

**U.S. PURCHASERS' 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. No. 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)). Further information on this questionnaire can be obtained from Amelia Preece (202-205-3250).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm purchased citric acid and certain citrate salts (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2006?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

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

*By submitting 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 25 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-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing citric acid and certain citrate salts from Canada or China into the United States or which are engaged in exporting citric acid and certain citrate salts from Canada or China to the United States?

No             Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of citric acid and certain citrate salts?

No             Yes--List the following information

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

**PART II.--PURCHASES**

II-1. Who should be contacted regarding the requested purchase information?

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

( ) \_\_\_\_\_  
 Phone number E-mail address

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of citric acid and certain citrate salts. Report based on delivery date, not order date.

Item	2006	2007	2008
	<b>(1,000 dry pounds)</b>		
<b>Purchases of product produced in the United States:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Purchases of product produced in Canada:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Purchases of product produced in China:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Purchases of product produced in all other countries:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please identify these countries: _____			

**PART II.—PURCHASES--Continued**

II-3. Please estimate the volume (in 1,000 dry pounds) of your 2008 purchases of citric acid and certain citrate salts used to produce products in each of the end use market segments listed below. Report based on delivery date, not order date.

Market Segment	Estimated 2008 purchases of citric acid and certain citrate salts (1,000 dry pounds)			
	Product from U.S.	Product from Canada	Product from China	Product from nonsubject countries
<b>Food and Beverage</b>				
Soft drinks (beverage sold as a liquid)				
Other beverages				
Food				
<b>Industrial</b>				
Household detergents and cleaners				
Other industrial				
<b>Pharmaceutical</b>				
Beauty and oral hygiene/cosmetics				
Other pharmaceutical				
<b>Other ( _____ )</b>				
<b>Unknown</b>				

II-4. If the relative shares of your firm's total purchases of citric acid and certain citrate salts from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

**PART II.—PURCHASES--Continued**

II-5. Since January 1, 2006, did your firm purchase citric acid and certain citrate salts from only one country?

No       Yes—Report country \_\_\_\_\_

Please explain why your firm purchased from only one country.

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**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

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

( ) \_\_\_\_\_  
Phone number                      E-mail address

III-2. Which of the following best describes your firm as a purchaser of citric acid and certain citrate salts (check all that apply, noting the specific end uses if known)?

- Soft drink ( \_\_\_\_\_ )
- Other beverage ( \_\_\_\_\_ )
- Food ( \_\_\_\_\_ )
- Detergent and cleansers ( \_\_\_\_\_ )
- Other industrial ( \_\_\_\_\_ )
- Beauty and oral hygiene/cosmetics ( \_\_\_\_\_ )
- Other pharmaceutical ( \_\_\_\_\_ )
- Other end uses ( \_\_\_\_\_ )
- Distributor ( \_\_\_\_\_ )
- Other ( \_\_\_\_\_ )

III-3. (a) Is your firm is a distributor or reseller of citric acid and certain citrate salts?

- No                       Yes-- What are the major types of end users to which you sell citric acid and certain citrate salts?

\_\_\_\_\_

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase citric acid and certain citrate salts?

- No                       Yes

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-4. If your firm is an end user of citric acid and certain citrate salts, list in order of quantity of citric acid and certain citrate salts consumed, the top 3 products for which your firm purchases citric acid and certain citrate salts as a component part or input. Please indicate what percentage of the total cost is accounted for by citric acid and certain citrate salts.

Product you produce	Citric acid and certain citrate salts' share of total cost of producing this product ( <u>percent</u> )

III-5. (a) If your firm is an end user of citric acid and certain citrate salts, has the demand for your firm's final products incorporating citric acid and certain citrate salts changed since January 1, 2006?

- Increased                     
  No change                     
  Decreased                     
  Fluctuated

(b) Has this had any effect on your firm's demand for citric acid and certain citrate salts?

- No                     
  Yes

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III-6. (a) Can other products be substituted for citric acid and certain citrate salts?

- No                     
  Yes--Please list these substitute products in order of importance, and the application or end use for which the substitute can be used.

	Substitute	Application or end use in which the substitute can be used
Most important		
Second most important		
Third most important		

(b) Have changes in the prices of these substitutes affected the price for citric acid and certain citrate salts since January 1, 2006?     No                       Yes

III-7. Are you aware whether the citric acid and certain citrate salts you are purchasing are U.S.-produced or imported?

