

PROCESSORS'/REFINERS' 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 produced sugar (as defined in the instruction booklet) at any time since January 1, 1999?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

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 40 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. (a) Do you support or oppose continuation of the countervailing duty order currently in place for sugar from the European Union? Please explain, and indicate whether your position has been influenced by the accession to the EU of 10 new member states (see instruction booklet for a list of states).

Support Oppose Take no position

(b) Do you support or oppose continuation of the antidumping findings currently in place for sugar from Belgium, France, and Germany? Please explain.

Support for all three Oppose for all three.
 Take no position Support/oppose continuation for one or two only (please specify country(ies) and position(s) below).

PART I.--GENERAL QUESTIONS--Continued

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>
_____	_____	_____
_____	_____	_____

I-5. 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>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing sugar from outside the European Union into the United States or which are engaged in exporting sugar from 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-7. 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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for sugar?

- No Yes--Please provide your company's two most recent business plans. If you are not providing the requested documents, please explain why not.

I-9. Does your firm have a contractual or other legal relationship with growers of sugar cane or sugar beets, or with millers of sugar cane (whether cooperative or non-cooperative)?

- No Yes--Please provide the names and addresses of growers, millers, or cooperatives your firm has a relationship with, and describe the terms and length of your relationship(s).

I-10. Does your firm have any relationship(s) with other firms relating to the marketing and/or exclusive distribution of sugar produced by your firm?

- No Yes--Please describe the nature, terms, and length of your relationship(s) with other firms involved in the marketing and/or exclusive distribution of sugar produced by your firm.

I-11. Is your firm a member of a sugar cooperative?

- No Yes--Please describe the investment requirement and membership character of your cooperative, and the impact of membership on your firm's production and/or sales.

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

II-5. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production 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.

II-6. Since 1999, has your firm produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of sugar and/or using the same production and related workers employed to produce sugar?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and sugar in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

<i>(Quantity in 1,000 short tons raw value)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

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

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

II-8. Is your firm able to switch production between sugar and other products in response to a relative change in the price of sugar 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 sugar.

II-9. Does your firm's production of refined sugar yield marketable byproducts?

- No Yes--Please describe your refined sugar production method, and identify marketable byproducts.

II-10. Since 1999, have improvements in technology or methods of processing sugar increased your firm's productivity, production efficiency, or byproduct generation, or reduced production costs as they relate to your firm's production of refined sugar?

- No Yes--Please describe changes in technology or process, specific investments made by your firm with respect to these changes, and the results for your firm's operations on sugar.

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

II-11A. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of sugar in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 short tons raw value, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY¹ <i>(quantity)</i>						
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>						
PRODUCTION <i>(quantity)</i>						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value²</i> of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value²</i> of transfers to related firms						
EXPORT SHIPMENTS:³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES⁴ <i>(quantity)</i>						
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>						
U.S. SHIPMENTS TO INDUSTRIAL END USERS <i>(quantity)</i>						
U.S. SHIPMENTS TO RETAIL END USERS <i>(quantity)</i>						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs <i>(1,000 hours)</i>						
WAGES PAID TO PRWs <i>(value)</i>						

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² 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 for 1999-2004 below:

³ Identify your principal export markets: _____

⁴ **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-11B. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of sugar in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 short tons raw value, value in \$1,000)</i>		
Item	January-March 2004	January-March 2005
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>		
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>		
PRODUCTION <i>(quantity)</i>		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption:		
<i>Quantity</i> of internal consumption		
<i>Value</i> ¹ of internal consumption		
Transfers to related firms:		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> ² of transfers to related firms		
EXPORT SHIPMENTS:		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES ² <i>(quantity)</i>		
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>		
U.S. SHIPMENTS TO INDUSTRIAL END USERS <i>(quantity)</i>		
U.S. SHIPMENTS TO RETAIL END USERS <i>(quantity)</i>		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs <i>(1,000 hours)</i>		
WAGES PAID TO PRWs <i>(value)</i>		
<p>¹ 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 for January-March 2004 and 2005 below:</p> <hr/>		
<p>² <u>Reconciliation of data</u>--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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>		

PART II--TRADE AND RELATED INFORMATION--Continued

II-12. If you reported transfers to related firms in question II-8, 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.

II-13. Other than direct imports, has your firm otherwise purchased sugar since January 1, 1999? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 short tons raw value, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--						
EU-15:²						
<i>Quantity</i>						
<i>Value</i>						
EU-NMS:³						
<i>Quantity</i>						
<i>Value</i>						
ALL OTHER COUNTRIES:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:⁴						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:⁴						
<i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>						
² Please identify EU-15 member-country(ies): <hr/>						
³ Please identify EU-NMS member-country(ies): <hr/>						
⁴ Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>						

PART II--TRADE AND RELATED INFORMATION--Continued

II-14. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of sugar?

