

PROCESSORS' QUESTIONNAIRE
LEMON JUICE FROM ARGENTINA AND MEXICO

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than October 6, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning lemon juice from Argentina and Mexico (inv. Nos. 731-TA-1105-1106 (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 possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced lemon juice (as defined in the instruction booklet) at any time since January 1, 2003?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

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 signing 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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing lemon juice from Argentina and Mexico into the United States or which are engaged in exporting lemon juice from Argentina and Mexico to the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation/Country</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of lemon juice?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation/Country</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of lemon oil?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation/Country</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jim McClure (202-205-3191)/ james.mcclure@usitc.gov. **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; diseases, or weather or other natural elements; or any other change in the character of your operations or organization relating to the production of lemon juice since January 1, 2003?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Does your firm produce other products on the same equipment and machinery used in the production of lemon juice?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment, quantity and share of total production in 2005 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Production (<i>quantity</i>)</u>
Lemon juice	_____	_____
Lemon oil	_____	_____
Lemon peel	_____	_____
Organic lemon juice	_____	_____
Other	_____	_____

PART II--TRADE AND RELATED INFORMATION--Continued

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce lemon juice?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2005 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Production (quantity)</u>
Lemon juice	_____	_____
Lemon oil	_____	_____
Lemon peel	_____	_____
Organic lemon juice	_____	_____
Other	_____	_____

II-6. Since January 1, 2003, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of lemon juice?

No Yes--Name firm: _____

II-7. Does your firm produce lemon juice in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2003, has your firm imported lemon juice?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-9. Please describe any contracts or other legal relationships (e.g., cooperatives and participation plans) your firm may have with lemon growers, including names, dates, and terms.

PART II--TRADE AND RELATED INFORMATION--Continued

II-10. Please comment on any trends in vertical integration in the lemon industry (e.g., fruit juice, oil, peel, etc.) since January 1, 2003.

II-11. a) Does your firm purchase lemons for the production of concentrated lemon juice and NFCLJ from the same growers?

No Yes--Name firms: _____

b) Do you buy the same type of lemons for concentrated lemon juice and NFCLJ?

No Yes

c) Does your firm purchase nonorganic and organic lemons for the production of concentrated lemon juice or NFCLJ from the same growers?

No Yes--Name firms: _____

II-12. Does your firm blend imports/domestic purchases of lemon juice with juice extracted in your U.S. establishment?

No Yes--Please describe the reasons for blending, the types of lemons used, the blending process, and the reason for blending imports, if applicable.

PART II--TRADE AND RELATED INFORMATION--Continued

II-13. **COMPARABILITY OF CONCENTRATED LEMON JUICE AND NFCLJ.**—Please describe the differences and similarities between **concentrated lemon juice** and **NFCLJ** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

II-14. **COMPARABILITY OF ORGANIC AND NONORGANIC LEMON JUICE**.--Please describe the differences and similarities between **nonorganic and organic lemon juice** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

II-15. **COMPARABILITY OF LEMON JUICE AND LEMON OIL**.--Please describe the differences and similarities between **lemon juice and lemon oil** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

II-16. **Concentrated lemon juice.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of concentrated lemon juice in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Conversion factors (if needed) are:**
1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.

(Quantity in 1,000 gallons @400 GPL, value in \$1,000)					
Item	Calendar year			January-August	
	2003	2004	2005	2005	2006
AVERAGE PRODUCTION CAPACITY¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ² of transfers to related firms					
EXPORT SHIPMENTS:³					
Quantity of export shipments					
Value of export shipments					
Duty drawback received on export shipments (value)					
END-OF-PERIOD INVENTORIES⁴ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003, 2004, and 2005:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-17. **NFCLJ**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **NFCLJ** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.). *Conversion factors (if needed) are: 1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.*

(Quantity in 1,000 gallons @400 GPL, value in \$1,000)					
Item	Calendar year			January-August	
	2003	2004	2005	2005	2006
AVERAGE PRODUCTION CAPACITY¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value²</i> of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value²</i> of transfers to related firms					
EXPORT SHIPMENTS:³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
Duty drawback received on export shipments (<i>value</i>)					
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003, 2004, and 2005:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-18. If you reported transfers to related firms in questions II-16 and II-17, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-19. **Channels of Distribution.**--Report your firm's U.S. shipments (commercial shipments, internal consumption, and transfers to related parties) of lemon juice produced in your U.S. establishment(s) during the specified periods.¹ (See definitions in the instruction booklet.) *Conversion factors (if needed) are: 1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.*

