

## U.S. PRODUCERS' QUESTIONNAIRE

### RAW HONEY FROM ARGENTINA, BRAZIL, INDIA, UKRAINE, AND VIETNAM

This questionnaire must be received by the Commission by **May 5, 2021**

*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning raw honey from Argentina, Brazil, India, Ukraine, and Vietnam (Inv. Nos. 731-TA-1560-1564 (Preliminary)). 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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm produced raw honey (as defined on next page) at any time since January 1, 2018?

☐

**NO**

(Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

☐

**YES**

(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the U.S. International Trade Commission *Drop Box* by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **RAW**)

#### CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.** --This proceeding was instituted in response to a petition filed on April 21, 2021, by the American Honey Producers Association (“AHPA”), Bruce, South Dakota, and the Sioux Honey Association (“SHA”), Sioux City, Iowa. Antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce (“Commerce”) makes an affirmative determination of dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2021/raw\\_honey\\_argentina\\_brazil\\_india\\_ukraine\\_and/pr\\_eliminary.htm](https://www.usitc.gov/investigations/701731/2021/raw_honey_argentina_brazil_india_ukraine_and/pr_eliminary.htm).

**Raw honey** covered by these investigations is honey as it exists in the beehive or as obtained by extraction, settling and skimming, or coarse straining. Raw honey has not been filtered to a level that results in the removal of most or all of the pollen. The subject products include all grades, floral sources and colors of raw honey and also includes organic raw honey.

Excluded from the scope is comb honey or honey that is packaged for retail sale (e.g., in bottles or other retail containers of five (5) lbs or less).

Raw honey is currently imported under statistical reporting numbers 0409.00.0005, 0409.00.0035, 0409.00.0045, 0409.00.0056, and 0409.00.0065 of the Harmonized Tariff Schedule of the United States (“HTSUS”). The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

**Reporting of information.** --If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

**Confidentiality.** --The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.** --The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.** --The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission’s Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals. In addition, if your firm is a U.S. producer, the information you

provide on your production and imports of raw honey and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

**D-GRIDS tool.**--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage ([https://www.usitc.gov/trade\\_remedy/question.htm](https://www.usitc.gov/trade_remedy/question.htm)) called the "D-GRIDS tool." Use of this tool to help your firm complete this questionnaire is optional. Firms opting to use the D-GRIDS tool to populate their data into this questionnaire will need the D-GRIDS specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDS tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDS tool are available within the D-GRIDS tool itself.

I-1a. **OMB statistics.** --Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-1b. **TAA information release.** --In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, contact person's title, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

☐ Yes

☐ No

- I-2. **Establishments covered.** — Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

***“Establishment”*** — Each location of a firm involved in the production of raw honey, including auxiliary locations operated in conjunction with (whether or not physically separate from) such locations.

Establishments covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			

<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: \_\_\_\_\_.

- I-3. **Petitioner status.** —Is your firm a petitioner in this proceeding or a member firm of the petitioning entity?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

- I-4. **Petition support.** — Does your firm support or oppose the petition with regards to the following antidumping duty investigations?

Country	Support	Oppose	Take no position
Argentina	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ukraine	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-5. **Ownership.** — Is your firm owned, in whole or in part, by any other firm?

☐ No

☐ Yes--List the following information, relating to the ultimate parent/owner.

Firm name	Country	Extent of ownership ( <i>percent</i> )

I-6. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing raw honey from Argentina, Brazil, India, Ukraine, and/or Vietnam into the United States or that are engaged in exporting raw honey from Argentina, Brazil, India, Ukraine, and/or Vietnam to the United States?

☐ No

☐ Yes--List the following information.

Firm name	Country	Affiliation

I-7. **Related producers.** — Does your firm have any related firms, either domestic or foreign, that are engaged in the production of raw honey?

☐ No

☐ Yes--List the following information.

[illegible]

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

Further information on this part of the questionnaire can be obtained from Charles Cummings (202-708-1666, [Charles.Cummings@usitc.gov](mailto:Charles.Cummings@usitc.gov)). **Supply all data requested on a calendar-year basis.**

- II-1. **Contact information.** — Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part II.

Name	
Title	
Email	
Telephone	

- II-2. **Nature of raw honey operations.** —Please indicate the nature of your firm's raw honey operations per the definitions below. Please select the option that applies.

"Beekeeper with no processing/ retail packaging operations" – Individual firm involved only in the owning and keeping of honey bees for the production of raw honey.

"Beekeeper/processor/packer"— Firm involved in owning and keeping honey bees for the production of raw honey that also has processing and/or retail packaging operations.

