

## U.S. IMPORTERS' QUESTIONNAIRE

### FRESH TOMATOES FROM MEXICO

This questionnaire must be received by the Commission by **July 15, 2019**  
*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping duty investigation concerning fresh tomatoes from Mexico (Inv. No. 731-TA-747 (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 imported fresh tomatoes (as defined on next page) from any country at any time since January 1, 2016?

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

**YES** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the U.S. International Trade Commission *Drop Box* by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **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 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 April 1, 1996, the Commission instituted a preliminary antidumping investigation in response to a petition filed by the Florida Tomato Growers Exchange, Orlando, FL; Florida Fruit and Vegetable Association, Orlando, FL; Florida Farm Bureau Federation, Gainesville, FL; South Carolina Tomato Association, Inc., Charleston, SC; Gadsden County Tomato Growers Association, Inc., Quincy, FL; Accomack County Farm Bureau, Accomack, VA; Florida Tomato Exchange, Orlando, FL; Bob Crawford, Commissioner of Agriculture, Florida Department of Agriculture and Consumer Services, Tallahassee, FL; and the Ad Hoc Group of Florida, California, Georgia, Pennsylvania, South Carolina, Tennessee, and Virginia Tomato Growers (61 FR 15968, April 10, 1996). On May 16, 1996, the Commission notified the Department of Commerce ("Commerce") of its affirmative preliminary injury determination. On October 28, 1996, Commerce preliminarily determined that imports of fresh tomatoes from Mexico were being sold at less than fair value in the United States.

On November 1, 1996, Commerce suspended the investigation pursuant to a suspension agreement with growers and processors that accounted for substantially all imports of fresh tomatoes from Mexico. A suspension agreement has been terminated and renegotiated three times previously. The most recent agreement was terminated on May 7, 2019, and on that date, Commerce resumed its investigation. Accordingly, the Commission is resuming the final phase of its antidumping duty investigation on fresh tomatoes from Mexico.

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 Commerce makes an affirmative determination of dumping. Questionnaires and other information pertinent to this proceeding are available at

[https://www.usitc.gov/investigations/701731/2019/fresh\\_tomatoes\\_mexico/final.htm](https://www.usitc.gov/investigations/701731/2019/fresh_tomatoes_mexico/final.htm)

**Fresh tomatoes** covered by this investigation are all fresh or chilled tomatoes (fresh tomatoes) which have Mexico as their origin, except for those tomatoes which are for processing. 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 the investigation.

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 investigation.

Tomatoes imported from Mexico covered by this investigation are classified under the following subheading of the Harmonized Tariff Schedule of the United States (HTSUS), according to the season of importation: 0702. Although the HTSUS numbers are provided for convenience and customs purposes, the written description of the scope of this investigation is dispositive.

**Importer.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing fresh tomatoes (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**Reporting of information.**--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

**Confidentiality**--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification**-- The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

**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 W. Robinson (202-205-2542, [chris.robinson@usitc.gov](mailto:chris.robinson@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](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. **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 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.

- I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

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

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

No             Yes--List the following information

| Firm name | Address | Extent of ownership<br>(percent) |
|-----------|---------|----------------------------------|
|           |         |                                  |
|           |         |                                  |
|           |         |                                  |

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing fresh tomatoes from Mexico into the United States or that are engaged in exporting fresh tomatoes from Mexico to the United States?

No             Yes--List the following information.

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

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of fresh tomatoes?

No             Yes--List the following information.

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

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on fresh tomatoes. More than one answer may be applicable.

| Importer of record       | Takes title to the imported product(s) | Consignee of the imported products(s) | Customs broker or freight forwarder |
|--------------------------|--|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/>               | <input type="checkbox"/>              | <input type="checkbox"/>            |

I-7. **Consignee.**--If your firm is an importer of record of fresh tomatoes but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

| Firm name | Address | Contact person and phone number |
|-----------|---------|---------------------------------|
|           |         |                                 |
|           |         |                                 |
|           |         |                                 |

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters fresh tomatoes into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports fresh tomatoes under the TIB (temporary importation under bond) program.

