

U.S. IMPORTERS' QUESTIONNAIRE

ERYTHRITOL FROM CHINA

This questionnaire must be received by the Commission by **December 27, 2024**

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 erythritol from China (Inv. Nos. 701-TA-751 and 731-TA-1729 (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 erythritol (as defined on next page) from any country at any time since January 1, 2021?

☐

NO

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

☐

YES

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

Return questionnaire via the Commission's secure portal by clicking on the following link:

<https://usitc.gov/qportal>. (PIN: **SWEET**, Phase: **Preliminary**). 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 December 13, 2024 by Cargill, Incorporated, Wayzata, Minnesota. Antidumping and countervailing 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 and/or subsidization. Pertinent information to this proceeding is available at:

Questionnaires: https://usitc.gov/reports/active_import_injury_questionnaires.

Other case information: <https://ids.usitc.gov/case/8245/investigation/8674>.

Erythritol covered by this proceeding is a sugar alcohol, commonly referred to as a polyol, typically produced by the fermentation of glucose using enzymes and yeast or yeast-like fungi (though the scope includes erythritol produced using any other feedstock or organism).

Erythritol is an organic compound with the molecular formula $C_4H_{10}O_4$ and a Chemical Abstract Service ("CAS") registry number of 149-32-6. Other names for erythritol include *meso*-erythritol, (2R, 3S)-butan-1,2,3,4-tetrol, butane-1,2,3,4-tetrol, or *meso*-1,2,3,4-Tetrahydroxybutane.

Erythritol typically appears as a white crystalline, odorless product that rapidly dissolves in water. While erythritol is typically produced in the crystalline form or as a fine powder or in directly compressible form, the scope of these investigations covers all physical forms and grades of erythritol.

Erythritol is currently imported under statistical reporting number 2905.49.4000 of the Harmonized Tariff Schedule of the United States (HTSUS). It may also be imported under HTSUS statistical reporting number 2106.90.9998. The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

Importer. --Any person or firm engaged, either directly or through a parent company or subsidiary, in importing erythritol (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 are provided at the end of this questionnaire and are available upon request from Celia Feldpausch (202-205-2387, celia.feldpausch@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

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 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 erythritol, 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 erythritol from China into the United States or that are engaged in exporting erythritol 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 erythritol?

☐ 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 erythritol. 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 erythritol 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 erythritol 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 designated as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

Item	No	Yes	Quantity (in 1,000 pounds) admitted in 2023
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 Celia Feldpausch (202-205-2387, celia.feldpausch@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 erythritol since January 1, 2021?

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.**—Since January 1, 2021, 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 erythritol? 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 erythritol.
<input type="checkbox"/>	<input type="checkbox"/>	

II-3a. **Arranged imports.**--Has your firm imported or arranged for the importation of erythritol for delivery after September 30, 2024?

"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			
	Oct-Dec 2024	Jan-Mar 2025	Apr-Jun 2025	Jul-Sept 2025
	Quantity (in 1,000 pounds)			
China				
All other sources				

II-3b. **Imports in the 12-month period preceding the petition.**--Has your firm imported erythritol from any source between December 1, 2023 and November 30, 2024? (i.e., the last month in 2023 and the first eleven months in 2024 combined).

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

Source	December 2023 through November 2024	
	Classified under: Primary HTS number¹	Classified under: Other HTS numbers²
	Quantity (in 1,000 pounds)	
China		
All other sources		
¹ The primary HTS statistical reporting number is 2905.49.4000.		
² List the specific "Other" HTS numbers your firm imported erythritol under: .		

II-4. **Reasons for importing if producer.**--If your firm also produces erythritol 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

"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 erythritol imported from China by your firm during the specified periods.

China

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar year			January-September	
	2021	2022	2023	2023	2024
Beginning-of-period inventories (quantity) (A)					
Imports¹ classified for Customs purposes under:					
Primary HTS number:²					
Quantity (B)					
Value (C)					
Other HTS numbers:³					
Quantity (D)					
Value (E)					
U.S. shipments:					
Commercial shipments:					
Quantity (F)					
Value (G)					
Internal consumption:⁴					
Quantity (H)					
Value (I)					
Transfers to related firms:⁴					
Quantity (J)					
Value (K)					
Export shipments:⁵					
Quantity (L)					
Value (M)					
End-of-period inventories: (quantity) (N)					

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

² The primary HTS statistical reporting number is 2905.49.4000.

³ Report the other HTS statistical reporting number(s) that your firm used for its imports of erythritol (i.e., other than 2905.49.4000), if applicable: _____.

⁴ 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.

