processing is defined to include preserving by any commercial process, such as canning, dehydrating, drying, or the addition of chemical substances, or converting the tomato product into juices, sauces, or purees. Fresh tomatoes that are imported for cutting up, not further processing (e.g., tomatoes used in the preparation of fresh salsa or salad bars), are covered by this suspension agreement.

Commercially grown tomatoes, both for the fresh market and for processing, are classified as *Lycopersicon esculentum*. Important commercial varieties of fresh tomatoes include common round, cherry, grape, plum, greenhouse, and pear tomatoes, all of which are covered by this Suspension Agreement.

Tomatoes imported from Mexico covered by this suspension agreement are classified under the following subheading of the Harmonized Tariff Schedules of the United States (HTSUS), according to the season of importation: 0702.00. Although the HTSUS numbers are provided for convenience and customs purposes, the written description of the scope of this investigation is dispositive.

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

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 in connection with this proceeding (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 of your 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.

Valid number error messages.--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Christopher Couper (202-708-1440, christopher.couper@usitc.gov).

D-GRIDS tool.--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage (https://www.usitc.gov/trade_remedy/question.htm) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

I-1. **Establishments covered.**--Provide the name and address of 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 fresh tomatoes, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

I-2. **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-3. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that import fresh tomatoes into the United States or that export fresh tomatoes to the United States?

No Yes--List the following information.

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

I-4. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that produce fresh tomatoes?

No Yes--List the following information.

| Firm name and country | Country | Affiliation |
|------------------------------|----------------|--------------------|
| | | |
| | | |

I-5. **Business plan.**--Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for fresh tomatoes?

| No | Yes | If yes, please provide these documents. If you are not providing the requested documents, please explain why not. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | |

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.**—

- (a) Please estimate your firm's total U.S. purchases of fresh tomatoes in 2017. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire.)

| | |
|----------------------------|--|
| Quantity (<i>pounds</i>) | |
|----------------------------|--|

- (b) Estimate the percentage of the quantity of your firm's purchases of fresh tomatoes in 2017 that were produced in each of the specified countries.

| Fresh tomatoes produced in: | Share of quantity of 2017 purchases |
|---|--|
| United States | % |
| Mexico | % |
| All other countries ¹ | % |
| Sources unknown | % |
| Total (should sum to 100.0%) | 0.0 % |
| ¹ Please identify these countries: | |

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of fresh tomatoes from different sources have changed since January 1, 2012.

| Source of purchases | Did not purchase | Decreased | Increased | Constant | Fluctuated | Explanation for trend |
|---------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|
| United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Mexico | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| All other countries | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| 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 fresh tomatoes market.

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

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for fresh tomatoes since January 1, 2012. Also, provide the share of the quantity of your firm's total purchases of fresh tomatoes 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 | | | % |

III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES-- If your responses differ between U.S. and Mexican tomatoes explain in the most relevant section

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of fresh tomatoes (check all that apply)?

| Supermarket chain | Food service | Distributor | Packer | Other | Describe other |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

If your firm is a distributor of fresh tomatoes, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Do you compete for sales to your customers with the importers from which you purchase fresh tomatoes?

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

III-3. **Types of customers.**--What are the major types of consumers to which you sell fresh tomatoes?

III-4. **Substitutes.**—

(a) Have there been any changes in the number or types of products that can be substituted for fresh tomatoes since January 1, 2012? Do you anticipate any future changes?

| Changes in substitutes | No | Yes | Explain |
|-------------------------------|--------------------------|--------------------------|---------|
| Changes since January 1, 2012 | <input type="checkbox"/> | <input type="checkbox"/> | |
| Anticipated changes | <input type="checkbox"/> | <input type="checkbox"/> | |

(b) Can tomatoes grown for processing be substituted for other fresh market tomatoes?

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

III-5. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for fresh tomatoes has changed since January 1, 2012, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

| Market | Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explanation and factors |
|-------------------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|-------------------------|
| Demand since January 1, 2012 | | | | | |
| 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"/> | |
| Anticipated future demand | | | | | |
| 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-6. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss fresh tomatoes supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Mexico, and (3) the world as a whole. Of particular interest is such data from 2012 to the present and forecasts for the future.

