

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN PEA PROTEIN FROM CHINA

This questionnaire must be received by the Commission by **July 26, 2023**
See last page for instructions regarding how to file this questionnaire.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty investigations concerning high protein content pea protein ("HPC pea protein") from China (Inv. Nos. 701-TA-692 and 731-TA-1628 (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 HPC pea protein (as defined on next page) or any out-of-scope merchandise classified under the primary HTS statistical reporting numbers (i.e., 3504.00.1000, 3504.00.5000, and 2106.10.0000) of the Harmonized Tariff Schedule of the United States (HTSUS) from any country at any time since January 1, 2020?

- ☐ **NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)
- ☐ **YES—HPC pea protein** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
- ☐ **YES—Products other than HPC pea protein under the primary HTS numbers** (Complete part I and questions II-8a and II-8b concerning out-of-scope imports)

Return questionnaire via the U.S. International Trade Commission **Drop Box** by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **PEA**). See last page for detailed instructions.

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 petitions filed on July 12, 2023, by PURIS Proteins LLC, Minneapolis, Minnesota. Countervailing and/or 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 subsidization and/or dumping. Questionnaires are available at https://usitc.gov/reports/active_import_injury_questionnaires. Other information pertinent to this proceeding are available at <https://ids.usitc.gov/case/8133/investigation/8423>.

HPC pea protein covered by this proceeding is high protein content pea protein, which is a protein derived from peas (including, but not limited to, yellow field peas and green field peas) and which contains more than 65 percent protein on a dry weight basis. HPC pea protein may also be identified as, for example, pea protein concentrate, pea protein isolate, hydrolyzed pea protein, pea peptides, and fermented pea protein. Pea protein, including HPC pea protein, has the Chemical Abstracts Service ("CAS") registry number 222400-29-5.

The scope covers HPC pea protein in all physical forms, including all liquid (e.g., solution) and solid (e.g., powder) forms, regardless of packaging.

The scope includes HPC pea protein described above that is blended, combined, or mixed with non-subject pea protein or with other products, including, but not limited to, protein powders, dry beverage blends, and protein fortified beverages. For any such blended, combined, or mixed products, only the HPC pea protein component is covered by the scope of these investigations. HPC pea protein that has been blended, combined, or mixed with other products is included within the scope, regardless of whether the blending, combining, or mixing occurs in third countries.

HPC pea protein that is otherwise within the scope is covered when commingled (i.e., blended, combined, or mixed) with HPC pea protein from sources not subject to this investigation. Only the subject component of the commingled product is covered by the scope.

A blend, combination, or mixture is excluded from the scope if the total HPC pea protein content of the blend, combination, or mixture (regardless of the source or sources) comprises less than 5 percent of the blend, combination, or mixture on a dry weight basis.

HPC pea protein is currently imported under statistical reporting numbers 3504.00.1000, 3504.00.5000, and 2106.10.0000 of the Harmonized Tariff Schedule of the United States (HTSUS). It may also be imported under HTSUS statistical reporting number 2308.00.9890. The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

Low protein content pea protein ("LPC pea protein") is pea protein that would otherwise match the definition of HPC pea protein except has a protein content of less than or equal to 65 percent on a dry weight basis.

Primary HTS numbers.—The term primary HTS numbers refers to statistical reporting numbers 3504.00.1000, 3504.00.5000, and 2106.10.0000 of the Harmonized Tariff Schedule of the United States.

Other HTS numbers.—The term other HTS numbers refers to all other statistical reporting numbers other than the primary HTS numbers (i.e., other than 3504.00.1000, 3504.00.5000, and 2106.10.0000) including but not limited to 2308.00.9890 of the Harmonized Tariff Schedule of the United States.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing HPC pea protein (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 Tyler Berard (202-205-3354, Tyler.Berard@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) 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. **Reporting requirements.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire for use by the Office of Management and Budget.

Hours	Dollars

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

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please provide such comments to the Office of Investigations, import_injury@usitc.gov.

- 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 HPC pea protein, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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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)

“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.

- I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing HPC pea protein from China into the United States or that are engaged in exporting HPC pea protein from China 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 HPC pea protein?

☐ No ☐ Yes--List the following information.

Firm name	Country	Affiliation

- I-6. **Importing operations.**--Please indicate the nature of your firm’s importing operations on HPC pea protein. The importer of record is expected to complete this questionnaire; however, 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-7. **Consignee.**--If your firm is an importer of record of HPC pea protein but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Firm name	Address	Contact person and phone number

- I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm admits HPC pea protein into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

“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.

Item	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<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?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Tyler Berard (202-205-3354, Tyler.Berard@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.**--Has your firm experienced any changes in ownership or in the nature of its importing operations for HPC pea protein since January 1, 2020?

No	Yes	If yes, supply details as to the time, nature, and significance of such changes and describe reasons for the changes, including any underlying assumptions used.
<input type="checkbox"/>	<input type="checkbox"/>	

- II-2b. **COVID-19 pandemic.**—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, shipments, and employment relating to HPC pea protein? In your response, please discuss the duration and timing of any such changes as they relate to your firm's operations.