⁵ 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., line 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-September	
	2021	2022	2023	2023	2024
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)					
Item	Calendar year			January-September	
	2021	2022	2023	2023	2024
Channels of distribution:					
U.S. shipments:					
To distributors (O)					
To retailers (P)					
To food processors (Q)					
To other end users (R)					

RECONCILIATION OF CHANNELS.—Please ensure that the quantities reported for channels of distribution (i.e., lines O through R) in each time period equal the quantity reported for U.S. shipments (i.e., line F, H, 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	Calendar year			January-September	
	2021	2022	2023	2023	2024
O + P + Q + R – F – H – J = zero ("0"), if not revise.	0	0	0	0	0

- II-6a. **Imports from all other sources (source other than China).**—Report your firm's imports and your firm's shipments and inventories of erythritol imported from **all other sources** by your firm during the specified periods.

All other sources

(list sources: _____)

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar year			January-September	
	2021	2022	2023	2023	2024
Beginning-of-period inventories (quantity) (A)					
Imports¹ classified for Customs purposes under:					
Primary HTS number:²					
Quantity (B)					
Value (C)					
Other HTS numbers:³					
Quantity (D)					
Value (E)					
U.S. shipments:					
Commercial shipments:					
Quantity (F)					
Value (G)					
Internal consumption:⁴					
Quantity (H)					
Value (I)					
Transfers to related firms:⁴					
Quantity (J)					
Value (K)					
Export shipments:⁵					
Quantity (L)					
Value (M)					
End-of-period inventories: (quantity) (N)					

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

² The primary HTS statistical reporting number is 2905.49.4000.

³ Report the other HTS statistical reporting number(s) that your firm used for its imports of erythritol (i.e., other than 2905.49.4000), if applicable: _____.

⁴ 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.

⁵ Identify your firm's principal export markets: _____.

II-6a. **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., line 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-September	
	2021	2022	2023	2023	2024
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: All other sources.**— Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from **all other sources** by channel of distribution during the specified periods.

All other sources

Quantity (in 1,000 pounds)					
Item	Calendar year			January-September	
	2021	2022	2023	2023	2024
Channels of distribution:					
U.S. shipments:					
To distributors (O)					
To retailers (P)					
To food processors (Q)					
To other end users (R)					

RECONCILIATION OF CHANNELS.—Please ensure that the quantities reported for channels of distribution (i.e., lines O through R) in each time period equal the quantity reported for U.S. shipments (i.e., line F, H, 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	Calendar year			January-September	
	2021	2022	2023	2023	2024
O + P + Q + R – F – H – J= zero ("0"), if not revise.	0	0	0	0	0

- II-7a. **Out-of-scope merchandise imported under the primary HTS number 2905.49.4000.**-- Report your firm's quantity and value of U.S. imports of products other than in-scope erythritol imported and classified under the primary HTS number for erythritol (2905.49.4000) in the specified periods.

Quantity (in 1,000 pounds), value (in 1,000 dollars)					
Source	Calendar year			January-September	
	2021	2022	2023	2023	2024
U.S. imports other than in-scope erythritol¹ imported under primary HTS number 2905.49.4000 from:					
China:					
<i>Quantity</i>					
<i>Value</i>					
All other sources: ²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please identify the specific out-of-scope products your firm imports under the primary HTS number for in-scope erythritol in order of commercial importance (volume): _____. ² Please identify the specific sources: _____.					

- II-7b. **Out-of-scope merchandise imported under the primary HTS number 2905.49.4000.**-- Report your firm's quantity of U.S. imports of products other than in-scope erythritol imported and classified under the primary HTS number for erythritol (2905.49.4000) during December 1, 2023 and November 30, 2024? (i.e., the last month in 2023 and first 11 months in 2024 combined).

Source	December 2023 through November 2024
	Quantity (1,000 pounds)
U.S. imports other than in-scope erythritol¹ imported under primary HTS number 2905.49.4000 from:	
China	_____
All other sources ²	_____
¹ Please identify the specific out-of-scope products your firm imports under the primary HTS number for in-scope erythritol in order of commercial importance (volume): _____. ² Please identify the specific sources: _____.	

- II-8. **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.

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- II-9. **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.

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PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Tana von Kessler (202-205-2389, tana.vonkessler@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, 2021 of the following products your firm imported from China:

Product 1.—Erythritol, standard granules, sold in 20 kg (44.1 lb) bags.

Product 2.—Erythritol, standard granules, sold in 500-1000 kg (1,102 lb – 2,205 lb) supersacks

Product 3.—Erythritol, fine powdered, sold in 25 lb boxes.

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). Quantities should be reported in pounds, using the conversion of 2.20462 lb per kg when necessary.

- III-2a. During January 2021-September 2024, 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-2b. **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** (not 1,000 pounds) and **actual dollars** (not \$1,000s).