<b><i>Check the box that applies</i></b>	
<input type="checkbox"/>	Beekeeper with no processing/ packaging operations
<input type="checkbox"/>	Beekeeper with processing/ packaging operations
<input type="checkbox"/>	Other <sup>1</sup>
<sup>1</sup> Please describe: _____.	

II-3a. **Changes in operations.** —Please indicate whether your firm has experienced any of the following changes in relation to the production of honey since January 1, 2018.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe the nature, date(s), and significance of any such reported changes as well as the business reasons for them; leave completely blank if not applicable)</i>
<input type="checkbox"/>	Expansion in number of colonies/ hives	
<input type="checkbox"/>	Replacement of colonies/ hives	
<input type="checkbox"/>	Reduction in number of colonies/ hives	
<input type="checkbox"/>	Began extraction/ separation/ settling/ containerizing operations	
<input type="checkbox"/>	Ceased extraction/ separation/ settling/ containerizing operations	
<input type="checkbox"/>	Weather related events	
<input type="checkbox"/>	Disease or pest-related events	
<input type="checkbox"/>	Changes in labor availability or costs	
<input type="checkbox"/>	Other (e.g., technology)	

II-3b. **COVID-19 pandemic.**—Since January 1, 2020, has the COVID-19 pandemic or have any government actions taken to contain the spread of the COVID-19 virus resulted in changes in your firm's supply chain arrangements, production, employment, and shipments relating to raw honey?

No	Yes	<b>If yes, describe these changes including a separate discussion of the (a) supply chain impact, (b) production and shipments impact, and (c) employment impact of the COVID-19 pandemic.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Product shifting.**—

- (a) Is your firm able to switch production (capacity) between raw honey and other products using the same equipment and/or labor?

No	Yes	If yes— (i.e., have produced other products or are able to produce other products) Please identify other actual or potential products.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

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**Definitions**

**“Average extraction/ separation/ settling/ containerization capacity”** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods based on average extraction/ separation/ settling/ containerization capacity. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**“Production”** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**“Commercial U.S. shipments”** –Shipments made within the United States as a result of an arm’s length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**“Internal consumption”** – Product consumed internally by your firm. Such transactions are valued at fair market value.

**“Transfers to related firms”** –Shipments made to related firms. Such transactions are valued at fair market value.

**“Related firm”** –A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

**“Export shipments”** –Shipments to destinations outside the United States, including shipments to related firms.

**“Inventories”**— Finished goods inventory, not raw materials or work-in-progress.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.*

- II-5a. **Capacity, production, and inventory data.** — Report your firm's average number of honey-producing colonies, average extraction/ separation/ settling/ containerization capacity, production, export shipments, and inventories related to the production of raw honey in its U.S. establishment(s) during the specified periods.

Quantity (in pounds) and value (in dollars)			
Item	Calendar year		
	2018	2019	2020
<b>Average number of honey-producing colonies:</b> <sup>1</sup> (number) (A)			
<b>Average extraction/ separation/ settling/ containerization capacity</b> (quantity) (B)			
<b>Beginning-of-period inventories</b> (quantity) (C)			
<b>Production</b> (quantity) (D)			
<b>U.S. shipments:</b> Quantity <sup>2</sup>	0	0	0
Value <sup>2</sup>	0	0	0
<b>Export shipments:</b> <sup>3</sup> Quantity (E)			
Value (F)			
<b>End-of-period inventories</b> (quantity) (G)			
<sup>1</sup> Please report the average amount of honey can be expected to be produced from a single colony in a year given ideal weather conditions in pounds _____. <sup>2</sup> Data for U.S. shipments will populate here once input into question II-6b below. <sup>3</sup> Identify your firm's principal export markets: _____.			

**RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.** — Generally, the data reported for the end-of-period inventories (i.e., line G) should be equal to the beginning-of-period inventories (i.e., line C), plus production (i.e., line D), less total shipments (i.e., lines E, H, J, L, N, P, and R). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar year		
	2018	2019	2020
C + D – E – H – J – L – N – P – R – G= should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

- II-5b. **U.S. shipments by category and channel of distribution**-- Report your firm's U.S. shipments of raw honey by category and channel of distribution (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) during the specified periods.

