

## U.S. IMPORTERS' 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 investigation(s) concerning raw honey from Argentina, Brazil, India, Ukraine, and Vietnam (inv. No. 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 imported raw honey regardless of Customs classification (as defined on next page) or has your firm imported any product under the primary HTS numbers for raw honey from any country 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.

**Primary HTS statistical reporting numbers** for raw honey are 0409.00.0005, 0409.00.0035, 0409.00.0045, 0409.00.0056, and 0409.00.0065.

**Importer.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing raw honey (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**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.

**Valid number error messages.**--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Andres Andrade (202-205-2078, [Andres.Andrade@usitc.gov](mailto:Andres.Andrade@usitc.gov)).

**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-1. **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 40 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-2a. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire.

**"Establishment"**--Each facility of a firm involved in the importation of raw honey, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

|  |
|--|
|  |
|--|

I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

|                   |  |
|-------------------|--|
| Law firm:         |  |
| Lead attorney(s): |  |

I-3. **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 (percent) |
|-----------|---------|-------------------------------|
|           |         |                               |
|           |         |                               |
|           |         |                               |

I-4. **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, or Vietnam into the United States or that are engaged in exporting raw honey from Argentina, Brazil, India, Ukraine, or Vietnam to the United States?

☐ No      ☐ Yes--List the following information.

| Firm name | Country | Affiliation |
|-----------|---------|-------------|
|           |         |             |
|           |         |             |
|           |         |             |

I-5. **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.

| Firm name | Country | Affiliation |
|-----------|---------|-------------|
|           |         |             |
|           |         |             |
|           |         |             |
|           |         |             |
|           |         |             |
|           |         |             |

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations of raw honey. More than one answer may be applicable.

| Importer of record       | Takes title to the imported product(s) | Consignee of the imported products(s) | Customs broker or freight forwarder |
|--------------------------|--|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/>               | <input type="checkbox"/>              | <input type="checkbox"/>            |

I-6. **Imported products.**--Please indicate what products and what Customs classifications your firm used.

| Check all that apply     | Product  | Reporting  |
|--------------------------|--|--|
| <input type="checkbox"/> | Raw honey imported under primary HTS statistical reporting numbers.  | Respond to all questions on raw honey in parts II and III.   |
| <input type="checkbox"/> | Products other than raw honey imported under the primary HTS statistical reporting numbers.                      | Respond to all of part I and to question II-11.  |
| <input type="checkbox"/> | Raw honey imported other statistical reporting numbers other than the primary HTS statistical reporting numbers. | Respond to all questions on raw honey in parts II and III. And indicate here the relevant statistical reporting numbers used:                      . |

- I-7. **Consignee.**--If your firm is an importer of record of raw honey but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

| <b>Firm name</b> | <b>Address</b> | <b>Contact person and phone number</b> |
|------------------|----------------|--|
|                  |                |  |
|                  |                |  |
|                  |                |  |

- I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters raw honey into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports raw honey under the TIB (temporary importation under bond) program.

**"Foreign trade zone"** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**"Bonded warehouse"** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

**"Temporary Importation under Bond ("TIB") program"** is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

| <b>Item</b>                      | <b>No</b>                | <b>Yes</b>               |
|----------------------------------|--------------------------|--------------------------|
| Foreign trade zones              | <input type="checkbox"/> | <input type="checkbox"/> |
| Bonded warehouses                | <input type="checkbox"/> | <input type="checkbox"/> |
| Temporary importation under bond | <input type="checkbox"/> | <input type="checkbox"/> |

- I-9. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

| <b>No</b>                | <b>Yes</b>               | <b>If yes, Yes--Please specify.</b> |
|--------------------------|--------------------------|-------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |                                     |

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

Further information on this part of the questionnaire can be obtained from Andres Andrade (202-205-2078, [Andres.Andrade@usitc.gov](mailto:Andres.Andrade@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-2a. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of raw 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"/>              | Office/warehouse openings                       |  |
| <input type="checkbox"/>              | Office/warehouse closings                       |  |
| <input type="checkbox"/>              | Relocations                                     |  |
| <input type="checkbox"/>              | Expansions                                      |  |
| <input type="checkbox"/>              | Acquisitions                                    |  |
| <input type="checkbox"/>              | Consolidations                                  |  |
| <input type="checkbox"/>              | Prolonged shutdowns or importation curtailments |  |
| <input type="checkbox"/>              | Revised labor agreements                        |  |
| <input type="checkbox"/>              | Other (e.g., technology)                        |  |

- II-2b. **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, importation, employment, and shipments relating to raw honey?

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

- II-3a. **Arranged imports.**--Has your firm imported or arranged for the importation of raw honey for delivery after **December 31, 2020**?

