

**IMPORTERS' 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)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm imported certain orange juice (as defined in the instruction booklet) from any country at any time since January 1, 2002?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 30 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 II. TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200). **Supply all data requested on a crop-year basis (October 1 through September 30).**

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

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

\_\_\_\_\_

Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain orange juice since January 1, 2002?

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

\_\_\_\_\_

\_\_\_\_\_

II-3. Have there been shortages of supply of U.S.-grown oranges since January 1, 2002?

No  Yes--If so, please supply information regarding the time period of the shortages, the reason for the shortage, and whether supply was allocated.

\_\_\_\_\_

\_\_\_\_\_

II-4. Has your firm imported or arranged for the importation of certain orange juice from Brazil for delivery after September 30, 2005?

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

\_\_\_\_\_

\_\_\_\_\_

II-5. If your firm also produces certain orange juice in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

\_\_\_\_\_

\_\_\_\_\_

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

II-5 (a). What percentage of your sales are made to U.S. processors for blending with U.S.-grown product? Did this percentage change in 2005? If so, why?

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(b). If the percent of Brazilian juice changed significantly in 2005, please indicate the reasons why.

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II-6. **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:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

II-7. **COMPARABILITY OF ORGANIC AND NONORGANIC FCOJM AND NFCOJ.**--Does your firm import 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.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-8. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of certain orange juice imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for (a) type (nonorganic and organic products) and (b) source (subject Brazil—imports from Cargill, Cutrale, Fisher/Citrosuco, and Montecitrus; nonsubject Brazil—all other sources in Brazil; and all other sources combined).** Photocopy as many pages as you need and identify the product and source for which you are reporting in the space provided.

TYPE:  Nonorganic FCOJM  Nonorganic NFCOJ  Organic FCOJM  Organic NFCOJ

SOURCE:  Brazil (subject)  Brazil (COINBRA-Frutesp/Louis Dreyfus)  
 Brazil (other nonsubject)  All other sources (combined)<sup>1</sup>

(Quantity in 1,000 pounds solid equivalent, value in \$1,000)				
Item	Crop years			
	2001/02	2002/03	2003/04	2004/05
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)				
<b>IMPORTS:</b> <sup>2</sup>				
Quantity				
Value				
<b>U.S. SHIPMENTS:</b>				
<b>Commercial shipments:</b>				
Quantity				
Value				
<b>Internal consumption/company transfers:</b>				
Quantity				
Value <sup>3</sup>				
<b>EXPORT SHIPMENTS:</b> <sup>4</sup>				
Quantity				
Value				
<b>Duty drawback received on export shipments</b> (value)				
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> (quantity)				
<b>U.S. SHIPMENTS TO:</b>				
<b>Distributors</b> (quantity)				
<b>Remanufacturers and packagers</b> (quantity)				
<b>Food processors (including nonjuice drink and fruit drink producers)</b> (quantity)				
<b>Other end users</b> (quantity)				
<sup>1</sup> Please identify these sources: _____ _____ _____				
<sup>2</sup> Identify the foreign producers, if known: _____ _____				
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001/02, 2002/03, 2003/04, and 2004/05 below: _____ _____				
<sup>4</sup> Identify your principal export markets: _____ _____				
<sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____				

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-9. **MONTHLY IMPORTS BY SOURCE.**—Report your firm's imports and your firm's end-of-period inventories of certain orange juice imported by your firm from BRAZIL during the specified periods. **Report separately for each category of supplier of product from Brazil. Photocopy as many pages as you need.**

Brazil (subject)       Brazil (COINBRA-Frutesp/Louis Dreyfus)       Brazil (other nonsubject)

(Quantity in 1,000 pounds solid equivalent)								
Month	Imports				End-of-period inventories <sup>1</sup>			
	FCOJM		NFCOJ		FCOJM		NFCOJ	
	Nonorganic	Organic	Nonorganic	Organic	Nonorganic	Organic	Nonorganic	Organic
<b>2004:</b>								
January								
February								
March								
April								
May								
June								
July								
August								
September								
October								
November								
December								
<b>2005:</b>								
January								
February								
March								
April								
May								
June								
July								
<sup>1</sup> What percentage of total inventory was Brazilian juice in the first half of 2004 _____, the first half of 2005 _____. If the quantity of Brazilian juice in your inventories has changed significantly please identify the reasons for the change. <hr/> <hr/> <hr/> <hr/> <hr/>								



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

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403 or [james.fetzer@usitc.gov](mailto:james.fetzer@usitc.gov)).