- Always                     
  Usually                     
  Sometimes                     
  Never



**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-8. Do you know the manufacturer of the citric acid and certain citrate salts that you purchase?

- Always                       Usually                       Sometimes                       Never

III-9. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always                       Usually                       Sometimes                       Never

III-10. Do your purchases vary over the year, in terms of 1) quantity purchased, 2) source of product?

- No neither     Yes—Quantity only     Yes—Source only     Yes—Quantity and source

If yes, please explain, including whether factors such as seasonality play a role.

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III-11. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No                       Yes--Please describe how purchasing patterns changed.

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III-12. How many suppliers do you generally contact before making a purchase?

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III-13. Have you changed suppliers since January 1, 2006?

- No                       Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

Firm name and country	Added/dropped	Reason for change

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-14. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No             Yes--Please list new suppliers and country of origin.

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III-15. a) Do you require your suppliers to be FCC and USP certified for the citric acid and certain citrate salts they sell to your firm?

- No             Yes--\_\_\_\_\_ percent of purchases in 2008             Yes--all purchases

b) Do you require your suppliers to become certified or prequalified in addition to or other than FCC and USP certification with respect to the quality, chemistry, strength, or other performance characteristics of the citric acid and certain citrate salts they sell to your firm?

- No             Yes--\_\_\_\_\_ percent of purchases in 2008             Yes--all purchases

c) Please describe your additional certification or qualification process.

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III-16. a) Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

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b) Please estimate the time it takes to qualify a new supplier. \_\_\_\_\_ days

III-17. Since January 1, 2006, have any domestic or foreign producers failed in their attempts to certify or qualify their citric acid and certain citrate salts with your firm or have any producers lost their approved status?

- No             Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

Firm name	Country	Reason firm failed certification/qualification

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-18. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for citric acid and certain citrate salts.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	-	-	-
Availability in anhydrous form .....	-	-	-
Availability in monohydrate form ..	-	-	-
Availability in dihydrate form .....	-	-	-
Availability in solution/liquid form	-	-	-
Available as citric acid .....	-	-	-
Available as potassium citrate .....	-	-	-
Available as sodium citrate .....	-	-	-
Delivery terms .....	-	-	-
Delivery time .....	-	-	-
Discounts offered .....	-	-	-
Extension of credit .....	-	-	-
Price .....	-	-	-
Genetically modified inputs .....	-	-	-
Size of the granulation .....	-	-	-
Minimum quantity requirements .....	-	-	-
Packaging .....	-	-	-
Product consistency .....	-	-	-
Quality meets FCC/USP standards .	-	-	-
Quality exceeds FCC/USP standards	-	-	-
Product range .....	-	-	-
Reliability of supply .....	-	-	-
Technical support/service .....	-	-	-
U.S. transportation costs .....	-	-	-
Other (specify): _____	-	-	-

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-18. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase citric acid and certain citrate salts for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-19. What characteristics does your firm consider when determining the quality of citric acid and certain citrate salts?

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

III-20. a) How often does your firm purchase the citric acid and certain citrate salts that are offered at the lowest price?

- Always                       Usually                       Sometimes                       Never

III-21. Please list the names of any firms you considered price leaders in the citric acid and certain citrate salts market during 2006-08. (A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier.)

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

III-22. Please describe how the above firm(s) exhibited price leadership.

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



**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-26. In your contract negotiations for purchases of citric acid and certain citrate salts, have you used prices from other sources to get lower price bids?

- No             Yes—Which of these sources were used?
- U.S. producers     Importers of Canadian product     Importers of Chinese product
- Importers of nonsubject product     Other sources (specify)\_\_\_\_\_

Please explain.

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III-27. a) If you are a distributor and use contract purchases, have you requested price protection from your suppliers because of competitive bids?

- No--not a distributor or did not use contracts     No--did not request price protection
- Yes-- What were the sources of the competitive bids?
- Unknown     U.S. product     Canadian product     Chinese product
- Nonsubject product

b) Was price protection granted?     Yes     No

III-28. a) From which of the following sources have you received price bids for your spot purchases?