Quantity ( <i>in pounds</i> ), value ( <i>in dollars</i> )			
Item	Calendar year		
	2018	2019	2020
<b>U.S. shipments to packers:</b>			
<b>Internal consumption for packing</b>			
Quantity ( <i>H</i> )			
Value <sup>1</sup> ( <i>I</i> )			
<b>Transfers to related packing firms</b>			
Quantity ( <i>J</i> )			
Value <sup>1</sup> ( <i>K</i> )			
<b>Commercial shipments to packing firms</b>			
Quantity ( <i>L</i> )			
Value ( <i>M</i> )			
<b>U.S. shipments to firms other than packers:</b>			
<b>Internal consumption (other than for packing)</b>			
Quantity ( <i>N</i> )			
Value <sup>1</sup> ( <i>O</i> )			
<b>Transfers to related non-packing firms</b>			
Quantity ( <i>P</i> )			
Value <sup>1</sup> ( <i>Q</i> )			
<b>Commercial shipments to non-packing firms</b>			
Quantity ( <i>R</i> )			
Value ( <i>S</i> )			
<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.			

- II-6. **U.S. shipments by raw honey type.** -- Report your firm's U.S. shipments of raw honey (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by raw honey type.

Quantity ( <i>in pounds</i> )			
Item	Calendar year		
	2018	2019	2020
<b>U.S. shipments:</b>			
<b>Organic:</b>			
White or lighter (T)			
Extra light amber (U)			
Light amber (V)			
Amber or darker (W)			
<b>Conventional:</b>			
White or lighter (X)			
Extra light amber (Y)			
Light amber (Z)			
Amber or darker (AA)			

**RECONCILIATION OF CHANNELS.** — Please ensure that the quantities reported for U.S. shipments by raw honey type (*i.e.*, lines T through AA) in each time period equal the quantity reported for total U.S. shipments reported in II-5b (*i.e.*, lines H, J, L, N, P, and R) in each time period. If the calculated fields below return values other than zero (*i.e.*, "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year		
	2018	2019	2020
T + U + V + W + X + Y + Z + AA – H – J – L – N – P – R = zero ("0"), if not revise.	0	0	0

- II-7. **Monthly U.S. shipments of raw honey.** — Report your firm's monthly U.S. shipments of raw honey (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) the specified periods below.

U.S. shipments	Quantity (in pounds)
2020.--	
January (AB)	
February (AC)	
March (AD)	
April (AE)	
May (AF)	
June (AG)	
July (AH)	
August (AI)	
September (AJ)	
October (AK)	
November (AL)	
December (AM)	
2021.--	
January (AN)	
February (AO)	
March (AP)	

**RECONCILIATION.** — Please ensure that the sum of the quantities and values reported for 2020 for monthly U.S. shipments equals the quantity (*i.e.*, lines H, J, L, N, P, and R) reported for U.S. shipments in question II-5b. If the calculated fields below return values other than zero (*i.e.*, "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar year 2020
<b>Quantity:</b> AB + AC + AD + AE + AF + AG + AH + AI + AJ + AK + AL + AM – H – J – L – N – P – R = zero ("0"), if not revise.	0

- II-8. **Employment data.** — Report your firm's employment-related data related to the production of raw honey and provide any explanation for any trends in these data.

**"Worker"** — includes compensated and non-compensated workers, as defined below.

**Compensated worker:** Anyone who was paid for work done on a farm in connection with the production of raw honey. This includes field workers (employees engaged in tending to bees and extracting raw honey including operation of farm machinery); supervisors; other workers employed by your firm (e.g., bookkeepers); and contract labor.

**Non-compensated worker:** Self-employed and family farm members.

**"Hours worked"** includes all compensated and non-compensated hours worked as well as time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** — Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave. Include payments made by your firm for contract labor.

Item	Compensated workers		
	Calendar year		
	2018	2019	2020
Number of compensated workers <sup>1</sup> ( <i>number</i> )			
Hours worked by compensated workers ( <i>hours</i> )			
Wages paid to compensated workers ( <i>dollars</i> )			
<sup>1</sup> Record your firm's peak number of PRWs, that is, the maximum number of PRWs your firm had at any given time within the year.			

Item	Non-compensated workers		
	Calendar year		
	2018	2019	2020
Number of non-compensated workers <sup>1</sup> ( <i>number</i> )			
Hours worked by non-compensated workers ( <i>hours</i> )			
<sup>1</sup> Record your firm's peak number of non-compensated workers, that is, the maximum number of non-compensated workers your firm had at any given time within the year.			

Explanation of trends:

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- II-9. **Related firms.** — If your firm reported transfers to related firms in question II-5b, please identify the firm(s) and indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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- II-10. **Purchases.** — Has your firm purchased raw honey produced in the United States or in other countries since January 1, 2018? (Do not include imports for which your firm was the importer of record. These should be reported in an importer questionnaire.)

