

PURCHASERS' QUESTIONNAIRE
CERTAIN ORANGE JUICE FROM BRAZIL

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than November 4, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain orange juice from Brazil (inv. No. 731-TA-1089) 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 James Fetzer (202-708-5403).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased certain orange juice (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2002?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain orange juice from Brazil into the United States or which are engaged in exporting certain orange juice from Brazil to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain orange juice?

No Yes--List the following information.

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

PART II.--PURCHASES

Note: For Part II, III, and IV, please indicate if your response differs for FCOJM and NFCOJ products, as well as nonorganic and organic products.

II-1. (a) **COPY THIS PAGE AS NECESSARY.** Complete a separate page for your firm's purchases of organic and nonorganic **FCOJM**. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of FCOJM. Report based on delivery date, not order date.

Organic Nonorganic

<i>(Quantity in pounds solids equivalent, value in dollars)</i>				
Item	2002	2003	2004	Jan.-Sept. 2005
PURCHASES OF FCOJM PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF FCOJM PRODUCED IN BRAZIL BY SUBJECT COMPANIES (Cargill, Cutrale, Fisher/Citrosuco, and Monetecitrus):				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF FCOJM PRODUCED IN BRAZIL BY THE NONSUBJECT COMPANY COINBRA-FRUTESP/LOUIS DREYFUS:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF FCOJM PRODUCED IN BRAZIL BY ALL OTHER NONSUBJECT COMPANIES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF FCOJM PRODUCED IN ALL OTHER COUNTRIES:¹				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF FCOJM THAT WAS BLENDED FROM VARIOUS COUNTRY SOURCES OR FOR WHICH YOU DO KNOW THE COUNTRY OF ORIGIN:				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES--Continued

II-1. (b) **COPY THIS PAGE AS NECESSARY.** Complete a separate page for your firm's purchases of organic and nonorganic **NFCOJ**. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **FCOJM**. Report based on delivery date, not order date.

Organic Nonorganic

(Quantity in pounds solids equivalent, value in dollars)				
Item	2002	2003	2004	Jan.-Sept. 2005
PURCHASES OF NFCOJ PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF NFCOJ PRODUCED IN BRAZIL BY SUBJECT COMPANIES (Cargill, Cutrale, Fisher/Citrosuco, and Monetecitrus):				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF NFCOJ PRODUCED IN BRAZIL BY THE NONSUBJECT COMPANY COINBRA-FRUTESP/LOUIS DREYFUS:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF NFCOJ PRODUCED IN BRAZIL BY ALL OTHER NONSUBJECT COMPANIES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF NFCOJ PRODUCED IN ALL OTHER COUNTRIES:¹				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF NFCOJ THAT WAS BLENDED FROM VARIOUS COUNTRY SOURCES OR FOR WHICH YOU DO KNOW THE COUNTRY OF ORIGIN:				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of certain orange juice 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	FCOJM /NFCOJ	Increase/ decrease	Reason

II-3. If your firm has purchased certain orange juice from only one country, please explain the reasons for doing so.

II-4. a) How has the demand within the United States (and outside the United States if known-please answer separately) for certain orange juice changed since January 1, 2002? What principal factors affect changes in demand?

Increased Unchanged Decreased Other (please explain below)

PART II.--PURCHASES--Continued

II-4. b) In addition to changes in demand, what supply factors have impacted apparent consumption (total U.S. market shipments from all sources) of certain orange juice within the United States since January 1, 2002 (check all that apply)?

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Brazilian juice orange crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disease	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nonsubject imports of certain orange juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Subject imports of certain orange juice . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. juice orange crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. inventories of certain orange juice . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Weather	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other supply factors (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

c) Please discuss the degree to which demand and each of these supply factors had an impact on both apparent consumption in the U.S. market and the price and shipments of U.S. produced certain orange juice.

PART II.--PURCHASES--*Continued*

II-4. d) Since January 2002, to what extent did changes in U.S. inventories of certain orange juice affect the futures price of FCOJM, and to what extent did changes in the futures price of FCOJM affect U.S. inventories of certain orange juice? Please explain. Also include a discussion of any impact the futures price of FCOJM had on the price of NFCOJ.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of certain orange juice (check all that apply, noting the specific end uses if known)?

