U.S. IMPORTERS' QUESTIONNAIRE

LEMON JUICE FROM BRAZIL AND SOUTH AFRICA

This questionnaire must be received by the Commission by <u>January 13, 2022</u>

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 duty investigations concerning lemon juice from Brazil and South Africa (Inv. Nos. 731-TA-1578-1579 (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

City			St	ate	Zip (Code				
Website _										
Has your fir 2018?	m imported le	emon juice (as d	lefined on nex	t page) fro	m any cou	untry at aı	ny time sir	nce Janua	ry 1,	
☐ NO	(Sign the c	ertification below	and promptly r	return only t	his page o	f the quest	onnaire to	the Comn	nission)	
YES	(Complete	all parts of the qu	uestionnaire, an	nd return the	entire qu	estionnaire	to the Cor	nmission)		
-		ria the U.S. Into				•				
e and belief	and understo	ein supplied in	response to formation sub	mitted is s	ubject to	audit an	d verificat	tion by th	ne Commi	ssion. B
ge and belief f this certific on provided nission on the dersigned, ac ng or other p I (a) for deve and evaluat 3; or (ii) by	and understo ation I also in this questi same or sim knowledge t roceedings m loping or ma ons relating J.S. governm		response to formation sub for the Comi roughout this e. In submitted in to and used ecords of this ms, personne and contract	this quesemitted is somission, and proceeding in responsed in (i) by the or a related, and opersonnel,	ubject to nd its en g in any e to this c Commis ed procee erations	audit an nployees other imp request j ssion, its o eding, or of the Co	d verificate and conti- ort-injury or inform employees (b) in inte- emmission	tion by the ract pers proceed ration and s and Off rrnal inve n includir	ne Commi connel, to lings cond d throug fices, and estigation ng under	ssion. B use th lucted b hout th contrac s, audit. 5 U.S.G
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PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to petitions filed on December 30, 2021, by Ventura Coastal LLC, Ventura, California. 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/lemon_juice_brazil_and_south_africa/preliminary.htm

<u>Lemon juice</u> covered by these investigations is certain lemon juice for further manufacture, with or without addition of preservatives, sugar, or other sweeteners, regardless of the GPL (grams per liter of citric acid) level of concentration, brix level, brix/acid ratio, pulp content, clarity, grade, horticulture method (e.g., organic or not), processed form (e.g., frozen or not-from-concentrate), FDA standard of identity (as defined under 19 C.F.R. § 146.114 et seq.), the size of the container in which packed, or the method of packing.

Excluded from the scope are: (1) Lemon juice at any level of concentration packed in retail-sized containers ready for sale to consumers, typically at a level of concentration of 48 GPL; and (2) beverage products such as lemonade that typically contain 20% or less lemon juice as an ingredient.

The scope also includes lemon juice that is blended with lemon juice from sources not subject to this investigation. Only the subject component of such blended merchandise is covered by the scope of this investigation. Blended lemon juice is defined as two or more distinct lemon juice products with differing country(s) of origin mixed together to form a singular lemon juice product where the component parts are no longer individually distinguishable.

Lemon juice is currently imported under statistical reporting numbers 2009.31.4000, 2009.31.6020, 2009.31.6040, 2009.39.6020, and 2009.39.6040 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.

Gallons of lemon juice, concentrated basis, 400 grams per liter of citric acid.--Since the scope for lemon juice in the petition includes both concentrated and non-concentrated forms of the product, and the inclusion of the additional volume of water in non-concentrated versions of lemon juice may distort the comparisons between average unit values of the different products, please report the quantities in this questionnaire (unless otherwise indicated) in gallons on a 400 grams per liter (GPL) concentration of citric acid basis ("concentrated basis @400 GPL").

<u>Importer</u>.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing lemon juice (as defined above) into the United States from a foreign manufacturer or through its selling agent.

<u>Reporting of information</u>.—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.

<u>Confidentiality</u>.--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.

