

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 February 9, 2009

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 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported citric acid or certain citrate salts (as defined in the instruction booklet) from any country at any time since January 1, 2006?
<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, 2006?

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 December 31, 2008?

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

	Quantity (in 1,000 dry pounds)	Date of delivery
Imports from Canada		
Imports from China		

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		
	2006	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: _____ _____			
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 2006, 2007, and 2008 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		
	2006	2007	2008
Beginning-of-period inventories (<i>quantity</i>)			
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 (<i>quantity</i>)			
Channels of distribution:			
U.S. shipments to distributors (<i>quantity</i>)			
U.S. shipments to end users (<i>quantity</i>)			
¹ Please identify the foreign producers, if known: _____ _____			
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 2006, 2007, and 2008 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-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		
	2006	2007	2008
Beginning-of-period inventories (<i>quantity</i>)			
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 (<i>quantity</i>)			
Channels of distribution:			
U.S. shipments to distributors (<i>quantity</i>)			
U.S. shipments to end users (<i>quantity</i>)			
¹ Please identify the sources and foreign producers, if known: _____ _____			
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 2006, 2007, and 2008 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-7. **End Use Market Segments.**--Please report what volume (in 1,000 dry pounds) of your 2008 U.S. commercial shipments were used to produce products in each of the end-use market segments listed below. (Provide this information if you know the end use of your firm's U.S. imports. You may estimate, if necessary.)

Market Segment	Estimated 2008 U.S. commercial shipments of product originating in:	
	Canada	China
	<i>(1,000 dry pounds)</i>	
Food and Beverage		
Soft Drinks (carbonated beverages sold as a liquid)		
Other Beverages		
Total Beverage		
Food		
Subtotal, Food and Beverage		
Industrial		
Household detergents and cleaners		
Other Industrial		
Subtotal, Industrial		
Pharmaceutical		
Beauty and oral hygiene/cosmetics		
Other Pharmaceutical		
Subtotal, Pharmaceutical		
Other		
Unknown		
Total		

II-8. Of your firm's reported 2008 U.S. imports, what percentage of the quantity consisted of:

Citric acid ____% Sodium citrate ____%
 Potassium citrate ____% Crude calcium citrate ____%.

II-9. Of your firm's reported 2008 U.S. imports, what percentage of the quantity consisted of citric acid or certain citrate salts in the following forms:

Anhydrous ____% Monohydrate ____%
 Solution ____% Other (specify _____) ____%.

II-10. Since January 1, 2006, has your firm imported monosodium citrate?

No Yes—Report the quantity in *(1,000 dry pounds)* of your 2008 U.S. imports of that product.

_____ 1,000 dry pounds

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

II-11. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of citric acid or certain citrate salts from Canada and/or China because of the filing of the petition in these investigations?

- No Yes--Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from Canada and/or China, also indicating whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) product produced in the United States and/or imported from nonsubject countries.

II-12. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of citric acid or certain citrate salts from Canada and/or China because of the Department of Commerce's preliminary determinations of subsidies or sales at less than fair value?

- No Yes--Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from Canada and/or China, also indicating whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) such products produced in the United States and/or imported from nonsubject countries.

II-13. Please indicate, in order of importance, what you believe have been the principal reasons for any changes in U.S. imports of citric acid and certain citrate salts from Canada since 2006.

II-14. Please indicate, in order of importance, what you believe have been the principal reasons for any changes in U.S. imports of citric acid and certain citrate salts from China since 2006.

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

II-15. **COMPARABILITY OF CITRIC ACID, SODIUM CITRATE, AND POTASSIUM CITRATE.**—Since January 1, 2006, 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 Amelia Preece (202-205-3250, Amelia.Preece@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, on a delivered basis, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Canada, China, and nonsubject countries during January 2006-December 2008:

NOTE.- All values and quantities should be reported on a dry-weight equivalent basis. For citric acid only, dry weight prices should be expressed on an anhydrous equivalent basis.

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

Product 2.—Citric acid, granular, in dry form packed in bulk sacks (“supersacks”).

Product 3.—Citric acid, in 48 to 52 percent solution form sold in bulk.

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 report sales on a delivered basis to your final customer, including U.S.-inland transportation costs to your customer's facility. Please note that total dollar values should reflect the FINAL NET amount (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

Note:--Prices are requested separately for sales to end users and to distributors.

Note:--Prices of products 1, 2, and 3 are requested for sales on contract and spot sales separately.

Contract purchases are agreements, written or verbal, for multiple deliveries of product over a set period of time.

Spot purchases are onetime delivery, usually made within 30 days of the purchase agreement.