**“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, as well as other savings. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**“Bonded warehouse”** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

**“Temporary Importation under Bond (“TIB”) program”** is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

| Item                             | No                       | Yes                      |
|----------------------------------|--------------------------|--------------------------|
| Foreign trade zones              | <input type="checkbox"/> | <input type="checkbox"/> |
| Bonded warehouses                | <input type="checkbox"/> | <input type="checkbox"/> |
| Temporary importation under bond | <input type="checkbox"/> | <input type="checkbox"/> |

I-9. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

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

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

Further information on this part of the questionnaire can be obtained from Christopher W. Robinson (202-205-2542, [chris.robinson@usitc.gov](mailto:chris.robinson@usitc.gov)). **Supply all data requested on a calendar-year basis.**

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

|           |  |
|-----------|--|
| Name      |  |
| Title     |  |
| Email     |  |
| Telephone |  |

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of fresh tomatoes since January 1, 2016.

| <i>(check as many as appropriate)</i> |   | <i>(If checked, please describe; leave blank if not applicable)</i> |
|---------------------------------------|---|---|
| <input type="checkbox"/>              | Office/warehouse openings                       |   |
| <input type="checkbox"/>              | Office/warehouse closings                       |   |
| <input type="checkbox"/>              | Relocations                                     |   |
| <input type="checkbox"/>              | Expansions                                      |   |
| <input type="checkbox"/>              | Acquisitions                                    |   |
| <input type="checkbox"/>              | Consolidations                                  |   |
| <input type="checkbox"/>              | Prolonged shutdowns or importation curtailments |   |
| <input type="checkbox"/>              | Revised labor agreements                        |   |
| <input type="checkbox"/>              | Weather-related events                          |   |
| <input type="checkbox"/>              | Other (e.g., technology)                        |   |



II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of fresh tomatoes for delivery after **March 31, 2019**?

**“Arranged imports”** are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

|                          |                          |  |
|--------------------------|--------------------------|--|
| <b>No</b>                | <b>Yes</b>               | <b>If yes, fill out the table below.</b> |
| <input type="checkbox"/> | <input type="checkbox"/> |  |

| Source            | Period                      |               |              |              |
|-------------------|-----------------------------|---------------|--------------|--------------|
|                   | Apr-Jun 2019                | Jul-Sept 2019 | Oct-Dec 2019 | Jan-Mar 2020 |
|                   | <b>Quantity (in pounds)</b> |               |              |              |
| Mexico            |                             |               |              |              |
| All other sources |                             |               |              |              |

II-4. **Reasons for importing if producer.**--If your firm also produces fresh tomatoes in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

**Definitions**

***“Greenhouse and controlled-environment tomatoes,”*** for purposes of this questionnaire, are defined as tomatoes grown in a fully-enclosed permanent aluminum or fixed steel structure clad in glass, impermeable plastic, or polycarbonate using automated irrigation and climate control, including heating and ventilation capabilities, in an artificial medium using hydroponic methods.

***“Open field and adapted-environment tomatoes,”*** for purposes of this questionnaire, are defined as tomatoes other than tomatoes grown in greenhouses and controlled environments, including, but not limited to, tomatoes grown in protected agricultural structures, including tunnels, shade houses, and other temporary or permanent structures, except for those grown in greenhouses and controlled environments, as defined above.

***“Imports”*** –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

***“Import quantities”*** –Quantities reported should be net of returns.

***“Import values”***—Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

***“U.S. commercial 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.

***“Internal consumption”*** –Product consumed internally by your firm. Such transactions are valued at fair market value.

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

***“Related firm”*** –A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

***“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-5a. **U.S. imports from Mexico.**—Report your firm’s imports and your firm’s shipments and inventories of fresh tomatoes imported from Mexico by your firm during the specified periods.

## Mexico

| Quantity (in pounds), Value (in dollars)   |                |      |      |               |      |
|--|----------------|------|------|---------------|------|
| Item   | Calendar years |      |      | January-March |      |
|  | 2016           | 2017 | 2018 | 2018          | 2019 |
| <b>Beginning-of-period inventories</b><br>(quantity) (A)   |                |      |      |               |      |
| <b>Imports:</b> <sup>1</sup><br>Quantity (B)   |                |      |      |               |      |
| Value (C)  |                |      |      |               |      |
| <b>U.S. shipments:</b><br><b>Commercial shipments:</b><br>Quantity (D)   |                |      |      |               |      |
| Value (E)  |                |      |      |               |      |
| <b>Internal consumption:</b> <sup>2</sup><br>Quantity (F)  |                |      |      |               |      |
| Value <sup>2</sup> (G)   |                |      |      |               |      |
| <b>Transfers to related firms:</b> <sup>2</sup><br>Quantity (H)  |                |      |      |               |      |
| Value <sup>2</sup> (I)   |                |      |      |               |      |
| <b>Export shipments:</b> <sup>3</sup><br>Quantity (J)  |                |      |      |               |      |
| Value (K)  |                |      |      |               |      |
| <b>End-of-period inventories</b><br>(quantity) (L)   |                |      |      |               |      |
| <sup>1</sup> Please identify the foreign producers, if known: _____.<br><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.<br><sup>3</sup> Identify your firm’s principal export markets: _____. |                |      |      |               |      |