No	Yes	If yes, describe these changes including the impact over time on the (a) supply chain, (b) importation and shipments, and (c) employment with respect to HPC pea protein.
<input type="checkbox"/>	<input type="checkbox"/>	

- II-3a. **Arranged imports.**--Has your firm imported or arranged for the importation of HPC pea protein for delivery after **March 31, 2023**?

“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.
<input type="checkbox"/>	<input type="checkbox"/>	

Source	Period			
	Apr-Jun 2023	Jul-Sept 2023	Oct-Dec 2023	Jan-Mar 2024
	Quantity (in 1,000 pounds dry weight)			
China				
Canada				
All other sources				

- II-3b. **Imports in the 12-month period preceding the petition.**--Has your firm imported HPC pea protein from any source between July 1, 2022 and June 30, 2023? (i.e., the last 6 months in 2022 and first 6 months in 2023 combined)

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

Source	July 2022 through June 2023	
	Reported under: Primary HTS numbers	Reported under: Other HTS numbers
	Quantity (in 1,000 pounds dry weight)	
China		
Canada		
All other sources		

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

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Definitions

“Primary HTS numbers”—The term primary HTS numbers refers to statistical reporting numbers 3504.00.1000, 3504.00.5000, and 2106.10.0000 of the Harmonized Tariff Schedule of the United States.

“Other HTS numbers”—The term other HTS numbers refers to all other statistical reporting numbers other than the primary HTS numbers (i.e., other than 3504.00.1000, 3504.00.5000, and 2106.10.0000) including but not limited to 2308.00.9890 of the Harmonized Tariff Schedule of the United States.

“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.

“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 China.**—Report your firm's imports and your firm's shipments and inventories of HPC pea protein imported from China by your firm during the specified periods.

Note: Quantity and value reported in this table should relate to only the HPC pea protein content for any blended products that contain HPC pea protein. Also report data based on country of origin of the manufactured HPC pea protein not the country of any re-packaging or blending if it differs from the country of the manufacture of the HPC pea protein.

China

Quantity (in 1,000 pounds dry weight), value (in \$1,000)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
Beginning-of-period inventories (quantity) (A)					
U.S. imports of HPC pea protein reported under:¹					
Primary HTS numbers:					
Quantity (B)					
Value (C)					
Other HTS numbers:²					
Quantity (D)					
Value (E)					
U.S. shipments:					
Commercial shipments:					
Quantity (F)					
Value (G)					
Internal consumption:³					
Quantity (H)					
Value ³ (I)					
Transfers to related firms:³					
Quantity (J)					
Value ³ (K)					
Export shipments:⁴					
Quantity (L)					
Value (M)					
End-of-period inventories: (quantity) (N)					

¹ Please identify the foreign producers, if known: _____.

² Please identify the other HTS statistical reporting numbers used to classify those imports: _____.

³ 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.

⁴ Identify your firm's principal export markets: _____.

II-5a. **U.S. imports from China.**—Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.-- Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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			January-March	
	2020	2021	2022	2022	2023
A + B + D – F – H – J – L – N = 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: China.**--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 China by channel of distribution during the specified periods.

China

Quantity (in 1,000 pounds dry weight)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
U.S. shipments:					
to Distributors (O)					
to End users (P)					
to Other ¹ (Q)					
¹ If other, please describe: _____.					

RECONCILIATION OF CHANNELS.-- Please ensure that the quantities reported for channels of distribution (i.e., lines O, P, and Q) in each time period equal the quantity reported for U.S. shipments (i.e., lines F, H, and J) 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 item	Calendar year			January-March	
	2020	2021	2022	2022	2023
O + P + Q – F – H – J = zero ("0"), if not revise.	0	0	0	0	0

II-5c. **U.S. imports by product type: China.**--Report your firm's U.S. import from China by product type in the specified periods.

China

Quantity (in 1,000 pounds dry weight) and value (in \$1,000)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
U.S. imports:					
<u>Pure HPC pea protein products:</u>					
Quantity (R)					
Value (S)					
<u>Blended HPC pea protein products:</u>					
Quantity, relating to HPC pea protein (T)					
Quantity, relating to other inputs blended in with the HPC pea protein (U)					
Value, relating to HPC pea protein (V) ¹					
Value, relating to other inputs blended in with the HPC pea protein (W) ¹					
¹ Please describe how your firm allocated the sales values of its HPC pea protein blends between lines V and W (e.g., based on share of quantity of the inputs or other allocation method):					

RECONCILIATION OF IMPORTS BY PRODUCT TYPE.--Please ensure that the quantities and values reported for U.S. imports by product type (i.e., lines R, S, T, and V) in each time period equal the quantities and values reported for U.S. imports (i.e., lines B through E) 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			January-March	
	2020	2021	2022	2022	2023
Quantity: R + T – B – D = zero ("0"), if not revise.	0	0	0	0	0
Value: S + V – C – E = zero ("0"), if not revise.	0	0	0	0	0

- II-5d. **U.S. shipments of imports by packaging size and organic status: China.**--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 China by packaging size and organic status in the specified periods. Note the packaging sizes will include the quantity associated with other inputs included in the case of blends; however, report only the quantity and value associated with the HPC pea protein content.

