

## U.S. PRODUCERS' QUESTIONNAIRE

### FRESH, CHILLED, OR FROZEN BLUEBERRIES

This questionnaire must be received by the Commission by **November 16, 2020**  
*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its Inv. No. 201-TA-77, fresh, chilled, and frozen blueberries ("blueberries"), under section 202 of the Trade Act of 1974 (19 U.S.C. 2252). The information requested in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 202 of the Trade Act of 1974. 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)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm grown and/or frozen blueberries (as defined on the next page) at any time since 2015?

NO

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

Return questionnaire via the U.S. International Trade Commission *Drop Box* by clicking on the following link: <https://dropbox.usitc.gov/oinv/> (PIN: **BLUE**)

#### 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. I understand that the confidential business information that is furnished may be transmitted to the Office of the United States Trade Representative (USTR) and may be included in a confidential version of the report that the Commission transmits to the President and USTR for use in decision-making related to this proceeding.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone:

\_\_\_\_\_  
Email address

**PART I.--GENERAL INFORMATION**

**Background.**—This proceeding was instituted in response to a request filed on September 29, 2020 by the United States Trade Representative (“USTR”). Import relief may be imposed by the President on U.S. imports of blueberries as a result of this investigation if the Commission makes an affirmative injury determination and recommends to the President that he impose relief. The President may impose relief in the form of increased duties and/or other restrictions on imports of blueberries that are the subject of an affirmative injury determination.

Questionnaires and other information pertinent to this proceeding are available at:

<https://www.usitc.gov/blueberries>

**Blueberries.**—The blueberries covered by this proceeding are fresh, chilled, or frozen blueberries.

- **Fresh or chilled blueberries** are currently imported under the following statistical reporting numbers of the Harmonized Tariff Schedule of the United States (HTSUS): 0810.40.0024 (wild blueberries, fresh or chilled); 0810.40.0026 (certified organic blueberries, fresh or chilled); and 0810.40.0029 (cultivated blueberries, including highbush, fresh or chilled).
- **Frozen blueberries** are currently imported under HTS statistical reporting numbers 0811.90.2024 (wild blueberries, uncooked or cooked by steaming or boiling in water, frozen); 0811.90.2030 (blueberries, certified organic, cultivated (including highbush), uncooked or cooked by steaming or boiling in water, frozen); and 0811.90.2040 (blueberries, cultivated (including highbush), uncooked or cooked by steaming or boiling in water, NESOI, frozen). Before July 1, 2018, frozen blueberries imported under HTS statistical reporting numbers 0811.90.2030 and 0811.90.2040 were imported under a single HTS statistical reporting number, 0811.90.2028 (blueberries, cultivated (including highbush), uncooked or cooked by steaming or boiling in water, frozen). For purposes of this questionnaire, frozen blueberries refers to frozen whole blueberries, and does not include frozen further processed blueberries (e.g., frozen puree).
- The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

**Reporting of information.**-- If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

**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. § 2252(i)). 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 of your 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 confidential business 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 Trade Act of 1974 (19 U.S.C. § 2252(i)) and section 206.17 of the Commission's Rules of Practice and Procedure (19 CFR § 206.17). 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.

I-1. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

**“Establishment”**--Each facility of a firm involved in the production of blueberries, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments Covered <sup>1</sup>	City, State	Zip (5 digit)	Description (growing, packing, and/or freezing operation)
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: _____			

I-3. **Position regarding the imposition of safeguard relief.**--Does your firm support or oppose the imposition of safeguard relief from imports of blueberries?

Support	Oppose	Take no position	Describe your position
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	





II-3a. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of blueberries since January 1, 2015.

	<b>Check as many as appropriate.</b>	<b><i>If checked, please describe (e.g., year, number of acres, nature of operation (growing, or growing with packing and/or freezing), etc.); leave blank if not applicable.</i></b>
<input type="checkbox"/>	New acreage planted	
<input type="checkbox"/>	Acreage replaced with new bushes	
<input type="checkbox"/>	Acreage taken out of production	
<input type="checkbox"/>	Packing operation openings	
<input type="checkbox"/>	Packing operation closings	
<input type="checkbox"/>	Freezing operation openings	
<input type="checkbox"/>	Freezing operation closings	
<input type="checkbox"/>	Weather related events	
<input type="checkbox"/>	Disease or pest-related events	
<input type="checkbox"/>	Changes in labor availability or costs	
<input type="checkbox"/>	Other (e.g., technology)	

II-3b. **COVID-19 pandemic.**--Since January 1, 2020, has the COVID-19 pandemic or have any government actions taken to contain the spread of the COVID-19 virus resulted in changes in relation to your firm's supply chain arrangements, production, shipments, or employment relating to fresh, chilled or frozen blueberries?