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)								
	Product 1				Product 2			
	Spot sales		Contract sales		Spot sales		Contract sales	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to end users								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 1				Product 2			
	Spot sales		Contract sales		Spot sales		Contract sales	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to distributors								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

¹ Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

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

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-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)								
	Product 3 (dry equivalent)				Product 4		Product 5	
	Spot sales		Contract sales		Spot and contract		Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to end users								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 3 (dry equivalent)				Product 4		Product 5	
	Spot sales		Contract sales		Spot and contract		Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to distributors								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

¹ Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

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

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:
Product 5:	

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)								
	Product 1				Product 2			
	Spot sales		Contract sales		Spot sales		Contract sales	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to end users								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 1				Product 2			
	Spot sales		Contract sales		Spot sales		Contract sales	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to distributors								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

¹ Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

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

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)								
	Product 3 (dry equivalent)				Product 4		Product 5	
	Spot sales		Contract sales		Spot and contract		Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to end users								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 3 (dry equivalent)				Product 4		Product 5	
	Spot sales		Contract sales		Spot and contract		Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to distributors								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

¹ Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

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

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:
Product 5:	

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

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

Nonsubject countries

(Quantity in 1,000 dry pounds, value in 1,000 dollars)								
	Product 1				Product 2			
	Spot sales		Contract sales		Spot sales		Contract sales	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to end users								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 1				Product 2			
	Spot sales		Contract sales		Spot sales		Contract sales	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to distributors								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

¹ Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

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

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-2c. Report below the quarterly price data¹ for pricing products² imported from nonsubject countries and sold by your firm.

Nonsubject countries

(Quantity in 1,000 dry pounds, value in 1,000 dollars)								
	Product 3 (dry equivalent)				Product 4		Product 5	
	Spot sales		Contract sales		Spot and contract		Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to end users								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 3 (dry equivalent)				Product 4		Product 5	
	Spot sales		Contract sales		Spot and contract		Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to distributors								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

¹ Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

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

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:
Product 5:	

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

III-2d. If you sold one of the five pricing products from nonsubject countries, please list the country or countries in which it was produced.

Product 1 _____

Product 2 _____

Product 3 _____

Product 4 _____

Product 5 _____

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/or China (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted f.o.b. _____, or delivered?

III-6. a) Approximately what share of your firm's sales of its citric acid and certain citrate salts imported from **Canada** in 2008 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries less than 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	_____

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

III-6. b) Approximately what share of your firm's sales of its citric acid and certain citrate salts imported from **China** in 2008 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries less than 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 contract basis, what is the importance for your firm of the following factors on price at the time of contract negotiations and how do each of these factors influence price?

a) Presence of product/bids from **U.S. producers**

Not important Somewhat important Very important

b) Competitive U.S. producers' influence on price

Neutral Downward Upward

c) Presence of product/bids from **Canadian producers**

Not important Somewhat important Very important

d) Canadian producers' influence on price

Neutral Downward Upward

e) Presence of product/bids from **Chinese producers**

Not important Somewhat important Very important

f) Chinese producers' influence on price

Neutral Downward Upward

g) Presence of product/bids from **Nonsubject producers**

Not important Somewhat important Very important

h) Nonsubject producers' influence on price

Neutral Downward Upward

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

III-8. 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? _____ months
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No
- (e) Was the meet or release provision used? Yes No
- (f) When are contracts negotiated? _____)
(Explain why.) _____)
- (g) With whom do you make these contracts?
End users _____percent Distributors _____percent
- (h) Industries of most important purchasers using these contracts _____

III-9. 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? _____ months
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No
- (e) Was the meet or release provision used? Yes No
- (f) When are contracts negotiated? _____)
(Explain why.) _____)
- (g) With whom do you make these contracts?
End users _____percent Distributors _____percent
- (h) Industries of most important purchasers using these contracts _____

III-10. If you sell on a spot basis, please answer the following questions with respect to spot sales.

- (a) When do spot sales occur? _____)
(Explain why) _____)
- (b) To whom do you make spot sales? End users _____percent Distributors _____percent
- (c) Industries of most important purchasers using these spot sales _____
- (d) How are terms set? _____

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

III-11. If you sell on a spot basis, what is the importance for your firm of the following factors on price at the time of contract negotiations and how do each of these factors influence price?

a) Presence of product/bids from **U.S. producers**

Not important Somewhat important Very important

b) Competitive U.S. producers' influence on price

Neutral Downward Upward

c) Presence of product/bids from **Canadian producers**

Not important Somewhat important Very important

d) Canadian producers' influence on price

Neutral Downward Upward

e) Presence of product/bids from **Chinese producers**

Not important Somewhat important Very important

f) Chinese producers' influence on price

Neutral Downward Upward

g) Presence of product/bids from **Nonsubject producers**

Not important Somewhat important Very important

h) Nonsubject producers' influence on price

Neutral Downward Upward

III-12. a) If you are a distributor from which of the following sources have you received price bids for your spot sales?

Not a distributor (go to next question) Distributor (continue)

U.S. producers Importers of Canadian product Importers of Chinese product

Importers of nonsubject product Other sources (specify)_____

b) Which of the typically gave you the lowest bid in 2006 for spot sales?

U.S. product Canadian product Chinese product Nonsubject product

c) Which of these typically gave you the lowest bid in 2007 for spot sales?

U.S. product Canadian product Chinese product Nonsubject product

d) Which of these typically gave you the lowest bid in 2008 for spot sales?