China

Quantity (in 1,000 pounds dry weight) and value (in \$1,000)		
Item	Calendar year 2022	
	Organic	Other than organic
U.S. shipments:		
<u>Bulk or supersacks (i.e., >=2000 lbs):</u>		
Quantity (X)		
Value (Y)		
<u>Large size packaging (i.e., >=100 lbs and <2000 lbs):</u>		
Quantity (Z)		
Value (AA)		
<u>Medium packaging sizes (i.e., >=10 lbs and <100 lbs)</u>		
Quantity (AB)		
Value (AC)		
<u>Small packaging sizes (i.e., <10 lbs)</u>		
Quantity (AD)		
Value (AE)		

RECONCILIATION OF SHIPMENTS BY PACKAGING SIZE.--Please ensure that the quantities and values reported for U.S. shipments of imports by packaging size (i.e., lines X through AE) across both columns equal the quantities and values reported for U.S. shipments (i.e., lines F through K) in 2022. 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 2022
Quantity: X + Z + AB + AD – F – H – J = zero ("0"), if not revise.	0
Value: Y + AA + AC + AE – G – I – K = zero ("0"), if not revise.	0

- II-6a. **U.S. imports from Canada.**—Report your firm's imports and your firm's shipments and inventories of HPC pea protein imported from Canada by your firm during the specified periods.

Note: Quantity and value reported in this table should relate to only the HPC pea protein content for any blended products that contain HPC pea protein. Also report data based on country of origin of the manufactured HPC pea protein not the country of any re-packaging or blending if it differs from the country of the manufacture of the HPC pea protein.

Canada

Quantity (in 1,000 pounds dry weight), value (in \$1,000)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
Beginning-of-period inventories (quantity) (A)					
U.S. imports of HPC pea protein reported under:¹					
Primary HTS numbers:					
Quantity (B)					
Value (C)					
Other HTS numbers:²					
Quantity (D)					
Value (E)					
U.S. shipments:					
Commercial shipments:					
Quantity (F)					
Value (G)					
Internal consumption:³					
Quantity (H)					
Value ³ (I)					
Transfers to related firms:³					
Quantity (J)					
Value ³ (K)					
Export shipments:⁴					
Quantity (L)					
Value (M)					
End-of-period inventories: (quantity) (N)					
¹ Please identify the foreign producers, if known: _____. ² Please identify the other HTS statistical reporting numbers used to classify those imports: _____. ³ 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. ⁴ Identify your firm's principal export markets: _____.					

II-6a. **U.S. imports from Canada.**—Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.-- Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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			January-March	
	2020	2021	2022	2022	2023
A + B + D – F – H – J – L – N = 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. **Channels of distribution: Canada.**--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 Canada by channel of distribution during the specified periods.

Canada

Quantity (in 1,000 pounds dry weight)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
U.S. shipments:					
to Distributors (O)					
to End users (P)					
to Other ¹ (Q)					
¹ If other, please describe: _____.					

RECONCILIATION OF CHANNELS.-- Please ensure that the quantities reported for channels of distribution (i.e., lines O, P, and Q) in each time period equal the quantity reported for U.S. shipments (i.e., lines F, H, and J) 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 item	Calendar year			January-March	
	2020	2021	2022	2022	2023
O + P + Q – F – H – J = zero ("0"), if not revise.	0	0	0	0	0

II-5c. **U.S. imports by product type: Canada.**--Report your firm's U.S. imports from Canada by product type in the specified periods.

Canada

Quantity (in 1,000 pounds dry weight) and value (in \$1,000)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
U.S. imports:					
<u>Pure HPC pea protein products:</u>					
Quantity (R)					
Value (S)					
<u>Blended HPC pea protein products:</u>					
Quantity, relating to HPC pea protein (T)					
Quantity, relating to other inputs blended in with the HPC pea protein (U)					
Value, relating to HPC pea protein (V) ¹					
Value, relating to other inputs blended in with the HPC pea protein (W) ¹					
¹ Please describe how your firm allocated the sales values of its HPC pea protein blends between lines V and W (e.g., based on share of quantity of the inputs or other allocation method): .					

RECONCILIATION OF IMPORTS BY PRODUCT TYPE.--Please ensure that the quantities and values reported for U.S. imports by product type (i.e., lines R, S, T, and V) in each time period equal the quantities and values reported for U.S. imports (i.e., lines B through E) 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			January-March	
	2020	2021	2022	2022	2023
Quantity: $R + T - B - D = \text{zero ("0")}$, if not revise.	0	0	0	0	0
Value: $S + V - C - E = \text{zero ("0")}$, if not revise.	0	0	0	0	0

- II-7d. **U.S. shipments of imports by packaging size and organic status: Canada.**--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 Canada by packaging size and organic status in the specified periods. Note the packaging sizes will include the quantity associated with other inputs included in the case of blends; however, report only the quantity and value associated with the HPC pea protein content.

