

**GROWERS' QUESTIONNAIRE**  
**CERTAIN ORANGE JUICE FROM BRAZIL**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than November 4, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning from Brazil (inv. No. 731-TA-1089 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm grown oranges for the production of certain orange juice (as defined in the instruction booklet) at any time since January 1, 2002?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 signing 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 investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

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

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_ ( ) \_\_\_\_\_  
*Phone Fax*

**PART I.--GENERAL QUESTIONS**

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, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form. \_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_

I-3. Do you support or oppose the petition? Please explain.

Support     Oppose     Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes     No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

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

No     Yes--List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Extent of ownership</u> |
|------------------|----------------|----------------------------|
| _____            | _____          | _____                      |
| _____            | _____          | _____                      |

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain orange juice from Brazil into the United States or which are engaged in exporting certain orange juice from Brazil to the United States?

No  Yes--List the following information.

| <u>Firm name</u>   | <u>Address</u> | <u>Affiliation</u> |
|--------------------|----------------|--------------------|
| Subject Brazil:    |                |                    |
|                    |                |                    |
| Nonsubject Brazil: |                |                    |
|                    |                |                    |
|                    |                |                    |

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing nonsubject certain orange juice from countries **other than** Brazil into the United States or which are engaged in exporting certain orange juice from countries **other than** Brazil to the United States?

No  Yes--List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------|----------------|--------------------|
|                  |                |                    |
|                  |                |                    |

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain orange juice?

No  Yes--List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------|----------------|--------------------|
|                  |                |                    |
|                  |                |                    |

I-8. Does your firm have any related firms, either domestic or foreign, which are engaged in the processing of certain orange juice?

No  Yes--List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------|----------------|--------------------|
|                  |                |                    |
|                  |                |                    |

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

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200). **Supply all data requested on a crop-year basis (October 1 through September 30).**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title  
  
\_\_\_\_\_  
Phone No. E-mail address

II-2. Has your firm experienced any grove or plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; diseases, or weather or other natural elements; or any other change in the character of your operations or organization relating to the production of certain orange juice since January 1, 2002? Has your firm curtailed production (chosen not to harvest acreage, abandoned any groves, or abandoned any worker facilities) for any other reason?

No  Yes--Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_  
\_\_\_\_\_

II-3. What effects, if any did the following events have on your operations, organization, crop size and overall orange harvest on an immediate, short-term and long-term basis? Please address each event separately.

2004 hurricanes: \_\_\_\_\_

\_\_\_\_\_

2005 hurricanes, including hurricane Katrina: \_\_\_\_\_

\_\_\_\_\_

Canker eradication process: \_\_\_\_\_

\_\_\_\_\_

Increased real estate development: \_\_\_\_\_

\_\_\_\_\_

Other: \_\_\_\_\_

II-4. Have there been shortages of supply of U.S.-grown oranges since January 1, 2002?

No  Yes--If so, please supply information regarding the time period of the shortages, the reason for the shortages, and whether supply was allocated.

\_\_\_\_\_  
\_\_\_\_\_

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

II-5. Has your firm since January 1, 2002, grown other products on the same land or with the same equipment and machinery used in the growing of oranges for the production of certain orange juice?

No             Yes--List the following information.

Basis for allocation of acreage data (e.g., sales): \_\_\_\_\_

Products grown on the same land or equipment and share of total production in 2004/05 (in percent):

| <u>Product</u>       | <u>Percent</u> | <u>Product</u> | <u>Percent</u> |
|----------------------|----------------|----------------|----------------|
| <u>Oranges</u> _____ | _____          | _____          | _____          |
| _____                | _____          | _____          | _____          |

Please report the capacity and production for your firm's groves as follows:

| <b>(Quantity in 1,000 90-pound boxes)</b> |   |                |                |                |
|---|---|----------------|----------------|----------------|
|   | <b>Crop year (October 1-September 30)</b> |                |                |                |
| <b>Item</b>                               | <b>2001/2002</b>                          | <b>2002/03</b> | <b>2003/04</b> | <b>2004/05</b> |
| <b>Acreage harvested (acres)</b>          |   |                |                |                |
| <b>Yield (boxes per acre)</b>             |   |                |                |                |
| <b>Amounts harvested: (quantity)</b>      |   |                |                |                |

II-6. How many total acres and number of trees, if any, have you had taken out of production over the past 3 years due to canker, permanent hurricane damage or sale for development?

\_\_\_\_\_

II-7. Please describe the constraint(s) that set the limit(s) on your growing capabilities.

\_\_\_\_\_  
\_\_\_\_\_

II-8. Does your firm grow other products using the same production and related workers employed to grow oranges for the production of certain orange juice?