No Yes--Name firm(s): _____

II-15. Does your firm produce sugar in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-16. Since January 1, 1999, has your firm imported sugar?

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

II-17. Describe the significance of the existing countervailing duty order and antidumping findings covering imports of sugar from the European Union, Belgium, France, and Germany in terms of their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order and findings.

II-18. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of 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.

PART II--TRADE AND RELATED INFORMATION--Continued

II-19. Since 1999, has your firm experienced, or does your firm anticipate, any changes in its production, shipments, employment, revenues, profitability, investment, or ability to raise capital relating to the production of sugar because 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 impacted, or may impact, your firm's operations on sugar.

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

No Yes--Please specify the FTA(s), and describe how it has impacted, or may impact, your firm's operations on sugar.

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

No Yes--Please specify the federal or state program(s), and describe how it has impacted, or may impact, your farm's operations on sugar.

PART II--TRADE AND RELATED INFORMATION--Continued

II-20. Since 1999, has your firm participated in the USDA Commodity Credit Corporation's (CCC) payment-in-kind (PIK) program relating to voluntary curtailment of production?

- No Yes--Please describe the time and nature of your sugar production curtailment, and any sugar payments received from the CCC.

II-21. Since 1999, has your firm made any forfeitures of sugar to the CCC?

- No Yes--Please indicate the time and quantity of your forfeitures.

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 _____
 _____ (Ext) _____
 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 sugar, 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 produced in the facilities in which you produced sugar, 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 Sugar--Report the revenue and related cost information requested below on the sugar operations of your U.S. establishment(s).¹ Do not report resales of product. 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 six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

(Quantity in 1,000 short tons raw value, value in \$1,000)								
Item	1999	2000	2001	2002	2003	2004	Jan-Mar 2004	Jan-Mar 2005
Net sales quantities:²								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales quantities								
Net sales values:²								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales values								
Cost of goods sold (including internal consumption and transfers to related firms):								
Raw materials								
Direct labor								
Other factory costs								
Total cost of goods sold ³								
Gross profit or (loss)								
Selling, general, and administrative (SG&A) expenses:								
Selling expenses								
General and administrative expenses								
Total SG&A expenses								
Operating income or (loss)								
Other income and expenses:								
Byproduct income ⁴								
Interest expense								
All other expense items								
Continued Dumping and Subsidy Offset Act funds received ⁵								
All other income items								
All other income or expenses, net								
Net income or (loss) before income taxes								
Depreciation/amortization included above								

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
³ Do not deduct byproduct income (if any) from total cost of goods sold. Report byproduct income separately under "Other income and expenses," above.
⁴ Report byproduct income (if any) separately. Do not report these funds as an offset to operating expenses.
⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART IV.--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).

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

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products 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 produced and sold by your firm. Indicate in the space provided at the top of the page the product for which pricing is reported.

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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-A.--PRICE DATA--Continued

Product 1
 Product 2
 Product 3

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

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 U.S. point of shipment.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced sugar (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic sugar usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced sugar 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	

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-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? _____

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

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-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.

IV-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) _____

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-10. Have there been any changes in the end uses of sugar since 1999?

No Yes--Please describe.

IV-B-11. 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.

IV-B-12. (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.

(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?

IV-B-13. Have there been any changes in the number or types of products that can be substituted for sugar since 1999?

No Yes--Please explain.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-14. 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.

IV-B-15. 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.

IV-B-16. 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.

IV-B-17. (a) Do you anticipate any changes in terms of the availability of U.S.-produced sugar 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.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--MARKET FACTORS

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

No Yes--Please explain.

IV-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.

IV-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.

IV-C-4. Do you 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.

IV-C-5. Since 1999, has the structure of the U.S. sugar industry changed with respect to the size, number, or integration of sugar producing firms?

No Yes--Please describe industry changes, the time period in which they occurred, and any impact these changes have had on supply, prices, or your firm's operations on sugar.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--MARKET FACTORS--Continued

IV-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?

IV-C-7. Since 1999, have imports of sugar-containing products affected demand for sugar in the United States?

No Yes--Please describe the nature of sugar-containing product imports, and how they have impacted U.S. demand for sugar.

IV-C-8. Since 1999, have changes in the price of sugar in the U.S. market resulted in changes to your firm's production, shipments, investment, employment, revenue, profitability, or ability to raise capital?

No Yes--Please describe price changes, time period in which they occurred, and the specific impact of these changes on your firm's operations on sugar.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--MARKET FACTORS--Continued

IV-C-9. Do you 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.

IV-C-10. 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.

IV-C-11. 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 production) 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.

IV-C-12. 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.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--MARKET FACTORS--Continued

IV-C-13. 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.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-D.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for 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 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					