**"Arranged imports"** are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

|                          |                          |  |
|--------------------------|--------------------------|--|
| <b>No</b>                | <b>Yes</b>               | <b>If yes, fill out the table below.</b> |
| <input type="checkbox"/> | <input type="checkbox"/> |  |

| Source            | Period                      |              |               |              |
|-------------------|-----------------------------|--------------|---------------|--------------|
|                   | Jan-Mar 2021                | Apr-Jun 2021 | Jul-Sept 2021 | Oct-Dec 2021 |
|                   | <b>Quantity (in pounds)</b> |              |               |              |
| Argentina         |                             |              |               |              |
| Brazil            |                             |              |               |              |
| India             |                             |              |               |              |
| Ukraine           |                             |              |               |              |
| Vietnam           |                             |              |               |              |
| All other sources |                             |              |               |              |

- II-3b. **Imports of raw honey in the 12-month period preceding the petition.**--Has your firm imported raw honey from any source between April 1, 2020 and March 31, 2021? (i.e., the last nine months in 2020 and first three months in 2021 combined)

|                          |                          |  |
|--------------------------|--------------------------|--|
| <b>No</b>                | <b>Yes</b>               | <b>If yes, report the quantity of such import below by source.</b> |
| <input type="checkbox"/> | <input type="checkbox"/> |  |

| <b>Quantity (<i>in pounds</i>)</b> |                                     |
|------------------------------------|-------------------------------------|
| <b>Source</b>                      | <b>April 202 through March 2021</b> |
| Argentina                          |                                     |
| Brazil                             |                                     |
| India                              |                                     |
| Ukraine                            |                                     |
| Vietnam                            |                                     |
| All other sources                  |                                     |

- II-4. **Reasons for importing if producer.**--If your firm also produces raw honey in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

|  |
|--|
|  |
|--|

**Definitions**

**"Imports"** –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty).

**"Import quantities"** –Quantities reported should be net of returns.

**"Import values"** –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

**"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. **U.S. imports from Argentina.**—Report your firm's imports and inventories of raw honey imported from Argentina by your firm during the specified periods.

## Argentina

| Quantity (in pounds), value (in dollars)  |               |      |      |
|---|---------------|------|------|
| Item  | Calendar year |      |      |
|   | 2018          | 2019 | 2020 |
| <b>Beginning-of-period inventories (quantity) (A)</b>   |               |      |      |
| <b>Imports:<sup>1</sup></b>   |               |      |      |
| Quantity (B)  |               |      |      |
| Value (C)   |               |      |      |
| <b>U.S. shipments:</b>  |               |      |      |
| Quantity <sup>2</sup>   | 0             | 0    | 0    |
| Value <sup>2</sup>  | 0             | 0    | 0    |
| <b>Export shipments:<sup>3</sup></b>  |               |      |      |
| Quantity (D)  |               |      |      |
| Value (E)   |               |      |      |
| <b>End-of-period inventories (quantity) (F)</b>   |               |      |      |
| <sup>1</sup> Please identify the foreign producers, if known: _____.<br><sup>2</sup> Data for U.S. shipments will populate here once input into question II-5b below.<br><sup>3</sup> Identify your firm's principal export markets: _____. |               |      |      |

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line F) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines G, I, K, M, O and Q). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation  | Calendar year |      |      |
|---|---------------|------|------|
|   | 2018          | 2019 | 2020 |
| A + B – G – I – K – M – O – Q – F = 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: Argentina.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Argentina by type of firm during the specified periods.

## Argentina

| 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>                    |               |      |      |
| <i>Quantity (G)</i>  |               |      |      |
| <i>Value<sup>1</sup> (H)</i>                               |               |      |      |
| <b>Transfers to related packing firms</b>                  |               |      |      |
| <i>Quantity (I)</i>  |               |      |      |
| <i>Value<sup>1</sup> (J)</i>                               |               |      |      |
| <b>Commercial shipments to packing firms</b>               |               |      |      |
| <i>Quantity (K)</i>  |               |      |      |
| <i>Value (L)</i>   |               |      |      |
| <b>U.S. shipments to firms other than packers:</b>         |               |      |      |
| <b>Internal consumption (other than for packing)</b>       |               |      |      |
| <i>Quantity (M)</i>  |               |      |      |
| <i>Value<sup>1</sup> (N)</i>                               |               |      |      |
| <b>Transfers to related non-packing firms</b>              |               |      |      |
| <i>Quantity (O)</i>  |               |      |      |
| <i>Value<sup>1</sup> (P)</i>                               |               |      |      |
| <b>Commercial shipments to non-packing firms</b>           |               |      |      |
| <i>Quantity (Q)</i>  |               |      |      |
| <i>Value (R)</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-5c **U.S. shipments by raw honey type: Argentina--** Report your firm's U.S. shipments (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Argentina by raw honey type.

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

**RECONCILIATION.** — Please ensure that the quantities reported for U.S. shipments by raw honey type (*i.e.*, lines S through Z) in each time period equal the quantity reported for total U.S. shipments reported in II-5b (*i.e.*, lines G, I, K, M, O, and Q) 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 |
| $S + T + U + V + W + X + Y + Z - G - I - K - M - O - Q = \text{zero ("0")}$ , if not revise. | 0             | 0    | 0    |

- II-5d **U.S. shipments of imports by month: Argentina--** Report your firm's monthly U.S. shipments of imports of raw honey from Argentina (in pounds) and value (in dollars) in the specified periods below.

## Argentina

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

**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 G, I, K, M, O, and Q) reported for U.S. shipments in part "b" of this question. 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> AA + AB + AC + AD + AE + AF + AG + AH + AI + AJ + AK + AL – G – I – K – M – O – Q = zero ("0"), if not revise. | 0                  |

II-6a. **U.S. imports from Brazil.**—Report your firm's imports and inventories of raw honey imported from Brazil by your firm during the specified periods.

