U.S. PRODUCERS' 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)).

Address											
City			Sta	nte	_ Z	ip Cod	e				
World Wide W	eb addre	SS									
Has your firm prod January 1, 2006?	duced citri	c acid or certai	n citrate salts	s (as defined	l in th	ne instruc	ction book	tlet) at ar	ny time	since	
NO (Si	gn the certi	ication below a	nd promptly re	turn only this	s page	of the qu	estionnaire	to the Co	ommissi	on)	
		uction booklet c o the Commissi						return the	entire		
											_
hat the information f and understand th				juestionnair						of my kn	owledg
	at the info on I also questionna me or simi ion submi and contra ese invest the progr	rmation subm grant consent gire and throu lar merchand tted in this qu act personnel igations or rel ams and oper	onse to this q itted is subject for the Con ghout these i ise. estionnaire r who are acti ated proceed ations of the	nuestionnain ct to audit a nmission, a investigation response an ing in the c ings for wh	and vo and it ns in ad thr capac sich th	erification ts employ any other coughous ity of Chis infor	on by the on by the on by the one of the se incommission on the one of the on	Commiss contrac injury in vestigation emplo submitt	sion. t person nvestiga ons mag yees, fo ed, or ii	nnel, to utions co y be use or devel n intern	use the nducted d by the oping out audit
f and understand the sof this certification on provided in this mmission on the salledge that information, its employees, ing the records of the tigations relating to	at the info on I also questionname or simi ion submi and contra tese invest the progr yn non-dis	rmation subm grant consent gire and throu lar merchand tted in this qu act personnel igations or rel ams and oper	onse to this q itted is subject for the Conghout these is ise. estionnaire r who are activated proceed ations of the ments.	nuestionnain ct to audit a nmission, a investigation response an ing in the o ings for wh Commission	and vo and it ns in ad thr capac sich th	erification ts employ any other coughous ity of Chis infor	on by the on by the on by the one of the se incommission on the one of the on	Commiss contrac injury in vestigation emplo submitte	sion. t person nvestiga ons mag yees, fo ed, or ii	nnel, to utions co y be use or devel n intern	use the nducted d by the oping out audit

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 50 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.			number of hours required an completing the form.	d the cost to your firm	n of preparing the
				hours	dollars
I-1b.		specific question	nents you may have for impros. Please attach such comme		•
I-2.	instruction bo		of establishment(s) covered lang guidelines). If your firm is mbol.	-	
I-3.	Do you suppo	ort or oppose the	petition?		
	Canada Support	Oppose	☐ Take no position		
	China ☐ Support	Oppose	☐ Take no position		

PART I.--GENERAL INFORMATION--Continued

		Extent of
Firm name	Address	ownership
importing citric acid or		or China into the United States or
are engaged in exporting States?	g citric acid or certain citrate salt	ts from Canada or China to the Uni
□ No □ Yes	List the following information.	
Firm name	Address	<u>Affiliation</u>
_		<u> </u>
		or foreign, which are engaged in the
Does your firm have an production of citric acid	or certain citrate saits?	
production of citric acid	:List the following information.	
production of citric acid		<u>Affiliation</u>

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 <u>calendar-year</u> basis.

II-1.	Who should be contacted regarding the requested trade and related information?					
	Company contact:	NI				
		Name and title	e			
		() Phone numbe	<u> </u>	E-mail address		
II-2a.	consolidations, cloudisruptions, or other	sures, or prolonged er reasons; or any of ng to the production	shutdowns bed ther change in of citric acid	ations, expansions, acquisitions, cause of strikes, equipment failure, energ the character of your operations or or certain citrate salts since January 1, 20 e, nature, and significance of such chang		
II-2b.	•	•		ction because of shortages of raw materia rate salts since January 1, 2006?		
	□ No □	YesSupply detail	ls of the curtai	lment of production.		
II-3.		oduce other products		equipment and machinery used in the		
	☐ No ☐ YesList the following information.					
	Basis for allocation of capacity data (e.g., sales):					
	Products produced on the same equipment and share of total production in 2008 (in percent):					
	Product		Percent			
	Citric acid					
	Sodium citrate					
	Potassium citrate					

