

U.S. IMPORTERS' QUESTIONNAIRE

FRESH, CHILLED, OR FROZEN BLUEBERRIES

This questionnaire must be received by the Commission by **November 16, 2020**

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 Inv. No. 201-TA-77, fresh, chilled, and frozen blueberries ("blueberries"), under section 202 of the Trade Act of 1974 (19 U.S.C. § 2252). The information requested in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 202 of the Trade Act of 1974. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
Website _____
Has your firm imported blueberries (as defined on the next page) <i>from any country</i> at any time since January 1, 2015?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/ . (PIN: BLUE)

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 investigations 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. I understand that the confidential business information that is furnished may be transmitted to the Office of the United States Trade Representative (USTR) and may be included in a confidential version of the report that the Commission transmits to the President and USTR for use in decision-making related to this proceeding.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Email address

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a filed on September 29, 2020, by the United States Trade Representative (“USTR”). Import relief may be imposed by the President on U.S. imports of blueberries as a result of this investigation if the Commission makes an affirmative injury determination and recommends to the President that he impose relief. The President may impose relief in the form of increased duties and/or other restrictions on imports of blueberries that are the subject of an affirmative injury determination.

Questionnaires and other information pertinent to this proceeding are available at: [LINK](#)

Blueberries.--The blueberries covered by this proceeding are fresh, chilled, or frozen blueberries.

- **Fresh or chilled blueberries** are currently imported under the following statistical reporting numbers of the Harmonized Tariff Schedule of the United States (HTSUS): 0810.40.0029 (cultivated blueberries, including highbush, fresh or chilled); 0810.40.0026 (certified organic blueberries, fresh or chilled); and 0810.40.0024 (wild blueberries, fresh or chilled).
- **Frozen blueberries** are currently imported under HTS statistical reporting numbers 0811.90.2024 (wild blueberry, uncooked or cooked by steaming or boiling in water, frozen); 0811.90.2030 (blueberries, certified organic, cultivated (including highbush), uncooked or cooked by steaming or boiling in water, frozen); and 0811.90.2040 (blueberries, cultivated (including highbush), uncooked or cooked by steaming or boiling in water, NESOI, frozen). Before July 1, 2018, frozen blueberries imported under HTS statistical reporting numbers 0811.90.2030 and 0811.90.2040 were imported under a single HTS statistical reporting number, 0811.90.2028 (blueberries, cultivated (including highbush), uncooked or cooked by steaming or boiling in water, frozen). For purposes of this questionnaire, frozen blueberries refers to frozen whole blueberries, and does not include frozen further processed blueberries (e.g., frozen puree).
- The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing blueberries (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 in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

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. § 2252(i)). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all of your files, worksheets, and

supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other confidential business 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 Trade Act of 1974 (19 U.S.C. § 2252(i)) and section 206.17 of the Commission's Rules of Practice and Procedure (19 CFR § 206.17). 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 Jason Duncan (202-205-3432, jason.duncan@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

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

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

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

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

No Yes--List the following information.

Firm name	Address	Affiliation

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

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 blueberries. 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. **Consignees.**--If your firm is an importer of record of blueberries 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. **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"/>	

II-3a. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of blueberries since January 1, 2015.

<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-3b. **COVID-19 pandemic.**-- Since January 1, 2020, has the COVID-19 pandemic or have any government actions taken to contain the spread of the COVID-19 virus resulted in changes in relation to your firm's supply chain arrangements, importation, shipments, and employment relating to blueberries?

No	Yes	If yes, describe these changes including a separate discussion of the (a) supply chain impact, (b) importation and shipment impact, and (c) employment impact of the COVID-19 pandemic.
<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Arranged imports.**--Has your firm imported or arranged for the importation of blueberries for delivery after **September 30, 2020**?

“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.

No Yes—Fill out the table below.

Quantity (in pounds)				
Period/Source	Oct-Dec 2020	Jan-Mar 2021	Apr-Jun 2021	Jul-Sept 2021
Argentina				
Canada				
Chile				
Mexico				
Peru				
All other countries				

II-5. **Reasons for importing if producer.**--If your firm also produces blueberries in the United States, please indicate the reasons for importing this product. If your firm’s reasons differ by source, please elaborate.

Definitions

“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 domestic firms. Such transactions are valued at fair market value.