<u>Verification</u>.--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 Julie Duffy (202-708-2579, Julie.Duffy@usitc.gov).

<u>D-GRIDS tool.</u>--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 macroenabled MS Excel file available for download from the Commission's generic questionnaires webpage (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.

U.S. Importers	' Questionnaire - Lemon Juice	(Preliminary)
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I-1.	OMB statisticsPlease 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 lemon juice, including
auxiliary facilities operated in conjunction with (whether or not physically separate from) such
facilities.

U.S. Im	porters' Questionnaire - Lemon	Juice (Preliminary)	Page 5
I-2b.	<u>Stock symbol information.</u> If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol:		
I-2c.		or parent firm is represented by external cou the name of the law firm and the lead attorn	
	Law firm:		
	Lead attorney(s):		
I-3.		ed, in whole or in part, by any other firm? The following information, relating to the ultima	ate parent/owner.
	Firm name	Country	Extent of ownership (percent)
I-4.	foreign, that are engaged in im	Does your firm have any related firms, either porting lemon juice from Brazil and/or South ged in exporting lemon juice from Brazil and/o	Africa into the
	No YesList th	e following information.	
	Firm name	Country	Affiliation

oorters' Questionnaire -	Lemon Juice (Prelimina	ry)	
_	-	elated firms, either domes	tic or foreign, th
engaged in the product	tion of lemon juice?		
☐ No ☐ Yes	List the following infor	mation.	
Firm name	Country		Affiliation
Importing operations.	Please indicate the nat	ure of your firm's importin	g operations of
	Please indicate the nat nswer may be applicable Takes title to the	·	
	nswer may be applicable	i.	Customs bro
juice. More than one a	Takes title to the	Consignee of the	Customs brol
iuice. More than one a Importer of record ConsigneeIf your firm	Takes title to the imported product(s)	Consignee of the	Customs broken freight forward the consignee, produced to contact per contact
iuice. More than one a Importer of record ConsigneeIf your firm	Takes title to the imported product(s)	Consignee of the imported products(s)	Customs bro freight forw the consignee, p
Importer of record ConsigneeIf your firm list the consignees below	Takes title to the imported product(s) in is an importer of record ow (firm name, address,	Consignee of the imported products(s)	the consignee, pdividual to contact per and phone
Importer of record ConsigneeIf your firm list the consignees below	Takes title to the imported product(s) in is an importer of record ow (firm name, address,	Consignee of the imported products(s)	the consignee, pdividual to contact per and phone
iuice. More than one a Importer of record ConsigneeIf your firm list the consignees below	Takes title to the imported product(s) in is an importer of record ow (firm name, address,	Consignee of the imported products(s)	the consignee, pdividual to contact per and phone

I-8.	FTZ, TIB, or bonded warehouses Please indicate whether your firm enters lemon juice into, or
	withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate
	whether your firm imports lemon juice 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).

Item	No	Yes
Foreign trade zones		
Bonded warehouses		
Temporary importation under bond		

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?

No	Yes	If yes, Yes-Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Julie Duffy (202-708-2579, <u>Julie.Duffy@usitc.gov</u>). Supply all data requested on a <u>calendar-year</u> basis. Conversion factors (if needed) are: 1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.

II-1. <u>Contact information.</u>--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. <u>Changes in operations.</u>—Please indicate whether your firm has experienced any of the following changes in relation to the importation of lemon juice since January 1, 2018.

(check as many as appropriate)		(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)
	Office/warehouse openings	
	Office/warehouse closings	
	Relocations	
	Expansions	
	Acquisitions	
	Consolidations	
	Prolonged shutdowns or importation curtailments	
	Revised labor agreements	
	Weather related events	
	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
	lemon juice? In your response, please discuss the duration and timing of any such changes as
	they relate to your firm's operations.

No	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.

II-3a. <u>Arranged imports</u>.--Has your firm imported or arranged for the importation of lemon juice for delivery after **September 30, 2021**?