III-7. **Country preferences.**--Do you or your customers ever specifically order fresh tomatoes 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-8. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2017 purchases of fresh tomatoes that required fresh tomatoes produced in the United States.

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

III-9. **Conditions of competition.**--

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

| Check all that apply. | Please describe. |
|--|--------------------------|
| <input type="checkbox"/> No | Skip to question III-10. |
| <input type="checkbox"/> Yes- Distinctive conditions of competition | |

(b) If yes, have there been any changes in the business cycles or conditions of competition for fresh tomatoes since January 1, 2012?

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

III-10. **Decisions based on producer and country-of-origin.**--How often does your firm, and if you know, do your customers, make purchasing decisions involving fresh tomatoes based on its producer or country of origin?

| | Always | Usually | Sometimes | Never | If at least sometimes, explain. |
|--|--------------------------|--------------------------|--------------------------|--------------------------|---------------------------------|
| Decision based on producer | | | | | |
| Your firm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Your customers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Decision based on country of origin | | | | | |
| Your firm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Your customers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-11. **Availability of supply.**--Has the availability of fresh tomatoes in the U.S. market changed since January 1, 2012? Do you anticipate any future changes?

| Availability in the U.S. market | No | Yes | Please explain, noting the countries and reasons for the changes. |
|---------------------------------------|--------------------------|--------------------------|---|
| Changes since January 1, 2012: | | | |
| U.S.-produced product | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from Mexico | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from all other countries | <input type="checkbox"/> | <input type="checkbox"/> | |
| Anticipated changes: | | | |
| U.S.-produced product | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from Mexico | <input type="checkbox"/> | <input type="checkbox"/> | |
| Imports from all other countries | <input type="checkbox"/> | <input type="checkbox"/> | |

III-12. **Availability of specific product types.**--Are certain grades/types/sizes of fresh tomatoes 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-13. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with fresh tomatoes since January 1, 2012 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

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

III-14. **Purchasing frequency.**--

(a) How frequently do you make purchases of fresh tomatoes (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) Do you expect this purchasing frequency to change in the next two years?

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

III-15. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between ____ and ____ firms.

III-16. **Supplier negotiations.**--Do your firm's purchases of fresh tomatoes usually involve negotiations between supplier and purchaser?

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

III-17. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2012?

| 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-18. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2012?

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

(b) Do you expect new fresh tomatoes suppliers to enter the U.S. market?

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

III-19. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell fresh tomatoes 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-20. **Failure to certify.**--Since January 1, 2012, have any domestic or foreign producers failed in their attempts to certify or qualify their fresh tomatoes 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-21. **Major purchasing factors.**-- Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase fresh tomatoes (examples include availability, color, firmness, flavor, price, quality, availability of varieties, etc.).

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

III-22. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for fresh tomatoes.

| Factor | Very important | Somewhat important | Not important |
|-------------------------------|--------------------------|--------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability of varieties | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Color | <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"/> |
| Firmness | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Flavor | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Freshness | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lack of bruising/punctures | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Organic or non-organic | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms | <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"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Ripeness | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Shape | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Shelf life | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Texture | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-23. **GMO vs non-GMO tomato variety.**—Has there been an increase in awareness of GMO vs non-GMO varieties and/or any shift in preference relating to GMO vs non-GMO products since January 1, 2012?

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

III-24. **Seasonal characteristics.**—

(a) Are there seasonal differences (such as availability, flavor, price, quality, ripeness, etc.) between fresh tomatoes from the U.S. and Mexico?

| | | |
|--------------------------|--------------------------|--|
| No | Yes | If yes, please explain the seasonal differences between fresh tomatoes from the U.S. and Mexico and report the months when these differences occur. |
| <input type="checkbox"/> | <input type="checkbox"/> | |

(b) Please identify the beginning and end of the season for field-grown tomatoes

| Source | Beginning (month) | End (month) |
|------------|----------------------|----------------|
| California | | |
| Florida | | |
| Southeast | | |
| Northeast | | |
| Midwest | | |
| Mexico | | |

III-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of fresh tomatoes?