- Dairy processor(_____)
- Distributor(_____)
- Food processor(_____)
- Reconstitutor and/or repacker (_____)
- Retail and food service outlets(_____)
- Other (_____)

III-2. (a) If your firm is a distributor or reseller of certain orange juice, what are the major types of consumers to which you sell certain orange juice?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase certain orange juice?

III-3. (a) Please indicate what percentage of the total cost of the following final end products is accounted for by the FCOJM and NFCOJ that you purchase. Also include any final end products which use the FCOJM and NFCOJ you purchase as an input and do not appear below.

<u>End use</u>	<u>Percent of cost accounted for by:</u>	
	<u>FCOJM</u>	<u>NFCOJ</u>
<u>Retail orange juice</u>	_____	_____
<u>Reconstituted orange juice</u>	_____	_____
<u>Fruit drinks</u>	_____	_____
<u>Carbonated nonjuice drinks</u>	_____	_____
<u>Noncarbonated juice drinks</u>	_____	_____
<u>Beverage base</u>	_____	_____
<u>Ingredient in jams and jellies</u>	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

III-3. (b) Estimate the share of the total value of your purchases of FCOJM and NFCOJ that are eventually used to produce the following final end products. Also include any final end products which use the FCOJM and NFCOJ you purchase as an input and do not appear below.

<u>End use</u>	<u>Percent of sales used to produce various end uses:</u>	
	<u>FCOJM</u>	<u>NFCOJ</u>
<u>Retail orange juice</u>	_____	_____
<u>Reconstituted orange juice</u>	_____	_____
<u>Fruit drinks</u>	_____	_____
<u>Carbonated nonjuice drinks</u>	_____	_____
<u>Noncarbonated juice drinks</u>	_____	_____
<u>Beverage base</u>	_____	_____
<u>Ingredient in jams and jellies</u>	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

III-4. (a) If your firm is an end user of certain orange juice, has the demand for your firm's final products incorporating certain orange juice changed since January 1, 2002?

Increased Unchanged Decreased

(b) Has this had any effect on your firm's demand for certain orange juice?

III-5. (a) Please list in order of importance any products that may be substituted for certain orange juice.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

c) Have changes in the prices of these products affected the price for certain orange juice?

No Yes--Please explain.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-6. Are you aware whether the certain orange juice you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Never

III-7. Do you know the manufacturer of the certain orange juice that you purchase?

- Always Usually Sometimes Never

III-8. 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-9. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No Yes--Please explain.

III-10. How many suppliers do you generally contact before making a purchase?

III-11. Have you changed suppliers since January 1, 2002?

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

III-12. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

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

III-13. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the certain orange juice they sell to your firm?

- No Yes— ____ percent of purchases in 2004 Yes—all purchases

Please provide a general description of the certification or qualification process and the time required.

III-14. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-15. Since January 1, 2002, have any domestic or foreign producers failed in their attempts to certify or qualify their certain orange juice 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.

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

III-16. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for certain orange juice.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
USDA Grade	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-16. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain orange juice 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, viscosity, USDA grade, color, etc.).

- 1. _____
- 2. _____
- 3. _____

Other factors or comments: _____

III-17. What characteristics does your firm consider when determining the quality of certain orange juice?

III-18. How often does your firm purchase the certain orange juice that is offered at the lowest price?

- Always Usually Sometimes Never

III-19. (a) Please list the names of any firms you considered price leaders in the certain orange juice market during January 2002-March 2005. 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. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-20. Please describe how the above firm(s) exhibited price leadership.

III-21. Rather than any specific firm, do you think the futures price of certain orange juice exercises price leadership in this market? If so, please explain how and to what extent the futures market influences the price of certain orange juice.

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

III-22. Does your firm purchase certain orange juice over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total purchases of certain orange juice in 2004 accounted for by internet purchases.

III-23. Based on your firm's experience, for the factors listed below, please compare how FCOJM compares with NFCOJ. If your answer differs by end use, please elaborate below.