- U.S. producers     Importers of Canadian product     Importers of Chinese product
- Importers of nonsubject product     Other sources (specify)\_\_\_\_\_

b) Which of these typically gave you the lowest bid in 2006?

- U.S. product     Canadian product     Chinese product     Nonsubject product

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

- U.S. product     Canadian product     Chinese product     Nonsubject product

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

- U.S. product     Canadian product     Chinese product     Nonsubject product

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-29. a) For your purchases 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.

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III-30. Did your firm purchase 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-31. Has your firm purchased any equipment or implemented any practices to reduce “caking” or “clumping” of the citric acid and certain citrate salts that you purchased since January 1, 2006?

- No             Yes—Please describe.

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III-32. 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.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-33. a) Does your firm mix or blend citric acid and certain citrate salts from different countries?

- Frequently     Sometimes     Rarely     Never

b) Explain why (and name the countries) or why not.

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III-34. Does your firm purchase citric acid and certain citrate salts together with other products as part of a larger purchase?

- No             Yes--Please list the other products \_\_\_\_\_

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III-35. Do you purchase citric acid and certain citrate salts through a "reverse auction" type of arrangement where suppliers offer prices to you?

- No             Yes

If yes, do these "reverse auctions" happen at the same time every year?

- No             Yes. Which months? \_\_\_\_\_

III-36. If you purchase through a "reverse auction," do the suppliers know about each others' bids?

- No             Yes--Please describe briefly how they know.

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III-37. Are the contract prices for citric acid and certain citrate salts you negotiate affected by the price of corn futures?

- No             Yes--Please describe how corn futures prices influence price negotiations.

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**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-38. Did the spike in corn prices in 2008 reduce the availability of citric acid and certain citrate salts?

- No                       Yes--Did availability differ between citric acid and certain citrate salts from the United States and from other countries?

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III-39. Did the spike in corn prices in 2008 affect the price of citric acid and certain citrate salts?

- No                       Yes--Please describe the price changes, and if they differed between U.S.-produced citric acid and certain citrate salts and product from other countries.

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III-40. a) Has your firm been put on allocation, been limited in the amount of citric acid and certain citrate salts that it can purchase, or experienced any supply disruption for citric acid and certain citrate salts since January 1, 2006?

- No                       Yes--Please report the dates, the names of the firms that put you on allocation, reasons for the allocation, and the effect on your firm.

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b) Has any supplier been unable to supply some or all of your requirements because of production disruptions, raw material shortages, or any other reason?

- No                       Yes--Please report the dates, the names of the suppliers, the reasons firms were unable to supply, and the effect on your firm.

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**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-41. What shares of your 2008 purchases of citric acid and certain citrate salts were in the following forms?

_____ % solution	_____ % anhydrous form
_____ % crystalline/granular	_____ % monohydrate form
_____ % other	_____ % dihydrate form
100% total	_____ % other
	100% total

III-42. a) Did you purchase citric acid and certain citrate salts from Canada for delivery at any time since Jan. 1, 2006?

No       Yes --If citric acid and certain citrate salts from Canada were not available would you--

Purchase less citric acid and certain citrate salts overall?  Yes  No

Purchase more product from U.S. producers?  Yes  No

Purchase more product from nonsubject countries?  Yes  No

Explain: \_\_\_\_\_

b) Did you purchase citric acid and certain citrate salts from China for delivery at any time since Jan. 1, 2006?

No       Yes--If citric acid and certain citrate salts from China were not available would you--

Purchase less citric acid and certain citrate salts overall?  Yes  No

Purchase more product from U.S. producers?  Yes  No

Purchase more product from nonsubject countries?  Yes  No

Explain: \_\_\_\_\_

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

III-43. Please describe how citric acid and certain citrate salts prices are negotiated.

Spot purchases	<hr/> <hr/> <hr/>
Contracts of less than 1 year	<hr/> <hr/> <hr/>
Contracts of 1 year or more	<hr/> <hr/> <hr/>

III-44. If you purchase 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.) \_\_\_\_\_ )

III-45. If you purchase 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

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued**

- III-45. (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.) \_\_\_\_\_ )

III-46. If you purchase on a spot basis, please answer the following questions with respect to spot sales.