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

II-4. **Injury.**--

(a) Have your firm's blueberries operations been injured by imports of blueberries since January 1, 2015?

No	Yes	If yes, please describe the impact of imports of blueberries on your U.S. blueberries operations.
<input type="checkbox"/>	<input type="checkbox"/>	



II-4. **Injury.**--Continued

(b) Please rank the importance of each of the following factors having an adverse impact on your firm's blueberries operations. The "rating of factor" is the importance of the factor in causing injury to your firm on a scale of 1 through 5 (with five being an extremely important cause of injury).

<b>Factor</b>	<b>Rating of factor</b>	<b>Description</b>
Competition from imported blueberries		
Exchange rates		
Competition from other U.S. producers		
Changes in consumer tastes / product expectations		
U.S. demand for blueberries		
Inability to obtain adequate financing		
Inability to secure transportation, shipping, or storage		
Change in raw material costs		
Labor problems or shortages		
Production problems		
Change in composition in U.S. industry		
Change in Federal regulations for blueberries		
Environmental factors (e.g. drought, wildfires, temperature variation, etc.)		
Limitations on growing certain blueberry varieties		
Insufficient scale to meet customer demands		
COVID-19 pandemic		
Other factors		

II-5. **Efforts to compete.**--Since 2015, has your firm undertaken or planned any efforts to compete more effectively in the U.S. market for blueberries?

No

Yes-- Please describe (1) any efforts made by your firm and/or its workers since 2015 to compete more effectively, (2) the year in which the effort was made, (3) the expenditure involved (in thousands of dollars), and (4) the specific competitive advantage acquired (e.g., increased production, cost reduction, quality improvement, increased market share or sales, etc.).

If you feel that any of these efforts have been made primarily to compete with imported blueberries, please indicate and explain. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such efforts were undertaken primarily to compete more effectively against imports of blueberries.

II-6. **Efforts to compete under a safeguard.**--If you were to receive import relief as a result of this safeguard investigation, would your firm and/or its workers make adjustments in your operations producing blueberries (in addition to those that you have described above) that will permit you to compete more effectively with imports of blueberries?

- No             Yes--Please describe (1) the specific adjustment actions that would be made by your firm and/or its workers during any period of relief that will permit you to compete more effectively with imports, (2) the anticipated expenditure involved (in thousands of dollars), and (3) the specific competitive advantage expected to be gained by the adjustment (i.e., increased production, cost reduction, quality improvement, increased market share of sales, etc.). To the best of your ability, quantify the expected improvement in your firm's competitiveness vis à vis imports. For each adjustment action listed, explain how your firm plans to finance the expenditure. These adjustment actions are in addition to those that you would take notwithstanding any relief under section 202 and which you described above.

	<b>Action</b>	<b>Description</b>
1		
2		
3		
4		
5		
6		
7		
8		



II-9. **Certified organic blueberry production.**—

(a) **Certified organic production in 2019.**-- Please report the share of your production of blueberries in 2019 which were certified organic:        percent.

(b) **Year of certification.**-- In what year did your farm obtain certification for the growing of organic blueberries?        .

II-10. **Product shifting.**--Does your farm grow/harvest other products on the same land used to grow blueberries?

No                       Yes-- (i.e., have produced other products or are able to produce other products).  
Please identify other actual or potential products:        .

II-11. **Product shifting factors.**--Please describe the factors that affect your farm's ability to shift growing/harvesting capacity between blueberries and other products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

**Question II-12 applies only to firms with freezing operations.**

II-12. **Overall capacity and production for freezing operations.**--Report your firm's overall freezing capacity and production of its U.S. establishment(s) during the specified periods for the machinery involved in freezing blueberries.