U.S. product Canadian product Chinese product Nonsubject product

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

III-13. 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>Product from Canada</u>		<u>Product from China</u>	
	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>
From inventory	_____	_____ days	_____	_____ days
Produced to order	_____	_____ days	_____	_____ days
Total	100 %		100 %	

III-14. (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-15. What is the geographic market area in the United States served by your firm's citric acid and certain citrate salts? (check all that apply.)

- | | | | |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe: _____) | | |

III-16. Describe the end uses of the citric acid and certain citrate salts that you import from Canada and/or 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>Citric Acid and certain citrate salts'</u> <u>share of total cost of this end use</u> <u>(percent)</u>
_____	_____
_____	_____
_____	_____

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

III-17. (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

III-18. 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, 2006? What principal factors affect changes in demand?

Increase No Change Decrease

III-19. Have there been any significant changes in the product range or marketing of citric acid and certain citrate salts since January 1, 2006?

No Yes-- Please describe.

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

III-20. a) For your sales of citric acid and certain citrate salts since January 1, 2006, how important of a problem was “caking” or “clumping”?

- Not a problem Very important Somewhat important Not important

b) If “caking” or “clumping” was a problem, please explain why.

III-21. Did your firm import citric acid and certain citrate salts that were “caked” or “clumped” since January 1, 2006?

- No Yes—Did you take steps to eliminate this problem?
- No Yes—If yes, what percentage did these steps add to your overall cost for citric acid and certain citrate salts?
- less than 1% 1 to 2% 2 to 5% greater than 5%

III-22. Has your firm, your supplier, or your customers (to your knowledge) purchased any equipment or implemented any practices to reduce “caking” in your sales of citric acid and certain citrate salts?

- No Yes—Please describe.

III-23. How often did your firm encounter problems with “caking” or “clumping” of citric acid and certain citrate salts from the following countries since January 1, 2006?

- Product from the United States: Frequently Sometimes Rarely Never
- Product from Canada: Frequently Sometimes Rarely Never
- Product from China: Frequently Sometimes Rarely Never
- Product from other countries: Frequently Sometimes Rarely Never

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

III-24. Has your firm, your supplier or your customers (to your knowledge) experienced any instances of rejected or cancelled orders, claims, customer complaints etc. due to instances of "caking" in your sales of citric acid and certain citrate salts?

No Yes-- Please describe.

III-25. Does your firm hedge against changes in the price of corn when you make contracts for citric acid and certain citrate salts?

No Yes

Please explain why you do or do not hedge when you make contracts citric acid and certain citrate salts.

III-26. a) Has your firm used corn future prices in determining citric acid and certain citrate salts contract prices since January 1 2006?

No Yes-- Please describe how future prices are used and why.

b) Have your contracts indexed citric acid and certain citrate salts prices based on the price of corn or corn future prices since January 1 2006?

No Yes-- Please describe how.

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

III-27. Has your firm allocated a certain portion of your sales of citric acid and certain citrate salts at year end for annual contracts since January 1, 2006?

- No Yes--Please describe how your firm determines such allocations. Are the allocations affected by purchasers' reported requirement for citric acid and certain citrate salts in the contract year?

III-28. Has your firm ever limited the volume of citric acid and certain citrate salts that a single purchaser may purchase in a year since January 1, 2006?

- No Yes—Why do you limit the volume purchased by individual purchasers? How do you determine the volume each purchaser may buy?

III-29. Has your firm placed purchasers on allocation or limited the amount of citric acid and certain citrate salts they can purchase since January 1, 2006?

- No Yes--Please report the dates this occurred, the purchasers, and the reason for limiting your sales.

III-30. Has your firm experienced any supply disruptions that affected your sales/shipments of citric acid and certain citrate salts to purchasers since January 1, 2006?

- No Yes--Please report the dates this occurred, the purchasers, and the reason for limiting your sales.

III-31. Since January 1, 2006, have prices in the U.S. market for citric acid and certain citrate salts generally increased, decreased, or stayed the same?

- Increased Decreased Stayed the same

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

III-32. If you checked "Increase" or "Decrease" in response to the previous question, please list (in order of importance) what you believe are the principal reasons why prices changed.

III-33. Are citric acid in anhydrous form, monohydrate form, dihydrate form, and in solution interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the different forms of citric acid are *always* interchangeable, "F" to indicate that the different forms of citric acid are *frequently* interchangeable, "S" to indicate that the forms of citric acid are *sometimes* interchangeable, "N" to indicate that the different forms of citric acid are *never* interchangeable, and "0" to indicate *no familiarity* with the forms of citric acid.¹

Product form	Anhydrous	Monohydrate	Dihydrate	Solution
Anhydrous				
Monohydrate				
Dihydrate				

¹ For any forms of citric acid that are *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

III-34. Are citric acid and certain citrate salts produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States	Canada	China	Other countries, specify: _____
United States				
Canada				
China				
<p>¹ For any country-pair producing citric acid and certain citrate salts which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>				

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

III-35. 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, specify: _____
United States				
Canada				
China				
<p>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:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>				

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

III-36. Please identify below the names and addresses of your firm's 10 largest customers for citric acid and certain citrate salts during January 2006-December 2008. 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 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					