“Related firm” –A firm that your firm solely or jointly owns, manages, or otherwise controls.

“Export shipments” – Shipments to destinations outside the United States, including shipments to related firms.

“Inventories” –Finished goods inventory, not raw materials or work in progress.

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

II-6a. **U.S. imports from Argentina.**-- Report your firm's imports and your firm's shipments and inventories of blueberries imported from Argentina by your firm during the specified periods.

Argentina

Quantity (in pounds), value (in U.S. dollars)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
Beginning-of-period inventories (quantity) (A)							
Imports							
Fresh or chilled blueberries:¹							
Quantity (B)							
Value (C)							
Frozen blueberries:							
Quantity (D)							
Value (E)							
U.S. shipments:							
Commercial shipments:							
Quantity (F)							
Value (G)							
Internal consumption:							
Quantity (H)							
Value ² (I)							
Transfers to related firms:							
Quantity (J)							
Value ² (K)							
Export shipments:³							
Quantity (L)							
Value (M)							
End-of-period inventories⁴ (quantity) (N)							

¹ Please identify the foreign producers, if known: _____.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

⁴ Approximate the share of end-of-period inventories that are fresh or chilled blueberries: _____ percent.

II-6a. U.S. imports from Argentina.–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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., spoilage, theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
A + B + D – F – H – J – L – N = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

II-7a. **U.S. imports from Canada.**-- Report your firm's imports and your firm's shipments and inventories of blueberries imported from Canada by your firm during the specified periods.

Canada

Quantity (<i>in pounds</i>), value (<i>in U.S. dollars</i>)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
Beginning-of-period inventories (<i>quantity</i>) (A)							
Imports							
Fresh or chilled blueberries:¹							
<i>Quantity</i> (B)							
<i>Value</i> (C)							
Frozen blueberries:							
<i>Quantity</i> (D)							
<i>Value</i> (E)							
U.S. shipments:							
Commercial shipments:							
<i>Quantity</i> (F)							
<i>Value</i> (G)							
Internal consumption:							
<i>Quantity</i> (H)							
<i>Value</i> ² (I)							
Transfers to related firms:							
<i>Quantity</i> (J)							
<i>Value</i> ² (K)							
Export shipments:³							
<i>Quantity</i> (L)							
<i>Value</i> (M)							
End-of-period inventories⁴ (<i>quantity</i>) (N)							

¹ Please identify the foreign producers, if known: _____.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

⁴ Approximate the share of end-of-period inventories that are fresh or chilled blueberries: _____ percent.

II-7a. U.S. imports from Canada.–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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., spoilage, theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
A + B + D – F – H – J – L – N = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

II-8a. **U.S. imports from Chile.**-- Report your firm's imports and your firm's shipments and inventories of blueberries imported from Chile by your firm during the specified periods.

Chile

Quantity (<i>in pounds</i>), value (<i>in U.S. dollars</i>)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
Beginning-of-period inventories (quantity) (A)							
Imports							
Fresh or chilled blueberries:¹							
Quantity (B)							
Value (C)							
Frozen blueberries:							
Quantity (D)							
Value (E)							
U.S. shipments:							
Commercial shipments:							
Quantity (F)							
Value (G)							
Internal consumption:							
Quantity (H)							
Value ² (I)							
Transfers to related firms:							
Quantity (J)							
Value ² (K)							
Export shipments:³							
Quantity (L)							
Value (M)							
End-of-period inventories⁴ (quantity) (N)							

¹ Please identify the foreign producers, if known: _____.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

⁴ Approximate the share of end-of-period inventories that are fresh or chilled blueberries: _____ percent.

II-8a. U.S. imports from Chile.–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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., spoilage, theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
A + B + D – F – H – J – L – N = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

II-9a. **U.S. imports from Mexico.**-- Report your firm's imports and your firm's shipments and inventories of blueberries imported from Mexico by your firm during the specified periods.