(Quantity in 1,000 gallons @400 GPL)					
Item	Calendar year			January-August	
	2003	2004	2005	2005	2006
U.S. shipments of concentrated lemon juice to:					
Distributors					
Remanufacturers and packagers					
Food processors (including nonjuice drink and fruit drink producers)					
Other end users ¹					
Total concentrated lemon juice ²					
U.S. shipments of NFCLJ to:					
Distributors					
Remanufacturers and packagers					
Food processors (including nonjuice drink and fruit drink producers)					
Other end users ¹					
Total NFCLJ ²					
¹ Please describe: _____ ² Totals should equal data reported for U.S. shipment quantities in sections II-16 and II-17.					

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

II-20. **Purchases.**--Other than direct imports, has your firm otherwise purchased lemon juice since January 2003?
 (See definitions in the instruction booklet. *Conversion factors (if needed) are:*
1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.

<i>(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)</i>								
Item	Concentrated lemon juice ¹				NFCLJ ¹			
	2003	2004	2005	Jan-Aug 2006	2003	2004	2005	Jan-Aug 2006
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--								
Argentina:								
<i>Quantity</i>								
<i>Value</i>								
Mexico:								
<i>Quantity</i>								
<i>Value</i>								
ALL OTHER COUNTRIES:								
<i>Quantity</i>								
<i>Value</i>								
PURCHASES FROM DOMESTIC PRODUCERS:²								
<i>Quantity</i>								
<i>Value</i>								
PURCHASES FROM OTHER SOURCES:²								
<i>Quantity</i>								
<i>Value</i>								
¹ Please indicate your reasons for purchasing this product(s). If your reasons differ by product and/or source, please elaborate. If the percentage of Argentine and/or Mexican juice purchased by your firm changed significantly from period to period, please indicate the reasons for the change. <hr/> <hr/> <hr/>								
² Please list the name of the firm(s) from which you purchased this product(s). If your suppliers differ by product, please identify the source for each listed supplier. <hr/> <hr/> <hr/>								

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____

Name and title	
_____	_____
Phone No.	Fax No.
_____	_____
E-mail address	Company web address
_____	_____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ Unaudited ___ Annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ Quarterly ___ Semi-annually ___ Annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or lemon juice group that includes lemon juice, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products, including coproducts, you produced in the facilities in which you produced lemon juice, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)--Identify if coproduct	Share of sales
_____	_____
_____	_____
_____	_____

III-6. Allocation basis.-- For the coproducts listed above, please provide the basis used for allocating joint costs, whether market-based data (e.g., sales value at splitoff, estimated net realizable value, or constant gross-margin percentage) or physical measure-based data) basis:

III-7. By-product accounting. For the byproducts generated during the production of concentrated and NFC lemon juice, identify the product and amount, and how your firm classifies the net revenues (e.g., included in net sales revenues, included as other income, included as a cost-offset).

III-8. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of concentrated and NFC lemon juice from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

III-9. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-6 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No Yes—Complete question III-8 below.

III-10. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of concentrated lemon juice. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

III-11. Please provide data for the quantity and value of lemons that your firm purchased or received for processing that are included in raw materials in your income statements below on concentrated and NFC lemon juice

Item	Fiscal year ended--			January-August	
	_____	_____	_____	2005	2006
Quantity (1,000 pounds)					
Value of purchased or transferred-in lemons (\$1,000)					

III-12. Please explain the impact, if any, of imports of concentrated/NFC lemon juice on your sales prices of concentrated/NFC lemon juice and your costs of lemons for processing. For example, does your firm pay a fixed price for the lemons it processes (irrespective of changes in the final price of lemon juice) or does it pass on subsequent reductions or increases in the price of lemons by adjusting the purchase cost of lemons?

PART III.--FINANCIAL INFORMATION--Continued

III-13. **Operations on concentrated lemon juice.**--Report the revenue and related cost information requested below on the concentrated lemon juice operations of your U.S. establishment(s).¹ Do not report resales of purchased product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years and the specified interim periods in chronological order from left to right. Report separately for corporations (non-coop form of organization) and cooperatives.

CORPORATIONS COOPERATIVES

(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)					
Item	Fiscal year ended--			January-August	
	_____	_____	_____	2005	2006
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Tolling costs of outside processing					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-14. **Operations on NFCLJ.**--Report the revenue and related cost information requested below on the NFCLJ operations of your U.S. establishment(s).¹ Do not report resales of purchased product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years and interim periods in chronological order from left to right. Report separately for corporations and cooperatives.