## Brazil

| Quantity (in pounds), value (in dollars)  |               |      |      |
|---|---------------|------|------|
| Item  | Calendar year |      |      |
|   | 2018          | 2019 | 2020 |
| <b>Beginning-of-period inventories (quantity) (A)</b>   |               |      |      |
| <b>Imports:<sup>1</sup></b>   |               |      |      |
| Quantity (B)  |               |      |      |
| Value (C)   |               |      |      |
| <b>U.S. shipments:</b>  |               |      |      |
| Quantity <sup>2</sup>   | 0             | 0    | 0    |
| Value <sup>2</sup>  | 0             | 0    | 0    |
| <b>Export shipments:<sup>3</sup></b>  |               |      |      |
| Quantity (D)  |               |      |      |
| Value (E)   |               |      |      |
| <b>End-of-period inventories (quantity) (F)</b>   |               |      |      |
| <sup>1</sup> Please identify the foreign producers, if known: _____.<br><sup>2</sup> Data for U.S. shipments will populate here once input into question II-6b below.<br><sup>3</sup> Identify your firm's principal export markets: _____. |               |      |      |

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line F) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines G, I, K, M, O and Q). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation  | Calendar year |      |      |
|---|---------------|------|------|
|   | 2018          | 2019 | 2020 |
| A + B – G – I – K – M – O – Q – F = 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-6b. **U.S. shipments: Brazil.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Brazil by type of firm during the specified periods.

## Brazil

| Quantity ( <i>in pounds</i> ), value ( <i>in dollars</i> )           |               |      |      |
|--|---------------|------|------|
| Item   | Calendar year |      |      |
|  | 2018          | 2019 | 2020 |
| <b>U.S. shipments to packers:</b>                                    |               |      |      |
| Internal consumption for packing<br><i>Quantity (G)</i>              |               |      |      |
| <i>Value<sup>1</sup> (H)</i>   |               |      |      |
| <b>Transfers to related packing firms</b>                            |               |      |      |
| <i>Quantity (I)</i>  |               |      |      |
| <i>Value<sup>1</sup> (J)</i>   |               |      |      |
| <b>Commercial shipments to packing firms</b>                         |               |      |      |
| <i>Quantity (K)</i>  |               |      |      |
| <i>Value (L)</i>   |               |      |      |
| <b>U.S. shipments to firms other than packers:</b>                   |               |      |      |
| Internal consumption (other than for packing)<br><i>Quantity (M)</i> |               |      |      |
| <i>Value<sup>1</sup> (N)</i>   |               |      |      |
| <b>Transfers to related non-packing firms</b>                        |               |      |      |
| <i>Quantity (O)</i>  |               |      |      |
| <i>Value<sup>1</sup> (P)</i>   |               |      |      |
| <b>Commercial shipments to non-packing firms</b>                     |               |      |      |
| <i>Quantity (Q)</i>  |               |      |      |
| <i>Value (R)</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-6c **U.S. shipments by raw honey type: Brazil--** Report your firm's U.S. shipments (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Brazil 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 (S)          |               |      |      |
| Extra light amber (T)         |               |      |      |
| Light amber (U)               |               |      |      |
| Amber or darker (V)           |               |      |      |
| <b>Non-organic:</b>           |               |      |      |
| White or lighter (W)          |               |      |      |
| Extra light amber (X)         |               |      |      |
| Light amber (Y)               |               |      |      |
| Amber or darker (Z)           |               |      |      |

**RECONCILIATION.** — Please ensure that the quantities reported for U.S. shipments by raw honey type (*i.e.*, lines S through Z) in each time period equal the quantity reported for total U.S. shipments reported in II-6b (*i.e.*, lines G, I, K, M, O, and Q) 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 |
| $S + T + U + V + W + X + Y + Z - G - I - K - M - O - Q = \text{zero ("0")}$ , if not revise. | 0             | 0    | 0    |

- II-6d **U.S. shipments of imports by month: Brazil**-- Report your firm's monthly U.S. shipments of imports of raw honey from Brazil (in pounds) and value (in dollars) in the specified periods below.

## Brazil

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

**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 G, I, K, M, O, and Q) reported for U.S. shipments in part "b" of this question. 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> AA + AB + AC + AD + AE + AF + AG + AH + AI + AJ + AK + AL – G – I – K – M – O – Q = zero ("0"), if not revise. | 0                  |

II-7a. **U.S. imports from India.**—Report your firm's imports and inventories of raw honey imported from India by your firm during the specified periods.

## India

| Quantity (in pounds), value (in dollars)  |               |      |      |
|---|---------------|------|------|
| Item  | Calendar year |      |      |
|   | 2018          | 2019 | 2020 |
| <b>Beginning-of-period inventories</b> (quantity) (A)   |               |      |      |
| <b>Imports:</b> <sup>1</sup>  |               |      |      |
| Quantity (B)  |               |      |      |
| Value (C)   |               |      |      |
| <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 (D)  |               |      |      |
| Value (E)   |               |      |      |
| <b>End-of-period inventories</b> (quantity) (F)   |               |      |      |
| <sup>1</sup> Please identify the foreign producers, if known: _____.<br><sup>2</sup> Data for U.S. shipments will populate here once input into question II-7b below.<br><sup>3</sup> Identify your firm's principal export markets: _____. |               |      |      |

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line F) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines G, I, K, M, O and Q). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation  | Calendar year |      |      |
|---|---------------|------|------|
|   | 2018          | 2019 | 2020 |
| A + B – G – I – K – M – O – Q – F = 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-7b. **U.S. shipments: India.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from India by type of firm during the specified periods.