Canada

Quantity (in 1,000 pounds dry weight) and value (in \$1,000)		
Item	Calendar year 2022	
	Organic	Other than organic
U.S. shipments:		
<u>Bulk or supersacks (i.e., >=2000 lbs):</u>		
Quantity (X)		
Value (Y)		
<u>Large size packaging (i.e., >=100 lbs and <2000 lbs):</u>		
Quantity (Z)		
Value (AA)		
<u>Medium packaging sizes (i.e., >=10 lbs and <100 lbs)</u>		
Quantity (AB)		
Value (AC)		
<u>Small packaging sizes (i.e., <10 lbs)</u>		
Quantity (AD)		
Value (AE)		

RECONCILIATION OF SHIPMENTS BY PACKAGING SIZE.--Please ensure that the quantities and values reported for U.S. shipments of imports by packaging size (i.e., lines X through AE) across both columns equal the quantities and values reported for U.S. shipments (i.e., lines F through K) in 2022. 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 2022
Quantity: X + Z + AB + AD – F – H – J = zero ("0"), if not revise.	0
Value: Y + AA + AC + AE – G – I – K = zero ("0"), if not revise.	0

- II-7a. **Imports from all other sources.**—Report your firm's imports and your firm's shipments and inventories of HPC pea protein imported from all other sources (i.e., sources other than China or Canada) by your firm during the specified periods. Quantity and value reported in this table should relate to only the HPC pea protein content for any blended products that contain HPC pea protein. Also report data based on country of origin of the manufactured HPC pea protein not the country of any re-packaging or blending if it differs from the country of the manufacture of the HPC pea protein.

All other sources

(list sources: _____)

Quantity (in 1,000 pounds dry weight), value (in \$1,000)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
Beginning-of-period inventories (quantity) (A)					
U.S. imports of HPC pea protein reported under:¹					
Primary HTS numbers:					
Quantity (B)					
Value (C)					
Other HTS numbers:²					
Quantity (D)					
Value (E)					
U.S. shipments:					
Commercial shipments:					
Quantity (F)					
Value (G)					
Internal consumption:³					
Quantity (H)					
Value ³ (I)					
Transfers to related firms:³					
Quantity (J)					
Value ³ (K)					
Export shipments:⁴					
Quantity (L)					
Value (M)					
End-of-period inventories: (quantity) (N)					

¹ Please identify the foreign producers, if known: _____.

² Please identify the other HTS statistical reporting numbers used to classify those imports: _____.

³ 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.

⁴ 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 N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines F, H, J, and L). 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			January-March	
	2020	2021	2022	2022	2023
A + B + D – F – H – J – L – N = 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. **Channels of distribution: 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 (i.e., sources other than China or Canada) by channel of distribution during the specified periods.

All other sources

Quantity (in 1,000 pounds dry weight)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
U.S. shipments:					
to Distributors (O)					
to End users (P)					
to Other ¹ (Q)					
¹ If other, please describe: _____.					

RECONCILIATION OF CHANNELS.— Please ensure that the quantities reported for channels of distribution (i.e., lines O, P, and Q) in each time period equal the quantity reported for U.S. shipments (i.e., lines F, H, and J) 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 item	Calendar year			January-March	
	2020	2021	2022	2022	2023
O + P + Q – F – H – J = zero ("0"), if not revise.	0	0	0	0	0

- II-7c. **U.S. imports by product type: All other sources.**--Report your firm's U.S. imports from all other sources (i.e., sources other than China or Canada) by product type in the specified periods.

All other sources

Quantity (in 1,000 pounds dry weight) and value (in \$1,000)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
U.S. imports:					
<u>Pure HPC pea protein products:</u>					
Quantity (R)					
Value (S)					
<u>Blended HPC pea protein products:</u>					
Quantity, relating to HPC pea protein (T)					
Quantity, relating to other inputs blended in with the HPC pea protein (U)					
Value, relating to HPC pea protein (V) ¹					
Value, relating to other inputs blended in with the HPC pea protein (W) ¹					
¹ Please describe how your firm allocated the sales values of its HPC pea protein blends between lines V and W (i.e., based on share of quantity of the inputs or other allocation method): .					

RECONCILIATION OF IMPORTS BY PRODUCT TYPE.--Please ensure that the quantities and values reported for U.S. imports by product type (i.e., lines R, S, T, and V) in each time period equal the quantities and values reported for U.S. imports (i.e., lines B through E) 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			January-March	
	2020	2021	2022	2022	2023
Quantity: $R + T - B - D = \text{zero ("0")}$, if not revise.	0	0	0	0	0
Value: $S + V - C - E = \text{zero ("0")}$, if not revise.	0	0	0	0	0

- II-7d. **U.S. shipments of imports by packaging size and organic status: 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 (i.e., sources other than China or Canada) by packaging size and organic status in the specified periods. Note the packaging sizes will include the quantity associated with other inputs included in the case of blends; however, report only the quantity and value associated with the HPC pea protein content.