**“Purchase”** – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

**“Import”** – A transaction to buy from a foreign supplier where your firm is the importer of record.

No	Yes	If yes--Report such purchases in the table below and explain the reasons for your firms' purchases.
<input type="checkbox"/>	<input type="checkbox"/>	

*Note:* If your firm served as the importer of record for any purchases from foreign suppliers, either for your own account or as a service for another entity, those purchases are to be considered "imports" not "purchases" and **should not** be included in the table below

Quantity (in pounds)			
Item	Calendar year		
	2018	2019	2020
<b>Purchases from U.S. importers<sup>1</sup> of raw honey from—</b>			
Argentina			
Brazil			
India			
Ukraine			
Vietnam			
All other sources			
<b>Purchases from domestic producers<sup>2</sup></b>			
<b>Purchases from other sources<sup>3</sup></b>			
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. <sup>2</sup> Please list the name of the U.S. producer(s) from which your firm purchased this product: _____. <sup>3</sup> Please list the name of the firm(s) from which your firm purchased this product: _____.			

- II-11. **Imports.** — Since January 1, 2018, has your firm imported raw honey?

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	If yes-- <b><u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u></b>



- II-12. **Captive production use.**—Please report the your firm's internal consumption and/or transfers to related firms for the uses identified below. These data should reconcile with the quantities reported in question II-6b (lines H, J, N and P).

Quantity (in pounds)			
Item	Calendar year		
	2018	2019	2020
<b>Internal consumption and transfers to related firms.--</b> Sold as is, i.e., as a raw honey, (merchandise was diverted back into the market for raw honey)			
Processed or packaged into retail level packaging (i.e., into a downstream product)			

*RECONCILIATION OF CAPTIVE PRODUCTION USE.*— The sum of the data reported above should be equal to the sum of the data reported in lines H, J, N, and P of question II-6b for all periods.

Reconciliation	Calendar year		
	2018	2019	2020
Internal consumption and transfers to related parties (lines H, J, N, and P in II-6b) reconciliation.	0	0	0

Note.—Please work to the best of your ability with any related firm(s) to provide estimates for these data if your firm reported “transfers to related firms”.

- II-13. **Raw honey share of inputs into processed / retail honey.**—If your firm reported that your firm's raw honey were used in the production of processed or retail honey as reported in question II-12, please provide the following data on the share that raw honey and other inputs account for the production of processed retail honey.

Material inputs used in processed retail honey production	Share of <i>value</i> accounted for in processed / retail honey (percent)	Share of the <i>quantity</i> accounted for in processed / retail honey (percent)
Raw honey		
All other material inputs <sup>1</sup>		
<b>Total</b> (should sum to 100.0%)	0.0	0.0
<sup>1</sup> This should include other material inputs such as packaging or retail container materials, but should exclude non material costs such as labor or factory overhead.		

Note.—Please work to the best of your ability with any related firm(s) to provide estimates for these data if your firm reported “transfers to related firms”.

- II-14. **Other explanations.** — If your firm would like to further explain a response to a question in Part II for which a narrative box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Jennifer Brinckhaus (202-205-3188, [jennifer.brinckhaus@usitc.gov](mailto:jennifer.brinckhaus@usitc.gov)).

- III-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part III.

Name	
Title	
Email	
Telephone	

- III-2. **Accounting system.**—Please provide the following information on your firm's financial accounting system.

- A. When does your company's fiscal year end (month and day)? \_\_\_\_\_
- B.1. If your company prepares financial statements, describe the lowest level of operations (e.g., by product, location, company-wide, etc.) for which financial statements are prepared that include raw honey:  
\_\_\_\_\_
2. Does your company prepare profit/loss statements for raw honey specifically?  
☐ Yes ☐ No
3. Please indicate your company's business structure:  
☐ Sole proprietorship  
☐ Partnership (LLC, LP, or GP)  
☐ S Corp.  
☐ C Corp.  
☐ Other (specify) \_\_\_\_\_
4. Please specify the accounting basis used by your company:  
☐ U.S. GAAP  
☐ IFRS (International Financial Reporting Standards)  
☐ Tax accounting (Cash)  
☐ Tax accounting (Accrual)  
☐ Other comprehensive basis of accounting (specify) \_\_\_\_\_

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes raw honey, as well as specific statements and worksheets) used to compile these data.*

- III-3. **Cost accounting system.**—Briefly describe your firm's cost accounting system, if applicable (e.g., standard cost, activity-based costing, etc.).

--

- III-4. **Allocation basis.**—If your firm tracks expenses by product or location, briefly describe your firm's allocation basis for shared operating expenses, interest expense, other income, and other expenses.