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

	oduction capacity betw		n your production cap	acity and your ability
	firm produce other precitric acid or certain of		e production and relate	ed workers employed
☐ No	YesList the	e following informati	on.	
Basis for a	allocation of capacity of	lata (e.g., sales):		
Products p	produced using the sam	ne workers and share	of total production in	2008 (in percent):
Product		Percent		
Citric ac	id			
Sodium o	citrate			
Potassiu	n citrate			
	uary 1, 2006, has your n booklet) regarding th			
☐ No	YesName f	firm(s):		
Does your	firm produce citric ac	id or certain citrate s	alts in a foreign trade a	zone (FTZ)?
☐ No	YesIdentify	y FTZ(s):		
Since Janu	nary 1, 2006, has your	firm imported citric a	icid or certain citrate s	alts?
☐ No		LETE AND RETUR STIONNAIRE	NA U.S. IMPORTE	RS'

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

II-9a. Citric Acid and Certain Citrate Salts. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of citric acid and certain citrate salts in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) Please note that tables II-9b, II-9c, and II-9d are subsets of and should equal table II-9a.

Quantity (in	1,000 dry pounds) and	l value (<i>in \$1,000</i>)			
	Calendar years				
Item	2006	2007	2008		
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:	1				
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:		-	-		
Quantity of transfers					
Value ² of 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)					
Employment data:		-	-		
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
The production capacity (see definitions in in weeks per year. Please describe the meth reported capacity (use additional pages as neces	nodology used to calcul	rted is based on operating _ late production capacity, an	hours per week, d explain any changes in		
² Internal consumption and transfers to related different basis for valuing these transactions, plea using that basis for 2006, 2007, and 2008 below:	ase specify that basis (at fair market value. In the e.g., cost, cost plus, etc.) ar	event that you use a nd provide value data		
3 Identify your principal export markets: 4 Reconciliation of dataPlease note that the inventories, plus production, less total shipments ☐ Yes ☐ NoPlease explain:					

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

II-9b. <u>Citric Acid.</u> Report your firm's production capacity, production, shipments, inventories, and employment related to the production of citric acid in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (III 1,0	ooo ary poarias, ar	nd value (in \$1,000)		
Item	Calendar years			
• • • • • • • • • • • • • • • • • • • •	2006	2007	2008	
Average production capacity ¹ (quantity)				
Beginning-of-period inventories (quantity)				
Production (quantity)				
U.S. shipments:				
Commercial shipments:			<u> </u>	
Quantity of commercial shipments Value of commercial shipments				
Internally consumed to produce				
Sodium citrate				
Quantity of internal consumption				
Value ² of internal consumption				
Potassium citrate				
Quantity of internal consumption				
Value ² of internal consumption				
Other products ()				
Quantity of internal consumption				
Value ² of internal consumption				
Transfers to related firms:				
Quantity of transfers				
Value ² of 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 (<i>quantity</i>)				
Employment data:				
Average number of PRWs (number)				
Hours worked by PRWs (1,000 hours)				
Wages paid to PRWs (<i>value</i>)				
The production capacity (see definitions in instruction)	n hooklet) reported is l	hased on operating hours	s per week, weeks per	
year. Please describe the methodology used to calculate pages as necessary).				
² Internal consumption and transfers to related firms m valuing these transactions, please specify that basis (e.g. 2008 below:				
2				
 Identify your principal export markets: Reconciliation of dataPlease note that the quantitiplus production, less total shipments, equals end-of-period 			nning-of-period inventories,	
☐ Yes ☐ NoPlease explain:				