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

Company contact:

\_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A.-PRICE DATA**

This section requests monthly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Brazil during October 2002-September 2005:

**Product 1.**-Frozen concentrated orange juice for manufacturing (FCOJM) of 65 degrees Brix and six or seven strength concentrate, not organic

**Product 2.**-Single strength, not from concentrate, orange juice (NFCOJ) that is pasteurized by flash heating immediately after squeezing the fruit, not organic

**Product 3.**-Frozen concentrated orange juice for manufacturing (FCOJM) of 65 degrees Brix and six or seven strength concentrate, organic

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

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**COPY THESE TWO PAGES AS NECESSARY.** Complete both pages for each of the specified products produced and sold by your firm to unrelated U.S. customers.

Brazil (subject)  Brazil (COIMBRA-Frutesp/Louis Dreyfus)   
 Product 1  Product 2  Product 3

(Quantity in thousands of pounds solids equivalent, value in thousands of dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>2001:</b>		
October		
November		
December		
<b>2002:</b>		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
<b>2003:</b>		
January		
February		
March		
April		
May		
June		
July		
August		
September		
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		
Continued on next page		

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

Brazil (subject)  Brazil (COIMBRA-Frutesp/Louis Dreyfus)

Product 1  Product 2  Product 3

<b>(Quantity in thousands of pounds solids equivalent, value in thousands of dollars)</b>		
<b>Period of shipment</b>	<b>Quantity</b>	<b>Value<sup>1</sup></b>
<b>2003:</b>		
October		
November		
December		
<b>2004:</b>		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
<b>2005:</b>		
January		
February		
March		
April		
May		
June		
July		
August		
September		
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

**Section III-B.--PRICE-RELATED QUESTIONS**

**Note: For section III-B please indicate if your response differs for FCOJM and NFCOJ products, as well as nonorganic and organic products.**

III-B-1. Please describe how your firm determines the prices that it charges for sales of certain orange juice (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.

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III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-B-3. What are your firm's typical sales terms for certain orange juice imported from Brazil (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. a) Approximately what share of your firm's sales of its certain orange juice imported from Brazil in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

b) Approximately what share of your firm's sales of its FCOJM imported from Brazil in 2004 were delivered into the futures market? \_\_\_\_\_

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain orange juice?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-8. (a) What is the approximate percentage of the total delivered cost of certain orange juice that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-B-9. What is the geographic market area in the United States served by your firm's certain orange juice?

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

III-B-10. Describe the end uses of the certain orange juice that you import from Brazil. For each end-use product, what percentage of the total cost is accounted for by certain orange juice?

<u>End use</u>	<u>Share of total cost accounted for by certain orange juice (percent)</u>
_____	_____
_____	_____

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-11. (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--To what degree do changes in their prices affect the price for certain orange juice? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain orange juice or final end use?

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

III-B-12. 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 III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-12. 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)?

<b>IMPORTANT</b>	<b>VERY IMPORTANT</b>	<b>SOMEWHAT</b>	<b>NOT IMPORTANT</b>
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"/>

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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.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-12. 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.

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III-B-13. Have there been any significant changes in the product range or marketing of certain orange juice since January 1, 2002?

No       Yes--Please describe.

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III-B-14. Does your firm sell certain orange juice over the internet?

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

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-15. 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).

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b) List any end use products for which certain orange juice produced by blending U.S.-produced certain orange juice and subject imports of certain orange juice from Brazil cannot be used or for which its use is limited. Does blended certain orange juice sell at a discount or premium to unblended certain orange juice? If so, how much is the typical discount or premium?

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III-B-16. If your firm processes organic orange juice, would your customers accept nonorganic orange juice if organic orange juice were unavailable?

- No                       Yes--Please explain.

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for certain orange juice imported from Brazil 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 imports of certain orange juice from Brazil that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 FCOJM sales (%)	Share of 2004 NFCOJ sales (%)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						