"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.

No	Yes	
		If yes, fill out the table below.

	Period				
Source	Oct-Dec 2021 Jan-Mar 2022 Apr-Jun 2022 Jul-Sep 2022				
	Quantity (in 1,000 gallons concentrated basis @ 400 GPL)				
Brazil					
South Africa					
All other sources					

115	Important'	Questionnaire -	Lamon	luica	(Proliminary)
U.S.	illiborters	Questionnaire .	- Lemon	Juice	(Premminary

II-3b.	Imports in the 12-month period preceding the petitions Has your firm imported lemon juice				
	from any source between December 1, 2020 and November 30, 2021? (i.e., the last month in				
	2020 and the first eleven months in 2021 combined)				

No	Yes	
		If yes, report the quantity of such import below by source.

Quantity (in 1,000 gallons concentrated basis @ 400 GPL)			
Source December 2020 through November 202			
Brazil			
South Africa			
All other sources			

II-4.	Reasons for importing if producerIf your firm also produces lemon juice 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>U.S. imports from Brazil</u>.—Report your firm's imports and your firm's shipments and inventories of lemon juice imported from Brazil by your firm during the specified periods.

Brazil

Quantity (<i>in 1,000</i>	gallons conce	ntrated basis @	400 GPL), value	e (in \$1,000)	
		Calendar year		January-September	
Item	2018	2019	2020	2020	2021
Beginning-of-period inventories (quantity) (A)					
Imports: ¹ Quantity (B)					
Value (C)					
U.S. shipments: Commercial shipments: Quantity (D)					
Value (E)					
Internal consumption: ² Quantity (F)					
Value² (G)					
Transfers to related firms: ² Quantity (H)					
Value² (I)					
Export shipments: ³ Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					
¹ Please identify the foreign producer ² Internal consumption and transfers basis for valuing these transactions in you the data provided above in this table sho ³ Identify your firm's principal export	to related firms rour records, pleasould be based on	must be valued at se specify that ba I fair market value	sis (e.g., cost, cost	•	

II-5a. U.S. imports from Brazil.—Continued

<u>RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES</u>.--Generally, the data reported for the end-of-period inventories (i.e., line L) 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 D, F, H, and J). 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.

	Calendar year			January-September	
Reconciliation	2018	2019	2020	2020	2021
A + B - D - F - H - J - L = should equal					
zero ("0") or provide an explanation. ¹	0	0	0	0	0

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

II-5b. Channels of distribution: 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 channel of distribution during the specified periods.

Brazil

Quantity (in 1,000 gallons concentrated basis @ 400 GPL)					
	Calendar year			January-September	
Item	2018	2019	2020	2020	2021
U.S. shipments: to Distributors and/or repackagers (M)					
to Food processors or manufacturers (including drink manufacturers) (N)					
to Other end users¹ (O)					
¹ Please describe the other end users:		•	•	•	

<u>RECONCILIATION OF CHANNELS</u>.--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) 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.

	Calendar year			January-September	
Reconciliation item	2018	2019	2020	2020	2021
M + N + O - D - F - H = zero ("0"), if					
not revise.	0	0	0	0	0

II-5c. <u>U.S. shipments by product type: Brazil</u>.--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 product type during 2020.

Brazil

Calendar year 2020					
	Org	anic	Non-organic		
ltem	Clarified (no visible pulp)	Non-clarified (with pulp)	Clarified (no visible pulp)	Non-clarified (with pulp)	
U.S. shipments: Shipped concentrated: Quantity (1,000 gallons concentrated basis @ 400 GPL) (P)					
Value (1,000 dollars) (Q)					
Shipped non-concentrated: Quantity (1,000 gallons concentrated basis @ 400 GPL) (R)					
Quantity (1,000 gallons unconcentrated basis) (S)					
Value (1,000 dollars) (T)					