## India

| 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>                    |               |      |      |
| <i>Quantity (G)</i>  |               |      |      |
| <i>Value<sup>1</sup> (H)</i>                               |               |      |      |
| <b>Transfers to related packing firms</b>                  |               |      |      |
| <i>Quantity (I)</i>  |               |      |      |
| <i>Value<sup>1</sup> (J)</i>                               |               |      |      |
| <b>Commercial shipments to packing firms</b>               |               |      |      |
| <i>Quantity (K)</i>  |               |      |      |
| <i>Value (L)</i>   |               |      |      |
| <b>U.S. shipments to firms other than packers:</b>         |               |      |      |
| <b>Internal consumption (other than for packing)</b>       |               |      |      |
| <i>Quantity (M)</i>  |               |      |      |
| <i>Value<sup>1</sup> (N)</i>                               |               |      |      |
| <b>Transfers to related non-packing firms</b>              |               |      |      |
| <i>Quantity (O)</i>  |               |      |      |
| <i>Value<sup>1</sup> (P)</i>                               |               |      |      |
| <b>Commercial shipments to non-packing firms</b>           |               |      |      |
| <i>Quantity (Q)</i>  |               |      |      |
| <i>Value (R)</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-7c **U.S. shipments by raw honey type: India--** Report your firm's U.S. shipments (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from India 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 (S)          |               |      |      |
| Extra light amber (T)         |               |      |      |
| Light amber (U)               |               |      |      |
| Amber or darker (V)           |               |      |      |
| <b>Non-organic:</b>           |               |      |      |
| White or lighter (W)          |               |      |      |
| Extra light amber (X)         |               |      |      |
| Light amber (Y)               |               |      |      |
| Amber or darker (Z)           |               |      |      |

**RECONCILIATION.** — Please ensure that the quantities reported for U.S. shipments by raw honey type (*i.e.*, lines S through Z) in each time period equal the quantity reported for total U.S. shipments reported in II-7b (*i.e.*, lines G, I, K, M, O, and Q) 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 |
| $S + T + U + V + W + X + Y + Z - G - I - K - M - O - Q = \text{zero ("0")}$ , if not revise. | 0             | 0    | 0    |

- II-7d **U.S. shipments of imports by month: India--** Report your firm's monthly U.S. shipments of imports of raw honey from India (in pounds) and value (in dollars) in the specified periods below.

## India

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

**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 G, I, K, M, O, and Q) reported for U.S. shipments in part "b" of this question. 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> AA + AB + AC + AD + AE + AF + AG + AH + AI + AJ + AK + AL – G – I – K – M – O – Q = zero ("0"), if not revise. | 0                  |

II-8a. **U.S. imports from Ukraine.**—Report your firm's imports and inventories of raw honey imported from Ukraine by your firm during the specified periods.

## Ukraine

| Quantity (in pounds), value (in dollars)  |               |      |      |
|---|---------------|------|------|
| Item  | Calendar year |      |      |
|   | 2018          | 2019 | 2020 |
| <b>Beginning-of-period inventories</b> (quantity) (A)   |               |      |      |
| <b>Imports:</b> <sup>1</sup>  |               |      |      |
| Quantity (B)  |               |      |      |
| Value (C)   |               |      |      |
| <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 (D)  |               |      |      |
| Value (E)   |               |      |      |
| <b>End-of-period inventories</b> (quantity) (F)   |               |      |      |
| <sup>1</sup> Please identify the foreign producers, if known: _____.<br><sup>2</sup> Data for U.S. shipments will populate here once input into question II-8b below.<br><sup>3</sup> Identify your firm's principal export markets: _____. |               |      |      |

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line F) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines G, I, K, M, O and Q). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation  | Calendar year |      |      |
|---|---------------|------|------|
|   | 2018          | 2019 | 2020 |
| A + B – G – I – K – M – O – Q – F = 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-8b. **U.S. shipments: Ukraine.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Ukraine by type of firm during the specified periods.

## Ukraine

| Quantity ( <i>in pounds</i> ), value ( <i>in dollars</i> )           |               |      |      |
|--|---------------|------|------|
| Item   | Calendar year |      |      |
|  | 2018          | 2019 | 2020 |
| <b>U.S. shipments to packers:</b>                                    |               |      |      |
| Internal consumption for packing<br><i>Quantity (G)</i>              |               |      |      |
| <i>Value<sup>1</sup> (H)</i>   |               |      |      |
| <b>Transfers to related packing firms</b>                            |               |      |      |
| <i>Quantity (I)</i>  |               |      |      |
| <i>Value<sup>1</sup> (J)</i>   |               |      |      |
| <b>Commercial shipments to packing firms</b>                         |               |      |      |
| <i>Quantity (K)</i>  |               |      |      |
| <i>Value (L)</i>   |               |      |      |
| <b>U.S. shipments to firms other than packers:</b>                   |               |      |      |
| Internal consumption (other than for packing)<br><i>Quantity (M)</i> |               |      |      |
| <i>Value<sup>1</sup> (N)</i>   |               |      |      |
| <b>Transfers to related non-packing firms</b>                        |               |      |      |
| <i>Quantity (O)</i>  |               |      |      |
| <i>Value<sup>1</sup> (P)</i>   |               |      |      |
| <b>Commercial shipments to non-packing firms</b>                     |               |      |      |
| <i>Quantity (Q)</i>  |               |      |      |
| <i>Value (R)</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-8c **U.S. shipments by raw honey type: Ukraine--** Report your firm's U.S. shipments (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Ukraine 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 (S)          |               |      |      |
| Extra light amber (T)         |               |      |      |
| Light amber (U)               |               |      |      |
| Amber or darker (V)           |               |      |      |
| <b>Non-organic:</b>           |               |      |      |
| White or lighter (W)          |               |      |      |
| Extra light amber (X)         |               |      |      |
| Light amber (Y)               |               |      |      |
| Amber or darker (Z)           |               |      |      |