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

| Reconciliation  | Calendar years |      |      | January-March |      |
|---|----------------|------|------|---------------|------|
|   | 2016           | 2017 | 2018 | 2018          | 2019 |
| A + B - D - F - H - J - L = 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-5b. **Channels of distribution: Mexico.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Mexico by channel of distribution.

## Mexico

| Quantity (in pounds)                            |                |      |      |               |      |
|---|----------------|------|------|---------------|------|
| Channels of distribution                        | Calendar years |      |      | January-March |      |
|   | 2016           | 2017 | 2018 | 2018          | 2019 |
| U.S. shipments to--<br>Packers / re-packers (M) |                |      |      |               |      |
| Distributors, brokers, handlers (N)             |                |      |      |               |      |
| Supermarket and grocery chains (O)              |                |      |      |               |      |
| Food service providers (P)                      |                |      |      |               |      |
| Other end users <sup>1</sup> (Q)                |                |      |      |               |      |
| <sup>1</sup> Describe: _____.                   |                |      |      |               |      |

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M through Q) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) 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-March |      |
|--|----------------|------|------|---------------|------|
|  | 2016           | 2017 | 2018 | 2018          | 2019 |
| M + N + O + P + Q - D - F - H = zero ("0"), if not revise. | 0              | 0    | 0    | 0             | 0    |

II-5c. **U.S. shipments by tomato variety: Open field/adapted-environment.**--Please report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of open field or adapted-environment fresh tomatoes imported from Mexico by tomato variety in the specified periods.

### Mexico: Open Field/Adapted Environment

| U.S. shipments   | Calendar Year |      |      | January-March |      |
|--|---------------|------|------|---------------|------|
|  | 2016          | 2017 | 2018 | 2018          | 2019 |
| <b>Open field and adapted-environments</b>   |               |      |      |               |      |
| Round  |               |      |      |               |      |
| Quantity (R)   |               |      |      |               |      |
| Value (S)  |               |      |      |               |      |
| Plum/Roma  |               |      |      |               |      |
| Quantity (T)   |               |      |      |               |      |
| Value (U)  |               |      |      |               |      |
| Cherry/grape   |               |      |      |               |      |
| Quantity (V)   |               |      |      |               |      |
| Value (W)  |               |      |      |               |      |
| Other <sup>1</sup>   |               |      |      |               |      |
| Quantity (X)   |               |      |      |               |      |
| Value (Y)  |               |      |      |               |      |
| Total.--   |               |      |      |               |      |
| Quantity   | 0             | 0    | 0    | 0             | 0    |
| Value  | 0             | 0    | 0    | 0             | 0    |
| <sup>1</sup> Please list in order of importance the other tomato varieties shipped by your firm for sale: _____. |               |      |      |               |      |

II-5d. **U.S. shipments by tomato variety: Greenhouse/controlled-environment.**--Please report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of greenhouse or controlled environment fresh tomatoes imported from Mexico by tomato variety in the specified periods.

### **Mexico: Greenhouse/Controlled Environment**

| <b>Quantity (in pounds) and Value (in dollars)</b> |                      |             |             |                      |             |
|--|----------------------|-------------|-------------|----------------------|-------------|
| <b>U.S. shipments</b>                              | <b>Calendar Year</b> |             |             | <b>January-March</b> |             |
|  | <b>2016</b>          | <b>2017</b> | <b>2018</b> | <b>2018</b>          | <b>2019</b> |
| <b>Greenhouse and controlled-environment</b>       |                      |             |             |                      |             |
| Round<br><i>Quantity (Z)</i>                       |                      |             |             |                      |             |
| <i>Value (AA)</i>                                  |                      |             |             |                      |             |
| Plum/Roma<br><i>Quantity (AB)</i>                  |                      |             |             |                      |             |
| <i>Value (AC)</i>                                  |                      |             |             |                      |             |
| Cherry/grape<br><i>Quantity (AD)</i>               |                      |             |             |                      |             |
| <i>Value (AE)</i>                                  |                      |             |             |                      |             |
| Other <sup>1</sup><br><i>Quantity (AF)</i>         |                      |             |             |                      |             |
| <i>Value (AG)</i>                                  |                      |             |             |                      |             |
| Total.--<br><i>Quantity</i>                        | 0                    | 0           | 0           | 0                    | 0           |
| <i>Value</i>                                       | 0                    | 0           | 0           | 0                    | 0           |

<sup>1</sup> Please list in order of importance the other tomato varieties shipped by your firm for sale: \_\_\_\_\_.