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

II-9c. <u>Sodium Citrate.</u> Report your firm's production capacity, production, shipments, inventories, and employment related to the production of sodium citrate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in	1,000 dry pounds) and	value (in \$1,000)			
	Calendar years				
Item	2006	2007	2008		
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:		<u> </u>			
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:		<u> </u>			
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
The production capacity (see definitions in ir weeks per year. Please describe the method reported capacity (use additional pages as necessary).	nodology used to calcula	ted is based on operating _ ate production capacity, and	hours per week, dexplain any changes in		
² Internal consumption and transfers to related different basis for valuing these transactions, pleausing that basis for 2006, 2007, and 2008 below:	ase specify that basis (e	at fair market value. In the e.e.g., cost, cost plus, etc.) and	event that you use a d provide value data		
3 Identify your principal export markets: 4 Reconciliation of dataPlease note that the inventories, plus production, less total shipments ☐ Yes ☐ NoPlease explain:					

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

II-9d. **Potassium Citrate.** Report your firm's production capacity, production, shipments, inventories, and employment related to the production of potassium citrate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in	1,000 dry pounds) and	value (in \$1,000)			
	Calendar years				
Item	2006	2007	2008		
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:		<u> </u>			
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:		<u> </u>			
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
The production capacity (see definitions in ir weeks per year. Please describe the method reported capacity (use additional pages as necessary).	nodology used to calcula	ted is based on operating _ ate production capacity, and	hours per week, dexplain any changes in		
² Internal consumption and transfers to related different basis for valuing these transactions, pleausing that basis for 2006, 2007, and 2008 below:	ase specify that basis (e	at fair market value. In the e.e.g., cost, cost plus, etc.) and	event that you use a d provide value data		
3 Identify your principal export markets: 4 Reconciliation of dataPlease note that the inventories, plus production, less total shipments ☐ Yes ☐ NoPlease explain:					

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

	-			
I-11.	Other than direct imports, has yo since January 1, 2006? (See def			or certain citrate salts
	☐ No ☐ YesReport	such purchases be	elow for the specified	periods. ¹
	(Quantity ii	1,000 dry pounds	, value <i>in \$1,000</i>)	
			Calendar years	
	Item	2006	2007	2008
	HASES FROM U.S. IMPORTERS ² ODUCT FROM			
Car	nada:			
	Quantity			
	Value			
Chi	na:			
	Quantity			
	Value			
All	other countries:			
	Quantity			
	Value			
	HASES FROM DOMESTIC UCERS: ²			
	antity			
Val	ue			
PURC	HASES FROM OTHER SOURCES:2	1	1	•
Qua	antity			
Val	ue			
vai				source, please elaborate

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

II-12. 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. commercial shipments; estimate, if possible.)

Market Segment	Estimated 2008 shipments
	(1,000 dry pounds)
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-13.	Of your firm's reported 2008 U.S. comm consisted of citric acid or certain citrate s	ercial shipments, what percentage of the quantity alts in the following forms:
	Anhydrous%	Monohydrate%
	Solution%	Other (specify)%.
II-14.	Since January 1, 2006, has your firm produced	duced monosodium citrate in the United States?
	No Yes—Report the qua of that product.	ntity in (1,000 dry pounds) of your 2008 U.S. production
		1,000 dry pounds

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 produced 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.--FINANCIAL INFORMATION

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

III-1.	Who should be c	contacted regarding the request	ed financial information?
	Company contac	Name and title	
		() Phone number	E-mail address
III-2.	Briefly describe	your financial accounting syste	em.
		When does your fiscal year end If your fiscal year changed dur	d (month and day)?ing the period examined, explain below:
			perations (e.g., plant, division, company-wide) for prepared that include subject merchandise:
ш 2	3. I (4. I (Note: Th including acid and your firm	Yes No How often did your firm (or pa (including annual reports, 10K Audited, unaudited, Monthly, quarterly, Accounting basis: GAAP (specify) The Commission may request that your internal profit-and-loss statement certain citrate salts, as well as the company of the company	our company submit copies of its financial statements, its for the division or product group that includes citric ose statements and worksheets used to compile data for
III-3. III-4.		your allocation basis, if any, fo	e.g., standard cost, job order cost, etc.). or COGS, SG&A, and interest expense and other

III-5. Other products.--Please list any other products you produced in the facilities in which you