- (a) When do spot sales occur? \_\_\_\_\_ )  
(Explain why) \_\_\_\_\_ )
- (b) How are terms set? \_\_\_\_\_

III-47. If you purchase on a spot basis, what is the importance for your firm of the following factors on price at the time of negotiations and how do they influence price?

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

- Not important  Somewhat important  Very important

b) Influence of competitive U.S. producers on price

- Neutral  Downward  Upward

c) Presence of product/bids for **Canadian product**

- Not important  Somewhat important  Very important

d) Influence of Canadian producers on price

- Neutral  Downward  Upward

e) Presence of product/bids for **Chinese product**

- Not important  Somewhat important  Very important

f) Influence of Chinese producers on price

- Neutral  Downward  Upward

g) Presence of product/bids for **Nonsubject country product**

- Not important  Somewhat important  Very important

h) Influence of Nonsubject producers on price

- Neutral  Downward  Upward

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES --*Continued***

III-48. Do price negotiations differ between citric acid and certain citrate salts produced in the United States and other countries?

- No
- Not applicable to my firm.
- Yes-- U.S. and Canadian product negotiations differ.
- Yes -- U.S. and Chinese product negotiations differ.
- Yes-- U.S. and nonsubject product negotiations differ.

Please describe differences in negotiations between these countries.

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**PART IV.-COMPARISONS BETWEEN IMPORTED AND U.S.- PRODUCED PRODUCTS**

IV-1. Who should be contacted regarding the requested information on product comparisons?

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

( ) \_\_\_\_\_  
 Phone number E-mail address

IV-2. 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.<sup>1</sup>

Product form	Anhydrous	Monohydrate	Dihydrate	Solution
Anhydrous				
Monohydrate				
Dihydrate				

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

IV-3. Please indicate the countries of origin for citric acid and certain citrate salts for which your firm has actual marketing/pricing knowledge.

United States                       Canada                       China

Other countries (Please specify: \_\_\_\_\_)

**PART IV.-COMPARISONS BETWEEN IMPORTED AND U.S.- PRODUCED PRODUCTS --**

*Continued*

IV-4. 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 “O” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Canada	China	Other countries, specify: _____
United States				
Canada				
China				

<sup>1</sup> For any country-pair producing citric acid and certain citrate salts which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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**PART IV.-COMPARISONS BETWEEN IMPORTED AND U.S.- PRODUCED PRODUCTS --**

*Continued*

IV-6. Do you or your customers ever specifically order citric acid and certain citrate salts from one country in particular over other possible sources of supply?

- No       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject countries) from which you or your customers prefer to order, the specific product, and indicate why citric acid and certain citrate salts from these countries is preferred over product from other countries.

Country	Product	Reason this country's product is preferred

IV-7. Are certain grades/types of citric acid and certain citrate salts available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No       Yes--Please identify the source and the grade/type.

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IV-8. If you purchased citric acid and certain citrate salts from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.-COMPARISONS BETWEEN IMPORTED AND U.S.- PRODUCED PRODUCTS --**

*Continued*

IV-9. For the factors listed below, please rate how citric acid and certain citrate salts produced in each country you identified in your response to the first question in Part IV compares with citric acid and certain citrate salts produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source.

Quality	Product from United States compared to product from Canada			Product from United States compared to product from China			Product from United States compared to product from [ ]		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	-	-	-	-	-	-	-	-	-
Availability in anhydrous form .....	-	-	-	-	-	-	-	-	-
Availability in monohydrate form .....	-	-	-	-	-	-	-	-	-
Availability in dihydrate form .....	-	-	-	-	-	-	-	-	-
Availability in solution/liquid form .....	-	-	-	-	-	-	-	-	-
Available as citric acid.....	-	-	-	-	-	-	-	-	-
Available as potassium citrate.....	-	-	-	-	-	-	-	-	-
Delivery terms .....	-	-	-	-	-	-	-	-	-
Available as sodium citrate .....	-	-	-	-	-	-	-	-	-
Delivery terms .....	-	-	-	-	-	-	-	-	-
Delivery time.....	-	-	-	-	-	-	-	-	-
Discounts offered .....	-	-	-	-	-	-	-	-	-
Extension of credit.....	-	-	-	-	-	-	-	-	-
Lower price <sup>1</sup> .....	-	-	-	-	-	-	-	-	-
Genetically modified inputs .....	-	-	-	-	-	-	-	-	-
Size of the granulation .....	-	-	-	-	-	-	-	-	-
Minimum quantity requirements .....	-	-	-	-	-	-	-	-	-
Packaging.....	-	-	-	-	-	-	-	-	-
Product consistency .....	-	-	-	-	-	-	-	-	-
Quality meets FCC/USP standards.....	-	-	-	-	-	-	-	-	-
Quality exceeds FCC/USP standards.....	-	-	-	-	-	-	-	-	-
Product range.....	-	-	-	-	-	-	-	-	-
Reliability of supply .....	-	-	-	-	-	-	-	-	-
Technical support/service .....	-	-	-	-	-	-	-	-	-
Lower U.S. transportation costs <sup>1</sup> .....	-	-	-	-	-	-	-	-	-
Other (specify): _____	-	-	-	-	-	-	-	-	-