**RECONCILIATION OF SHIPMENTS, BY VARIETY AND GROWING METHOD.**--The quantity and value reported for U.S. shipments in parts "c" and "d" of this question (i.e., lines T through AI) should be equal to U.S. shipments as reported in part "a" (i.e., lines F through K). If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| <b>Reconciliation</b>   | <b>Calendar years</b> |             |             | <b>January-March</b> |             |
|---|-----------------------|-------------|-------------|----------------------|-------------|
|   | <b>2016</b>           | <b>2017</b> | <b>2018</b> | <b>2018</b>          | <b>2019</b> |
| R + T + V + X + Z + AB + AD + AF - D - F - H = should equal zero ("0") or provide an explanation. <sup>1</sup>  | 0                     | 0           | 0           | 0                    | 0           |
| S + U + W + Y + AA + AC + AE + AG - E - G - I = 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-6a. **Imports from all other sources.**—Report your firm’s imports and your firm’s shipments and inventories of fresh tomatoes imported from all other sources (i.e., sources other than Mexico) by your firm during the specified periods.

## All other sources

**(list sources: \_\_\_\_\_)**

| Quantity (in pounds), value (in \$1,000)              |                |      |      |               |      |
|---|----------------|------|------|---------------|------|
| Item  | Calendar years |      |      | January-March |      |
|   | 2016           | 2017 | 2018 | 2018          | 2019 |
| <b>Beginning-of-period inventories</b> (quantity) (A) |                |      |      |               |      |
| <b>Imports:</b> <sup>1</sup>                          |                |      |      |               |      |
| Quantity (B)  |                |      |      |               |      |
| Value (C)   |                |      |      |               |      |
| <b>U.S. shipments:</b>                                |                |      |      |               |      |
| <b>Commercial shipments:</b>                          |                |      |      |               |      |
| Quantity (D)  |                |      |      |               |      |
| Value (E)   |                |      |      |               |      |
| <b>Internal consumption:</b> <sup>2</sup>             |                |      |      |               |      |
| Quantity (F)  |                |      |      |               |      |
| Value <sup>2</sup> (G)                                |                |      |      |               |      |
| <b>Transfers to related firms:</b> <sup>2</sup>       |                |      |      |               |      |
| Quantity (H)  |                |      |      |               |      |
| Value <sup>2</sup> (I)                                |                |      |      |               |      |
| <b>Export shipments:</b> <sup>3</sup>                 |                |      |      |               |      |
| Quantity (J)  |                |      |      |               |      |
| Value (K)   |                |      |      |               |      |
| <b>End-of-period inventories</b> (quantity) (L)       |                |      |      |               |      |

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value.

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

**II-6a. Imports from all other sources—Continued.**

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

| Reconciliation  | Calendar years |      |      | January-March |      |
|---|----------------|------|------|---------------|------|
|   | 2016           | 2017 | 2018 | 2018          | 2019 |
| A + B - D - F - H - J - L<br>= 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-6b. Channels of distribution: All other sources.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from all other sources (i.e., sources other than Mexico) by channel of distribution.

## All other sources

| Quantity (in pounds)                            |                |      |      |               |      |
|---|----------------|------|------|---------------|------|
| Channels of distribution                        | Calendar years |      |      | January-March |      |
|   | 2016           | 2017 | 2018 | 2018          | 2019 |
| U.S. shipments to--<br>Packers / re-packers (M) |                |      |      |               |      |
| Distributors, brokers, handlers (N)             |                |      |      |               |      |
| Supermarket and grocery chains (O)              |                |      |      |               |      |
| Food service providers (P)                      |                |      |      |               |      |
| Other end users <sup>1</sup> (Q)                |                |      |      |               |      |
| <sup>1</sup> Describe: _____.                   |                |      |      |               |      |

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M through Q) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) 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-March |      |
|--|----------------|------|------|---------------|------|
|  | 2016           | 2017 | 2018 | 2018          | 2019 |
| M + N + O + P + Q - D - F - H = zero ("0"), if not revise. | 0              | 0    | 0    | 0             | 0    |



II-6c. **U.S. shipments by tomato variety: Open field/adapted-environment.**--Please report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of open field or adapted-environment fresh tomatoes imported from all other sources (i.e., sources other than Mexico) by tomato variety in the specified periods.