--

- III-5. **Product listing.**—Please list any other products or services for which revenue was received using the same beehives that are used to produce raw honey. Please provide the share of net sales accounted for by these products in 2020.

Products	Share of sales
Raw honey	%
Commercial pollination services	%
Beeswax	%
Other – describe:	%
Other – describe:	%
Other – describe:	%
Other – describe:	%

- III-6. **Cooperative membership.**—Is your firm a member of a cooperative?

<b>No</b>	<b>Yes</b>	<b>If yes</b> —Please indicate which cooperative, how the price paid to your company for the raw honey is determined, and when payment is remitted for the raw honey (e.g., upon delivery of the product to the cooperative, upon sale of the product by the cooperative, etc.)
<input type="checkbox"/>	<input type="checkbox"/>	

- III-7. **Commercial pollination services.**—Since January 1, 2018, has your firm earned commercial pollination revenue utilizing the same honeybees that were used in the production of raw honey?

<b>Yes--Complete questions III-8a-c.</b>	<b>No—Skip to question III-9a.</b>
<input type="checkbox"/>	<input type="checkbox"/>

- III-8a. **Commercial pollination shared costs.**— Please describe any major shared costs between your company's production of raw honey and its commercial pollination services, and describe whether these revenues and costs are tracked separately in your own books and records.

--

- III-8b. **Commercial pollination accounting treatment.**—Financial results on your firm's raw honey operations are requested in question III-9a. Revenues and costs associated with commercial pollination services (whether direct costs or shared costs allocated to these services) should be reported in III-8c and should **not** be included in the financial results of raw honey at III-9a. Please indicate whether your firm was able to remove the revenue and costs associated with commercial pollination from the financial results in III-9a.

<input type="checkbox"/> <b>Yes</b> -- Please describe how any shared expenses were allocated between commercial pollination services and raw honey (e.g., based on sales revenue, direct labor hours, etc.) and whether estimates were used.	
<input type="checkbox"/> <b>No</b> – Please explain why these revenues and costs were not removed.	

- III-8c. **Revenues and costs from commercial pollination.**—Report your firm's total revenues and related cost information for commercial pollination services.

Value (in dollars)			
Item	Calendar years		
	2018	2019	2020
Revenues from commercial pollination services			
Operating expenses			

III-9a. **Operations on raw honey.**--Report the revenue and related cost information requested below on the raw honey operations of your firm's U.S. establishment(s).<sup>1</sup> Revenue and cost information for products or services other than raw honey should not be included in these results. Do not report any cooperative distributions (i.e., patronage refunds) in this table. All net sales, whether sold commercially, transferred to a cooperative for processing, or internally consumed for processing, should be reported at fair market value.

Quantity (in pounds) and value (in dollars)			
Item	Calendar year		
	2018	2019	2020
Number of honey-producing colonies			
Net sales quantities <sup>1</sup>			
Net sales values <sup>1</sup>			
Operating expenses:			
Raw material costs			
Direct labor			
All other operating expenses <sup>2</sup>			
Operating income (loss)	0	0	0
Other expenses:			
Interest expense (mortgage)			
Interest expense (all other)			
All other expense items (e.g., loss on the sale of assets, etc.)			
Other income:			
Insurance proceeds			
Income from other government programs (e.g., ELAP, CCC loans reported as income, etc.)			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			
<sup>1</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>2</sup> This includes all other expenses incurred from normal business operations related to the production of raw honey. Examples include depreciation, selling expenses, utilities, storage costs, insurance costs, etc. Please detail the expenses categories your firm has included in "all other operating expenses":			

*Note --The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

- III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a (i.e., total net sales quantities and values, operating income (or loss), and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

		<b>If no</b> --If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. Also, check signs accorded to the post operating income line items; the expense line items should report positive numbers (i.e., expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (i.e., income is positive, expenses or reversals are negative). If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.
<b>Yes</b>	<b>No</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

- III-9c. **Depreciation.**--Please report the amount of depreciation and section 179 expense included in the financial results at III-9a in each period.

Value (in dollars)			
Item	Calendar years		
	2018	2019	2020
Depreciation and section 179 expense			

- III-10. **Unpaid owner/operator labor.**—If your company had unpaid owner/operator labor related to your production of raw honey (e.g., as a sole proprietorship or an LLC), please provide an estimate of the number of labor hours in each period and an estimate of the cost of that labor if it were paid to an outside employee.