All other sources

Quantity (in 1,000 pounds dry weight) and value (in \$1,000)		
Item	Calendar year 2022	
	Organic	Other than organic
U.S. shipments:		
<u>Bulk or supersacks (i.e., >=2000 lbs):</u>		
Quantity (X)		
Value (Y)		
<u>Large size packaging (i.e., >=100 lbs and <2000 lbs):</u>		
Quantity (Z)		
Value (AA)		
<u>Medium packaging sizes (i.e., >=10 lbs and <100 lbs)</u>		
Quantity (AB)		
Value (AC)		
<u>Small packaging sizes (i.e., <10 lbs)</u>		
Quantity (AD)		
Value (AE)		

RECONCILIATION OF SHIPMENTS BY PACKAGING SIZE.--Please ensure that the quantities and values reported for U.S. shipments of imports by packaging size (i.e., lines X through AE) across both columns equal the quantities and values reported for U.S. shipments (i.e., lines F through K) in 2022. 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 2022
Quantity: X + Z + AB + AD – F – H – J = zero ("0"), if not revise.	0
Value: Y + AA + AC + AE – G – I – K = zero ("0"), if not revise.	0

- II-8a. **Out-of-scope imports under primary HTS numbers.**--Report your firm's U.S. imports of products other than HPC pea protein (i.e., out-of-scope imports) that were reported under the primary HTS numbers for HPC pea protein (i.e., 3504.00.1000, 3504.00.5000, and 2106.10.0000) during the specified period.

Quantity (in 1,000 pounds dry weight), value (in \$1,000)					
Source	Calendar year			January-March	
	2020	2021	2022	2022	2023
Out-of-scope imports under the primary HTS numbers imported from:¹					
<u>China:</u>					
Quantity					
Value					
<u>Canada:</u>					
Quantity					
Value					
<u>All other sources:²</u>					
Quantity					
Value					
¹ Please describe the product(s) being imported: _____. ² Please list sources: _____.					

- II-8b. **Out-of-scope imports under primary HTS numbers in the 12-month period preceding the petition.**-- Report your firm's U.S. imports of products other than HPC pea protein (i.e., out-of-scope imports) that were reported under the primary HTS numbers for HPC pea protein (i.e., 3504.00.1000, 3504.00.5000, and 2106.10.0000) between July 1, 2022 and June 30, 2023 (i.e., the last 6 months in 2022 and first 6 months in 2023 combined).

Quantity (in 1,000 pounds dry weight)	
Source	July 2022 through June 2023
Out-of-scope imports under the primary HTS numbers imported from:	
China	
Canada	
All other sources	

- II-9. **Processing of imports in the United States.**--Does your firm further process in the United States its imported HPC pea protein and then sell its further processed product(s) in the United States in a form and format that still matches the definition of HPC pea protein (as defined on page 2)?

No	Yes	Share of imports so processed (percent)	If yes, please describe the nature and extent of your firm's domestic processing operations relating to imported HPC pea protein.
<input type="checkbox"/>	<input type="checkbox"/>		

- II-10. **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-11. **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.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from James Horne (202-205-2722, James.Horne@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. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2020 of the following products your firm imported from China

Product 1.-- Low viscosity, organic, non-GMO, hydrolyzed pea protein, with a minimum pea protein content of 80 percent, a pH of 5.5 to 8.0, and a moisture content of a maximum of 10 percent.

Product 2.-- High solubility, organic, non-GMO, non-hydrolyzed pea protein, with a minimum pea protein content of 80 percent a pH of 5.5 to 8.0, and a moisture content of a maximum of 10 percent.

Product 3.-- Low viscosity, non-organic, non-GMO, hydrolyzed pea protein, with a minimum pea protein content of 80 percent, a pH of 5.5 to 8.0, and a moisture content of a maximum of 10 percent.

Product 4.-- High solubility, non-organic, non-GMO, non-hydrolyzed pea protein, with a minimum pea protein content of 80 percent, a pH of 5.5 to 8.0, and a moisture content of a maximum of 10 percent.

Please note that values should be f.o.b., U.S. point of shipment 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 2020-March 2023, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	Yes. --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	No. --Skip to question III-3.

III-2a. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

Report data in **actual pounds dry weight** (not 1,000s) and **actual dollars** (not 1,000s).

(Quantity in pounds dry weight, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2020:								
January-March								
April-June								
July-September								
October-December								
2021:								
January-March								
April-June								
July-September								
October-December								
2022:								
January-March								
April-June								
July-September								
October-December								
2023:								
January-March								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

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

Are the price data reported above:	✓ if Yes
In actual dollars (not \$1,000) and actual pounds dry weight (not 1,000 pounds dry weight)?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include inland transport transportation costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have discounts, rebates, and returns been deducted from gross sales in the quarter in which the sale occurred?	<input type="checkbox"/>
Quantities do not exceed commercial shipments reported in part II in each year?	<input type="checkbox"/>
Explanation(s) for any boxes not checked:	

III-2c. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

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.