U.S. Producers' Questionnaire - Citric Acid and Certain Citrate Salts

PART III.--FINANCIAL INFORMATION--Continued

<u>Products</u>		Share of sales	
			-
			-
			-
		nterial corn as an input and provide 007 and 2008 calendar years.	e the sl
Products		<u>Share of sa</u> 2007	<u>ales</u> 200
~			<u>200</u>
Other (please specify)			
Other (please specify)			
	inputs (raw materials, labor, or certain citrate salts from a	energy, or any other services) used any related firm?	d in th
Yes—Continue to q	uestion III-8 below.	NoContinue to question III-11 b	elow.
citrate salts that your fir		ted to the production of citric acid ies whose financial statements are rm.	or cei
Innut	Related pa	<u>arty</u>	
<u>Input</u>			
<u>триг</u>			

PART III.--FINANCIAL INFORMATION--Continued

operations.

III-9.	With respect to the related companies identified in response to question III-/ above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)
	☐ Yes—Continue to question III-9 below. ☐ NoContinue to question III-10 below.
III-10.	All intercompany profit on inputs <u>purchased from related parties</u> that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.
	Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?
	Yes No—Please contact Justin Jee (202-205-3186, Justin.jee@usitc.gov).
III-11.	Nonrecurring chargesFor each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (<i>in</i> \$1,000). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's citric acid or certain citrate salts

		Calendar ended	
Item	<u>2006</u>	<u>2007</u>	<u>2008</u>
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

III-12a. Operations on Citric Acid and Certain Citrate Salts.--Report the revenue and related cost information requested below on the citric acid and certain citrate salt operations of your U.S. establishment(s). Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed calendar years ended December 31, in chronological order from left to right. 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. Please note that tables III-12b, III-12c, and III-12d are subsets of and should equal table III-12a. Be sure to reconcile these data with your responses for question II-9.

Quantity (in 1,0	00 dry pounds) an	d value (<i>in \$1,000</i>)	
		Calendar years ended	
Item	<u>2006</u>	<u>2007</u>	<u>2008</u>
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
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.

Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

³ 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.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

III-12b. Operations on Citric Acid.--Report the revenue and related cost information requested below on the citric acid operations of your U.S. establishment(s). Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed calendar years ended December 31 in chronological order from left to right. 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.

	Calendar years ended			
Item	2006	2007	2008	
Net sales quantities: ³				
Commercial sales				
Internal consumption				
Transfers to related firms				
Total net sales quantities				
Net sales values: ³				
Commercial sales				
Internal consumption				
Transfers to related firms				
Total net sales values				
Cost of goods sold (COGS): ⁴				
Raw materials				
Direct labor				
Other factory costs				
Total COGS				
Gross profit or (loss)				
Selling, general, and administrative (SG&A) expenses:				
Selling expenses				
General and administrative expenses				
Total SG&A expenses				
Operating income (loss)				
Other income and expenses:				
Interest expense				
All other expense items				
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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

³ 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.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

III-12c. Operations on Sodium Citrate.--Report the revenue and related cost information requested below on the sodium citrate operations of your U.S. establishment(s). Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed calendar years ended December 31 in chronological order from left to right. 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.

	Calendar years ended		
Item	2006	<u>2007</u>	2008
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS):4		1	
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
1 Include only calco (whether demostic or export) and		C	1

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

² Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

³ 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.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

III-12d. Operations on Potassium Citrate.--Report the revenue and related cost information requested below on the potassium citrate operations of your U.S. establishment(s). Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed calendar years ended December 31 in chronological order from left to right. 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.

	Calendar years ended		
Item	2006	2007	2008
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

³ 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.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

III-13. <u>Asset values</u>.--Report the total assets associated with the production, warehousing, and sale of citric acid or certain citrate salts. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your three most recently completed calendar years ended December 31 in chronological order from left to right.

