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## FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

### FRESH TOMATOES FROM MEXICO

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**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 duty 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.

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

**Address** \_\_\_\_\_

**Website** \_\_\_\_\_

Has your firm produced or exported fresh tomatoes (as defined on next page) 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 proceeding may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
*Name of Authorized Official*

\_\_\_\_\_  
*Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature*

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

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

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

**PART I.--GENERAL INFORMATION**

**Background.**-- 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 [https://www.usitc.gov/investigations/701731/2018/fresh\\_tomatoes\\_mexico/fourth\\_review\\_full.htm](https://www.usitc.gov/investigations/701731/2018/fresh_tomatoes_mexico/fourth_review_full.htm).

**Fresh Tomatoes** is 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.

**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, purchaser and/or foreign producer 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 Couper (202-708-1440, [christopher.couper@usitc.gov](mailto:christopher.couper@usitc.gov)).

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 30 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 in Mexico involved in the production or export of fresh tomatoes, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities. Firms operating more than one establishment in Mexico should combine the data for all establishments into a single report.

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I-3. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm's fresh tomatoes in 2017.

No.	Importer's name	Contact person	Email address	Area code and telephone number	Share of your firm's 2017 U.S. exports (%)
1					
2					
3					
4					
5					

I-4. **U.S. or other country production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce fresh tomatoes in the United States or other countries?

- No                       Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire.

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import fresh tomatoes into the United States?

- No             Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire.

I-6. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for fresh tomatoes?

- No             Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

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

Further information on this part of the questionnaire can be obtained from Christopher Couper (202-708-1440, [christopher.couper@usitc.gov](mailto:christopher.couper@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	
Fax	

II-2a. **Nature of tomato production.**—Please identify the nature of your firm’s tomato production per the definitions below.

**“Grower”** – Firm involved only in the growing of fresh tomatoes.

**“Integrated Grower/Packer”** – Firm involved in the growing of fresh tomatoes and in the packing of fresh tomatoes. Packing operations may include tomatoes grown by the firm and tomatoes purchased and/or imported from other operations.

**“Packer/Repacker”** – Firm involved only in the packing of fresh tomatoes. Tomatoes may be purchased from domestic farmers and/or imported.

<b>Select one</b>		<b>Please answer the relevant questions outlined below.</b>
<input type="checkbox"/>	Mexican Grower	Please complete questions II-2a – II-3a and II-3e – II-13. Do not complete questions specifically related only to growing operations.
<input type="checkbox"/>	Integrated Mexican Grower/Packer	Please complete all questions in this section.
<input type="checkbox"/>	Mexican Packer/Repacker	Please complete questions II-2a – II-2c and II-3b – II-13. Do not complete questions specifically related only to growing operations.

II-2b. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of fresh tomatoes since January 1, 2012.

	<b><i>Check as many as appropriate.</i></b>	<b><i>If checked, please describe; leave blank if not applicable.</i></b>
<input type="checkbox"/>	Establishment openings	
<input type="checkbox"/>	Establishment closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or production curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	

II -2c **Anticipated changes in operations.**—Does your firm anticipate any changes in in the character of its operations or organization relating to the production of fresh tomatoes in the future?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentations that address this issue. Include in your response a specific projection of your firm’s capacity to produce fresh tomatoes (in 1,000 pounds) for 2018 and 2019.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-3a. **Total acreage.**-- Please report your farm’s average acreage of tomato plants as well as acreage used for other crops in each specified crop year.

Item	Land (in acres)		
	2015	2016	2017
<b>Average acreage:</b> Dedicated to fresh tomatoes			
Dedicated to out-of-scope tomatoes			
Other products <sup>1</sup>			
Fallow			
Total land	0	0	0
<sup>1</sup> Please list in order or importance these other crops: _____.			



II-3b. **Packing using same machinery.**-- Please report your firm’s packing of products made on the same equipment, machinery, or employees as used to package fresh tomatoes, and the combined production capacity on this shared equipment, machinery, or employees in the periods indicated.