PURCHASE COST DATA

- III-3. **Imports for internal use, repackaging, or retail sale**--This question requests quarterly quantity and landed-duty paid value data for your firm's imports of the products defined above (question III-2) for internal consumption, repackaging and/or use for sales in your firm's retail locations from India since January 1, 2020.

During January 2020- March 2023, did your firm import any of the products listed in question III-2 from China for internal consumption, repackaging, and/or use for sales in your firm's retail locations?

<input type="checkbox"/>	Yes. --Please complete the following table as appropriate.
<input type="checkbox"/>	No. --Skip to question III-4.

III-3a. **Imports for internal use, repackaging, or retail sale.**—Report below the import data¹ for pricing products² imported from China and used by your own firm or sold by your firm at retail.

Please note that values should be landed, duty-paid (LDP) and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).

China

Report data in **actual pounds dry weight** (not 1,000s) and **actual dollars** (not 1,000s).

(Quantity in pounds dry weight, value in dollars)								
	Product 1		Product 2		Product 3		Product 4	
Period of importation	Quantity	LDP Value	Quantity	LDP Value	Quantity	LDP Value	Quantity	LDP Value
2020:								
January-March								
April-June								
July-September								
October-December								
2021:								
January-March								
April-June								
July-September								
October-December								
2022:								
January-March								
April-June								
July-September								
October-December								
2023:								
January-March								

¹ LDP value (i.e., landed duty-paid 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). See “Import values” definition in Part II (Trade and Related Information – Definitions).

² Pricing product definitions are provided on the first page of Part III.

Note.—If your firm’s product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm’s product. Also, please explain any anomalies in your firm’s reported data.

Product 1:

Product 2:

Product 3:

Product 4:

III-3b. **Purchase cost data checklist.**--Please check that the pricing data in question III-2(a) have been correctly reported.

Are the purchase cost data reported above:	✓ if Yes
In actual dollars (not \$1,000) and actual pounds dry weight (not 1,000 pounds dry weight)?	<input type="checkbox"/>
Landed, duty-paid (i.e., represents the price at the U.S. border after clearing through Customs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have discounts, rebates, and returns been deducted from gross sales in the quarter in which the sale occurred?	<input type="checkbox"/>
Quantities do not exceed commercial shipments reported in part II in each year?	<input type="checkbox"/>
Explanation(s) for any boxes not checked:	

Complete these questions only if your firm reported data on the previous page, otherwise skip to question III-4.

The following questions ask about the costs/benefits (not included in the LDP values reported above) that factor into your firm's decision to import HPC pea protein rather than purchase from a U.S. producer or importer of HPC pea protein.

III-3c. **Additional costs for your firm's imports of HPC pea protein for your firm's internal use, repackaging, or retail sale.—**

- i. Did your firm incur any additional costs by importing HPC pea protein rather than purchasing from a U.S. producer or importer (e.g., logistical or supply chain management costs, warehousing/inventory carrying costs, insurance or other risk management fees, demurrage fees, indirect and overseas costs)?

☐ No
☐ Yes—Please answer parts ii, iii, and iv.

- ii. Please provide an estimate of the total additional cost incurred (as a percentage compared to LDP value) when importing HPC pea protein rather than purchasing from a U.S. producer or importer. (Report only the portion that is related to your firm's importing activities, either directly or indirectly, and not already included in the LDP value. Do **NOT** include any costs that also would be incurred if your firm purchased the product from a U.S. producer or importer.) _____ percent compared to LDP value.

- iii. Please identify and explain the specific additional costs incurred by your firm and estimate each cost (in percent) compared to the cost of importing. (Only report costs and the portion of each cost that was related to your firm's importing activities for HPC pea protein, either directly or indirectly, and that are not already included in the LDP value. Do **NOT** report costs that your firm would incur when purchasing HPC pea protein from a U.S. producer or importer.)

Costs	Estimated percentage compared to LDP value (percent)	Explanation
	%	
	%	
	%	
	%	

- iv. Briefly describe how your firm's additional costs (beyond the purchase price) by importing HPC pea protein directly compare with the additional costs your firm incurs when purchasing from a U.S. producer or U.S. importer.

- III-3d. **Decision basis.**—To which source(s) does your firm compare costs in determining whether or not to import HPC pea protein? Check all that apply.

U.S. importers	U.S. producers	Neither U.S. importers nor U.S. producers
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-3e. **Benefits of importing HPC pea protein.**

- i. Briefly identify the benefits of importing HPC pea protein instead of purchasing HPC pea protein from a U.S. importer or from a U.S. producer.

--

- ii. Is it your firm's experience that the HPC pea protein your firm imported from India are priced lower than they would be if your firm purchased from a U.S. importer or U.S. producer?

Imports are priced lower when	No	Yes (If yes to either, please answer parts iii and iv.)
Not including the additional costs above	<input type="checkbox"/>	<input type="checkbox"/>
Including the additional costs above	<input type="checkbox"/>	<input type="checkbox"/>

- iii. Please estimate your firm's savings by importing HPC pea protein instead of purchasing from a U.S. producer or U.S. importer since January 1, 2020 (as a percent of the purchase price from the U.S. importer or U.S. producer). For your estimate, compare the price of purchasing from a U.S. importer or U.S. producer to the cost of direct imports (including the additional costs described above in III-3b).