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

III-26. **Minimum quality.**--How often does fresh tomatoes from the following countries meet minimum quality specifications for your uses or your customers' uses?

| Source | Always | Usually | Sometimes | Rarely or never | Don't know |
|---------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Mexico | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-27. **Frequency of decisions based on price.**--How often does your firm purchase the fresh tomatoes that is offered at the lowest price?

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

III-28. **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 fresh tomatoes market since January 1, 2012.

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

III-29. **Bundling purchases.**--Does your firm bundle purchases of fresh tomatoes with other products?

| No | Yes | Estimate share of your fresh tomatoes in 2017 that were sold in a bundle | If yes, describe other products that are typically in bundled sales |
|--------------------------|--------------------------|---|--|
| <input type="checkbox"/> | <input type="checkbox"/> | | |

III-30. **Changes in U.S. industry.**--

- (a) Please identify and discuss any improvements/changes in the U.S. fresh tomatoes industry (to include growing, packing, imports, and repacking operations) since January 1, 2012 and explain the factors, including the order(s) under review that were responsible for each improvement/change.

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. fresh tomatoes industry. Identify the time period and causes for these improvements/changes.

III-31. **Effect of termination of suspended investigation.**-- What do you think will be the effects on your firm and on the U.S. market of any suspension agreement on imports of fresh tomatoes from Mexico?

PART IV.--PRODUCT COMPARISONS

IV-1. **Interchangeability**--Are fresh tomatoes 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 | Mexico | Other countries |
|---|--------|-----------------|
| United States | | |
| Mexico | | |
| For any country-pair producing fresh tomatoes 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 Fresh Tomatoes produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or O in the table below:

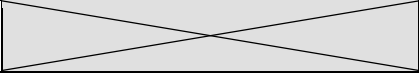
A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

| Country-pair | Mexico | Other countries |
|---|--|-----------------|
| United States | | |
| Mexico |  | |
| <p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of Fresh Tomatoes, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> | | |

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how fresh tomatoes produced in each country you identified in your response to question II-2 compares with fresh tomatoes produced in each of the other countries you identified.

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

| Factor | Product from <u>United States</u> compared to product from <u>Mexico</u> | | | Product from <u>United States</u> compared to product from <u>Other Countries</u> | | | Product from <u>Other Countries</u> compared to product from <u>Mexico</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 varieties | <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"/> |
| Color | <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"/> |
| Firmness | <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"/> |
| Flavor | <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"/> |
| Freshness | <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"/> |
| Lack of bruising/punctures | <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"/> |
| Organic or non-organic | <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"/> |
| Payment 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"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 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"/> |
| Ripeness | <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"/> |
| Shape | <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"/> |
| Shelf life | <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"/> |
| Texture | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-4. Price changes.--

(a) Since January 1, 2012, has there been a change in the price of fresh tomatoes?

| Source | Yes (also respond to question part (b)) | No (If "No" for all countries, skip to next question) |
|---------------|--|--|
| United States | <input type="checkbox"/> | <input type="checkbox"/> |
| Mexico | <input type="checkbox"/> | <input type="checkbox"/> |

(b) If your firm responded "yes" to any of the above countries, please describe how the price of U.S.-produced fresh tomatoes has changed relative to the price of imported fresh tomatoes from Mexico.

| Country | Prices changed by the same percent | Price of U.S.-produced Fresh Tomatoes is now relatively higher | Price of U.S.-produced Fresh Tomatoes is now relatively lower |
|----------------|---|---|--|
| Mexico | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART V.—ADDITIONAL INFORMATION

V-1. **Other explanations.**--If your firm would like to further explain a response to any question that for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

V-2. **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 40 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.

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/701731/2018/fresh_tomatoes_mexico/fourth_rev_iew_full.htm

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

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

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

- **E-mail.**—E-mail the MS Word questionnaire to James.Horne@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 you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.