Item	Calendar years		
	2018	2019	2020
Owner/operator unpaid labor hours (number of hours)			
Estimated cost of owner/operating unpaid labor hours if paid to outside employee (in dollars)			

- III-11. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each period for which financial results are reported in question III-9a, please specify the values of all material (significant) nonrecurring items (charges and gains) in the schedule below, as reflected in question III-9a; i.e., if an aggregate nonrecurring item has been allocated to question III-9a, only the allocated value amount included in question III-9a should be reported in the schedule below.

Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-9a.

Item	Calendar years		
	2018	2019	2020
	Value (in dollars)		
Nonrecurring item 1			
Nonrecurring item 2			
Nonrecurring item 3			
Nonrecurring item 4			
Nonrecurring item 5			
Nonrecurring item 6			
Nonrecurring item 7			

**Nonrecurring item:** In this table please provide a brief description of each nonrecurring item reported above and indicate the expense line item in question III-9a in which these items were included.

	Description of the nonrecurring item	Location of this item in question III-9a
Nonrecurring item 1		
Nonrecurring item 2		
Nonrecurring item 3		
Nonrecurring item 4		
Nonrecurring item 5		
Nonrecurring item 6		
Nonrecurring item 7		



III-12a. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of raw honey. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for raw honey in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a.

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period, e.g., due to asset write-offs, revaluation, and major purchases.

<b>Value (in dollars)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2018</b>	<b>2019</b>	<b>2020</b>
Total assets (net)			

III-12b. **Description of reported assets.**--Please describe the main asset categories (both current and long-term assets) in the above response. Provide a brief explanation if there are any substantial changes in total asset value during the period, e.g., due to asset write-offs, revaluation, and major purchases.

--

III-13a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for raw honey.

<b>Value (in dollars)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2018</b>	<b>2019</b>	<b>2020</b>
Capital expenditures			
Research and development expenses			

III-13b. **Description of reported capital expenditures.**—Please describe the nature, focus, and significance of your firm's reported capital expenditures as it relates to raw honey. If no capital expenditure data are reported, please explain the reason.

III-13c. **Description of reported R&D expenses.**--Please describe the nature, focus, and significance of your firm's reported R&D expenses as it relates to raw honey.

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, 12, and 13 are based on a calendar year or on your firm's fiscal year (if it is not on a calendar year basis):

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

*RECONCILIATION OF TRADE VS FINANCIAL DATA.--Please ensure that the quantities and values reported for total shipments in Part II equal the quantities and values reported for total net sales in Part III of this questionnaire in each time period unless the financial data from Part III are reported on a fiscal year basis. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Calendar years		
	2018	2019	2020
<b>Quantity:</b> Trade data from question II-7 (lines D, F, H, and J) less financial total net sales quantity data from question III-9a, = zero ("0").	0	0	0
<b>Value:</b> Trade data from question II-7 (lines E, G, I, and K) less financial total net sales value data from question III-9a, = zero ("0").	0	0	0

Do these data in question III-9a reconcile with data in question II-7?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

If your responses to any of the items in questions III-15, III-16, and III-17 differ by country, please describe these differences and, as applicable, indicate which country or countries your response refers to in the relevant form fields.

III-15. **Effects of imports on investment.**--Since January 1, 2018, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of raw honey from Argentina, Brazil, India, Ukraine, and Vietnam?

<b>No</b>	<b>Yes</b>	<b>If yes, my firm has experienced actual negative effects as follows.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

	<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

- III-16. **Effects of imports on growth and development.**--Since January 1, 2018, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of raw honey from Argentina, Brazil, India, Ukraine, and Vietnam?

<b>No</b>	<b>Yes</b>	
<input type="checkbox"/>	<input type="checkbox"/>	<b>If yes, my firm has experienced actual negative effects as follows.</b>

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

- III-17. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of raw honey from Argentina, Brazil, India, Ukraine, and Vietnam?

No	Yes	If yes, my firm anticipates negative effects as follows.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-18. **Effects on financial performance of COVID-19.**— Since January 1, 2020, has the COVID-19 pandemic or have any government actions taken to contain the spread of the COVID-19 virus affected the financial performance of your firm's operations on raw honey as reported in III-9a?

No	Yes	If yes, please describe these effects.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-19. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

**PART IV.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Lauren McLemore (202-205-3489, [lauren.mclemore@usitc.gov](mailto:lauren.mclemore@usitc.gov)).

- IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in Part IV.

Name	
Title	
Email	
Telephone	

**PRICE DATA**

- IV-2. **Price setting.**--How does your firm determine the prices that it charges for sales of raw honey (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-3. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-4. **Pricing terms.**--On what basis are your firm's prices of domestic raw honey usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-5. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced raw honey in 2020 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2020 sales	%	%	%	%	0.0 %

- IV-6. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced raw honey (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	No. of days		365	
Price renegotiation (during contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	Quantity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Both	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs <sup>1</sup>	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<sup>1</sup> Please identify the indexes used: _____.				