RECONCILIATION OF U.S. SHIPMENTS BY PRODUCT TYPE.--Please ensure that the quantities (on a concentrated basis) reported for U.S. shipments by product type (i.e., lines P and R) across all columns in this question for 2020 equal the quantities reported for U.S. shipments (i.e., lines D, F, and H) in calendar year 2020 in part "a" of this question. Also please ensure that the values reported for U.S. shipments by product type (i.e., lines Q and T) across all columns in this question for 2020 equal the values reported for U.S. shipments (i.e., lines E, G, and I) in calendar year 2020 in part "a" 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
Quantity: $P + R - D - F - H = zero$ ("0"), if not revise.	0
Value: $Q + T - E - G - I = zero$ ("0"), if not revise.	0

II-6a. <u>U.S. imports from South Africa</u>.—Report your firm's imports and your firm's shipments and inventories of lemon juice imported from South Africa by your firm during the specified periods.

South Africa

Quantity (<i>in 1,000</i>	gallons conce	ntrated basis @	400 GPL), value	e (in \$1,000)	
		Calendar year		January-September	
ltem	2018	2019	2020	2020	2021
Beginning-of-period inventories (quantity) (A)					
Imports: ¹ Quantity (B)					
Value (C)					
U.S. shipments: Commercial shipments: Quantity (D)					
Value (E)					
Internal consumption: ² Quantity (F)					
Value² (G)					
Transfers to related firms: ² Quantity (H)					
Value² (I)					
Export shipments: ³ Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					
¹ Please identify the foreign producer ² Internal consumption and transfers basis for valuing these transactions in you the data provided above in this table sho ³ Identify your firm's principal export	to related firms rour records, pleasould be based on	must be valued at se specify that ba I fair market value	sis (e.g., cost, cost	•	

II-6a. U.S. imports from South Africa.—Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) 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 D, F, H, and J). 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.

	Calendar year			January-September	
Reconciliation	2018	2019	2020	2020	2021
A + B - D - F - H - J - L = should equal					
zero ("0") or provide an explanation. ¹	0	0	0	0	0

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

II-6b. <u>Channels of distribution: South Africa</u>.--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 channel of distribution during the specified periods.

South Africa

Quantity (in 1,000 gallons concentrated basis @ 400 GPL)					
	Calendar year			January-September	
Item	2018	2019	2020	2020	2021
U.S. shipments: to Distributors and/or re- packagers (M)					
to Food processors or manufacturers (including drink manufacturers) (N)					
to Other end users¹ (O)					
¹ Please describe the other end users:		•		•	

<u>RECONCILIATION OF CHANNELS</u>.--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) 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.

	Calendar year			January-September	
Reconciliation item	2018	2019	2020	2020	2021
M + N + O - D - F - H = zero ("0"), if					
not revise.	0	0	0	0	0

II-6c. <u>U.S. shipments by product type: South Africa</u>.--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 South Africa by product type during 2020.

South Africa

Calendar year 2020					
	Orga	anic	Non-organic		
	Clarified	Non-clarified	Clarified	Non-clarified	
Item	(no visible pulp)	(with pulp)	(no visible pulp)	(with pulp)	
U.S. shipments:					
Shipped concentrated:					
Quantity (1,000 gallons					
concentrated basis @ 400					
GPL) (P)					
Value (1,000 dollars) (Q)					
Shipped non-concentrated:					
Quantity (1,000 gallons					
concentrated basis @ 400					
GPL) (R)					
Quantity (1,000 gallons					
unconcentrated basis) (S)					
Value (1,000 dollars) (T)					

RECONCILIATION OF U.S. SHIPMENTS BY PRODUCT TYPE.--Please ensure that the quantities (on a concentrated basis) reported for U.S. shipments by product type (i.e., lines P and R) across all columns in this question for 2020 equal the quantities reported for U.S. shipments (i.e., lines D, F, and H) in calendar year 2020 in part "a" of this question. Also please ensure that the values reported for U.S. shipments by product type (i.e., lines Q and T) across all columns in this question for 2020 equal the values reported for U.S. shipments (i.e., lines E, G, and I) in calendar year 2020 in part "a" 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
Quantity: $P + R - D - F - H = zero$ ("0"), if not revise.	0
Value: $Q + T - E - G - I = zero$ ("0"), if not revise.	0

Imports from all other sources.—Report your firm's imports and your firm's shipments and inventories of lemon juice imported from all other sources by your firm during the specified periods.