Mexico

Quantity (<i>in pounds</i>), value (<i>in U.S. dollars</i>)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
Beginning-of-period inventories (<i>quantity</i>) (A)							
Imports							
Fresh or chilled blueberries:¹							
<i>Quantity</i> (B)							
<i>Value</i> (C)							
Frozen blueberries:							
<i>Quantity</i> (D)							
<i>Value</i> (E)							
U.S. shipments:							
Commercial shipments:							
<i>Quantity</i> (F)							
<i>Value</i> (G)							
Internal consumption:							
<i>Quantity</i> (H)							
<i>Value</i> ² (I)							
Transfers to related firms:							
<i>Quantity</i> (J)							
<i>Value</i> ² (K)							
Export shipments:³							
<i>Quantity</i> (L)							
<i>Value</i> (M)							
End-of-period inventories⁴ (<i>quantity</i>) (N)							

¹ Please identify the foreign producers, if known: _____.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

⁴ Approximate the share of end-of-period inventories that are fresh or chilled blueberries: _____ percent.

II-9a. **U.S. imports from Mexico.**–*Continued*

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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., spoilage, theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
A + B + D – F – H – J – L – N = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

II-10a. **U.S. imports from Peru.**-- Report your firm's imports and your firm's shipments and inventories of blueberries imported from Peru by your firm during the specified periods.

Peru

Quantity (in pounds), value (in U.S. dollars)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
Beginning-of-period inventories (quantity) (A)							
Imports							
Fresh or chilled blueberries:¹							
Quantity (B)							
Value (C)							
Frozen blueberries:							
Quantity (D)							
Value (E)							
U.S. shipments:							
Commercial shipments:							
Quantity (F)							
Value (G)							
Internal consumption:							
Quantity (H)							
Value ² (I)							
Transfers to related firms:							
Quantity (J)							
Value ² (K)							
Export shipments:³							
Quantity (L)							
Value (M)							
End-of-period inventories⁴ (quantity) (N)							

¹ Please identify the foreign producers, if known: _____.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

⁴ Approximate the share of end-of-period inventories that are fresh or chilled blueberries: _____ percent.

II-10a. U.S. imports from Peru.–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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., spoilage, theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
A + B + D – F – H – J – L – N = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

II-11a **U.S. imports from all other Free Trade Agreement sources.**-- Report your firm's imports, inventories, and shipments of blueberries imported from all other countries with which the United States has a free trade agreement (identified as Australia, Colombia, Israel, Jordan, Korea, Panama, Singapore and CAFTA-DR countries (i.e., Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua)) by your firm during the specified periods.

All Other Free Trade Agreement Sources

(list sources: _____)

Quantity (in pounds), value (in U.S. dollars)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
Beginning-of-period inventories (quantity) (A)							
Imports							
Fresh or chilled blueberries:¹							
Quantity (B)							
Value (C)							
Frozen blueberries:							
Quantity (D)							
Value (E)							
U.S. shipments:							
Commercial shipments:							
Quantity (F)							
Value (G)							
Internal consumption:							
Quantity (H)							
Value ² (I)							
Transfers to related firms:							
Quantity (J)							
Value ² (K)							
Export shipments:³							
Quantity (L)							
Value (M)							
End-of-period inventories⁴ (quantity) (N)							

¹ Please identify the foreign producers, if known: _____.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

⁴ Approximate the share of end-of-period inventories that are fresh or chilled blueberries: _____ percent.

II-11a U.S. imports from all other Free Trade Agreement sources.–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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., spoilage, theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
A + B + D – F – H – J – L – N = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

II-12a. **U.S. imports from all other sources.**-- Report your firm's imports and your firm's shipments and inventories of blueberries imported from all other sources by your firm during the specified periods.

All other sources

(list countries: _____)

Item	Quantity (in pounds), value (in U.S. dollars)						
	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
Beginning-of-period inventories (quantity) (A)							
Imports							
Fresh or chilled blueberries:¹							
Quantity (B)							
Value (C)							
Frozen blueberries:							
Quantity (D)							
Value (E)							
U.S. shipments:							
Commercial shipments:							
Quantity (F)							
Value (G)							
Internal consumption:							
Quantity (H)							
Value ² (I)							
Transfers to related firms:							
Quantity (J)							
Value ² (K)							
Export shipments:³							
Quantity (L)							
Value (M)							
End-of-period inventories⁴ (quantity) (N)							

¹ Please identify the foreign producers, if known: _____.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

⁴ Approximate the share of end-of-period inventories that are fresh or chilled blueberries: _____ percent.

