

U.S. IMPORTERS' QUESTIONNAIRE

CITRIC ACID AND CERTAIN CITRATE SALTS FROM CANADA AND CHINA

This questionnaire must be received by the Commission by no later than April 30, 2008

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty/antidumping investigations concerning citric acid and certain citrate salts from Canada and China (Inv. Nos. 701-TA-456 and 731-TA-1151-1152 (Preliminary)). 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 imported citric acid or certain citrate salts (as defined in the instruction booklet) from any country at any time since January 1, 2005?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 investigations 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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-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. 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 INFORMATION--Continued

I-8. Please indicate whether your firm enters citric acid or certain citrate salts into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports citric acid or certain citrate salts under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408), chris.cassise@usitc.gov. Supply all data requested on a calendar-year basis.

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the production of citric acid or certain citrate salts since January 1, 2005?

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

II-3. Has your firm imported or arranged for the importation of citric acid or certain citrate salts from Canada or China for delivery after March 31, 2008?

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

II-4. If your firm also produces citric acid or certain citrate salts in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5a. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of citric acid and certain citrate salts imported from Canada by your firm during the specified periods. (See definitions in the instruction booklet.)

CANADA

Quantity (in 1,000 dry pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
In 2007, what percentage of the quantity of your reported U.S. imports consisted of: Citric acid _____% Sodium citrate _____% Potassium citrate _____% unrefined calcium citrate _____%.					
² 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 2005, 2006, and 2007 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5b. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of citric acid and certain citrate salts imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in 1,000 dry pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: <hr/>					
In 2007, what percentage of the quantity of your reported U.S. imports consisted of: Citric acid ____% Sodium citrate ____% Potassium citrate ____% unrefined calcium citrate ____%.					
² 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 2005, 2006, and 2007 below: <hr/>					
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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of citric acid and certain citrate salts imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in 1,000 dry pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: <hr/>					
In 2007, what percentage of the quantity of your reported U.S. imports consisted of: Citric acid ____% Sodium citrate ____% Potassium citrate ____% unrefined calcium citrate ____%.					
² 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 2005, 2006, and 2007 below: <hr/>					
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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7. **COMPARABILITY OF CITRIC ACID, SODIUM CITRATE, AND POTASSIUM CITRATE.**—Since January 1, 2005, has your firm imported more than one of the following: citric acid, sodium citrate, or potassium citrate?

- No Yes--Please describe the differences and similarities between citric acid, sodium citrate, and potassium citrate with respect to the following factors:

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov)

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

Company contact:

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Canada and China during January 2005-March 2008:

NOTE.- All values and quantities should be reported on an anhydrous equivalent basis.

Product 1.—Citric acid, granular, in dry form in 25 kilogram and 50 pound bags.

Product 2.—Citric acid, fine granular, in dry form in 25 kilogram and 50 pound bags.

Product 3.—Citric acid, granular, in dry form packed in bulk sacks (“supersacks”).

Product 4.—Sodium citrate, granular, in dry form in 25 kilogram and 50 pound bags.

Product 5.—Potassium citrate, granular, in dry form in 25 kilogram and 50 pound bags.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2a. Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm.

CANADA

(Quantity in 1,000 dry pounds, value in 1,000 dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
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.

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

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2b. Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm.

CANADA

(Quantity in 1,000 dry pounds, value in 1,000 dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
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.

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

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: _____

Product 4: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2b. Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm.

CANADA

(Quantity in 1,000 dry pounds, value in 1,000 dollars)		
Period of shipment	Product 5	
	Quantity	Value
2005		
January-March		
April-June		
July-September		
October-December		
2006		
January-March		
April-June		
July-September		
October-December		
2007		
January-March		
April-June		
July-September		
October-December		
2008		
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.

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

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2a. Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

CHINA

(Quantity in 1,000 dry pounds, value in 1,000 dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
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. ² Pricing product definitions are provided on the first page of Part III.				
Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 1: _____				
Product 2: _____				

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2b. Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

CHINA

(Quantity in 1,000 dry pounds, value in 1,000 dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
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.

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

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: _____

Product 4: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2b. Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

CHINA

(Quantity in 1,000 dry pounds, value in 1,000 dollars)		
Period of shipment	Product 5	
	Quantity	Value
2005		
January-March		
April-June		
July-September		
October-December		
2006		
January-March		
April-June		
July-September		
October-December		
2007		
January-March		
April-June		
July-September		
October-December		
2008		
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.

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

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-3. Please describe how your firm determines the prices that it charges for sales of citric acid and certain citrate salts (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.

III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-5. What are your firm's typical sales terms for citric acid and certain citrate salts imported from Canada and China (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

III-6. Approximately what share of your firm's sales of its citric acid and certain citrate salts imported from Canada and China in 2007 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

III-7. 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 RELATED INFORMATION--Continued

III-8. 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-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of citric acid and certain citrate salts?

<u>Source</u>	<u>Share of sales, 2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

- III-10. (a) What is the approximate percentage of the total delivered cost of citric acid and certain citrate salts that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-11a. What is the geographic market area in the United States served by your firm's citric acid and certain citrate salts from Canada? (check all that apply)

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

III-11b. What is the geographic market area in the United States served by your firm's citric acid and certain citrate salts from China? (check all that apply)

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

PART III.--PRICING AND RELATED INFORMATION--Continued

III-12. Describe the end uses of the citric acid and certain citrate salts that you import from Canada and China. For each end-use product, what percentage of the total cost is accounted for by citric acid and certain citrate salts?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-13. (a) Can other products be substituted for citric acid and certain citrate salts?

No Yes--Please list these substitute products in order of importance.

- (i) _____
- (ii) _____
- (iii) _____

(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 citric acid and certain citrate salts?

No Yes--To what degree do changes in their prices affect the price for citric acid and certain citrate salts? 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 citric acid and certain citrate salts or final end use?

PART III.--PRICING AND RELATED INFORMATION--Continued

III-14. How has the demand within the United States (and outside the United States if known) for citric acid and certain citrate salts changed since January 1, 2005? What principal factors affect changes in demand?

Increase No Change Decrease

III-15. Have there been any significant changes in the product range or marketing of citric acid and certain citrate salts since January 1, 2005?

No Yes-- Please describe.

III-16. Does your firm sell citric acid and certain citrate salts over the internet?

No Yes-- Please describe, noting the estimated percentage of your firm's total sales of citric acid and certain citrate salts in 2007 accounted for by internet sales.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-18. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between citric acid and certain citrate salts 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.¹

Country-pair	United States	Canada	China	Other countries
United States				
Canada				
China				

¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of citric acid and certain citrate salts, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III.--PRICING AND RELATED INFORMATION--Continued

III-19. Please identify below the names and addresses of your firm's 10 largest customers for citric acid and certain citrate salts during 2005-2007. 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 citric acid and certain citrate salts from Canada and China that each of these customers accounted for in 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					