

**IMPORTERS' QUESTIONNAIRE**  
**SUGAR FROM THE EUROPEAN UNION;**  
**SUGAR FROM BELGIUM, FRANCE, AND GERMANY**

*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 May 9, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning the countervailing duty order on sugar from the European Union (Inv. No. 104-TAA-7 (Second Review)) and the antidumping findings on sugar from Belgium, France, and Germany (Invs. Nos. AA1921-198-200 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena** or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported sugar (as defined in the instruction booklet) from any country at any time since January 1, 1999?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**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 these reviews in any other import-injury investigations or reviews 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 these reviews 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 these reviews 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 35 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-1. (a) 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

(b) 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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. 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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing sugar from the European Union into the United States or which are engaged in exporting sugar from the European Union to the United States?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing sugar from countries outside the European Union into the United States or which are engaged in exporting sugar from countries outside the European Union to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of sugar?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Please indicate the nature of your firm's importing operations on sugar. More than one answer may be applicable.

Importer of record
  Takes title to the imported product(s)

Consignee of the imported product(s)
  Customs broker or freight forwarder

I-8. If your firm is an importer of record of sugar but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-9. Please indicate whether your firm enters sugar into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes--list location(s):

\_\_\_\_\_

Bonded warehouses  No  Yes--list location(s):

\_\_\_\_\_



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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of sugar in the future?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of sugar in the future if the countervailing duty order on sugar from the European Union or the antidumping findings on sugar from Belgium, France, and Germany were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Also indicate whether your response has been influenced by the accession to the EU of 10 new member states.

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II-5. Has your firm imported or arranged for the importation of sugar from the European Union for delivery after March 31, 2005?

- No                       Yes--Indicate when such orders are to be delivered and the quantities involved.

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II-6. If your firm also produces sugar in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7A. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of sugar imported by your firm during 1999-2004. (See definitions in the instruction booklet.) **Report separately for each European Union member-country, and for all other (non-EU) sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

EU member-country (specify) \_\_\_\_\_

All other sources combined<sup>1</sup>

<i>(Quantity in 1,000 short tons raw value, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>2</sup></b>						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption/company transfers:</b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value<sup>3</sup></i> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO INDUSTRIAL END USERS</b>						
<b>U.S. SHIPMENTS TO RETAIL END USERS</b>						
<sup>1</sup> Please identify these sources: _____ _____						
<sup>2</sup> Please identify the foreign producers, if known: _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below: _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____						
<sup>5</sup> <b>Reconciliation of data</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						

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

II-7B. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of sugar imported by your firm during the specified interim periods. (See definitions in the instruction booklet.) **Report separately for each European Union member-country, and for all other (non-EU) sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

EU member-country (specify) \_\_\_\_\_

All other sources combined

<i>(Quantity in 1,000 short tons raw value, value in \$1,000)</i>		
Item	January-March 2004	January-March 2005
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )		
<b>IMPORTS:</b>		
<i>Quantity</i> of imports		
<i>Value</i> of imports		
<b>U.S. SHIPMENTS:</b>		
<b>Commercial shipments:</b>		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
<b>Internal consumption/company transfers:</b>		
<i>Quantity</i> of internal consumption/transfers		
<i>Value</i> <sup>1</sup> of internal consumption/transfers		
<b>EXPORT SHIPMENTS:</b>		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
<b>END-OF-PERIOD INVENTORIES</b> <sup>2</sup> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO INDUSTRIAL END USERS</b>		
<b>U.S. SHIPMENTS TO RETAIL END USERS</b>		
<p><sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-March 2004 and 2005 below:</p> <hr/>		
<p><sup>2</sup> <b>Reconciliation of data</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____</p> <hr/>		

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

II-8. Describe the significance of the existing countervailing duty order covering imports of sugar from the European Union, and the antidumping findings covering imports of sugar from Belgium, France, and Germany, in terms of their effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order/findings.

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II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of sugar in the future if the countervailing duty order on sugar from the European Union or the antidumping findings on sugar from Belgium, France, and Germany were to be revoked?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide. Also indicate whether your response has been influenced by the accession to the EU of 10 new member states.

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**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Catherine DeFilippo (202-205-3253 or catherine.defilippo@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of imports of the following products from the European Union during January 1999-March 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits. **(Please note that quantity and value data in this part are requested in actual short tons and dollars, not thousands of tons and thousands of dollars; quantities should be reported in short tons *raw value*. If you are not reporting raw value, please specify the basis for your quantity data (e.g., refined value)).**

***Product 1.--Granulated sugar produced from sugar cane or beets, bulk, in rail cars.***

***Product 2.--Granulated sugar produced from sugar cane or beets, in large volume packages (i.e., 50 pounds or greater).***

***Product 3.--Granulated sugar produced from sugar cane or beets, in consumer-sized packages (i.e., 25 pounds or less).***

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided the product for which pricing is reported. Report separately for each European Union country from which you purchased sugar.