- IV-7. **Lead times.**--What share of your firm's sales is from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced raw honey?

Source	Share of 2020 sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	



IV-8. **Shipping information.**--

- (a) Who generally arranges the transportation to your firm's customers' locations?  
☐ Your firm    ☐ Purchaser (*check one*)
- (b) Indicate the approximate percentage of your firm's sales of raw honey that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %

- IV-9. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its U.S.-produced raw honey since January 1, 2018 (check all that apply)?

Geographic area	✓ if applicable
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, and VI.	<input type="checkbox"/>

- IV-10. **Inland transportation costs.**—What is the approximate percentage of the cost of U.S.-produced raw honey that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent

- IV-11. **End uses.**--List the end uses of the raw honey that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by honey and other inputs?

End-use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Raw honey	Other inputs	
Honey packaged for retail	%	%	0.0 %
Other:	%	%	0.0 %
Other:	%	%	0.0 %

**IV-12. Substitutes.--**

(a) Can other products be substituted for raw honey in the production of packaged honey?

☐ No                      ☐ Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for honey?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

(b) Can other products be substituted by the consumer for raw honey or packaged honey?

☐ No                      ☐ Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for honey?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

**IV-13. Demand trends.--**Indicate how demand within the United States and outside of the United States (if known) for honey has changed since January 1, 2018. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-14. Product changes.--**Have there been any significant changes in the product range, product mix, or marketing of honey since January 1, 2018?

No	Yes	If yes, please describe and quantify if possible.
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-15. Conditions of competition.--**

(a) Is the honey market subject to business cycles and/or other conditions of competition distinctive to honey? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to next question.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for honey since January 1, 2018?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-16. Supply constraints.--**Has your firm refused, declined, or been unable to supply honey since January 1, 2018 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-17. Raw materials.--**How have honey raw material prices changed since January 1, 2018?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for honey.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-18. Interchangeability.**--Is honey produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or O in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

O = *no familiarity* with products from a specified country-pair

Country-pair	Argentina	Brazil	India	Ukraine	Vietnam	Other countries
United States						
Argentina						
Brazil						
India						
Ukraine						
Vietnam						

For any country-pair producing honey that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:

IV-19. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between honey produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	Argentina	Brazil	India	Ukraine	Vietnam	Other countries
United States						
Argentina						
Brazil						
India						
Ukraine						
Vietnam						

For any country-pair for which factors other than price are *always* or *frequently* a significant factor in your firm's sales of honey, identify the country-pair and relevant factors and report the advantages or disadvantages imparted by such factors:

IV-20. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for honey since January 1, 2018. Indicate the share of the quantity of your firm's U.S. shipments of honey that each of these customers accounted for in 2020.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2020 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

IV-22. **Competition from imports.--**

- (a) **Lost revenue.**--Since January 1, 2018: To avoid losing sales to competitors selling honey from Argentina, Brazil, India, Ukraine, and Vietnam, did your firm:

Item	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

- (b) **Lost sales.**--Since January 1, 2018: Did your firm lose sales of honey to imports of this product from Argentina, Brazil, India, Ukraine, and Vietnam?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

- (c) **The submission of lost sales/lost revenue allegations is to be completed only by NON-PETITIONERS.**

If your firm indicated “yes” to any of the above, your firm can provide the Commission with additional information by downloading and completing the lost sales/lost revenues worksheet at [http://usitc.gov/trade\\_remedy/question.htm](http://usitc.gov/trade_remedy/question.htm). Note that the Commission may contact the firms named to verify the allegations reported.

Is your firm submitting the lost sales/lost revenues worksheet?

<input type="checkbox"/>	No—Please explain.
<input type="checkbox"/>	Yes—Please complete the worksheet and submit via the Commission dropbox. <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: <b>RAW</b> )

- IV-23. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

**PART V.--ALTERNATIVE PRODUCT INFORMATION**

Further information on this part of the questionnaire can be obtained from Charles Cummings (202-708-1666, [Charles.Cummings@usitc.gov](mailto:Charles.Cummings@usitc.gov)).