**"Average production capacity" or "capacity"** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix). Data entered below should only relate to capacity to produce whole frozen blueberries, and not further processing of frozen blueberries or other fruit products.

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**"IQF"**— Individually quick frozen.

*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-12. **Overall capacity and production for freezing operations** --Continued

## IQF machinery

Quantity (in pounds)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
<b>Overall IQF capacity:<sup>1</sup></b>							
<b>IQF Production:</b>							
Own grown <i>blueberries</i>							
Other domestic-origin <i>blueberries</i>							
Foreign-origin <i>blueberries</i>							
Other products <sup>1</sup>							
<b>Total IQF production</b>	0	0	0	0	0	0	0
<sup>1</sup> Please list these products: _____							

## Other than IQF freezing capacity (Bulk)

Quantity (in pounds)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
<b>Overall other freezing capacity:<sup>1</sup></b>							
<b>Other freezing Production:</b>							
Own grown <i>blueberries</i>							
Other domestic-origin <i>blueberries</i>							
Foreign-origin <i>blueberries</i>							
Other products <sup>1</sup>							
<b>Total Bulk frozen production</b>	0	0	0	0	0	0	0
<sup>1</sup> Please list these products: _____							





**Confidential Business Information**

II-14. **Monthly net sales by type.**--Report your firm's net sales quantity (in pounds net packed weight) and value by type of blueberry in the specified periods below.

Net sales in	Fresh or chilled		Frozen	
	Quantity ( <i>pounds net packed weight</i> )	Value ( <i>dollars</i> )	Quantity ( <i>pounds net packed weight</i> )	Value ( <i>dollars</i> )
2019.--				
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
2020.--				
January				
February				
March				
April				
May				
June				
July				
August				
September				

Reconciliation item	Calendar years	January-September	
	2019	2019	2020
<b>Fresh or chilled blueberries:</b> Sum of II-14 (first two columns) minus net sale quantities and values reported in III-9a = zero ("0"), if not revise.--			
<i>Quantity</i>	0	0	0
<i>Value</i>	0	0	0
<b>Frozen blueberries:</b> Sum of II-14 (last two columns) minus net sale quantities and values reported in III-9b = zero ("0"), if not revise.--			
<i>Quantity</i>	0	0	0
<i>Value</i>	0	0	0

II-15. **End of period inventories.**--Report your firm's end of period inventories based on the specified product type on the specified date.

Quantity (pounds net packed weight)							
Item	Inventories as of Dec 31					Inventories as of September 30	
	2015	2016	2017	2018	2019	2019	2020
<b>End of period inventories.--<sup>1</sup></b>							
Fresh or chilled blueberries							
Frozen blueberries							

<sup>1</sup> Please describe any relevant trends regarding ending inventories of fresh or frozen blueberries: \_\_\_\_\_.

II-16a. **Employment data.**--Report your firm's employment-related data related to the growing and/or processing of blueberries and provide any explanation for any trends in these data. Please include in your reported employment data all employment including direct, contract, seasonal and family employment.

**"Production Related Workers" (PRWs)** includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations. If any PRWs (and attendant hours worked and wages paid data) perform both growing and freezing operations, please assign them to the category in which they performed the majority of their work in 2019.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

**"Hours worked"** includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

II-16a. **Employment data.**--Continued

Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
<b>Average number of PRWs<sup>1</sup></b> <b>(number):</b>							
Growing operations							
Freezing operations							
<i>Total PRWs</i>	0	0	0	0	0	0	0
<b>Hours worked by PRWs</b> <b>(hours):</b>							
Growing operations							
Freezing operations							
<i>Total hours worked</i>	0	0	0	0	0	0	0
<b>Wages paid to PRWs (dollars):</b>							
Growing operations							
Freezing operations							
<i>Total wages paid</i>	0	0	0	0	0	0	0

<sup>1</sup> Please report the number of your firm's PRWs whose work included both growing and freezing operations in 2019: \_\_\_\_\_ percent. As indicated above, such PRWs should be assigned to the category of operation (i.e., growing or freezing) in which they performed the majority of their work in 2019.