No             Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2004/05 (in percent):

| <u>Product</u>       | <u>Percent</u> | <u>Product</u> | <u>Percent</u> |
|----------------------|----------------|----------------|----------------|
| <u>Oranges</u> _____ | _____          | _____          | _____          |
| _____                | _____          | _____          | _____          |

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

II-9. Is your firm able to switch production between oranges for the production of certain orange juice and other products in response to a relative change in the price of oranges for the production of certain orange juice vis-a-vis the price of other products, using the same equipment and labor?

No  Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from oranges for the production of certain orange juice.

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II-10. Is your firm able to switch production between oranges for the production of organic orange juice and nonorganic orange juice in response to a relative change in the price of oranges for the production of organic vis-a-vis nonorganic orange juice, using the same equipment and labor?

No  Yes--Please identify the other products, the approximate time and cost involved

II-11. Please describe any contracts or other legal relationships (e.g., cooperatives and participation plans) your firm may have with extractor/processors of certain orange juice, including names, dates, and terms (include specific pricing terms--established price, quantity terms, date contract expires).

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II-12. Please comment on any trends in vertical integration in the orange industry since January 1, 2002.

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II-13. Does your firm grow oranges for the production of:

|        | <u>Nonorganic</u>           |                              | <u>Organic</u>              |                              |
|--------|-----------------------------|------------------------------|-----------------------------|------------------------------|
| FCOJM? | <input type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| NFCOJ? | <input type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> No | <input type="checkbox"/> Yes |

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

II-14. **COMPARABILITY OF ORANGES FOR FCOJM AND ORANGES FOR NFCOJ.**—Please describe the differences and similarities between **oranges for FCOJM** and **oranges for NFCOJ** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two oranges; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the oranges are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two oranges (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two oranges. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

II-15. **COMPARABILITY OF ORGANIC AND NONORGANIC ORANGES FOR CERTAIN ORANGE JUICE.**--Does your firm produce organically grown oranges?

No

Yes--Please describe the differences and similarities between **nonorganic and organic oranges** for certain orange juice with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two oranges; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the oranges are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two oranges (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two oranges. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

II-16. **Oranges.**--Report your firm's acreage, harvesting, shipments, inventories, and employment related to the growing of oranges in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Report separately for nonorganic and organically grown oranges.**

Nonorganic oranges       Organic oranges

| (Quantity in 1,000 90-pound boxes, value in \$1,000)              |           |         |         |         |
|---|-----------|---------|---------|---------|
| Item  | Crop year |         |         |         |
|   | 2001/02   | 2002/03 | 2003/04 | 2004/05 |
| <b>Acreage harvested</b> ( <i>acres</i> )                         |           |         |         |         |
| <b>Yield</b> ( <i>boxes per acre</i> )                            |           |         |         |         |
| <b>Amounts harvested</b> ( <i>quantity</i> )                      |           |         |         |         |
| <b>BEGIN.-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )           |           |         |         |         |
| <b>U.S. SHIPMENTS:</b>  |           |         |         |         |
| <b>Cash market:</b>   |           |         |         |         |
| <i>Quantity</i>   |           |         |         |         |
| <i>Value</i>  |           |         |         |         |
| <b>Internal consumption:</b>                                      |           |         |         |         |
| <i>Quantity</i>   |           |         |         |         |
| <i>Value</i> <sup>1</sup>   |           |         |         |         |
| <b>Cooperative sales:</b>   |           |         |         |         |
| <i>Quantity</i>   |           |         |         |         |
| <i>Value</i> <sup>1</sup>   |           |         |         |         |
| <b>Full-participation plan sales:</b>                             |           |         |         |         |
| <i>Quantity</i>   |           |         |         |         |
| <i>Value</i> <sup>1</sup>   |           |         |         |         |
| <b>Partial-participation plan sales:</b>                          |           |         |         |         |
| <i>Quantity</i>   |           |         |         |         |
| <i>Value</i> <sup>1</sup>   |           |         |         |         |
| <b>EXPORT SHIPMENTS:</b> <sup>2</sup>                             |           |         |         |         |
| <i>Quantity</i>   |           |         |         |         |
| <i>Value</i>  |           |         |         |         |
| <b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> ) |           |         |         |         |
| <b>AVERAGE NUMBER OF PRWs</b>                                     |           |         |         |         |
| <b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )                |           |         |         |         |
| <b>WAGES PAID TO PRWs</b> ( <i>value</i> )                        |           |         |         |         |

<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

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

II-17. a) If you reported transfers to related firms in question II-16, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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b) If you reported internal consumption in question II-11, please describe the products that the oranges are processed into.