II-12a. U.S. 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 N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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., spoilage, theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
A + B + D – F – H – J – L – N = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

- II-13. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Kyle Westmoreland (202-205-2184, Kyle.Westmoreland@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	

Note.—Unless the questions in Part III below specifically break out types of blueberries, please explain if your answers differ for fresh and frozen, or wild and cultivated, or organic and non-organic blueberries.

III-2. **Price setting.**--How does your firm determine the prices that it charges for sales of blueberries (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

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

III-3. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

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

III-4. **Pricing terms.**--On what basis are your firm's prices of imported blueberries usually quoted (*check one*)?

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

III-5. Contract versus spot.—

- a. Approximately what share of your firm's sales of imported blueberries in 2019 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of your 2019 sales	%	%	%	%	0.0 %

- b. Provide any volume commitments with retailers in 2019.

- III-6. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for imported blueberries (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	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)	Program sales (volume-based agreement)
Average contract duration	<i>No. of days</i>		365		
Market price	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<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"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-7. **Lead times.**--What is your firm's share of sales of imported blueberries 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 blueberries?

Fresh/chilled		
Source	Share of 2019 sales	Lead time (average number of days)
From fresh and chilled inventory	%	
Shipped directly from harvest	%	
Total (should sum to 100.0%)	0.0 %	
Frozen		
Source	Share of 2019 sales	Lead time (average number of days)
From inventory	%	
Shipped directly from freezing	%	
Total (should sum to 100.0%)	0.0 %	

III-8. **Shipping information.**—

- (a) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)

- (b) When your firm sells imported blueberries from where is it shipped?
 Point of importation Storage facility (*check one*)

- (c) Indicate the approximate percentage of your firm's sales of imported blueberries that are delivered the following distances from your firm's U.S. point of shipment.

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

III-9. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its imported blueberries since January 1, 2015 (check all that apply)?

Geographic area	Fresh	Frozen
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>
Central Southwest. --AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>
Pacific Coast. --CA, OR, and WA.	<input type="checkbox"/>	<input type="checkbox"/>
Other. --All other markets in the United States not previously listed, including AK, HI, PR, and VI.	<input type="checkbox"/>	<input type="checkbox"/>

III-10. **Inland transportation costs.**--What is the approximate percentage of the cost of imported blueberries that is accounted for by U.S. inland transportation costs? _____ percent.

III-11. **Substitutes.**--Can other products be substituted for blueberries?

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 blueberries?		
			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-12. **Availability of supply.**

(a) **Fresh/chilled.**—Has the availability of fresh/chilled blueberries in the U.S. market changed since January 1, 2015?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
Changes since January 1, 2015:			
U.S.-produced product— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes:			
U.S.-produced product— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Frozen.**--Has the availability of frozen blueberries in the U.S. market changed since January 1, 2015?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
Changes since January 1, 2015:			
U.S.-produced product— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes:			
U.S.-produced product— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<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 blueberries has changed since January 1, 2015. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since January 1, 2015					
Within the United States					
Fresh— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States					
Fresh— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen— Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall	<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 blueberries since January 1, 2015?

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

III-15. Conditions of competition.--

(a) Is the blueberries market subject to seasonality, business cycles, and/or other conditions of competition distinctive to blueberries?

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-16.
<input type="checkbox"/> Yes-Seasonality (e.g. weather and timing of harvests)	
<input type="checkbox"/> Yes-Business cycles of the general economy	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	
<input type="checkbox"/> Yes-Preference for organic products	

(b) If yes, have there been any changes in the seasonality, business cycles, or conditions of competition for blueberries since January 1, 2015?

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

III-16. Impact of weather on blueberry importation.--

(a) **Drought impact.**--Did drought conditions and/or wildfires impact your firm's blueberry import operations or the general market conditions for blueberries any time since January 1, 2015?

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

(b) **Storm impact.**--Did any hurricane and/or other large rain-related natural disasters impact your firm's blueberry import operations or the general market conditions for blueberries any time since January 1, 2015?

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

(c) **Freeze impact.**--Did any weather-related freeze impact your firm's blueberry import operations or the general market conditions for blueberries any time since January 1, 2015?

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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply blueberries since January 1, 2015 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, reduced availability because of seasonality, etc.)?