	Value (in \$1,000)		
	Calendar years ended		
Item	<u>2006</u>	<u>2007</u>	<u>2008</u>
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current			
E. Total current assets (lines 1.A. thru 1.D.)			
2. Property, plant, and equipment (PPE)			
A. Original cost of PPE			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE			
D. All other non-current			
E. Total non-current (lines 2.C plus 2.D)			
3. Total assets (add 1.E and 2.E)			

III-14. <u>Capital expenditures and research and development expenditures</u>.--Report your firm's capital expenditures and research and development expenditures on citric acid or certain citrate salts. Provide data for your three most recently completed calendar years in chronological order from left to right.

Value (<i>in \$1,000</i>)			
	Calendar years ended		
Item	<u>2006</u>	2007	<u>2008</u>
Capital expenditures			
Research and development expenditures			

PART III.--FINANCIAL INFORMATION--Continued

III-15.	investment or efforts (include	1, 2006, has your firm experienced any actual negative effects on its return on its growth, investment, ability to raise capital, existing development and productioning efforts to develop a derivative or more advanced version of the product), or the investments as a result of imports of citric acid or certain citrate salts from Canada.
	☐ No	YesMy firm has experienced actual negative effects as follows:
		Cancellation, postponement, or rejection of expansion projects
		Denial or rejection of investment proposal
		Reduction in the size of capital investments
		Rejection of bank loans
		Lowering of credit rating
		Problem related to the issue of stocks or bonds
		Other (specify)
III-16.	Does your firm Canada or Chi	n anticipate any negative impact of imports of citric acid or certain citrate salts from na?
III-17.	Does your firm	n use futures contracts to hedge against changes in the price of corn?
	□ No	Yes—Please explain how your company accounts for gains and losses in connection with these futures contracts. To what extent, if any, are such gains or losses reflected in your costs of raw materials for producing citric acid and certain citrate salts?

PART IV.--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)

IV-1.	Who should be contact	acted regarding the requested pricing and related information?		
	Company contact:	Name and title		
		() Phone number	E-mail address	

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. commercial shipments to unrelated parties of the following products that your firm produced 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 <u>anhydrous</u> 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 <u>delivered</u> basis to your final customer, <u>including</u> 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.

<u>Contract purchases</u> 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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

		Product 1				Product 2				
	Spot s	ales	Contrac	Contract sales		Spot sales		t sales		
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value		
				Sales to	end users					
2006 JanMar.										
April-June										
July-Sept.										
OctDec.										
2007 JanMar.										
April-June										
July-Sept.										
OctDec.										
2008 JanMar.										
April-June										
July-Sept.										
OctDec.										
		Proc	duct 1			Proc	luct 2			
	Spot s	sales	Contrac	ct sales	Spot s	sales	Contrac	t sales		
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value		
				Sales to d	listributors					
2006 JanMar.										
April-June										
July-Sept.										
OctDec.										
2007 JanMar.										
April-June										
July-Sept.										
OctDec.										
2008 JanMar.										
April-June										
July-Sept.										
OctDec.	1		-		+			1		

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.

Draduat 1.

NoteIf your product does not exactly	meet the product specifications but	is competitive with the	e specified product
provide a description of your product:			

Flouuct 1.			
Product 2:			

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

IV-2. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

	Pr	Product 3 (dry equivalent)				ict 4	Product 5	
	Spot sales			Contract sales		contract	Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
				Sales to	end users			
2006 JanMar.								
April-June								
July-Sept.								
OctDec.								
2007 JanMar.								
April-June								
July-Sept.								
OctDec.								
2008								
JanMar.								
April-June								
July-Sept.								
OctDec.								
	Pr	oduct 3 (d	ry equivalent	t)	Produ	ict 4	Produ	ıct 5
	Spot	sales	Contrac	ct sales	Spot and	contract	Spot and	contract
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
				Sales to d	istributors			
2006								
JanMar.								
April-June								
July-Sept.								
OctDec.								
2007								
JanMar.								
April-June								ļ
July-Sept.								<u> </u>
OctDec.								
2008 JanMar.								
April-June	+							
•						1		
luly-Sant			1	1	1	1	1	1
July-Sept. OctDec.								