**NOTE:** If your product does not exactly meet the product specifications listed above but is competitive with one of the specified products, provide a description of your product and report data for your product accordingly.

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-A.--PRICE DATA--Continued**

Product 1     Product 2     Product 3    Country: \_\_\_\_\_

(Quantity in short tons raw value, value in dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-1. Please describe how your firm determines the prices that it charges for sales of sugar (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-B-3. What are your firm's typical sales terms for sugar imported from the European Union (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what share of your firm's sales of its sugar imported from the European Union in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of sugar?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-8. (a) What is the approximate percentage of the total delivered cost of sugar that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-B-9. What is the geographic market area in the United States served by your firm's sugar ?

- Northeast     Mid-Atlantic     Midwest     Southeast
- Southwest     Rocky Mountains     West Coast     Northwest
- National     Other (describe) \_\_\_\_\_

III-B-10. Describe the end uses of the sugar that you import from the European Union. For each end-use product, what percentage of the total cost is accounted for by sugar?

<u>End use</u>	<u>Share of total cost accounted for by sugar (percent)</u>
_____	_____
_____	_____
_____	_____

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-11. Have there been any changes in the end uses of sugar since 1999?

- No
- Yes--Please describe.

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III-B-12. Do you anticipate any changes in terms of the end uses of sugar in the future?

- No
- Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-B-13. (a) Please list in order of importance any products that may be substituted for sugar.

- (1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for sugar?

- No
- Yes--To what degree do changes in their prices affect the price for sugar? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of sugar or final end use?

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III-B-14. Have there been any changes in the number or types of products that can be substituted for sugar since 1999?

- No
- Yes--Please explain.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-15. Do you anticipate any changes in terms of the substitutability of other products for sugar in the future?

- No                       Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for sugar during January 1999-March 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced sugar in the U.S. market since 1999?

- No                       Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-B-18. (a) Do you anticipate any changes in terms of the availability of sugar imported from the European Union in the U.S. market in the future?

- Increase                       No Change                       Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Also indicate whether your response has been influenced by the accession to the EU of 10 new member states.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--MARKET FACTORS**

III-C-1. Has the availability of NONSUBJECT (i.e., non-EU) imported sugar changed since 1999?

- No       Yes--Please explain.

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III-C-2. Describe how easily your firm can shift its sales of sugar between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting sugar between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-C-3. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of sugar since 1999?

- No       Yes--Please describe and quantify if possible.

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III-C-4. Do your firm anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of sugar in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No       Yes--Please identify, including the time period.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--MARKET FACTORS--Continued**

III-C-5. Since 1999, have there been any changes, or does your firm anticipate any future changes, in the supply of sugar in the U.S. market as a result of:

(a) Marketing allotments resulting from enactment of the Farm Security and Rural Investment Act of 2002 (Farm Bill)?

No  Yes--Please describe how marketing allotments have affected, or may affect, the supply of sugar in the U.S. market.

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(b) U.S. free trade agreements (FTAs)?

No  Yes--Please specify the FTA(s), the changes it would entail, and the impact on the supply of sugar in the U.S. market.

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(c) Any other federal or state legislative farm or trade program?

No  Yes--Please specify the program, the changes it would entail, and the impact on the supply of sugar in the U.S. market.

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III-C-6. How has demand within the United States (and outside the United States, if known) for sugar changed since 1999?

Increased  Unchanged  Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--MARKET FACTORS--Continued**

III-C-7. Do your firm anticipate any future changes in sugar demand in the United States and, if known, the rest of the world?

No

Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-C-8. Please compare market prices of sugar in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-C-9. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss sugar supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including the European Union, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--MARKET FACTORS--Continued**

III-C-10. Are your exports of sugar (if any) subject to any tariff or non-tariff barriers to trade in other countries?

- No                       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1999, or that are expected to occur in the future.

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III-C-11. Does your firm sell sugar over the internet?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total sales of sugar in 2004 accounted for by internet sales.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--MARKET FACTORS--Continued**

III-C-13. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between sugar produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Belgium	France	Germany	Other EU-15	EU-NMS	Other Non-EU
United States							
Belgium							
France							
Germany							
Other EU-15							
EU-NMS							

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of sugar, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-D.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for imported sugar during 1999-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of imported sugar that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					