Factors	Estimated savings (percent of purchase price from U.S. importer/producer)
U.S. producer	%
U.S. importer	%

- iv. What methods or experience did you base the estimates in III-3diii (i.e. based on previous transactions with U.S. producers and/or U.S. importers, market research, etc.) Check all that apply.

Reported estimates in III-3eiii based on	✓ if Yes
Previous company transactions	<input type="checkbox"/>
Market research	<input type="checkbox"/>
Other – Please explain	<input type="checkbox"/>

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of these data, as Commission staff may contact your firm regarding questions. 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.

- III-4. **Price setting.**--How does your firm determine the prices that it charges for sales of HPC pea protein (*check all that apply*)?

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

- III-5. **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-6. **Pricing terms.**--On what basis are your firm's prices of imported HPC pea protein from China usually quoted (*check one*)?

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

- III-7. **Contract versus spot.**-- Approximately what shares of your firm's sales of its HPC pea protein from China in 2022 were on the basis of (1) short-term contracts, (2) annual contracts, (3) long-term contracts, and (4) spot sales?

Item	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2022 sales	%	%	%	%	0.0 %

- III-8. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for HPC pea protein imported from China (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	No. of days		365	
Price renegotiation (during contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	Quantity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Both	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs ¹	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"/>
¹ Please identify the indexes used: _____.				

- III-9. **Lead times.**-- What is your firm's share of sales of its HPC pea protein imported from China from inventory and produced to order, and the typical lead time between a customer's order and the date of delivery for your firm's sales of its imported HPC pea protein?

Source	Share of 2022 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 %	

III-10. **Shipping information.**—

- (a) Who generally arranges the transportation to your firm's customers' locations?
☐ Your firm ☐ Purchaser (*check one*)
- (b) When your firm sells HPC pea protein imported from China, from where is it shipped?
☐ Point of importation ☐ Storage facility (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of HPC pea protein imported from China 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	%
Total (should sum to 100.0%)	0.0 %

- III-11. **Geographical shipments.**—In which U.S. geographic market area(s) has your firm sold HPC pea protein imported from subject countries since January 1, 2020 (check all that apply)?

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

- III-12. **Inland transportation costs.**—What is the approximate percentage of the cost of HPC pea protein imported from China that is accounted for by U.S. inland transportation costs? _____ percent.

III-13. **End uses.**--List the end uses of the HPC pea protein that your firm imports. For each end-use product, what percentage of the total cost is accounted for by HPC pea protein and other inputs?

End-use product	Share of total cost of end-use product accounted for by		Total (should sum to 100.0% across)
	HPC pea protein	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

III-14. **Substitutes.**--Can other products be substituted for HPC pea protein?

☐ 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 HPC pea protein?		
		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-15. **Demand trends.**-- Has demand within the United States and outside of the United States (if known) for HPC pea protein steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2020? Explain any trends and describe the principal factors that have affected these changes in demand.

Select one box per row.

Market	Steadily increase	Fluctuate up	No change	Fluctuate down	Steadily decrease	Explanation and factors
Within the United States	<input type="checkbox"/>	<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"/>	<input type="checkbox"/>	

- III-16. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of HPC pea protein since January 1, 2020?

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

- III-17. **Business cycles.**--Is the HPC pea protein market subject to business cycles, either during the year or across years other than the business cycles described in the previous question? If yes, describe.

No	Yes	If yes, please describe, including any changes since January 1, 2020.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-18. **Conditions of competition.**--Is the HPC pea protein market subject to conditions of competition distinctive to HPC pea protein other than the business cycles described in the previous question? If yes, describe.

No	Yes	If yes, please describe, including any changes since January 1, 2020.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-19. **Supply constraints.**--Has your firm refused, declined, or been unable to supply HPC pea protein at any time since January 1, 2020 (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, impact from changes in operations listed in II-2a, etc.)?

No	Yes	If yes, please describe, including the reason, timing, and duration of the constraint.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-20. **Raw materials.**-- Have HPC pea protein raw material prices steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2020?

Select one box per row.

Steadily increase	Fluctuate up	No change	Fluctuate down	Steadily decrease	Explain, noting how raw material price changes have affected your firm's selling prices for HPC pea protein.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- III-21. **Interchangeability.**—How often is HPC pea protein produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

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


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

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	China	Other countries
United States		
China		
For any country-pair producing HPC pea protein that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude the interchangeable use of HPC pea protein produced in the countries:		

- III-22. **Factors other than price.**—How often are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between HPC pea protein produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	China	Other countries
United States		
China	X	
<p>For any country-pair for which factors other than price are <i>always</i> or <i>frequently</i> a significant factor in your firm's sales of HPC pea protein, identify the country-pair and the relevant factors other than price, and report the advantages or disadvantages imparted by such factors:</p>		

- III-23. **Role of section 301 tariffs.**-- Did the tariffs on Chinese-origin products under section 301, or changes in these tariffs, have an impact on the HPC pea protein market in the United States, including any effects on HPC pea protein cost, price, supply, and/or demand, since January 1, 2020?