II-16b. **Explanation of trends and labor constraints.**—Please describe any trends in the above data. If applicable, please address any challenges you have had in attracting or retaining production-related workers. Please discuss any efforts or strategies to mitigate these challenges and to what extent those strategies have been successful:

II-16c. **Family employment.**--Do your employment data include work performed by the grower's own family?

No	Yes	If yes, Please explain how this is accounted for in the above employment data.
<input type="checkbox"/>	<input type="checkbox"/>	

II-16d. **Seasonal employment.**--Do your employment data include work performed by seasonal workers? If yes, please describe the seasonal nature of your farm's employment and how that has impacted the data reported in question II-16a.

No	Yes	If yes, please explain how this is accounted for in the above employment data.
<input type="checkbox"/>	<input type="checkbox"/>	

II-16e. **Machine harvesting.**—Does your firm utilize machine harvesting of blueberries?

No	Yes	If yes, please indicate whether your firm machine harvests blueberries for the fresh or processed markets.
<input type="checkbox"/>	<input type="checkbox"/>	

II-17. **Toll production.**--Since 2015, has your firm been involved in a toll agreement regarding the production of blueberries?

**“Toll agreement”**--Agreement between two firms whereby the first firm furnishes the raw materials (e.g., a fresh blueberry) and the second firm uses the raw materials to produce a product (e.g., a frozen, pureed, or otherwise processed blueberry) that it then returns to the first firm with a charge for processing costs, overhead, etc.

No	Yes	If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	

II-18. **Importer.**--Since January 1, 2015, has your firm imported blueberries?

**“Importer”** – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on their behalf.

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	If yes-- <b><u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u></b>

II-19. **Purchases.**--Has your firm otherwise *purchased* blueberries since January 1, 2015?

A purchase is a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

No	Yes	If yes, report such purchases below and explain the reasons for your firm's purchases
<input type="checkbox"/>	<input type="checkbox"/>	

II-20. **Purchases.**—*Continued*

Quantity ( <i>pounds net packed weight</i> )							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
<b>Purchases of foreign-origin (<i>imported</i>) blueberries:</b>							
<b>Wild blueberries<sup>1</sup></b>							
Fresh/chilled							
Frozen							
<b>Cultivated blueberries<sup>1</sup></b>							
Fresh/chilled							
Frozen							
<b>Purchases of U.S.-origin (<i>domestic</i>) blueberries:</b>							
<b>Wild blueberries<sup>2</sup></b>							
Fresh/chilled							
Frozen							
<b>Cultivated blueberries<sup>2</sup></b>							
Fresh/chilled							
Frozen							
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. <sup>2</sup> Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.							

II-21. **Comparability of fresh/chilled blueberries to frozen blueberries.**--For each of the following, indicate whether fresh/chilled blueberries and frozen/processed blueberries 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.

Note.--This product comparison question is being asked in multiple questionnaire types (U.S. producers'; U.S. importers'; and U.S. purchasers' questionnaires). If your firm is completing more than one of these questionnaire types in relation to this proceeding, please respond to the alternative product comparisons question in only **one questionnaire type**. In general, your firm should make these comparisons in the questionnaire type that is most relevant to your firm's role in the market.

(a) **Physical properties.**--The differences and similarities in the physical properties.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>physical properties</i> :
<b><u>Fresh/chilled blueberries vs frozen blueberries</u></b>		

(b) **Manufacturing process.**—Comparability of where and how the products are made (e.g., in a separate facility, using certain machines, and labor skills).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>manufacturing process</i> :
<b><u>Fresh/chilled blueberries vs frozen blueberries</u></b>		

II-21. **Comparability of fresh/chilled blueberries to frozen/processed blueberries.**-- *Continued*

(c) **Uses.**--Comparability on the products' uses.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>uses</u> :
<b><u>Fresh/chilled blueberries</u></b> vs <b><u>frozen blueberries</u></b>		

(d) **Marketing channels.**—Comparability of the marketing channels through which the products are sold.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>marketing channels</u> :
<b><u>Fresh/chilled blueberries</u></b> vs <b><u>frozen blueberries</u></b>		

II-22. **Other explanations:**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.