(Quantity in actual pounds, value in actual dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2021:						
January-March						
April-June						
July-September						
October-December						
2022:						
January-March						
April-June						
July-September						
October-December						
2023:						
January-March						
April-June						
July-September						
October-December						
2024:						
January-March						
April-June						
July-September						

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:

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

Are the price data reported above:	✓ if Yes
In actual dollars (not \$1,000s) and actual pounds (not kilograms or 1,000 pounds)?	<input type="checkbox"/>
Valued f.o.b. U.S. point of shipment (i.e., exclude U.S. inland transportation costs)?	<input type="checkbox"/>
Reported net of all discounts, rebates, and returns (deducted from the quarter in which the original sale occurred)?	<input type="checkbox"/>
Reported for commercial U.S. shipments only (i.e., exclude internal consumption, transfers, and exports)?	<input type="checkbox"/>
Less than or equal to the quantities and values reported in Part II-5a row D for commercial U.S. shipments in each period?	<input type="checkbox"/>
Explanation(s) for any boxes not checked:	

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

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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.

- III-3. **Price setting.**--How does your firm determine the prices that it charges for sales of erythritol (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-4. **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-5. **Pricing terms.**--On what basis are your firm's prices of imported erythritol from China usually quoted (check one)?

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

- III-6. **Contract versus spot.**-- Approximately what shares of your firm's sales of its erythritol from China in 2023 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 2023 sales	%	%	%	%	0.0 %

- III-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for erythritol 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-8. **Lead times.**-- What share of your firm's sales of its erythritol imported from China was from inventory and produced to order, and what was the typical lead time between a customer's order and the date of delivery for your firm's sales of its imported erythritol?

Source	Share of 2023 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-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 erythritol 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 erythritol 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-10. **Geographical shipments.**—In which U.S. geographic market area(s) has your firm sold erythritol imported from China since January 1, 2021 (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-11. **Inland transportation costs.**—What is the approximate percentage of the cost of erythritol imported from China that is accounted for by U.S. inland transportation costs? _____ percent.

III-12. **End uses.**--List the end uses of the erythritol that your firm imports. For each end-use product, what percentage of the total cost is accounted for by erythritol and other inputs?

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

III-13. **Substitutes.**--Can other products be substituted for erythritol?

☐ 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 erythritol?		
		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-14. **Demand trends.**-- Has demand within the United States and outside of the United States (if known) for erythritol steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2021? 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-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of erythritol since January 1, 2021?

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

- III-16. **Business cycles.**--Is the erythritol market subject to business cycles, either during the year or across years? If yes, describe.

No	Yes	If yes, please describe, including any changes since January 1, 2021.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-17. **Conditions of competition.**--Is the erythritol market subject to conditions of competition distinctive to erythritol 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, 2021.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. Supply constraints.—

- (a) Has your firm refused, declined, or been unable to supply erythritol at any time since January 1, 2021 (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 (skip to III-20)	Yes (respond to part b)
<input type="checkbox"/>	<input type="checkbox"/>

- (b) For each year that your firm faced supply constraints, check yes and describe the constraints with the details requested below.

Check if yes	Period	Description: include the timing, duration, and reason for the constraint.
<input type="checkbox"/>	2021	
<input type="checkbox"/>	2022	
<input type="checkbox"/>	2023	
<input type="checkbox"/>	2024	

- III-19. Raw materials.—** Have erythritol raw material prices steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2021?

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

- III-20. **Interchangeability.**—How often is erythritol 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 erythritol 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 erythritol produced in the countries:		

- III-21. **Factors other than price.**—How often are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between erythritol 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		
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 erythritol, identify the country-pair and the relevant factors other than price, and report the advantages or disadvantages imparted by such factors:		

- III-22. **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 erythritol market in the United States, including any effects on erythritol cost, price, supply, and/or demand, since January 1, 2021?

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

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

--

- III-23. **Certified organic and non-GMO erythritol.**—

- (a) Did your firm sell certified organic and/or non-GMO erythritol since January 1, 2021?

Type	No (skip to III-24)	Yes (answer part b)
Certified Organic	<input type="checkbox"/>	<input type="checkbox"/>
"Non-GMO Project" certified (butterfly logo)	<input type="checkbox"/>	<input type="checkbox"/>
Non-GMO certified via other NON-GMO certification authority	<input type="checkbox"/>	<input type="checkbox"/>

- (b) If yes, how much of your firm's sales of erythritol were certified organic and/or non-GMO in 2023?

Type	All	Most	Some	None
Certified Organic	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
"Non-GMO Project" certified (butterfly logo)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non-GMO certified via other NON-GMO certification authority	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- III-24. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for erythritol since January 1, 2021. Indicate the share of the quantity of your firm's U.S. shipments of erythritol that each of these customers accounted for in 2023.