<sup>1</sup> A rating of "superior" means that the price or transportation costs offered by firms from the first listed country are lower than those offered by the country listed second.

**PART IV.-COMPARISONS BETWEEN IMPORTED AND U.S.- PRODUCED PRODUCTS --**

*Continued*

IV-10. (a) How often do domestically produced citric acid and certain citrate salts meet minimum quality specifications for your uses or your customers' uses?

Always                       Usually                       Sometimes                       Never

(b) How often do imported subject citric acid and certain citrate salts meet minimum quality specifications for your uses or your customers' uses?

**Canada**

Always                       Usually                       Sometimes                       Never

**China**

Always                       Usually                       Sometimes                       Never

(c) How often do imported nonsubject citric acid and certain citrate salts meet minimum quality specifications for your uses or your customers' uses?

From: \_\_\_\_\_

Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

Always                       Usually                       Sometimes                       Never

**PART V.—SUPPLIER IDENTIFICATION**

V-1. Please provide the names and addresses of your firm's five largest suppliers of citric acid and certain citrate salts purchased 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 purchases of citric acid and certain citrate salts that each of these suppliers accounted for in 2008.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2008 purchases (%)</b>
1					
2					
3					
4					
5					

**PART VI.— PRICE DATA**

**Please answer the questions in section VI only if your firm's U.S. purchases of citric acid and certain citrate salts were 20 million pounds or more in 2006, 2007, or 2008.**

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, Amelia.Preece@usitc.gov).

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

Company contact:

\_\_\_\_\_

( )

\_\_\_\_\_

\_\_\_\_\_

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's purchases of the following U.S.-produced and imported products from Canada and China during **January 2006 to 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 values on a delivered basis (net of returns, discounts, allowances, and rebates), including all ocean freight costs and U.S.-inland freight costs for delivery to your facility.**

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

**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 VI.— PRICE DATA--Continued**

VI-2.a.

**PURCHASES FROM U.S. PRODUCERS**

<i>(Quantity in 1,000 dry pounds, value in 1,000 dollars)</i>								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Spot purchases						All purchases	
<b>2006</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2007</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2008</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 1		Product 2		Product 3		Product 5	
	Quantity	Value	Quantity	Quantity	Value	Value	Quantity	Value
	Contract purchases						All purchases	
<b>2006</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2007</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2008</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

<sup>1</sup> 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).

<sup>2</sup> 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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

**PART VI.— PRICE DATA--Continued**

**VI-2.b. PURCHASES FROM IMPORTERS OF PRODUCT FROM CANADA**

<i>(Quantity in 1,000 dry pounds, value in 1,000 dollars)</i>								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Spot purchases						All purchases	
<b>2006</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2007</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2008</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 1		Product 2		Product 3		Product 5	
	Quantity	Value	Quantity	Quantity	Value	Value	Quantity	Value
	Contract purchases						All purchases	
<b>2006</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2007</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2008</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

<sup>1</sup> 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).

<sup>2</sup> 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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

**PART VI.— PRICE DATA--Continued**

**VI-2.c. PURCHASES FROM IMPORTERS OF PRODUCT FROM CHINA**

<i>(Quantity in 1,000 dry pounds, value in 1,000 dollars)</i>								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Spot purchases						All purchases	
<b>2006</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2007</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2008</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 1		Product 2		Product 3		Product 5	
	Quantity	Value	Quantity	Quantity	Value	Value	Quantity	Value
	Contract purchases						All purchases	
<b>2006</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2007</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2008</b>								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

<sup>1</sup> 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).