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II-18. a) Please estimate the number of acres of round orange trees of specified ages and production (in thousand 90 lb. boxes), as of the start of the crop year (October 1).

| <b>(Quantity in 1,000 90 lb. boxes)</b>  |                   |                |                |                |                |                |                |                |
|--|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Item</b>  | <b>Nonorganic</b> |                |                |                | <b>Organic</b> |                |                |                |
|  | <b>2001/02</b>    | <b>2002/03</b> | <b>2003/04</b> | <b>2004/05</b> | <b>2001/02</b> | <b>2002/03</b> | <b>2003/04</b> | <b>2004/05</b> |
| <b>1-9 years old:</b><br>Acres   |                   |                |                |                |                |                |                |                |
| Production ( <i>quantity</i> )   |                   |                |                |                |                |                |                |                |
| <b>10-24 years old:</b><br>Acres   |                   |                |                |                |                |                |                |                |
| Production ( <i>quantity</i> )   |                   |                |                |                |                |                |                |                |
| <b>25 years or older:</b><br>Acres   |                   |                |                |                |                |                |                |                |
| Production ( <i>quantity</i> )   |                   |                |                |                |                |                |                |                |
| <b>TOTAL:</b><br>Acres   |                   |                |                |                |                |                |                |                |
| Production ( <i>quantity</i> )   |                   |                |                |                |                |                |                |                |
| <sup>1</sup> Please explain the reasons for any changes from period to period.-- _____ |                   |                |                |                |                |                |                |                |
| <sup>2</sup> Please explain the reasons for any changes from period to period.-- _____ |                   |                |                |                |                |                |                |                |

b) Please report your firm's number of bearing and nonbearing acres for the periods specified.

| <b>Item</b>  | <b>Nonorganic<sup>1</sup></b> |                |                |                | <b>Organic<sup>2</sup></b> |                |                |                |
|--|-------------------------------|----------------|----------------|----------------|----------------------------|----------------|----------------|----------------|
|  | <b>2001/02</b>                | <b>2002/03</b> | <b>2003/04</b> | <b>2004/05</b> | <b>2001/02</b>             | <b>2002/03</b> | <b>2003/04</b> | <b>2004/05</b> |
| Bearing acres  |                               |                |                |                |                            |                |                |                |
| Nonbearing acres   |                               |                |                |                |                            |                |                |                |
| <sup>1</sup> Please explain the reasons for any changes from period to period.-- _____ |                               |                |                |                |                            |                |                |                |
| <sup>2</sup> Please explain the reasons for any changes from period to period.-- _____ |                               |                |                |                |                            |                |                |                |

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

II-19. Do you grow oranges for the production of certain orange juice in leased groves? If yes, please indicate the grove owner, acreage, and harvest for crop years (October 1 through September 30).

| <b>Quantity (in thousand 90 lb. boxes)</b> |                |                |                |                |
|--|----------------|----------------|----------------|----------------|
| <b>Item</b>                                | <b>2001/02</b> | <b>2002/03</b> | <b>2003/04</b> | <b>2004/05</b> |
| <b>Owner:</b> _____                        |                |                |                |                |
| Acres                                      |                |                |                |                |
| Harvested ( <i>quantity</i> )              |                |                |                |                |
| <b>Owner:</b> _____                        |                |                |                |                |
| Acres                                      |                |                |                |                |
| Harvested ( <i>quantity</i> )              |                |                |                |                |
| <b>Owner:</b> _____                        |                |                |                |                |
| Acres                                      |                |                |                |                |
| Harvested ( <i>quantity</i> )              |                |                |                |                |

II-20. Please report the source and value of the following services that were performed by/for your firm in crop year 2004/05.

| <b>Value (thousands of dollars)</b>   |                 |                    |                  |                    |   |
|---------------------------------------|-----------------|--------------------|------------------|--------------------|---|
| <b>Item</b>                           | <b>Yourself</b> | <b>Cooperative</b> | <b>Processor</b> | <b>Corporation</b> | <b>Intermediate Handler (i.e. bird dog)</b> |
| Grove-care services                   |                 |                    |                  |                    |   |
| Maintenance                           |                 |                    |                  |                    |   |
| Harvest                               |                 |                    |                  |                    |   |
| Other <sup>1</sup>                    |                 |                    |                  |                    |   |
| <sup>1</sup> Please describe.-- _____ |                 |                    |                  |                    |   |

II-21. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the growing of oranges for the production of certain orange juice?

No  Yes--Name firm(s): \_\_\_\_\_

II-22. Does your firm grow oranges for the production of certain orange juice in a foreign trade zone (FTZ)?

No  Yes--Identify FTZ(s): \_\_\_\_\_

II-23. Since January 1, 2002, has your firm imported certain orange juice?