All other sources

		Calendar year		January-S	eptember
ltem	2018	2019	2020	2020	2021
Beginning-of-period inventories (quantity) (A)					
Imports: ¹ Quantity (B)					
Value (C)					
U.S. shipments: Commercial shipments: Quantity (D)					
Value (E)					
Internal consumption: ² Quantity (F)					
Value² (G)					
Transfers to related firms: ² Quantity (H)					
Value² (I)					
Export shipments: ³ Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					

the data provided above in this table should be based on fair market value.

³ Identify your firm's principal export markets:

II-7a. Imports from all other sources.—Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) 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 D, F, H, and J). 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.

	Calendar year		January-September		
Reconciliation	2018	2019	2020	2020	2021
A + B - D - F - H - J - L = should equal					
zero ("0") or provide an explanation.1	0	0	0	0	0

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

II-7b. <u>Channels of distribution: All other sources</u>.-- 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 channel of distribution during the specified periods.

All other sources

Quantity (in	1,000 gallons	concentrated b	asis @ 400 GP	L)	
		Calendar year		January-S	eptember
ltem	2018	2019	2020	2020	2021
U.S. shipments: to Distributors and/or re- packagers (M)					
to Food processors or manufacturers (including drink manufacturers) (N)					
to Other end users¹ (O)					
¹ Please describe the other end users:	·				

<u>RECONCILIATION OF CHANNELS</u>.--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) 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.

		Calendar year			eptember
Reconciliation item	2018	2019	2020	2020	2021
M + N + O - D - F - H = zero ("0"), if					
not revise.	0	0	0	0	0

II-7c. <u>U.S. shipments by product type: All other sources</u>.--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 product type during 2020.

All other sources

	Calendar y	ear 2020		
	Orga	anic	Non-o	rganic
Item	Clarified (no visible pulp)	Non-clarified (with pulp)	Clarified (no visible pulp)	Non-clarified (with pulp)
U.S. shipments: Shipped concentrated: Quantity (1,000 gallons concentrated basis @ 400				
GPL) (P) Value (1,000 dollars) (Q)				
Shipped non-concentrated: Quantity (1,000 gallons concentrated basis @ 400 GPL) (R)				
Quantity (1,000 gallons unconcentrated basis) (S)				
Value (1,000 dollars) (T)				

RECONCILIATION OF U.S. SHIPMENTS BY PRODUCT TYPE.--Please ensure that the quantities (on a concentrated basis) reported for U.S. shipments by product type (i.e., lines P and R) across all columns in this question for 2020 equal the quantities reported for U.S. shipments (i.e., lines D, F, and H) in calendar year 2020 in part "a" of this question. Also please ensure that the values reported for U.S. shipments by product type (i.e., lines Q and T) across all columns in this question for 2020 equal the values reported for U.S. shipments (i.e., lines E, G, and I) in calendar year 2020 in part "a" 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
Quantity: $P + R - D - F - H = zero$ ("0"), if not revise.	0
Value: $Q + T - E - G - I = zero$ ("0"), if not revise.	0

No	Yes	If yes, please the nature and extent of these blending operations conducted in the United States. Also please confirm that your firm ha reported in this U.S. importers' questionnaire response only the quant and value of imported lemon juice.
your firm	part II, ple and the r	ase identify the firm(s) and indicate the nature of the relationship between lated firms (e.g., joint venture, wholly owned subsidiary) and whether the dat market value or by a non-market formula.
tables in your firm	part II, ple and the r	elated firms (e.g., joint venture, wholly owned subsidiary) and whether th

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from James Horne (202-205-2722, <u>James.Horne@usitc.gov</u>).