Yes	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<p>If yes, please describe the impact on cost, price, supply, and/or demand, and include the timing of such impacts.</p>

III-24 **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for HPC pea protein since January 1, 2020. Indicate the share of the quantity of your firm's U.S. shipments of HPC pea protein that each of these customers accounted for in 2022.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2022 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

III-25. **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.

PART IV.--ALTERNATIVE PRODUCT INFORMATION

Further information on this part of the questionnaire can be obtained from Tyler Berard (202-205-3354, Tyler.Berard@usitc.gov).

HPC pea protein—As defined on page 2.

LPC pea protein—Low protein content (LPC) pea protein is pea protein that would otherwise match the definition of HPC pea protein except has a protein content of less than or equal to 65 percent on a dry weight basis.

IV-1. **Comparability of HPC pea protein and LPC pea protein.**-- For each of the following indicate whether listed pea protein 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> :
HPC pea protein vs. LPC pea protein		

(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 <i>interchangeability</i> :
HPC pea protein vs. LPC pea protein		

IV-1. Comparability of HPC pea protein and LPC pea protein.—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.

- (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> :
HPC pea protein vs. LPC pea protein		

- (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> :
HPC pea protein vs. LPC pea protein		

IV-1. **Comparability of HPC pea protein and LPC pea protein.—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.

- (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> :
HPC pea protein vs. LPC pea protein		

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

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> :
HPC pea protein vs. LPC pea protein		

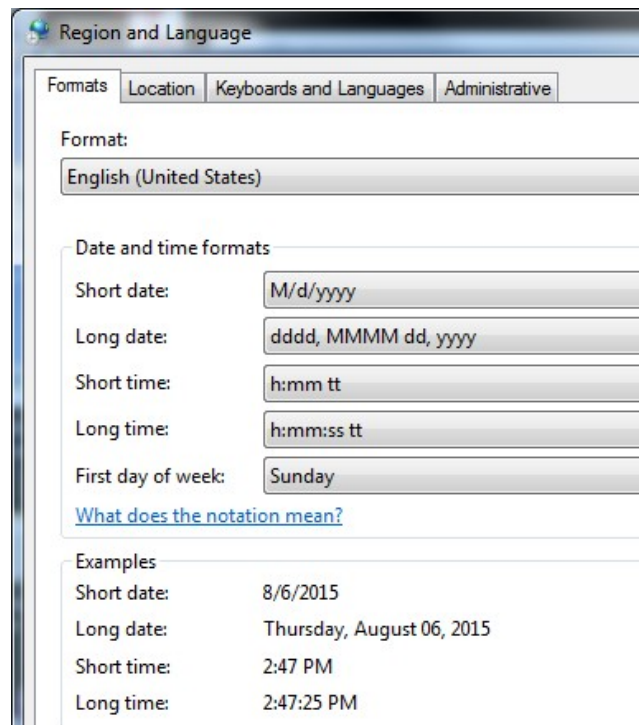
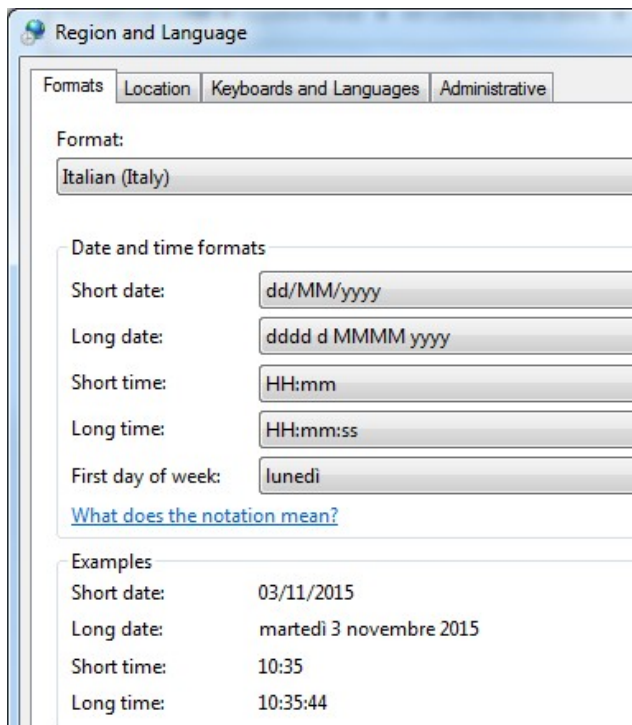
Correcting valid number error messages.--If you are completing this questionnaire in a country that uses periods (".") to delineate multiples of 1000 (i.e., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in the numeric form fields.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

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: **PEA**

- **E-mail.**—E-mail the MS Word questionnaire to Tyler.Berard@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 (202-205-1802). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7).