V-1. **Comparability of U.S.-produced raw honey (as defined on page 2 of this questionnaire) and U.S.-produced processed/packaged for retail sale honey.**-- For each of the following indicate whether listed honey products produced in the United States are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

(a) **Physical Characteristics and End Uses.**--The differences and similarities in the physical characteristics and end uses.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>physical characteristics and uses</i> :
<b><u>Raw honey</u></b> ( <i>i.e.</i> , not processed nor packaged for retail level sale) vs. <b><u>processed/packaged for retail sale honey</u></b> ( <i>i.e.</i> , either processed or packaged for retail level sale)		



V-1. **Comparability of U.S.-produced raw honey and U.S.-produced processed/packaged for retail sale honey.**--Continued

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

(b) **Interchangeability.**--The ability to substitute the products in the same application.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>interchangeability</u> :
<b><u>Raw honey</u></b> ( <i>i.e.</i> , not processed nor packaged for retail level sale) vs. <b><u>processed/packaged for retail sale honey</u></b> ( <i>i.e.</i> , either processed or packaged for retail level sale)		

(c) **Channels of distribution.**--Channels of distribution/market situation through which the products are sold (*i.e.*, sold direct to end users, through wholesaler/distributors, etc.).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>channels of distribution</u> :
<b><u>Raw honey</u></b> ( <i>i.e.</i> , not processed nor packaged for retail level sale) vs. <b><u>processed/packaged for retail sale honey</u></b> ( <i>i.e.</i> , either processed or packaged for retail level sale)		

V-1. **Comparability of U.S.-produced raw honey and U.S.-produced processed/packaged for retail sale honey.**--*Continued*

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

- (d) **Manufacturing facilities, production processes, and production employees.**--Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>manufacturing facilities, production processes, and production employees</u> :
<b><u>Raw honey</u></b> ( <i>i.e.</i> , not processed nor packaged for retail level sale) vs. <b><u>processed/packaged for retail sale honey</u></b> ( <i>i.e.</i> , either processed or packaged for retail level sale)		

- (e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in the market (*e.g.*, sales/marketing practices).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>customer and product perceptions</u> :
<b><u>Raw honey</u></b> ( <i>i.e.</i> , not processed nor packaged for retail level sale) vs. <b><u>processed/packaged for retail sale honey</u></b> ( <i>i.e.</i> , either processed or packaged for retail level sale)		

V-1. **Comparability of U.S.-produced raw honey and U.S.-produced processed/packaged for retail sale honey**--*Continued*

- F: fully comparable or the same, *i.e.*, have no differentiation between them;  
M: mostly comparable or similar;  
S: somewhat comparable or similar;  
N: never or not-at-all comparable or similar; or  
O: no familiarity with products.

(f) **Price**--Whether prices are comparable or differ between the products.

<b>Product-pair</b>	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> :
<b><u>Raw honey</u></b> ( <i>i.e.</i> , not processed nor packaged for retail level sale) vs. <b><u>processed/packaged for retail sale honey</u></b> ( <i>i.e.</i> , either processed or packaged for retail level sale)		

- V-2. **Semi-finished product analysis.**--Please answer the following questions regarding the differences and similarities in unfinished product(s) and finished product(s) in this proceeding as defined below:

**“Unfinished product(s)”** – Raw honey (as defined on **page 2** of this questionnaire) produced in the United States.

**“Finished product(s)”** – Processed/package for retail sale honey produced in the United States.

- (a) Are there uses for the unfinished product(s) other than for the production of the finished product(s)

No	Yes	If yes--Please describe these uses.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Is the market for unfinished product(s) separate and distinct from the market for finished product(s)?

No	Yes	If yes--Please describe how they are separate and distinct.
<input type="checkbox"/>	<input type="checkbox"/>	

- (c) Are there differences in the physical characteristics and functions of the unfinished product(s) and finished products(s)?

No	Yes	If yes--Please describe these differences.
<input type="checkbox"/>	<input type="checkbox"/>	

- (d) Is there a significant difference in the cost or value between unfinished product(s) and finished product(s)?

No	Yes	If yes--Please describe these differences.
<input type="checkbox"/>	<input type="checkbox"/>	

- (e) Would you describe the processes used to transform the unfinished product(s) into the finished product(s) as significant and particularly labor or capital intensive?

No	Yes	If yes--Please describe the labor or capital intensively of the conversion process.
<input type="checkbox"/>	<input type="checkbox"/>	

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[https://www.usitc.gov/investigations/701731/2021/raw\\_honey\\_argentina\\_brazil\\_india\\_ukraine\\_and/preliminary.htm](https://www.usitc.gov/investigations/701731/2021/raw_honey_argentina_brazil_india_ukraine_and/preliminary.htm)

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/>      **Pin:** **RAW**

- **E-mail.**—E-mail the MS Word questionnaire to [Charles.Cummings@usitc.gov](mailto:Charles.Cummings@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not produce this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

***Parties to this proceeding.***—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7).