No  Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee (202-205-3186 or justin.jee@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below: \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ Unaudited \_\_\_ Annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ Quarterly \_\_\_ Semi-annually \_\_\_ Annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes **PRODUCT**, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_

III-5. Other products.--Please list any other products you grew on the same land on which you grew oranges for the production of certain orange juice, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

| Product(s) | Share of sales |
|------------|----------------|
| _____      | _____          |
| _____      | _____          |

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. Operations on oranges.--Report the revenue and related cost information requested below on the orange growing operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. ) **Report separately for nonorganic and organically grown oranges.**

Nonorganic oranges       Organic oranges

| <i>(Quantity in 1,000 90-pound boxes, value in \$1,000)</i> |       |       |       |              |      |
|---|-------|-------|-------|--------------|------|
| Item  | _____ | _____ | _____ | Jan. - Sept. |      |
|   |       |       |       | 2004         | 2005 |
| <b>Proceeds from deliveries/sales<sup>2</sup></b>           |       |       |       |              |      |
| Quantity  |       |       |       |              |      |
| Value   |       |       |       |              |      |
| <b>Growing and operating expenses:</b>                      |       |       |       |              |      |
| Hired labor   |       |       |       |              |      |
| Pick and haul   |       |       |       |              |      |
| Replanting and pruning weather-damaged groves               |       |       |       |              |      |
| Planting on new land  |       |       |       |              |      |
| Fertilizers, lime, and chemicals                            |       |       |       |              |      |
| Materials and supplies                                      |       |       |       |              |      |
| Repairs and maintenance                                     |       |       |       |              |      |
| Gasoline, oil, and fuel                                     |       |       |       |              |      |
| Water and electricity                                       |       |       |       |              |      |
| Selling and marketing expenses                              |       |       |       |              |      |
| Shipping expenses   |       |       |       |              |      |
| Officer/partner salaries                                    |       |       |       |              |      |
| Office expenses, including non-officer/non-partner salaries |       |       |       |              |      |
| Depreciation/amortization                                   |       |       |       |              |      |
| Other operating expenses <sup>3</sup>                       |       |       |       |              |      |
| Total growing and operating expenses                        |       |       |       |              |      |
| <b>Operating income or (loss)</b>                           |       |       |       |              |      |
| <b>Other income and expenses:</b>                           |       |       |       |              |      |
| Interest expense  |       |       |       |              |      |
| Other expenses <sup>4</sup>                                 |       |       |       |              |      |
| Other income <sup>5</sup>                                   |       |       |       |              |      |
| <b>Net income or (loss) before income taxes</b>             |       |       |       |              |      |
| <b>Net gain (loss) on futures transactions<sup>6</sup></b>  |       |       |       |              |      |

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

<sup>2</sup> Less discounts, returns, and allowances. Reconcile the quantities and values reported in Part II of this questionnaire when fiscal year is the same as crop year.

<sup>3</sup> Include all other growing and operating expenses not specifically listed above, such as professional fees, dues, entertainment, custom work, etc.

<sup>4</sup> Include all non-operating expense items (except interest expense).

<sup>5</sup> Provide details in section III-7.

<sup>6</sup> Provide details on a separate sheet, when any gain/loss is reported.

**PART III.--FINANCIAL INFORMATION--Continued**

III-7. Other income.--If your firm reported other income in section III-6, please provide the details of such income below. Provide data for your three most recently completed fiscal years in chronological order from left to right and for the specified interim periods.

| (Value in \$1,000)                           |        |        |        |              |      |
|--|--------|--------|--------|--------------|------|
| Item   | FY____ | FY____ | FY____ | Jan. - Sept. |      |
|  |        |        |        | 2004         | 2005 |
| <b>Nonorganic<sup>1</sup>:</b>               |        |        |        |              |      |
| Government disaster relief and/or assistance |        |        |        |              |      |
| Proceeds from crop insurance                 |        |        |        |              |      |
| All other                                    |        |        |        |              |      |
| Total other income                           |        |        |        |              |      |
| <b>Organic<sup>1</sup>:</b>                  |        |        |        |              |      |
| Government disaster relief and/or assistance |        |        |        |              |      |
| Proceeds from crop insurance                 |        |        |        |              |      |
| All other                                    |        |        |        |              |      |
| Total other income                           |        |        |        |              |      |

<sup>1</sup> Include federal, state, and local.

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on oranges for the production of certain orange juice. Provide data for your three most recently completed fiscal years in chronological order from left to right and for the specified interim periods.

| (Value in \$1,000)                    |        |        |        |              |      |
|---------------------------------------|--------|--------|--------|--------------|------|
| Item                                  | FY____ | FY____ | FY____ | Jan. - Sept. |      |
|                                       |        |        |        | 2004         | 2005 |
| <b>Nonorganic:</b>                    |        |        |        |              |      |
| Capital expenditures                  |        |        |        |              |      |
| Research and development expenditures |        |        |        |              |      |
| <b>Organic:</b>                       |        |        |        |              |      |
| Capital expenditures                  |        |        |        |              |      |
| Research and development expenditures |        |        |        |              |      |