**“Overall production capacity” or “capacity”** –The level of production that your establishment(s) could reasonably have expected to attain during the specified periods for all products manufactured in that establishment using the same manufacturing equipment. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

**“Production”** --All production in your establishment(s) in Mexico, including production consumed internally within your firm.

Quantity (in pounds)					
Item	Calendar year			January-September	
	2015	2016	2017	2017	2018
<b>Overall packaging capacity<sup>1</sup></b>					
<b>Packaging of:</b> Fresh tomatoes					
Out-of-scope production of other products <sup>2</sup>					
Total	0	0	0	0	0

<sup>1</sup> Data reported for capacity (first line) should be greater than data reported for total production (last line).

<sup>2</sup> Please identify these products: \_\_\_\_\_.

II-3c. **Operating parameters.**--The production capacity reported in II-3b is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year.

II-3d. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3b, and explain any changes in reported capacity.

II-3e. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm’s production capacity.

II-3f. **Growth cycle.**--Describe your firm/farm crop cycle for tomatoes (e.g., what years are peak production years/what years are low production years) and efforts you have made (e.g., plant management techniques employed) to even out the growth cycle and any impact these efforts have had on your production numbers.

II-4. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of fresh tomatoes? \_\_\_\_\_ percent.

II-5. **Firm's estimated share of production in country.**--Please estimate the percentage of total production of fresh tomatoes in the country specified on the certification page accounted for by your firm's production in 2017. \_\_\_\_\_ percent.

II-6. **Firm's estimated share of country's exports.**--Please estimate the percentage of total exports to the United States of fresh tomatoes from the country specified on the certification page accounted for by your firm's exports in 2017. \_\_\_\_\_ percent.

II-7. **Third country trade actions.**--Are the fresh tomatoes exported by your firm subject to antidumping/countervailing duty/safeguard findings, remedies, or proceedings?

No

Yes--List the products(s), countries affected, and the date of such findings/remedies/proceedings.

II-8. **Other export markets.**--Identify export markets (other than the United States) that your firm has developed or where it has increased its sales of fresh tomatoes since 2012. Please identify and discuss below.

II-9. **Significance of the suspension agreement.**--Describe the significance of the existing suspension agreement covering imports of fresh tomatoes from Mexico in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the suspension agreement.

II-10. **Likely impact of termination.**--Would your firm anticipate any changes in in the character of its operations or organization, including its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of fresh tomatoes in the future if the suspension agreement concerning fresh tomatoes from Mexico were to be terminated?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentations that address this issue. Include in your response a specific projection of your firm's capacity to produce fresh tomatoes (in pounds) for 2018 and 2019.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- II-11. **Trade data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of fresh tomatoes in your establishment(s) in Mexico during the specified periods. Do not include resales of fresh tomatoes that your firm did not produce in this question; those data to the degree they are exported to the United States should only be reported in question II-13.

Do not submit data by manufacturing facility if they are in the same country. If your firm has multiple manufacturing establishments within one country, you are required to combine data for those establishments within one foreign producer questionnaire response.

Do not submit data on multiple countries combined. The establishments reported here should all be located in the country of the firm's address reported on the certification page. Multinational companies with production in multiple subject countries should submit separate foreign producer questionnaire responses for each subject country.

**"Average production capacity" or "capacity"** --The level of production that your establishment(s) could reasonably have expected to attain during the specified periods for all products manufactured in that establishment using the same manufacturing equipment. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**"Production"** --All production in your establishment(s) in Mexico, including production consumed internally within your firm.

**"Shipments"** --Shipments of products produced in your establishment(s) in Mexico. Quantities reported should be net of returns. 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 in Mexico.

**"Home market commercial shipments"** --Shipments, other than internal consumption and transfers to related firms, within Mexico.

**"Home market internal consumption/transfers to related firms"** --Shipments made to related firms in Mexico, including product consumed internally by your firm.