**RECONCILIATION.** — Please ensure that the quantities reported for U.S. shipments by raw honey type (*i.e.*, lines S through Z) in each time period equal the quantity reported for total U.S. shipments reported in II-8b (*i.e.*, lines G, I, K, M, O, and Q) 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 |
| $S + T + U + V + W + X + Y + Z - G - I - K - M - O - Q = \text{zero ("0")}$ , if not revise. | 0             | 0    | 0    |

- II-8d **U.S. shipments of imports by month: Ukraine--** Report your firm's monthly U.S. shipments of imports of raw honey from Ukraine (in pounds) and value (in dollars) in the specified periods below.

## Ukraine

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

**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 G, I, K, M, O, and Q) reported for U.S. shipments in part "b" of this question. 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> AA + AB + AC + AD + AE + AF + AG + AH + AI + AJ + AK + AL – G – I – K – M – O – Q = zero ("0"), if not revise. | 0                  |

II-9a. **U.S. imports from Vietnam.**—Report your firm's imports and inventories of raw honey imported from Vietnam by your firm during the specified periods.

## Vietnam

| Quantity (in pounds), value (in dollars)  |               |      |      |
|---|---------------|------|------|
| Item  | Calendar year |      |      |
|   | 2018          | 2019 | 2020 |
| <b>Beginning-of-period inventories (quantity) (A)</b>   |               |      |      |
| <b>Imports:<sup>1</sup></b>   |               |      |      |
| Quantity (B)  |               |      |      |
| Value (C)   |               |      |      |
| <b>U.S. shipments:</b>  |               |      |      |
| Quantity <sup>2</sup>   | 0             | 0    | 0    |
| Value <sup>2</sup>  | 0             | 0    | 0    |
| <b>Export shipments:<sup>3</sup></b>  |               |      |      |
| Quantity (D)  |               |      |      |
| Value (E)   |               |      |      |
| <b>End-of-period inventories (quantity) (F)</b>   |               |      |      |
| <sup>1</sup> Please identify the foreign producers, if known: _____.<br><sup>2</sup> Data for U.S. shipments will populate here once input into question II-9b below.<br><sup>3</sup> Identify your firm's principal export markets: _____. |               |      |      |

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line F) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines G, I, K, M, O and Q). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation  | Calendar year |      |      |
|---|---------------|------|------|
|   | 2018          | 2019 | 2020 |
| A + B – G – I – K – M – O – Q – F = 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-9b. **U.S. shipments: Vietnam.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Vietnam by type of firm during the specified periods.

## Vietnam

| 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>                    |               |      |      |
| <i>Quantity (G)</i>  |               |      |      |
| <i>Value<sup>1</sup> (H)</i>                               |               |      |      |
| <b>Transfers to related packing firms</b>                  |               |      |      |
| <i>Quantity (I)</i>  |               |      |      |
| <i>Value<sup>1</sup> (J)</i>                               |               |      |      |
| <b>Commercial shipments to packing firms</b>               |               |      |      |
| <i>Quantity (K)</i>  |               |      |      |
| <i>Value (L)</i>   |               |      |      |
| <b>U.S. shipments to firms other than packers:</b>         |               |      |      |
| <b>Internal consumption (other than for packing)</b>       |               |      |      |
| <i>Quantity (M)</i>  |               |      |      |
| <i>Value<sup>1</sup> (N)</i>                               |               |      |      |
| <b>Transfers to related non-packing firms</b>              |               |      |      |
| <i>Quantity (O)</i>  |               |      |      |
| <i>Value<sup>1</sup> (P)</i>                               |               |      |      |
| <b>Commercial shipments to non-packing firms</b>           |               |      |      |
| <i>Quantity (Q)</i>  |               |      |      |
| <i>Value (R)</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-9c **U.S. shipments by raw honey type: Vietnam--** Report your firm's U.S. shipments (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Vietnam 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 (S)          |               |      |      |
| Extra light amber (T)         |               |      |      |
| Light amber (U)               |               |      |      |
| Amber or darker (V)           |               |      |      |
| <b>Non-organic:</b>           |               |      |      |
| White or lighter (W)          |               |      |      |
| Extra light amber (X)         |               |      |      |
| Light amber (Y)               |               |      |      |
| Amber or darker (Z)           |               |      |      |

**RECONCILIATION.** — Please ensure that the quantities reported for U.S. shipments by raw honey type (*i.e.*, lines S through Z) in each time period equal the quantity reported for total U.S. shipments reported in II-9b (*i.e.*, lines G, I, K, M, O, and Q) 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 |
| $S + T + U + V + W + X + Y + Z - G - I - K - M - O - Q = \text{zero ("0")}$ , if not revise. | 0             | 0    | 0    |

- II-9d **U.S. shipments of imports by month: Vietnam--** Report your firm's monthly U.S. shipments of imports of raw honey from Vietnam (in pounds) and value (in dollars) in the specified periods below.