III-1.	Contact informationPlease 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. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2018 of the following products your firm imported from Brazil or South Africa:
 - **Product 1.--** Cloudy frozen concentrated lemon juice, nonorganic, for further manufacture.
 - **Product 2.--** Clarified frozen concentrated lemon juice, nonorganic, for further manufacture.
 - **Product 3.--** Cloudy not from concentrate lemon juice (NFCLJ), non-organic, for further manufacture.

Please note that values should be <u>f.o.b.</u>, <u>U.S.</u> <u>point of shipment</u> and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

During January 2018-September 2021, did your firm import from Brazil and/or South Africa and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

YesPlease complete the following pricing data tables as appropriate.
NoSkip to question III-3.

Product 3: Product 4:

III-2a. <u>Price data</u>.--Report below the quarterly price data¹ for pricing products² imported from Brazil and sold by your firm.

Brazil

Report data in gallons concentrated basis @ 400 GPL (not 1,000s) and actual dollars (not 1,000s).

	Produ	uct 1	Prod	uct 2	Produ	ıct 3
Period of shipment	Quantity	Value	Quantity	Value	Quantity	Value
2018:						
January-March						
April-June						
July-September						
October-December						
2019: January-March						
April-June						
July-September						
October-December						
2020:						
January-March						
April-June						
July-September						
October-December						
2021: January-March						
April-June						
July-September						
¹ Net values (i.e., gross sal firm's U.S. point of shipment. P ² Pricing product definition	lease subtract any	discounts, rebate	es, and returns from			
Note -If your firm's product do						rovide a
Product 1:						
Product 2:						

Product 2: Product 3: Product 4:

III-2b. <u>Price data</u>.--Report below the quarterly price data¹ for pricing products² imported from South Africa and sold by your firm.

South Africa

Report data in gallons concentrated basis @ 400 GPL (not 1,000s) and actual dollars (not 1,000s).

(Quantity in gallons concentrated basis @ 400 GPL, value in dollars)						
	Produ	ıct 1	Product 2 Product			uct 3
Period of shipment	Quantity	Value	Quantity	Value	Quantity	Value
2018:						
January-March						
April-June						
July-September						
October-December						
2019:						
January-March						
April-June						
July-September						
October-December						
2020:						
January-March						
April-June						
July-September						
October-December						
2021:						
January-March						
April-June						
July-September						
¹ Net values (i.e., gross sal firm's U.S. point of shipment. P ² Pricing product definition	lease subtract any	discounts, rebate	s, and returns from			
Note -If your firm's product do description of your firm's prod						provide a
Product 1:						

III-2c.	Price data checklist Please check that the pricing data in question III-2(a) has been correctly
	reported.

Are the price d	lata reported above:	√ if Yes
In actual dol	lars (not \$1,000) and gallons concentrated basis @ 400 GPL?	
F.o.b. U.S. po	oint of shipment (i.e., does not include U.S. transport costs)?	
Net of all dis	scounts and rebates?	
Have discou sale occurred	nts, rebates, and returns been credited to the quarter in which the d?	
Quantities d	o not exceed commercial shipments reported in part II in each year?	
Explanation(s)	for any boxes not checked:	
-	thodologyPlease describe the method and the kinds of documents/to compile your price data.	records
<u> </u>		

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

IIS Importers	Questionnaire	- Lemon Juice	(Preliminary
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III-3.	Price setting -How does your firm determine the prices that it charges for sales of lemon juice
	(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

III-4. <u>Discount policy</u>.--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe

III-5. **Pricing terms.--**On what basis are your firm's prices of imported lemon juice from Brazil and/or South Africa usually quoted *(check one)*?