### **All Other Sources: Open Field/Adapted Environment**

| U.S. shipments                            | Calendar Year |      |      | January-March |      |
|---|---------------|------|------|---------------|------|
|   | 2016          | 2017 | 2018 | 2018          | 2019 |
| <b>Open field and adapted-environment</b> |               |      |      |               |      |
| Round                                     |               |      |      |               |      |
| <i>Quantity (R)</i>                       |               |      |      |               |      |
| <i>Value (S)</i>                          |               |      |      |               |      |
| Plum/Roma                                 |               |      |      |               |      |
| <i>Quantity (T)</i>                       |               |      |      |               |      |
| <i>Value (U)</i>                          |               |      |      |               |      |
| Cherry/grape                              |               |      |      |               |      |
| <i>Quantity (V)</i>                       |               |      |      |               |      |
| <i>Value (W)</i>                          |               |      |      |               |      |
| Other <sup>1</sup>                        |               |      |      |               |      |
| <i>Quantity (X)</i>                       |               |      |      |               |      |
| <i>Value (Y)</i>                          |               |      |      |               |      |
| Total.--                                  |               |      |      |               |      |
| <i>Quantity</i>                           | 0             | 0    | 0    | 0             | 0    |
| <i>Value</i>                              | 0             | 0    | 0    | 0             | 0    |

<sup>1</sup> Please list in order of importance the other tomato varieties shipped by your firm for sale : \_\_\_\_\_.

II-6d. **U.S. shipments by tomato variety: Greenhouse/controlled-environment.**--Please report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of greenhouse or controlled environment fresh tomatoes imported from all other sources (i.e., sources other than Mexico) by tomato variety in the specified periods.

### All Other Sources: Greenhouse/Controlled Environment

| Quantity (in pounds) and Value (in dollars)  |               |      |      |               |      |
|--|---------------|------|------|---------------|------|
| U.S. shipments                               | Calendar Year |      |      | January-March |      |
|  | 2016          | 2017 | 2018 | 2018          | 2019 |
| <b>Greenhouse and controlled-environment</b> |               |      |      |               |      |
| Round  |               |      |      |               |      |
| Quantity (Z)                                 |               |      |      |               |      |
| Value (AA)                                   |               |      |      |               |      |
| Plum/Roma                                    |               |      |      |               |      |
| Quantity (AB)                                |               |      |      |               |      |
| Value (AC)                                   |               |      |      |               |      |
| Cherry/grape                                 |               |      |      |               |      |
| Quantity (AD)                                |               |      |      |               |      |
| Value (AE)                                   |               |      |      |               |      |
| Other <sup>1</sup>                           |               |      |      |               |      |
| Quantity (AF)                                |               |      |      |               |      |
| Value (AG)                                   |               |      |      |               |      |
| Total.--                                     |               |      |      |               |      |
| Quantity                                     | 0             | 0    | 0    | 0             | 0    |
| Value  | 0             | 0    | 0    | 0             | 0    |

<sup>1</sup> Please list in order of importance the other tomato varieties shipped by your firm for sale : \_\_\_\_\_.

**RECONCILIATION OF SHIPMENTS, BY VARIETY AND GROWING METHOD.**--The quantity and value reported for U.S. shipments in parts "c" and "d" of this question (i.e., lines T through AI) should be equal to U.S. shipments as reported in part "a" (i.e., lines F through K). 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-March |      |
|---|----------------|------|------|---------------|------|
|   | 2016           | 2017 | 2018 | 2018          | 2019 |
| R + T + V + X + Z + AB + AD + AF - D - F - H = should equal zero ("0") or provide an explanation. <sup>1</sup>  | 0              | 0    | 0    | 0             | 0    |
| S + U + W + Y + AA + AC + AE + AG - E - G - I = should equal zero ("0") or provide an explanation. <sup>1</sup> | 0              | 0    | 0    | 0             | 0    |

- II-7. **Transfers to related firms.**-- If your firm reported transfers to related firms in any of the data tables in part II, please identify the firm(s) and indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary) and whether the transfers were priced at market value or by a non-market formula.