Customer's name		Contact person	Email	Telephone	City	State	Share of 2023 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 Celia Feldpausch (202-205-2387, celia.feldpausch@usitc.gov).

IV-1. **Comparability of alternative products.**-- For each of the following indicate whether listed erythritol 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 <u>physical characteristics and uses</u> :
Erythritol vs. other polyol sweeteners		

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

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>interchangeability</u> :
Erythritol vs. other polyol sweeteners		

(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> :
Erythritol vs. other polyol sweeteners		

IV-1. **Comparability of alternate products.**--*Continued*

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

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

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>manufacturing facilities, production processes, and production employees</u> :
Erythritol vs. other polyol sweeteners		

(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 producer perceptions</u> :
Erythritol vs. other polyol sweeteners		

(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> :
Erythritol vs. other polyol sweeteners		

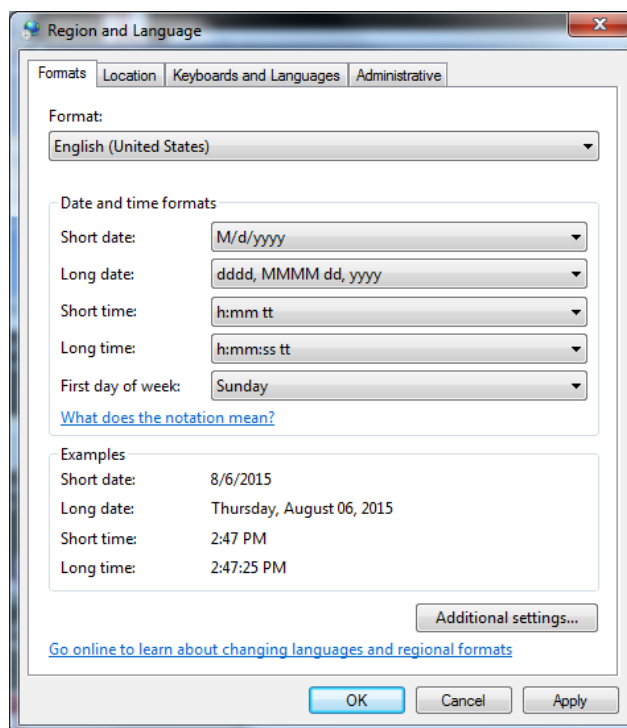
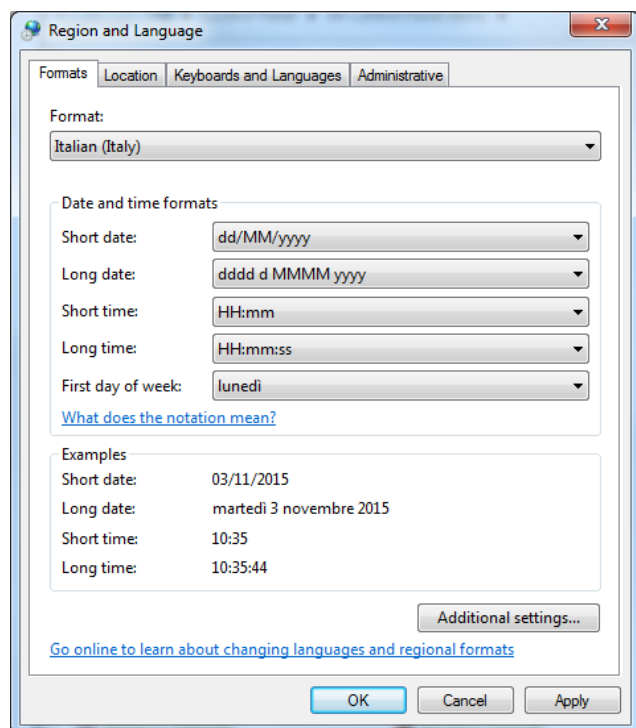
Correcting valid number error messages.--If you are completing this questionnaire in a country that uses periods (".") to delineate multiples of 1000 (i.e., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in the numeric form fields. 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 Commission’s secure submission portal.**— The questionnaire must be uploaded in two formats: (1) a Microsoft Word 97-2003 document; and (2) a PDF copy of the complete questionnaire with a signature on the first page. Please include any attachments at the end of the PDF (e.g., APO certification, additional comments, etc.).

Web address: <https://usitc.gov/qportal> **Pin:** SWEET **Phase:** Preliminary

- **E-mail.**— *E-mail the MS Word questionnaire to celia.feldpausch@usitc.gov; include a PDF copy of the complete questionnaire with a signature on the first page. 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 submission portal 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 PDF copy via the Commission’s secure submission portal or email.

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). Service of the questionnaire must be made in paper form.