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

NoteIf your pro	oduct do	es not exactly	meet the pi	roduct specif	ications but	is competitive	with the	specified p	oroduct,
provide a descrip	otion of y	our product:							

Product 3:	
Product 4:	
Product 5:	

IV-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.						
IV-4.	Please describe your firm's dis	scount policy (qua	untity discounts	, annual total volume discounts, etc.).			
IV-5.				citric acid and certain citrate salts (e.g., our prices of such product usually			
IV-6.	salts in 2008 were on a (1) lon	g-term contract ba	asis (multiple d	duced citric acid and certain citrate eliveries for 12 months or more), (2) hs), and (3) spot sales basis (for a			
	Type of sale		Share of sales	(percent)			
	Long-term contract	ets					
	Short-term contra	cts					
	Spot sales						
IV-7.	If you sell on a contract basis, the time of contract negotiatio			Firm of the following factors on price at ors influence price?			
	a) Presence of product/bids fro	om U.S. producer	·s				
	☐ Not important	Somewhat i	mportant	☐ Very important			
	b) Competitive U.S. producers	' influence on pri	ce				
	☐ Neutral	Downward	\square U _j	oward			
	c) Presence of product/bids fro	om Canadian pro	ducers				
	☐ Not important	Somewhat i	mportant	☐ Very important			
	d) Canadian producers' influen	nce on price					
	Neutral	Downward	\square U _j	oward			

IV-7.	e) Pres	ence of product/bids from Chinese producers
		☐ Not important ☐ Somewhat important ☐ Very important
	f) Chin	ese producers' influence on price
		☐ Neutral ☐ Downward ☐ Upward
	g) Pres	ence of product/bids from Nonsubject producers
		☐ Not important ☐ Somewhat important ☐ Very important
	h) Non	subject producers' influence on price
		☐ Neutral ☐ Downward ☐ Upward
IV-8.	-	sell on a long-term contract basis, please answer the following questions with respect to ons 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?
	(d)	Does the contract have a meet or release provision?
	(e)	Was the meet or release provision used?
	(f)	When are contracts negotiated?
	(g)	With whom do you make these contracts? End userspercent Distributorspercent
	(h)	Industries of most important purchasers using these contracts
IV-9.		sell on a short-term contract basis, please answer the following questions with respect to ons 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?
	(c)	Does the contract fix quantity, price, or both?
	(d)	Does the contract have a meet or release provision?
	(e)	Was the meet or release provision used?
	(f)	When are contracts negotiated?
	(g)	With whom do you make these contracts? End userspercent Distributorspercent

IV-9.	(h)	Industries of most important purchasers using these contracts					
IV-10. If you sell on a spot basis, please answer the following questions with respect to spot sa						sales.	
	(a)	When do spot sales occ (Explain why.)	cur?)	
	(b)	To whom do you make	e spot sales? End users	perc	ent Distributors	_percent	
	(c)	Industries of most imp	ortant purchasers using th	hese spot	sales		
	(d)	How are terms set?					
IV-11.			t is the importance for yound how do each of these f			es on price at the	
	a) Prese	ence of product/bids fro	m U.S. producers				
		☐ Not important	Somewhat importan	nt	☐ Very important		
	b) Com	petitive U.S. producers	' influence on price				
		☐ Neutral	☐ Downward	Up	ward		
	c) Prese	ence of product/bids fro	m Canadian producers				
		☐ Not important	Somewhat importan	nt	☐ Very important		
	d) Cana	adian producers' influen	ice on price				
		☐ Neutral	☐ Downward	Up	ward		
	e) Prese	ence of product/bids fro	m Chinese producers				
		☐ Not important	Somewhat importar	nt	☐ Very important		
	f) Chin	ese producers' influence	e on price				
		☐ Neutral	☐ Downward	Up'	ward		
	g) Pres	ence of product/bids fro	m Nonsubject producer	:s			
		☐ Not important	Somewhat importan	nt	☐ Very important		
	h) Non	subject producers' influ	ence on price				
		☐ Neutral	☐ Downward	Up	ward		

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

IV-12. 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 citric acid and certain citrate salts?