- II-8. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative response box was not provided, 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.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from James Horne (202-205-2722, [James.Horne@usitc.gov](mailto:James.Horne@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 |  |

**PRICE DATA**

III-2. **Pricing product definitions.**--This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2016, of the following products your firm imported from Mexico:

**Product 1.**--Open field and adapted-environment plum/Roma tomatoes, 85 percent U.S. #1 or better, bulk packed in 20-pound or above boxes

**Product 2.**--Greenhouse and controlled-environment plum/Roma tomatoes, 85 percent U.S. #1 or better, bulk packed in 20-pound or above boxes

**Product 3.**--Open field and adapted-environment round tomatoes, packed in 15-pound boxes, 85 percent or better US#1

**Product 4.**--Greenhouse and controlled-environment round tomatoes, packed in 15-pound boxes, 85 percent or better US#1

**Product 5.**--Open field and adapted-environment cherry/grape tomatoes, packed in one pint clam shells, 12 pints per box, 85 percent or better US#1

**Product 6.**—Greenhouse and controlled-environment cherry/grape tomatoes, packed in one pint clam shells, 12 pints per box, 85 percent or better US#1

**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).**

III-2a. **Pricing product definitions.**--During January 2016-March 2019, did your firm import from Mexico 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 tables as appropriate. |
| <input type="checkbox"/> | <b>No.</b> --Skip to question III-3.  |











III-5. **Pricing terms.**--On what basis are your firm's prices of imported fresh tomatoes from Mexico usually quoted (*check one*)?

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of fresh tomatoes imported from Mexico in 2018 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

| Item                | Type of sale  |   |  |                                       | Total<br>(should sum to 100.0%) |
|---------------------|---|---|--|---------------------------------------|---------------------------------|
|                     | Short-term contracts<br>(multiple deliveries for less than 12 months) | Annual contracts<br>(multiple deliveries for 12 months) | Long-term contracts<br>(multiple deliveries for more than 12 months) | Spot sales<br>(for a single delivery) |                                 |
| Share of 2018 sales | %   | %   | %  | %                                     | 0.0 %                           |

III-7. **Bundling sales.**--Does your firm bundle sales of fresh tomatoes with other products?

| No                       | Yes                      | Estimate share of your fresh tomatoes in 2018 that were sold in a bundle | If yes, describe other products that are typically in bundled sales |
|--------------------------|--------------------------|--|---|
| <input type="checkbox"/> | <input type="checkbox"/> |  |   |

III-8. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for fresh tomatoes imported from Mexico (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

| <b>Typical sales contract provisions</b>              | <b>Item</b>        | <b>Short-term contracts</b><br>(multiple deliveries for less than 12 months) | <b>Annual contracts</b><br>(multiple deliveries for 12 months) | <b>Long-term contracts</b><br>(multiple deliveries for more than 12 months) |
|---|--------------------|--|--|---|
| Average contract duration                             | <i>No. of days</i> |  | 365  |   |
| Price renegotiation (during contract period)          | <i>Yes</i>         | <input type="checkbox"/>   | <input type="checkbox"/>                                       | <input type="checkbox"/>  |
|   | <i>No</i>          | <input type="checkbox"/>   | <input type="checkbox"/>                                       | <input type="checkbox"/>  |
| Fixed quantity and/or price                           | <i>Quantity</i>    | <input type="checkbox"/>   | <input type="checkbox"/>                                       | <input type="checkbox"/>  |
|   | <i>Price</i>       | <input type="checkbox"/>   | <input type="checkbox"/>                                       | <input type="checkbox"/>  |
|   | <i>Both</i>        | <input type="checkbox"/>   | <input type="checkbox"/>                                       | <input type="checkbox"/>  |
| Indexed to raw material costs <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"/>  |
| Not applicable  |                    | <input type="checkbox"/>   | <input type="checkbox"/>                                       | <input type="checkbox"/>  |
| <sup>1</sup> Please identify the indexes used: _____. |                    |  |  |   |

III-9. **Lead times.**--What is your firm's share of sales of fresh tomatoes imported from Mexico 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 fresh tomatoes?

| <b>Source</b>                         | <b>Share of 2018 sales</b> | <b>Lead time</b><br><b>(Average number of days)</b> |
|---------------------------------------|----------------------------|---|
| From your firm's U.S. inventory       | %                          |   |
| From foreign manufacturers' inventory | %                          |   |
| Produced to order                     | %                          |   |
| <b>Total (should sum to 100.0%)</b>   | 0.0 %                      |   |