## Vietnam

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

**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 G, I, K, M, O, and Q) reported for U.S. shipments in part "b" of this question. 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> AA + AB + AC + AD + AE + AF + AG + AH + AI + AJ + AK + AL – G – I – K – M – O – Q = zero ("0"), if not revise. | 0                  |

II-10a. **U.S. imports from All other sources.**—Report your firm's imports and inventories of raw honey imported from All other sources by your firm during the specified periods.

## All other sources

| Quantity (in pounds), value (in dollars)   |               |      |      |
|--|---------------|------|------|
| Item   | Calendar year |      |      |
|  | 2018          | 2019 | 2020 |
| <b>Beginning-of-period inventories (quantity) (A)</b>  |               |      |      |
| <b>Imports:<sup>1</sup></b>  |               |      |      |
| Quantity (B)   |               |      |      |
| Value (C)  |               |      |      |
| <b>U.S. shipments:</b>   |               |      |      |
| Quantity <sup>2</sup>  | 0             | 0    | 0    |
| Value <sup>2</sup>   | 0             | 0    | 0    |
| <b>Export shipments:<sup>3</sup></b>   |               |      |      |
| Quantity (D)   |               |      |      |
| Value (E)  |               |      |      |
| <b>End-of-period inventories (quantity) (F)</b>  |               |      |      |
| <sup>1</sup> Please identify the foreign producers, if known: _____.<br><sup>2</sup> Data for U.S. shipments will populate here once input into question II-10b below.<br><sup>3</sup> Identify your firm's principal export markets: _____. |               |      |      |

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line F) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines G, I, K, M, O and Q). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation  | Calendar year |      |      |
|---|---------------|------|------|
|   | 2018          | 2019 | 2020 |
| A + B – G – I – K – M – O – Q – F = 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-10b. **U.S. shipments: All other sources.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from All other sources by type of firm during the specified periods.

## All other sources

| Quantity ( <i>in pounds</i> ), value ( <i>in dollars</i> ) |               |      |      |
|--|---------------|------|------|
| Item   | Calendar year |      |      |
|  | 2018          | 2019 | 2020 |
| <b>U.S. shipments to packers:</b>                          |               |      |      |
| Internal consumption for packing                           |               |      |      |
| Quantity (G)   |               |      |      |
| Value <sup>1</sup> (H)                                     |               |      |      |
| <b>Transfers to related packing firms</b>                  |               |      |      |
| Quantity (I)   |               |      |      |
| Value <sup>1</sup> (J)                                     |               |      |      |
| <b>Commercial shipments to packing firms</b>               |               |      |      |
| Quantity (K)   |               |      |      |
| Value (L)  |               |      |      |
| <b>U.S. shipments to firms other than packers:</b>         |               |      |      |
| Internal consumption (other than for packing)              |               |      |      |
| Quantity (M)   |               |      |      |
| Value <sup>1</sup> (N)                                     |               |      |      |
| <b>Transfers to related non-packing firms</b>              |               |      |      |
| Quantity (O)   |               |      |      |
| Value <sup>1</sup> (P)                                     |               |      |      |
| <b>Commercial shipments to non-packing firms</b>           |               |      |      |
| Quantity (Q)   |               |      |      |
| Value (R)  |               |      |      |

<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-10c **U.S. shipments by raw honey type: All other sources**-- Report your firm's U.S. shipments (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from All other sources 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 (S)          |               |      |      |
| Extra light amber (T)         |               |      |      |
| Light amber (U)               |               |      |      |
| Amber or darker (V)           |               |      |      |
| <b>Non-organic:</b>           |               |      |      |
| White or lighter (W)          |               |      |      |
| Extra light amber (X)         |               |      |      |
| Light amber (Y)               |               |      |      |
| Amber or darker (Z)           |               |      |      |

**RECONCILIATION.** — Please ensure that the quantities reported for U.S. shipments by raw honey type (*i.e.*, lines S through Z) in each time period equal the quantity reported for total U.S. shipments reported in II-10b (*i.e.*, lines G, I, K, M, O, and Q) 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 |
| S + T + U + V + W + X + Y + Z – G – I – K – M – O – Q = zero ("0"), if not revise. | 0             | 0    | 0    |

II-10d **U.S. shipments of imports by month: All other sources--** Report your firm's monthly U.S. shipments of imports of raw honey from All other sources (in pounds) and value (in dollars) in the specified periods below.

## All other sources

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

**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 G, I, K, M, O, and Q) reported for U.S. shipments in part "b" of this question. 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> AA + AB + AC + AD + AE + AF + AG + AH + AI + AJ + AK + AL – G – I – K – M – O – Q = zero ("0"), if not revise. | 0                  |

II-11a **Imports other than raw honey under primary HTS statistical reporting numbers.**--Has your firm imported products other than raw honey (as defined on page 2) under the primary statistical reporting numbers?