Delivered	F.o.b.	If f.o.b., specify point

III-6. <u>Contract versus spot</u>.--Approximately what share of your firm's sales of lemon juice imported from Brazil and/or South Africa in 2020 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

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

U.S.	Importers'	Questionnaire - Lemon	Juice	(Preliminary
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III-7. <u>Contract provisions.</u>—Please fill out the table regarding your firm's typical sales contracts for lemon juice imported from Brazil and/or South Africa (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	ltem	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	
Average contract duration	No. of days		365		
Price renegotiation	Yes				
(during contract period)	No				
	Quantity				
Fixed quantity and/or price	Price				
aa, a. pa	Both				
Indexed to raw	Yes				
material costs ¹	No				
Not applicable					
¹ Please identify the indexes used:					

III-8. <u>Lead times.</u>—What is your firm's share of sales of lemon juice imported from Brazil and/or South Africa 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 lemon juice?

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

%

%

U.S. Importers' Questionnaire - Lemon Juice (Preliminary)

101 to 1,000 miles

Over 1,000 miles

II-9.	Shipping information.—						
	(a)	Who generally arranges the transportation to your firm's customers' locations? Your firm Purchaser (check one)					
	(b)	When your firm sells lemon juice imported from Brazil and/or South Africa, from whe is it shipped? Point of importation Storage facility (check one)					
	(c)	Indicate the approximate percentage of your firm's sa Brazil and/or South Africa that are delivered the follow U.S. point of shipment.	•	•			
		Distance from your firm's U.S. point of shipment	Share				
	Within 100 miles %						

	Total (should sum to 100.0%)	0.0	%	
III-10.	 hical shipmentsIn which U.S. geographic market an orted from subject countries since January 1, 2018 (

Geographic area	Brazil	South Africa
Northeast.–CT, ME, MA, NH, NJ, NY, PA, RI, and VT.		
Midwest.–IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.		
Southeast.—AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.		
Central Southwest.—AR, LA, OK, and TX.		
MountainsAZ, CO, ID, MT, NV, NM, UT, and WY.		
Pacific Coast.–CA, OR, and WA.		
Other.—All other markets in the United States not previously listed, including AK, HI, PR, and VI.		

III-11.	Inland trans	portation costs.—What is the approximate percentage of the cost of lemon juice
	imported fro	om Brazil and/or South Africa that is accounted for by U.S. inland transportation
	costs?	percent.

U.S. Importers'	Questionnaire - Lemon	Juice (Preliminary
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III-12. <u>End uses</u>.--List the end uses of the lemon juice that your firm imports. For each end-use product, what percentage of the <u>total cost</u> is accounted for by lemon juice and other inputs?

		Share of total cost of end-use product accounted for by	
			(should sum to
End-use product	<u>Lemon Juice</u>	Other inputs	100.0% across)
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

				%					0.0 %
							%		0.0 70
				%			%		0.0 %
				%			%		0.0 %
III-13.	Substitutes			oe substitut lease fill ou		-	ice?		
		Fi	nd use in v	which this	На		_	-	this substitut mon juice?
	Substitute		substitute		No	Yes		Explana	ation
1.									
2.									
3. III-14.	juice. In you	r discussion	, please to	ouch on diff	erences	in phys	ical charac	teristics	
3.	juice. In you	r discussion bility, and o mon juice.	, please to	ouch on diff	erences	in phys	ical charac	teristics	_
3.	juice. In your interchangea versions of le	r discussion bility, and demon juice. Fibe. Fibe. MadsIndication for lem	te how de	ouch on diff ortant mark mand withi nas changed	erences et distin n the Ur since Ja	in phys ctions b nited Sta	etes and or	rganic ar rganic ar utside of cplain an	nd non-organic
3. III-14.	juice. In your interchangea versions of le Please descr Demand trer States (if kno describe the	r discussion bility, and demon juice. Fibe. Fibe. MadsIndication for lem	te how de	ouch on diff ortant mark mand withi nas changed	n the Ur since Ja ed these	in phys ctions b nited Sta	ates and or ., 2018. Exes in dema	utside of colonial and.	nd non-organic
3. III-14. III-15. Mar	juice. In your interchangea versions of le Please descr Demand trer States (if kno describe the	r discussion bility, and demon juice. ribe. ribe. mdsIndica wn) for lem principal fa	te how de non juice h	mand withinas changed have affect	n the Ur since Ja ed these	in physictions be changed to the change of t	ates and or ., 2018. Exes in dema	utside of colonial and.	the United