Item	No	Yes	If yes, please describe.
Fresh/chilled—			
Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen—			
Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Raw materials.**--How have the prices for raw materials for blueberries changed since January 1, 2015 and what impacts have they had on your firm's importing operations?

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 blueberries.
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 vs. non-organic blueberry variety.

(a) 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, 2015?

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

(b) Have organic raw material supplies impacted the market or your firm's operations since January 1, 2015?

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

III-20. Interchangeability.-- Are blueberries produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

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

III-21. Factors other than price.-- Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between blueberries produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

III-22. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

III-23. **Customer identification.**--List the names and contact information for your firm's 5 largest U.S. customers for each of fresh/chilled and frozen blueberries since January 1, 2015. Indicate the share of the quantity of your firm's total shipments of blueberries that each of these customers accounted for in 2019.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2019 sales (%)
Fresh/chilled							
1							
2							
3							
4							
5							
Frozen							
1							
2							
3							
4							
5							

PART IV.--PRICING OF FROZEN BLUEBERRIES

Further information on this part of the questionnaire can be obtained from Kyle Westmoreland (202-205-2184, Kyle.Westmoreland@usitc.gov).

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

Name	
Title	
Email	
Telephone	

FROZEN BLUEBERRY PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2015 of the following products imported by your firm.

Product 1.-- Individual quick frozen (IQF), cultivated, Grade A, certified organic, sold in 30 pound boxes

Product 2.-- Individual quick frozen (IQF), cultivated, Grade A, non-organic, sold in 30 pound boxes

Product 3.-- Individual quick frozen (IQF), wild, Grade A, certified organic, sold in 30 pound boxes

Product 4.-- Individual quick frozen (IQF), wild, Grade A, non-organic, sold in 30 pound boxes

Note: Grade A is defined by the U.S. standards for grades of frozen blueberries to be the quality of frozen blueberries that possess similar varietal characteristics; that are practically free from defects; that possess a good character, normal flavor and odor; and are of such quality with respect to color as to score not less than 90 points when scored in accordance with USDA's U.S. standards.

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).

IV-2a. During January 2015-September 2020, did your firm import 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"/>	Yes. --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	No. --Skip to the end of the questionnaire.

Confidential Business Information

IV-2b. **Price data: Argentina.**--Report below the quarterly price data¹ for pricing products² imported from Argentina and sold by your firm.

(Quantity in pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								
2019:								
January-March								
April-June								
July-September								
October-December								
2020:								
January-March								
April-June								
July-September								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

² Pricing product definitions are provided on the first page of Part IV.

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

Product 1:

Product 2:

Product 3:

Product 4:

Confidential Business Information

IV-2c. **Price data: Canada.**--Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm.

(Quantity in pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								
2019:								
January-March								
April-June								
July-September								
October-December								
2020:								
January-March								
April-June								
July-September								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

² Pricing product definitions are provided on the first page of Part IV.

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

Product 1:

Product 2:

Product 3:

Product 4:

Confidential Business Information

IV-2d. **Price data: Chile.**--Report below the quarterly price data¹ for pricing products² imported from Chile and sold by your firm.

(Quantity in pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								
2019:								
January-March								
April-June								
July-September								
October-December								
2020:								
January-March								
April-June								
July-September								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

² Pricing product definitions are provided on the first page of Part IV.

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

Product 1:

Product 2:

Product 3:

Product 4:

Confidential Business Information

IV-2e. **Price data: Mexico.**--Report below the quarterly price data¹ for pricing products² imported from Mexico and sold by your firm.

(Quantity in pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								
2019:								
January-March								
April-June								
July-September								
October-December								
2020:								
January-March								
April-June								
July-September								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

² Pricing product definitions are provided on the first page of Part IV.

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

Product 1:

Product 2:

Product 3:

Product 4:

Confidential Business Information

IV-2f. **Price data: Peru.**--Report below the quarterly price data¹ for pricing products² imported from Peru and sold by your firm.

(Quantity in pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								
2019:								
January-March								
April-June								
July-September								
October-December								
2020:								
January-March								
April-June								
July-September								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

² Pricing product definitions are provided on the first page of Part IV.

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

Product 1:

Product 2:

Product 3:

Product 4:

Confidential Business Information

IV-2g. **Price data for all other FTA countries (see II-10).**--Report below the quarterly price data¹ for pricing products² imported from all other FTA countries and sold by your firm.