**"Export shipments"** --Shipments to destinations outside Mexico, 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-11. **Trade data.--Continued.**

Quantity (pounds) and Value (dollars)					
Item	Calendar year			January-September	
	2015	2016	2017	2017	2018
<b>Average capacity</b> <sup>1</sup> (A)					
<b>Beginning-of-period inventories</b> (B)					
<b>Production</b> (C)					
<b>Home market shipments:</b> Internal consumption/ transfers <i>Quantity</i> (D)					
<i>Value</i> (E)					
Commercial shipments <i>Quantity</i> (F)					
<i>Value</i> (G)					
<b>Export shipments:</b> to the United States: Related party <i>Quantity</i> (H)					
<i>Value</i> (I)					
Unrelated Party <i>Quantity</i> (J)					
<i>Value</i> (K)					
to Canada: <i>Quantity</i> (L)					
<i>Value</i> (M)					
to Central America: <sup>2</sup> <i>Quantity</i> (L)					
<i>Value</i> (M)					
to South America: <sup>3</sup> <i>Quantity</i> (N)					
<i>Value</i> (O)					
to all other markets: <sup>4</sup> <i>Quantity</i> (P)					
<i>Value</i> (Q)					
<b>Total exports (Quantity)</b> (R)	0	0	0	0	0
<b>Total shipments (Quantity)</b> (S)	0	0	0	0	0
<b>End-of-period inventories</b> (T)					

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

<sup>2</sup> Identify your firm's principal *Central American* export markets: \_\_\_\_\_.

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

<sup>4</sup> Identify your firm's principal *other* export markets: \_\_\_\_\_.

II-11. **Trade data.**—*Continued.*

*RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line R) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, J, L, and N). 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.*

Item	Calendar year			January-September	
	2015	2016	2017	2017	2018
B + C – D – F – H – J – L – N – P – T = 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-12. **Exports to the United States not produced by your firm.**--Report your firm's exports to the United States of fresh tomatoes that was produced in Mexico but not by your firm during the specified periods. Note these data should **not** be included in question II-12.

Quantity (pounds) and Value (in dollars)					
Item	Calendar year			January-September	
	2015	2016	2017	2017	2018
<b>Exports of fresh tomatoes to the United States not produced by your firm<sup>1</sup>.</b> —					
<i>Quantity<sup>1</sup></i>					
<i>Value</i>					
<sup>1</sup> List the producer(s). _____.					

II-13. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative 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.--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 how Commission staff may contact the individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Contract versus spot.**--Approximately what share of your firm's sales of fresh tomatoes to U.S. customers in 2017 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 (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of your 2017 sales	%	%	%	%	0.0 %

III-3. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced fresh tomatoes (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> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
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-4. **Lead times.**— What is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced fresh tomatoes?

<b>Lead time (days)</b>	<b>Explanation</b>



III-5. **Raw materials.**-- Indicate how the costs of growing fresh tomatoes have changed since January 1, 2012, and how you expect they will change in the future.

Raw materials prices	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.
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of Mexico-produced fresh tomatoes in the U.S. market since January 1, 2012?

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

III-7. **Availability of SUBJECT import supply.**-- Do you anticipate any changes in terms of the availability of Mexico-produced fresh tomatoes in the U.S. market in the future?

Increase	No change	Decrease	If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Product shifting.**--Describe how easily your firm can shift its sales of fresh tomatoes between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting fresh tomatoes between the U.S. and alternative country markets within a 12-month period.

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III-9. **Product range.**--Is the product range, product mix, or marketing of fresh tomatoes in your firm's home market different from that of fresh tomatoes for export to the United States or to third-country markets?

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

III-10. **Product changes.**--Have there been any significant changes in the varieties, breeds, or marketing of fresh tomatoes in your firm's home market, for export to the United States, or for export to third-country markets since January 1, 2012? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **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?

<b>Changes in substitutes</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
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?

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

III-12. **Interchangeability.**--Is the fresh tomatoes produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's fresh tomatoes sold to the United States and/or to third-country markets?

<b>Yes</b>	<b>No</b>	<b>If no, identify the market(s) and any differences in the products.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Seasonal characteristics.**-- Are there seasonal differences (such as availability, flavor, price, quality, ripeness, etc.) between fresh tomatoes from the U.S. and Mexico?