FCOJM COMPARED TO NFCOJ

	SUPERIOR	COMPARABLE	INFERIOR
Brix level	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shelf life	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ingredients	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vitamin and mineral content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (specify):

_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-24. (a) To your knowledge, are your buyers aware of and/or interested in type of orange juice (FCOJM or NFCOJ) the products (such as retail orange juice and industrial applications) they purchase are made from?

- Always Usually Sometimes Never

(b) List any end use products for which FCOJM can be used, but NFCOJ cannot be used or for which its use is limited. Also list any of end use products for which NFCOJ can be used, but FCOJM cannot be used or for which its use is limited. Please explain why either FCOJM or NFCOJ cannot be used or why its use is limited for these end products .

(c) Do the end use products made from FCOJM sell at a discount or premium to products made from NFCOJ ? If so, how much is the typical discount or premium?

- No Yes-- How much is the typical discount or premium?

III-25. Please attach any studies that analyze the difference preferences of retail purchasers or consumers for FCOJM and NFCOJ (such as retail orange juice and industrial applications).

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for certain orange juice for which your firm has actual marketing/pricing knowledge.

- United States
- Brazil, subject companies, (Cargill, Cutrale, Fisher/Citrosuco, and Monetecitrus)
- Brazil, nonsubject company Coinbra-Frutep/Louis Dreyfus
- Brazil, all other nonsubject companies
- Other countries (Please specify _____)

IV-2. Is certain orange juice produced in the United States and in other countries used interchangeably (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	Brazil	Other countries
United States			
Brazil			

¹ For any country-pair producing certain orange juice which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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

IV-3. Do you or your customers ever specifically order certain orange juice 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 foreign countries) from which you or your customers prefer to order, and indicate why certain orange juice from these countries is preferred over product from other countries (please note the specific product in your response).

IV-4. Are certain grades/types/sizes of certain orange juice 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/size.

IV-5. If you purchased certain orange juice 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.

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

IV-6. For the factors listed below, please rate how certain orange juice produced in each country you identified in your response to the first question in Part IV compares with certain orange juice produced in each of the other countries you identified (including the United States, Brazil, and nonsubject foreign countries. Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another. Also please note if your response differs for subject companies from Brazil (Cargill, Cutrale, Fisher/Citrosuco, and Monetecitrus), nonsubject Brazilian company Coinbra-Frutep/Louis Dreyfus, and other nonsubject companies from Brazil.

	_____	compared to	_____	
	(specify country)		(specify country)	
	SUPERIOR		COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Color	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
USDA grade	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):				
_____	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

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

IV-7. (a) How often does domestically produced certain orange juice meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often does imported subject certain orange juice meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject certain orange juice meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

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

IV-8. a) Is blending U.S. produced certain orange juice with subject imports from Brazil necessary for to satisfy U.S. industry standards, meeting supply deficiencies or other reasons? Please explain below.

- No Yes--Please identify the reason for blending
(i.e. meeting U.S. industry standards and supply deficiencies).

b) List any of end use products for which certain orange juice produced from blending U.S. produced certain orange juice and subject imports from Brazil cannot be used or for which its use is limited.

c) Does certain orange juice produced from blending U.S. produced certain orange juice and subject imports from Brazil sell at a discount or premium to certain orange juice that is not produced from blending U.S. produced certain orange juice and subject imports from Brazil?

- No Yes--How much is the typical discount or premium?

PART V.--TRADE AND RELATED INFORMATION

V-1. **COMPARABILITY OF FCOJM AND NFCOJ**.--Please describe the differences and similarities between **FCOJM** and **NFCOJ** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

V-2. **COMPARABILITY OF ORGANIC AND NONORGANIC CERTAIN ORANGE JUICE.**--Does your firm produce organic certain orange juice?

No Yes--Please describe the differences and similarities between nonorganic and organic certain orange juice with respect to the following factors:

(a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary. **PLEASE COMPLETE SECTION II-18 OF THIS QUESTIONNAIRE REGARDING YOUR U.S. ORGANIC OPERATIONS.**

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of certain orange juice purchased during January 2002-September 2005. 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 certain orange juice that each of these suppliers accounted for in 2004.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 FCOJM pur- chases (%)	Share of 2004 NFCOJ pur- chases (%)
1						
2						
3						
4						
5						