			Share of	f sales,		
		Source	<u>200</u>	<u>)8</u>	<u>Lead time</u>	
	From	inventory			days	
	Produ	ced to order			days	
	Total		100	%		
IV-13.	(a)		proximate percentage of counted for by U.S. inlar		cost of citric acid and certain osts? percent.	citrate
	(b)		arranges the transportat	tion to your custom	ers' locations? (check one)	
	(c)				your storage or production fact. Over 1,000 miles? p	
IV-14.		s the geographic salts? (check all		ed States served by	your firm's citric acid and ce	rtain
	☐ Nor	theast	Mid-Atlantic	Midwest	Southeast	
	Southwest		Rocky Mountains	☐ West Coast	Northwest	
	☐ Nat	ional	Other (describe: _)	
IV-15.					t you manufacture. For each citric acid and certain citrate s	
	End u	<u>se</u>		Share of to	al cost (percent)	
IV-16.	(a)	Can other prod	lucts be substituted for c	itric soid and corte	in citroto colto?	
1 v - 10.	(a)	_				
		☐ No	YesPlease list the	ese substitute produ	ects 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
and cer	is the demand within the United States (and outside the United States if known) for citric acid tain citrate salts changed since January 1, 2006? What principal factors affect changes in 1?
☐ Incr	eased No change Decreased
	here been any significant changes in the product range or marketing of citric acid and certain salts since January 1, 2006?
☐ No	Yes Please describe.
	ar firm hedged against changes in the price of corn when you made contracts for the sale of eid and certain citrate salts since January 1, 2006?
☐ No	Yes
	explain why you do or do not hedge when you make contracts for the sale of citric acid and citrate salts.
	<u> </u>
	Have the citrate is Incomplete the citrate in Incomplete the citrate is Incomplete the Incomplete the citrate is Incomplet

IV-20.	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.								
IV-21.	•	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	YesPlease 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?								
IV-22.	-	n ever limited the volume of citric acid and certain citrate salts that a single purchaser in a year since January 1, 2006?								
	□ No	Yes—Why did you limit the volume purchased by individual purchasers? How did you determine the volume each purchaser may buy?								
IV-23.		n placed purchasers on allocation or limited the amount of citric acid and certain citrate purchase since January 1, 2006?								
	☐ No	YesPlease report the dates this occurred, the purchasers, and the reason for limiting your sales.								

-25. Si in	Increased, decreas Increased f you checked "Ir mportance) what Are citric acid in a nterchangeable (i using "A" to indic	limiting your s 2006, have prices in ed, or stayed the sa I ncrease" or "Decrea you believe are the anhydrous form, me i.e., can they physic eate that the different	the U.S. market forme? Decreased ase" in response to the principal reasons we conclude the principal reasons we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be principally as the principal reasons which we can be	hydrate form, and in so same applications)? Pleid are always interchang	citrate salts general same same same slease list (in order or colution ease indicate below,
-26. If im ———————————————————————————————————	Increased, decreas Increased f you checked "Ir mportance) what Are citric acid in a nterchangeable (i using "A" to indic	Increase" or "Decrease you believe are the anhydrous form, more, e., can they physicate that the different	onohydrate form, dileally be used in the satt forms of citric acid	Stayed the he previous question, purply prices changed. hydrate form, and in so same applications)? Pleid are always interchanged.	same lease list (in order of the control of the co
-26. If im ———————————————————————————————————	Increased, decreas Increased f you checked "Ir mportance) what Are citric acid in a nterchangeable (i using "A" to indic	Increase" or "Decrease you believe are the anhydrous form, more, e., can they physicate that the different	onohydrate form, dileally be used in the satt forms of citric acid	Stayed the he previous question, purply prices changed. hydrate form, and in so same applications)? Pleid are always interchanged.	same lease list (in order of the control of the co
-27. Arin us th cir	f you checked "Ir mportance) what Are citric acid in a nterchangeable (in a listing "A" to indicate the content of the conten	anhydrous form, mo	e principal reasons we principal reasons we conclude the principal reasons we can be concluded the principal reasons when the principal reasons we can be concluded to the principal reasons when the principal reasons we can be concluded to the principal reasons which is the principal reasons we can be concluded to the principal reasons which is the principal reas	he previous question, p why prices changed. hydrate form, and in so same applications)? Ple	elease list (in order of
-27. Arin us th cir	Are citric acid in a nterchangeable (in sing "A" to indicate the control of the citric acid in a sing "A" to indicate the citric acid in a sing "A" acid "A"	anhydrous form, money, can they physicate that the differen	onohydrate form, dil cally be used in the s	hydrate form, and in so same applications)? Pleid are always interchange	olution ease indicate below,
in us th cit	nterchangeable (<i>i</i> sing "A" to indic	.e., can they physic cate that the differen	ally be used in the s at forms of citric aci	same applications)? Ple	ease indicate below,
in us th cit	nterchangeable (<i>i</i> sing "A" to indic	.e., can they physic cate that the differen	ally be used in the s at forms of citric aci	same applications)? Ple	ease indicate below,
in us th cit	nterchangeable (<i>i</i> sing "A" to indic	.e., can they physic cate that the differen	ally be used in the s at forms of citric aci	same applications)? Ple	ease indicate below,
	eitric acid are som never interchange	etimes interchange able, and "0" to inc	able, "N" to indicate licate no familiarity	changeable, "S" to indice that the different form with the forms of citric	cate that the forms on sof citric acid are cacid. ¹
-	Product form	Anhydrous	Monohydrate	Dihydrate	Solution
A	Anhydrous				
N	Monohydrate				
[Dihydrate				
li -		of citric acid that are terchangeable use:	sometimes or never i	nterchangeable, please ex	xplain the factors tha