**Primary HTS statistical reporting numbers** are 0409.00.0005, 0409.00.0035, 0409.00.0045, 0409.00.0056, and 0409.00.0065

|                          |                          |   |
|--------------------------|--------------------------|---|
| <b>No</b>                | <b>Yes</b>               | <b>If yes, fill out the table below and describe the nature of these products here (e.g., organic honey in retail packaging, fully processed honey in non-retail containers, et cetera)</b> |
| <input type="checkbox"/> | <input type="checkbox"/> |   |

| Quantity (in pounds), value (in dollars)   |               |      |      |
|--|---------------|------|------|
| Item   | Calendar year |      |      |
|  | 2018          | 2019 | 2020 |
| <b>U.S. imports other than raw honey entered in under primary HTS statistical reporting numbers:<sup>1</sup></b> |               |      |      |
| <u>Argentina:</u>  |               |      |      |
| <i>Quantity</i>  |               |      |      |
| <i>Value</i>   |               |      |      |
| <u>Brazil:</u>   |               |      |      |
| <i>Quantity</i>  |               |      |      |
| <i>Value</i>   |               |      |      |
| <u>India:</u>  |               |      |      |
| <i>Quantity</i>  |               |      |      |
| <i>Value</i>   |               |      |      |
| <u>Ukraine:</u>  |               |      |      |
| <i>Quantity</i>  |               |      |      |
| <i>Value</i>   |               |      |      |
| <u>Vietnam:</u>  |               |      |      |
| <i>Quantity</i>  |               |      |      |
| <i>Value</i>   |               |      |      |
| <u>All other sources:</u>  |               |      |      |
| <i>Quantity</i>  |               |      |      |
| <i>Value</i>   |               |      |      |
| <sup>1</sup> Please identify the exact statistical reporting number(s) affected: _____.                          |               |      |      |

- II-11b. **Imports of other than raw honey under primary HTS statistical reporting numbers in the 12-month period preceding the petition.**--Has your firm imported products other than raw honey (as defined on page 2) under the primary statistical reporting numbers from any source between April 1, 2020 and March 31, 2021? (i.e., the last nine months in 2020 and first three months in 2021 combined)

|                          |                          |  |
|--------------------------|--------------------------|--|
| <b>No</b>                | <b>Yes</b>               | <b>If yes, report the quantity of such import below by source.</b> |
| <input type="checkbox"/> | <input type="checkbox"/> |  |

**Primary HTS statistical reporting numbers** are 0409.00.0005, 0409.00.0035, 0409.00.0045, 0409.00.0056, and 0409.00.0065

| Quantity (in pounds)   |                               |
|--|-------------------------------|
| Source   | April 2020 through March 2021 |
| <b>U.S. imports other than raw honey entered in under primary HTS statistical reporting numbers:<sup>1</sup></b> |                               |
| Argentina  |                               |
| Brazil   |                               |
| India  |                               |
| Ukraine  |                               |
| Vietnam  |                               |
| All other sources  |                               |

- II-12. **Transfers to related firms.**--If your firm reported transfers to related firms in any of the data tables in part II, 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) and whether the transfers were priced at market value or by a non-market formula.

|  |
|--|
|  |
|--|

- II-13. **Other explanations.**--If your firm would like to further explain a response to a question in Part II 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 III.--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)).

- 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 |  |

**PRICE DATA**

- III-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"/> |                    |

- III-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"/> |          |

- III-4. **Pricing terms.**--On what basis are your firm's prices of imported raw honey from Argentina, Brazil, India, Ukraine, and Vietnam usually quoted (*check one*)?

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

- III-5. **Contract versus spot.**--Approximately what share of your firm's sales of raw honey imported from Argentina, Brazil, India, Ukraine, and Vietnam in #termyear 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<br>(should sum to 100.0%) |
|---------------------|---|---|--|---------------------------------------|---------------------------------|
|                     | Short-term contracts<br>(multiple deliveries for less than 12 months) | Annual contracts<br>(multiple deliveries for 12 months) | Long-term contracts<br>(multiple deliveries for more than 12 months) | Spot sales<br>(for a single delivery) |                                 |
| Share of 2020 sales | %   | %   | %  | %                                     | 0.0 %                           |

- III-6. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for raw honey imported from Argentina, Brazil, India, Ukraine, and Vietnam (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<br>(multiple deliveries for less than 12 months) | Annual contracts<br>(multiple deliveries for 12 months) | Long-term contracts<br>(multiple deliveries for more than 12 months) |
|---|-------------|---|---|--|
| Average contract duration                             | No. of days |   | 365   |  |
| Price renegotiation<br>(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: _____. |             |   |   |  |

- III-7. **Lead times.**--What is your firm's share of sales of raw honey imported from Argentina, Brazil, India, Ukraine, and Vietnam 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 raw honey?

| Source                                | Share of 2020 sales | Lead time<br>(Average number of days) |
|---------------------------------------|---------------------|---------------------------------------|
| From your firm's U.S. inventory       | %                   |                                       |
| From foreign manufacturers' inventory | %                   |                                       |
| Produced to order                     | %                   |                                       |
| <b>Total</b> (should sum to 100.0%)   | 0.0 %               |                                       |

- III-8. **Shipping information.**—

- (a) Who generally arranges the transportation to your firm's customers' locations?  
☐ Your firm   ☐ Purchaser (check one)
- (b) When your firm sells raw honey imported from Argentina, Brazil, India, Ukraine, and Vietnam, from where is it shipped?  
☐ Point of importation   ☐ Storage facility (check one)
- (c) Indicate the approximate percentage of your firm's sales of raw honey imported from Argentina, Brazil, India, Ukraine, and Vietnam that are delivered the following distances from your firm's U.S. point of shipment.

| Distance from your firm's U.S. point of shipment | Share |
|--|-------|
| Within 100 miles                                 | %     |
| 101 to 1,000 miles                               | %     |
| Over 1,000 miles                                 | %     |
| <b>Total</b> (should sum to 100.0%)              | 0.0 % |

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

| <b>Geographic area</b>  | <b>Argentina</b>         | <b>Brazil</b>            | <b>India</b>             | <b>Ukraine</b>           | <b>Vietnam</b>           |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.                                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.                                 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Central Southwest.</b> --AR, LA, OK, and TX.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Pacific Coast.</b> --CA, OR, and WA.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <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"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

- III-10. **Inland transportation costs.**—What is the approximate percentage of the cost of raw honey imported from Argentina, Brazil, India, Ukraine, and Vietnam that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

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

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

**III-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"/> |             |

**III-13. Demand trends--**Indicate how demand within the United States and outside of the United States (if known) for raw 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"/>      |                         |

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

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

**III-15. Conditions of competition.—**

(a) Is the raw honey market subject to business cycles and/or other conditions of competition distinctive to raw honey?

| 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 raw honey since January 1, 2018?