III-10. **Shipping information.**—

- (a) What is the approximate percentage of the cost of fresh tomatoes imported from Mexico 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) When your firm sells fresh tomatoes imported from Mexico, from where is it shipped?  
 Point of importation     Storage facility *(check one)*
- (d) Indicate the approximate percentage of your firm's sales of fresh tomatoes imported from Mexico that are delivered the following distances from your firm's U.S. point of shipment.

| <b>Distance from your firm's U.S. point of shipment</b> | <b>Share</b> |
|---|--------------|
| Within 100 miles  | %            |
| 101 to 1,000 miles                                      | %            |
| Over 1,000 miles  | %            |
| <b>Total (should sum to 100.0%)</b>                     | <b>0.0 %</b> |

- III-11. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold fresh tomatoes imported from Mexico since January 1, 2016 (check all that apply)?

| <b>Geographic area</b>   | <b>Mexico</b>            |
|--|--------------------------|
| <b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.   | <input type="checkbox"/> |
| <b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.                                       | <input type="checkbox"/> |
| <b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.                                 | <input type="checkbox"/> |
| <b>Central Southwest.</b> —AR, LA, OK, and TX.   | <input type="checkbox"/> |
| <b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.   | <input type="checkbox"/> |
| <b>Pacific Coast.</b> —CA, OR, and WA.   | <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"/> |

III-12. **Substitutes.**--Can other products be substituted for fresh tomatoes?

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 fresh tomatoes? |                          |             |
|----|------------|--|---|--------------------------|-------------|
|    |            |  | No  | Yes                      | Explanation |
| 1. |            |  | <input type="checkbox"/>  | <input type="checkbox"/> |             |
| 2. |            |  | <input type="checkbox"/>  | <input type="checkbox"/> |             |
| 3. |            |  | <input type="checkbox"/>  | <input type="checkbox"/> |             |

III-13. **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, 2016. Explain any trends and describe the principal factors that have affected these changes in demand.

| Market                    | Overall increase         | No change                | Overall decrease         | Fluctuate with no clear trend | Explanation and factors |
|---------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|-------------------------|
| Within the United States  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |                         |
| Outside the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |                         |

III-14. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of fresh tomatoes since January 1, 2016?

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

**III-15. 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?

| <b>Check all that apply.</b>  | <b>Please describe.</b>  |
|---|--------------------------|
| <input type="checkbox"/> <b>No</b>  | Skip to question III-16. |
| <input type="checkbox"/> <b>Yes-Business cycles (e.g., seasonal business)</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 fresh tomatoes since January 1, 2016?

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

**III-16. Impact of weather on fresh tomato importation.--**

(a) **Drought impact.**--Did drought conditions and/or wildfires impact your firm's fresh tomato import operations or the general market conditions for fresh tomatoes any time since January 1, 2016?

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

(b) **Storm impact.**--Did Hurricane Irma, Hurricane Matthew, and/or other large rain-related natural disasters impact your firm's fresh tomato import operations or the general market conditions for fresh tomatoes any time since January 1, 2016?

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

(c) **Freeze impact.**--Did a freeze impact your firm's fresh tomato import operations or the general market conditions for fresh tomatoes any time since January 1, 2016?

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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply fresh tomatoes since January 1, 2016 (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-18. **Raw materials.**--How have the prices for raw materials for fresh tomatoes changed since January 1, 2016?

| Raw Materials                | 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 fresh tomatoes. |
|------------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|---|
| Seeds/plants                 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |   |
| Fertilizer                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |   |
| Pesticides and herbicides    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |   |
| Costs of packing materials   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |   |
| All other raw material costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |   |

III-19. **Organic raw materials.**--Has the increased prevalence and concentration of organic raw material supplies impacted the market or your firm's operations since January 1, 2016?

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

III-20. **Organic vs. non-organic tomato variety.**—Has there been an increase in customer awareness of organic vs non-organic growing methods and/or any shift in customer preference relating to organic vs non-organic products since January 1, 2016?