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

IV-28. 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				
interchangeable,	please explain the	e factors that limit	or preclude interch	which is sometimes or never nangeable use:
1				

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

IV-29. 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				
your firm's sales	ntry-pair for which of citric acid and c imparted by such	ertain citrate sa	an price always or lts, identify the cou	frequently are a significant factor in untry-pair and report the advantages

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

IV-30. 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 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					

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

IV-31. <u>COMPETITION FROM IMPORTS--LOST REVENUES</u>.-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION.

Since January 1, 2006: To avoid losing sales to confrom Canada or China, did your firm:	mpetitors selling	citric acid and certain	n citrate salts
Reduce prices	☐ No	Yes	
Roll back announced price increases	☐ No	Yes	
If yes, please furnish as much of the following information Document such allegations of lost revenues whenever of invoices, sales reports, or letters from customers the firms named to verify the allegations reported.	er possible (doci	umentation could inc	lude copies
Customer name, contact person, phone and Specific product(s) involved	fax numbers		
Date of your initial price quotation			
Quantity involved			
Your initial <i>rejected</i> price quotation (total of	lelivered value)		
Your <i>accepted</i> price quotation (total deliver	red value)		
The country of origin of the competing imp	orted product		
The competing price quotation of the important	rted product (tota	l delivered value)	

Customer name, contact person, phone and Fax numbers	Product	Date of quote	Quantity (1,000 dry pounds)	Initial rejected U.S. price (total value— 1,000 dollars)	Accepted U.S. price (total value— 1,000 dollars)	Country of origin	Competing import price (total value—1,000 dollars)

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

IV-32. <u>COMPETITION FROM IMPORTS--LOST SALES</u>.-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION.

•	1, 2006: Did your firm lose sales of citric acid and certain citrate salts to imports of from China or Canada?
☐ No	Yes
Document such invoices, sales	turnish as much of the following information as possible for each affected transaction. In allegations of lost sales whenever possible (documentation could include copies of reports, or letters from customers). Please note that the Commission may contact the overify the allegations reported.
	mer name, contact person, phone and fax numbers ic product(s) involved
	f your price quotation
Quanti	ity involved
Your r	ejected price quotation (total delivered value)
The co	ountry of origin of the competing imported product
The ac	cepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (1,000 dry pounds)	Rejected U.S. price (total value— 1,000 dollars)	Country of origin	Competing import price (total value—1,000 dollars)