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

**III-16. Supply constraints.—**Has your firm refused, declined, or been unable to supply raw 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"/> |                          |

**III-17. Raw materials.—**How have raw 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 raw honey. |
|--------------------------|--------------------------|--------------------------|-------------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |  |

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

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

| 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:

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

| 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:

- III-20. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for raw honey since January 1, 2018. Indicate the share of the quantity of your firm's U.S. shipments of raw 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 |                 |                |       |           |      |       |                         |

- III-21. **Other explanations.**--If your firm would like to further explain a response to a question in Part III 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 IV.--ALTERNATIVE PRODUCT INFORMATION**

Further information on this part of the questionnaire can be obtained from Andres Andrade (202-205-2078, [Andres.Andrade@usitc.gov](mailto:Andres.Andrade@usitc.gov)).

V-1. **Comparability of U.S.-produced raw honey and U.S.-produced processed/packaged for retail sale honey.**-- For each of the following indicate whether listed honey products 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"/> |   |

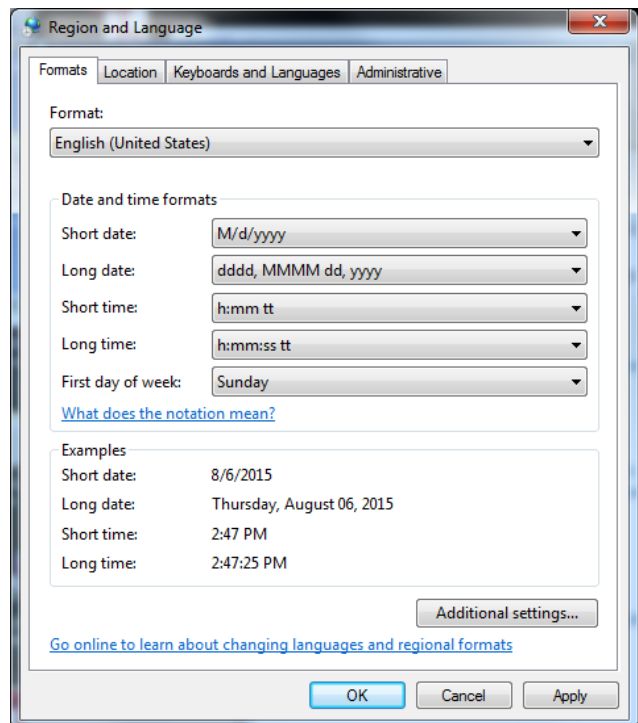
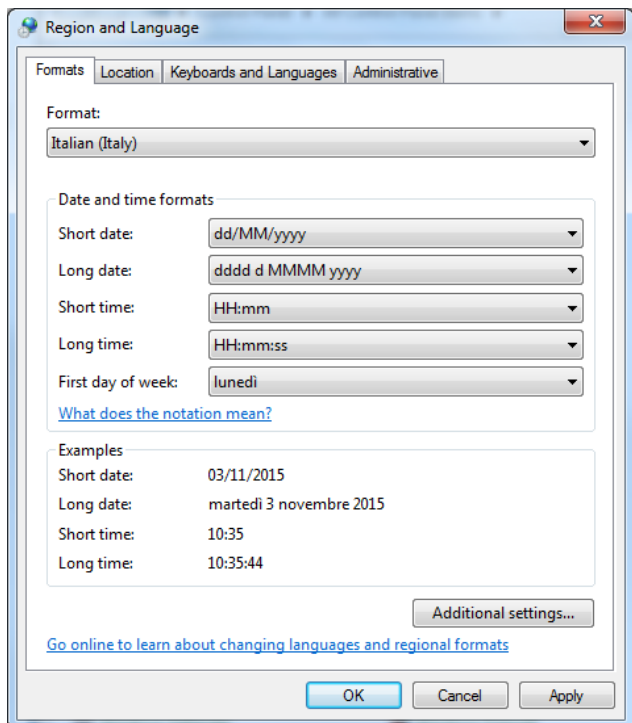
**Correcting valid number error messages.**--If you are completing this questionnaire in a country that uses periods (".") to delineate multiples of 1000 (i.e., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in the numeric form fields. This issue stems from your computer's number formatting setting (i.e., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (",") delineate multiples of 1000 and periods (".") delineate fractions less than one. Many EU and other countries use the reverse where multiples of 1000 are delineated with periods (".") and fractions less than one are delineated with commas (","). The U.S. International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU or other country number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g., "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the USITC importer questionnaire form. When you finish reporting the data then you can close the questionnaire and switch back to Italy (or your country) settings.



## 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 [Andres.Andrade@usitc.gov](mailto:Andres.Andrade@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 did not import 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).