CORPORATIONS COOPERATIVES

(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)					
Item	Fiscal year ended--			January-August	
	_____	_____	_____	2005	2006
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Tolling costs of outside processing					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-15. **Toller (see definition in instruction booklet) of concentrated lemon juice.**--Report the revenue and related cost information requested below on the tolling of **concentrated lemon juice** operations of your U.S. establishment(s).¹ Provide data for your three most recently completed fiscal years and the specified interim periods in chronological order from left to right. **Report for all tollees together, identifying the firms below.**

(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)					
Item	Fiscal year ended--			January-August	
	_____	_____	_____	2005	2006
Tolling operations²					
Net quantity tolled					
Net tolling revenue					
Net packaging revenue					
Cost of tolling services:					
Raw materials not supplied by tollee					
Direct labor					
Other factory costs					
Total cost of tolling services					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
¹ Include only tolling revenue (whether domestic or export) and costs related to your U.S. manufacturing operations. ² The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. Tolling operations were conducted for: _____					

PART III.--FINANCIAL INFORMATION--Continued

III-16. **Toller (see definition in instruction booklet) of NFC lemon juice.**--Report the revenue and related cost information requested below on the tolling of **NFC lemon juice** operations of your U.S. establishment(s).¹ Provide data for your three most recently completed fiscal years and the specified interim periods in chronological order from left to right. **Report for all tollees together, identifying the firms below.**

(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)					
Item	Fiscal year ended--			January-August	
	_____	_____	_____	2005	2006
Tolling operations²					
Net quantity tolled					
Net tolling revenue					
Net packaging revenue					
Cost of tolling services:					
Raw materials not supplied by tollee					
Direct labor					
Other factory costs					
Total cost of tolling services					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
¹ Include only tolling revenue (whether domestic or export) and costs related to your U.S. manufacturing operations. ² The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					
Tolling operations were conducted for: _____					

PART III.--FINANCIAL INFORMATION--Continued

III-17. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on lemon juice. Provide data for your three most recently completed fiscal years and specified interim periods in chronological order from left to right.

(Value in \$1,000)					
Item	Fiscal year ended--			January-August	
	_____	_____	_____	2005	2006
Concentrated lemon juice					
Capital expenditures					
Research and development expenditures					
NFCLJ:					
Capital expenditures					
Research and development expenditures					

III-18. Asset values.--Report the total assets associated with the production, warehousing, and sale of lemon juice. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	Fiscal year ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current assets (describe _____)			
Total current assets (lines 1.A. through 1.D.)			
2. Non-current assets:			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
D. All other non-current assets (describe _____)			
Total non-current assets (lines 2.A through 2.D)			
Total assets			

PART III.--FINANCIAL INFORMATION--Continued

III-19. Since January 1, 2003, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of lemon juice from Argentina and Mexico?

No Yes--My firm has experienced actual negative effects as follows:

Cancellation, postponement, or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) _____

III-20. Does your firm anticipate any negative impact of imports of lemon juice from Argentina and Mexico?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA--Continued

COPY THESE TWO PAGES AS NECESSARY. Complete both pages for each of the specified products produced and sold by your firm to unrelated U.S. customers.

Product 1 Product 2 Product 3

(Quantity in thousands of gallons at 400 GPL for products 1 and 2 and in thousands of gallons SSE for product 3, value in thousands of dollars)		
Period of shipment	Quantity	Value ¹
2003:		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
2004:		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
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 U.S. point of shipment.		
Continued on next page.		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA--Continued

COPY THESE TWO PAGES AS NECESSARY. Complete both pages for each of the specified products produced and sold by your firm to unrelated U.S. customers.

Product 1 Product 2 Product 3

(Quantity in thousands of gallons at 400 GPL for products 1 and 2 and in thousands of gallons SSE for product 3, value in thousands of dollars)		
Period of shipment	Quantity	Value ¹
2005:		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
2006:		
January		
February		
March		
April		
May		
June		
July		
August		
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 U.S. point of shipment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

Note: For section IV-B please indicate if your response differs for concentrated lemon juice and NFCLJ products, as well as nonorganic and organic products.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of lemon juice (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced lemon juice (e.g., 2/10 net 30 days)? _____

On what basis are your prices of domestic lemon juice usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. (a) Approximately what share of your firm's sales of its U.S.-produced lemon juice in 2005 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

(b) Approximately what share of your firm's sales of its U.S.-produced FCLJM in 2005 were delivered into the futures market? _____

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced lemon juice?