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

III-14. **Demand trends.**--Indicate how demand in the following markets 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.

Your firm's market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Demand since January 1, 2012</b>					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Price differences.**--Please compare market prices of fresh tomatoes in your firm's home market, the United States, and third-country markets.

III-16. **Description of home market.**--Describe briefly your firm's home market for fresh tomatoes, including the number of, and competition between, producers.

III-17. **Bundling sales.**—Does your firm bundle sales 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-18. **Import competition.**--Does your firm face competition from imports of fresh tomatoes in your firm's home market?

No	Yes	If yes, please identify the country sources of these imports.
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **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-20. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative 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.

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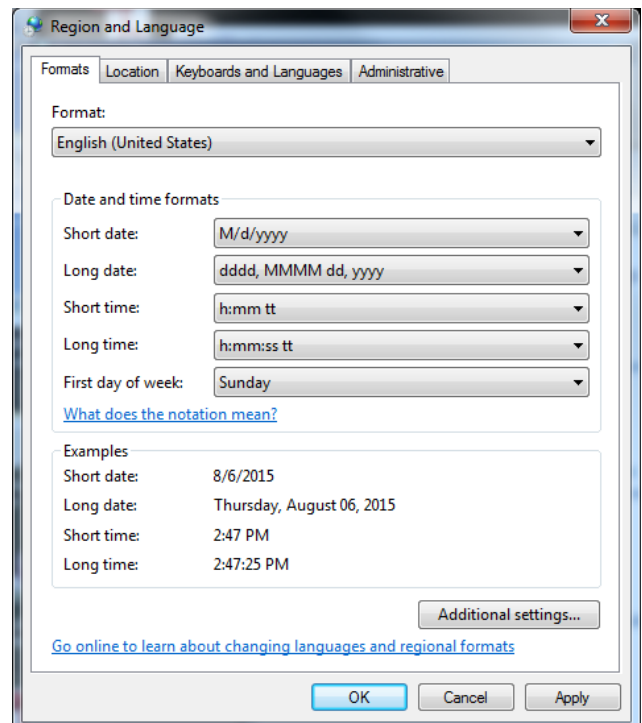
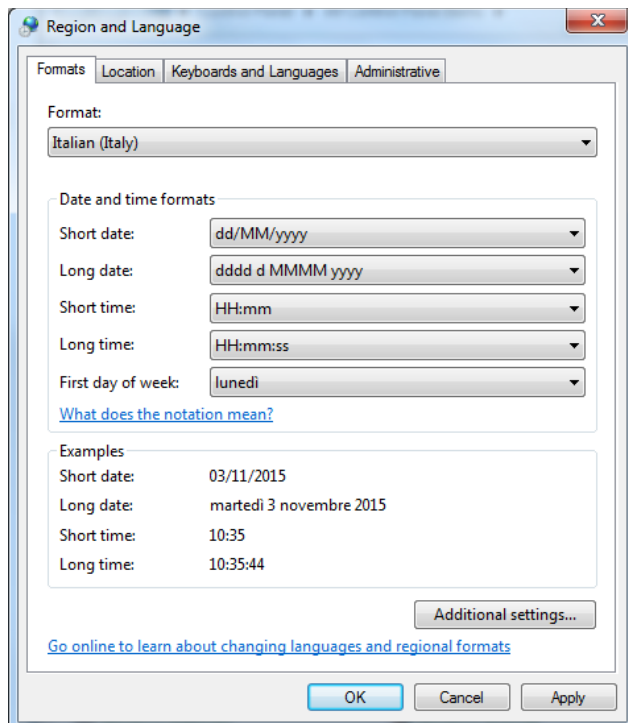
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (“.”) to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric 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 USITC foreign producer questionnaire form. 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/fourth\\_review\\_full.htm](https://www.usitc.gov/investigations/701731/2018/fresh_tomatoes_mexico/fourth_review_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 [christopher.couper@usitc.gov](mailto:christopher.couper@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 produce or export 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.