<sup>2</sup> 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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_



**PART VI.— PRICE DATA--Continued**

**Section VI-3.-BID/AUCTION PURCHASES**--This section requests data and information related to your purchases of citric acid and certain citrate salts since January 2006 in which bids and/or auctions were used. On the following pages, **please report information on the price negotiation process for your three largest purchases (based on total dollar value of purchase) since January 1, 2006.**

This information is requested for both successful and unsuccessful negotiations with all suppliers (including U.S. producers and suppliers of products from Canada, China, and nonsubject sources). Please provide information on the seller's initial price bid, their final price bid, the range of quantities under negotiation, and the quantity of product sold if negotiations were successful. If any of this information is unavailable, please provide (clearly labeled) estimates. Also, in an attachment, describe any proposed transactions for products other than citric acid and certain citrate salts included in bids.

Report all purchase prices and quotes on a delivered basis.

**PART VI.— PRICE DATA--Continued**

**VI-3. Please report information for bids received by your firm for your three largest purchases (based on total dollar value of purchase) of citric acid and certain citrate salts since January 1, 2006.**

**Largest purchase**

Item	<i>(Quantity in 1,000 dry pounds, value in 1,000 dollars)</i>			
	<u>Supplier 1:</u>	<u>Supplier 2:</u>	<u>Supplier 3:</u>	<u>Supplier 4:</u>
<u>Supplier name</u>				
<u>Country of origin</u>				
<u>Product and specifications</u>				
<u>Duration of contract</u>				
<u>Tied to other transactions?</u> <i>(please describe in an attachment)</i>				
<u>Meet-or-release clause?</u>				
<u>Forum (e.g., Internet auction bid)</u>				
<u>Initial bid:</u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<u>Final bid:<sup>2</sup></u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<u>Contract award (if won):</u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<sup>2</sup> Report total number of bids submitted:				

Please discuss the reasons for choosing the supplier(s) of the winning bid(s):

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**PART VI.— PRICE DATA--Continued**

**VI-3. Please report information for bids received by your firm for your three largest purchases (based on total dollar value of purchase) of citric acid and certain citrate salts since January 1, 2006.**

**Second-largest purchase**

Item	<i>(Quantity in 1,000 dry pounds, value in 1,000 dollars)</i>			
	<u>Supplier 1:</u>	<u>Supplier 2:</u>	<u>Supplier 3:</u>	<u>Supplier 4:</u>
<u>Supplier name</u>				
<u>Country of origin</u>				
<u>Product and specifications</u>				
<u>Duration of contract</u>				
<u>Tied to other transactions?</u> <i>(please describe in an attachment)</i>				
<u>Meet-or-release clause?</u>				
<u>Forum (e.g., Internet auction bid)</u>				
<u>Initial bid:</u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<u>Final bid:<sup>2</sup></u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<u>Contract award (if won):</u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<sup>2</sup> Report total number of bids submitted:				

Please discuss the reasons for choosing the supplier(s) of the winning bid(s):

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**PART VI.— PRICE DATA--Continued**

**VI-3. Please report information for bids received by your firm for your three largest purchases (based on total dollar value of purchase) of citric acid and certain citrate salts since January 1, 2006.**

**Third-largest purchase**

Item	<i>(Quantity in 1,000 dry pounds, value in 1,000 dollars)</i>			
	<u>Supplier 1:</u>	<u>Supplier 2:</u>	<u>Supplier 3:</u>	<u>Supplier 4:</u>
<u>Supplier name</u>				
<u>Country of origin</u>				
<u>Product and specifications</u>				
<u>Duration of contract</u>				
<u>Tied to other transactions?</u> <i>(please describe in an attachment)</i>				
<u>Meet-or-release clause?</u>				
<u>Forum (e.g., Internet auction bid)</u>				
<u>Initial bid:</u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<u>Final bid:<sup>2</sup></u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<u>Contract award (if won):</u> <u>Date</u>				
<u>Quantity</u>				
<u>Value</u>				
<sup>2</sup> Report total number of bids submitted:				

Please discuss the reasons for choosing the supplier or suppliers of the winning bid(s):

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