U.S. Im	porters' Qu	iestionnai	re - Lemon Juice (F	Preliminary) Page 31
III-16.			lave there been ar juice since Januar	ny significant changes in the product range, product mix or y 1, 2018?
	No	Yes	If yes, please des	cribe.
III-17.	Condition	s of comp	etition.—	
		-	ce market subject i mon juice?	to business cycles and/or other conditions of competition
	Check all	that apply	y .	Please describe.
		No		Skip to next question.
			ness cycles (e.g. business)	
			r distinctive as of competition	
			e been any change e January 1, 2018?	es in the business cycles or conditions of competition for
	No	Yes	If yes, describe	е.
III-18.	any time so order entr than the o	ince Janua ry," declini Juantity pr	ary 1, 2018 (examping to accept new	used, declined, or been unable to supply lemon juice at oles include placing customers on allocation or "controlled customers or renew existing customers, delivering less able to meet timely shipment commitments, impact from tc.)?
	No	Yes	If yes, please des constraint.	cribe, including the reason, timing, and duration of the
			•	

115	Important'	Questionnaire -	Lamon	luica	(Proliminary)
U.S.	illiborters	Questionnaire .	- Lemon	Juice	(Premminary

III-19.	Impact of demand for other lemon products.—Is the supply of raw materials for producing						
	lemon juice impacted by the demand for other lemon products, such as fresh lemons or lemon						
	oil?						

No	Yes	If yes, please describe.

III-20. Raw materials.--How have lemon juice 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 lemon juice.

III-21. <u>Interchangeability.--</u>Is lemon juice produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

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

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	Brazil	South Africa	Other countries
United States			
Brazil			
South Africa			

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

III-22. <u>Factors other than price</u>.--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc*.) between lemon juice produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	Brazil	South Africa	Other countries
United States			
Brazil			
South Africa			

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

III-23. <u>Customer identification</u>.--List the names and contact information for your firm's 10 largest U.S. customers for lemon juice since January 1, 2018. Indicate the share of the quantity of your firm's U.S. shipments of lemon juice that each of these customers accounted for in 2020.

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

		ļ .					ł
III-24.	Other explanationsIf 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.						

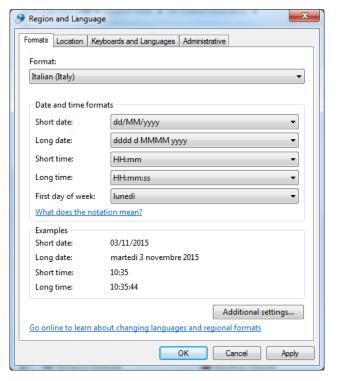
Correcting valid number error messages.--If you are completing this questionnaire in a country that uses periods (".") to delineate multiples of 1000 (i.e., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in the numeric form fields. 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.

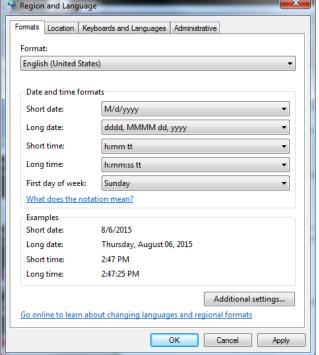
The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

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/lemon_juice_brazil_and_south_africa/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.

• <u>Upload via Secure Drop Box</u>.—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: LEMON

• E-mail.—E-mail the MS Word questionnaire to Julie.Duffy@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.

<u>Parties to this proceeding</u>.—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).