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

III-21. **Vine ripe vs. mature green tomato comparability.**—Are vine ripe tomatoes interchangeable with mature green tomatoes (regardless of country of origin)?

| Always                   | Frequently               | Sometimes                | Never                    | Please explain. |
|--------------------------|--------------------------|--------------------------|--------------------------|-----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                 |

III-22. **Interchangeability.**--Are fresh tomatoes of the same type (e.g., round, plum/Roma, cherry/grape) 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: _____. |        |                 |

III-23. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between fresh tomatoes of the same type (e.g., round, plum/Roma, cherry/grape) 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  | Mexico | Other countries |
|---|--------|-----------------|
| United States   |        |                 |
| Mexico  |        |                 |
| 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: _____. |        |                 |



III-24. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for fresh tomatoes since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of fresh tomatoes that each of these customers accounted for in 2018.

|    | Customer's name | City | State | Share of 2018 sales (%) |
|----|-----------------|------|-------|-------------------------|
| 1  |                 |      |       |                         |
| 2  |                 |      |       |                         |
| 3  |                 |      |       |                         |
| 4  |                 |      |       |                         |
| 5  |                 |      |       |                         |
| 6  |                 |      |       |                         |
| 7  |                 |      |       |                         |
| 8  |                 |      |       |                         |
| 9  |                 |      |       |                         |
| 10 |                 |      |       |                         |

III-25. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative response box was not provided, 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.

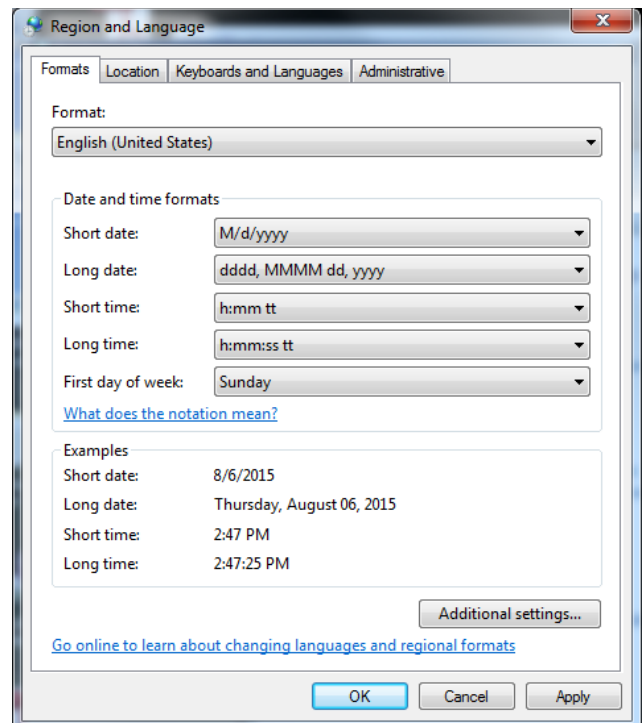
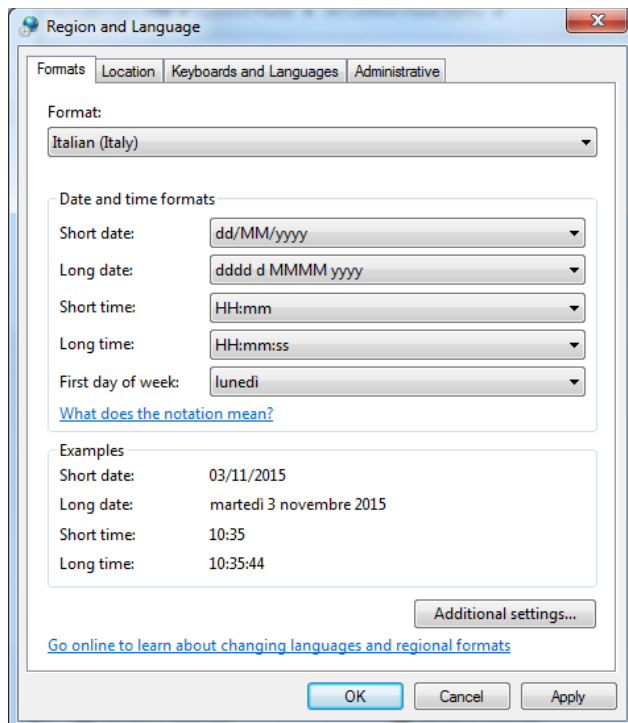
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (“.”) to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission’s questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

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 the questionnaire.

To temporarily change your computer’s number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. “Italian (Italy)”) to “English (United States)” (see screen shots below)

When you do this the number “twelve million dollars and thirty five cents” would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the questionnaire. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



## 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/final.htm](https://www.usitc.gov/investigations/701731/2018/fresh_tomatoes_mexico/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:** **FRESH**

- **E-mail.**—E-mail the MS Word questionnaire to [chris.robinson@usitc.gov](mailto:chris.robinson@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 did not import 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.