(Quantity in pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								
2019:								
January-March								
April-June								
July-September								
October-December								
2020:								
January-March								
April-June								
July-September								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

² Pricing product definitions are provided on the first page of Part IV.

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

Product 1:

Product 2:

Product 3:

Product 4:

Confidential Business Information

IV-2h. **Price data for all other countries (see II-11).**--Report below the quarterly price data¹ for pricing products² imported from all other countries and sold by your firm.

(Quantity in pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								
2019:								
January-March								
April-June								
July-September								
October-December								
2020:								
January-March								
April-June								
July-September								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

² Pricing product definitions are provided on the first page of Part IV.

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

Product 1:

Product 2:

Product 3:

Product 4:

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

Are the price data reported above:	v if Yes
In actual dollars (not \$1,000) and pounds?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have discounts, rebates, and returns been credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Quantities do not exceed commercial shipments in question II-5-II-11 in each year?	<input type="checkbox"/>
Explanation(s) for any boxes not checked:	

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

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

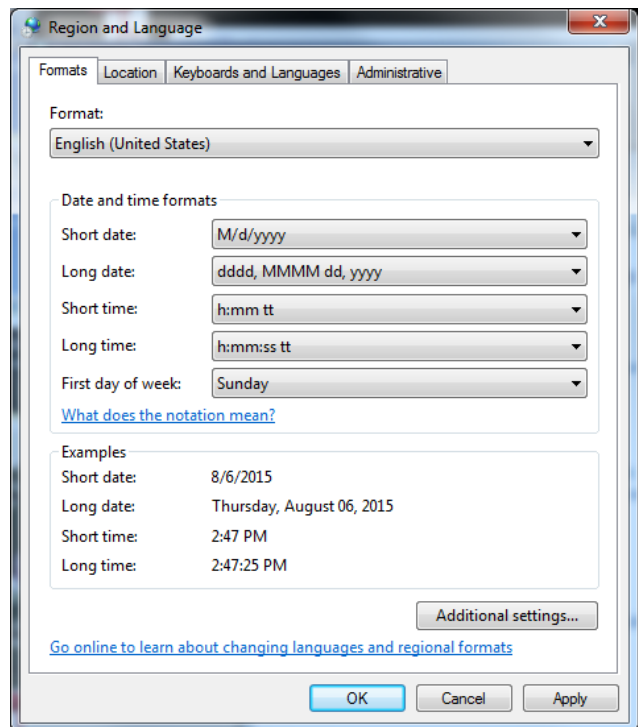
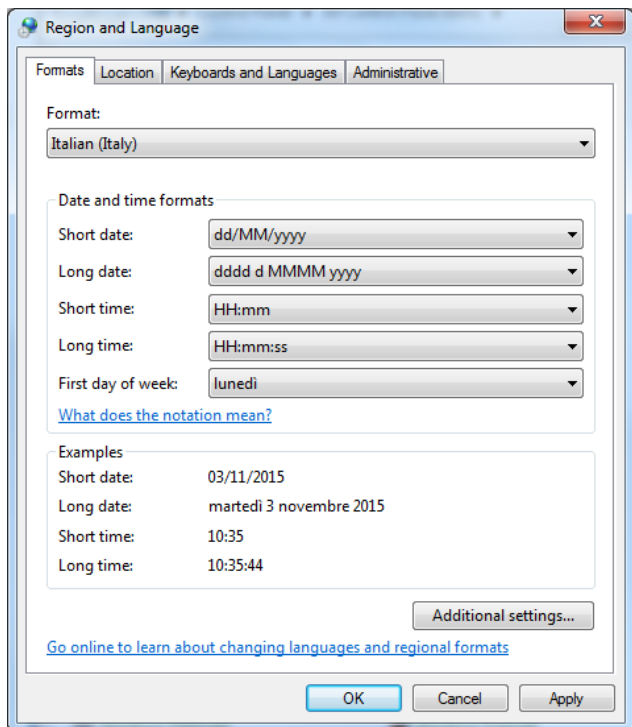
Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form 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: [LINK](#)

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:** **BLUE**

- **E-mail.**—E-mail the MS Word questionnaire to jason.duncan@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

If your firm does not 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 § 206.17). 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 § 206.17). Service of the questionnaire must be made in paper form.