Source	Share of 2005 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of lemon juice that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's lemon juice?

Northeast Mid-Atlantic Midwest Southeast

Southwest Rocky Mountains West Coast Northwest

National Other (describe) _____

IV-B-10. Describe the end uses of the lemon juice that you manufacture. For each end-use product, what percentage of the total cost is accounted for by lemon juice?

<u>End use</u>	<u>Share of total cost accounted for by lemon juice</u>
(percent)	

_____	_____
_____	_____
_____	_____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-11. a) Please list in order of importance any products that may be substituted for lemon juice.

(1) _____ (2) _____ (3) _____

b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

c) Have changes in the prices of these products affected the price for lemon juice?

No

Yes--To what degree do changes in their prices affect the price for lemon juice? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of lemon juice or final end use?

IV-B-12 Are there any uses for which *lemon oil* is interchangeable or substituted for lemon juice? If so, please describe the uses, the extent of the substitution, and the percentage of your 2005 lemon juice production which could have been substituted by *lemon oil* in its end use.

IV-B-13. How has the demand within the United States (and outside the United States if known-please answer separately) for *lemon oil* changed since January 2003? What principal factors affect changes in demand? How does the demand for *lemon oil* affect the demand for lemon juice?

Increased Unchanged Decreased Other (please explain below)

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-14 How has supply within the United States (and outside the United States if known – please answer separately) for *lemon oil* changed since January 2003? How has any changes in supply for *lemon oil* affected supply and/or demand for lemon juice?

IV-B-15. a) How has the demand within the United States (and outside the United States if known- please answer separately) for lemon juice changed since January 2003? What principal factors affect changes in demand?

Increased Unchanged Decreased Other (please explain below)

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-15. b) In addition to changes in demand, what supply factors have affected apparent consumption (total U.S. market shipments from all sources) of lemon juice within the United States since January 2003 (check all that apply)?

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Argentine lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexican lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disease	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nonsubject imports of lemon juice . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Subject imports of lemon juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. inventories of lemon juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Weather	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other supply factors (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

c) Please discuss the degree to which demand and each of these supply factors had an impact on both apparent consumption in the U.S. market and the price and shipments of U.S. produced lemon juice.

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-15. d) Since January 2003, to what extent did changes in U.S. inventories of lemon juice affect the futures price of FCLJ, and to what extent did changes in the futures price of concentrated lemon juice affect U.S. inventories of lemon juice? Please explain. Also include a discussion of any impact the futures price of concentrated lemon juice had on the price of NFCLJ.

IV-B-16. Have there been any significant changes in the product range or marketing of lemon juice since January 2003?

No Yes--Please describe.

IV-B-17. Does your firm sell lemon juice over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of lemon juice in 2005 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-18. a) Is blending U.S. produced lemon juice with subject imports from Argentina and Mexico necessary to satisfy U.S. industry standards for meeting supply deficiencies or other reasons? Please explain below.

- No Yes--Please identify the reason for blending
(i.e. meeting U.S. industry standards and supply deficiencies).

b) List any end use products for which lemon juice produced by blending U.S.-produced lemon juice and subject imports of lemon juice from Argentina and Mexico cannot be used or for which its use is limited. Does blended lemon juice sell at a discount or premium to unblended lemon juice? If so, how much is the typical discount or premium?

IV-B-19. If your firm processes organic lemon juice, would your customers accept nonorganic lemon juice if organic lemon juice were unavailable?

- No Yes--Please explain.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

Please indicate if your response differs for nonorganic and organic products.

IV-B-20. Is lemon juice produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Argentina	Mexico	Other countries
Concentrated lemon juice:				
United States				
Argentina				
Mexico				
NFCLJ:				
United States				
Argentina				
Mexico				

¹ For any country-pair producing lemon juice which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

Please indicate if your response differs for nonorganic and organic products.

IV-B-21. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between lemon juice produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Argentina	Mexico	Other countries
Concentrated lemon juice:				
United States				
Argentina				
Mexico				
NFCLJ:				
United States				
Argentina				
Mexico				

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of lemon juice, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for lemon juice during January 2003-August 2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of lemon juice that each of these customers accounted for in 2005.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 Concentrated lemon juice sales (%)	Share of 2005 NFCLJ sales (%)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 2003: Did your firm lose sales of lemon juice to imports of these products from Argentina and Mexico?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>thousands of gallons</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)