**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Jennifer Brinckhaus (202-205-3188, [jennifer.brinckhaus@usitc.gov](mailto:jennifer.brinckhaus@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	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

A.1. When does your firm's fiscal year end (month and day)? \_\_\_\_\_

2. If your firm's fiscal year changed during the data-collection period, explain below:  
\_\_\_\_\_

B.1. Describe the lowest level of operations (e.g., farm, plant, division, company-wide) for which financial statements are prepared that include blueberries:  
\_\_\_\_\_

2. Does your firm prepare profit/loss statements for blueberries:  
 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,    10 Qs,  
 Monthly,    quarterly,    semi-annually,    annually

4. Accounting basis:    GAAP,    IFRS,    cash,    tax, or    other comprehensive basis of accounting (specify) \_\_\_\_\_

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes blueberries, as well as specific statements and worksheets) used to compile these data.*

**Note.--Financial data in this section are being collected on a calendar-year basis.**

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

--

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

--

III-5. **Product listing.—(GROWING OPERATIONS)** Please list any other primary products grown on your farm and provide the share of net sales accounted for by each of these products in 2019.

Products	Share of sales in 2019
Blueberries	%
Berries, other than blueberries	%
Fruit, other than berries	%
	%
	%

III-6. **Product listing.—(FREEZING OPERATIONS)** Please list any other products your firm produces in the facilities in which it freezes blueberries, and provide the share of net sales accounted for by each of these products in 2019.

Products	Share of sales in 2019
Blueberries	%
Berries, other than blueberries	%
Fruit, other than berries	%
	%
	%

III-7. **Cooperative members.**--Is your firm a member of a cooperative?

Yes	No	If yes, please indicate which cooperative in the space below.
<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Marketing firm.**—Does your firm utilize a marketer that acts as a broker to sell your fresh and/or frozen blueberries?

Yes	No	If yes, please indicate the name of the marketing firm in the space below.
<input type="checkbox"/>	<input type="checkbox"/>	

**Confidential Business Information**

III-9a. **Operations on sales of FRESH blueberries.**--Report the revenue and cost information requested below on the growing operations of your firm's U.S. establishment(s) for blueberries that are sold in the fresh market or further processed by your firm (without first being frozen).<sup>1</sup> Do not report resales of products, financial data for other products grown on the same land, or financial data for blueberries that are sold frozen. Fresh blueberries that are not frozen, but are further processed by your firm (e.g., purees, juice, dried) should be included and reported at the fair market value of the fresh blueberry prior to the further processing. **Note** – if your firm has sales of fresh and frozen blueberries, please allocate shared costs (such as growing costs, packing costs, interest expense, etc.) between this table (FRESH) and table III-9b (FROZEN) as a percentage of the relative net sales quantities. Reasonable estimates are fine. There should not be double-counting of revenue or expenses between these two tables.

Quantity (pounds net packed weight) and value (in dollars)							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
<b>Proceeds from deliveries/sales (Net sales):</b>							
Quantity							
Value							
<b>Growing expenses:</b>							
Plants, field prep, irrigation, and bush protection							
Chemicals							
Fertilizers and lime							
All other growing materials							
Labor hired (less employment credits)							
All other cultivation costs							
<b>Packing expenses:</b>							
Packing materials							
Labor hired for packing							
Packing paid to third parties							
Total growing and packing expenses	0	0	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0	0	0
<b>Other expenses and income:</b>							
Interest expense: Mortgage and other							
All other expenses							
Other income (e.g., government assistance, insurance proceeds, etc.)							
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0	0	0
<sup>1</sup> Include only sales (whether <u>domestic or export</u> ) and costs related to your <u>U.S. growing and packing operations related to sales of fresh blueberries</u> .							

**Confidential Business Information**

III-9b. **Operations on sales of FROZEN blueberries.**--Report the revenue and cost information requested below on the growing/packing/freezing operations of your U.S. establishments for *blueberries that are sold frozen or further processed by your firm after being frozen.*<sup>1</sup> Do not report financial data for other products grown on the same land, or financial data for blueberries that are sold in the fresh market. Frozen blueberries that are further processed by your firm (e.g., purees, juice, dried) should be included and reported at the fair market value of the frozen blueberry prior to the further processing.

**Note** – if your firm has sales of fresh and frozen blueberries, allocate all shared costs (such as growing costs, packing costs, interest expense, etc.) between this table (FROZEN) and table III-9a (FRESH) as a percentage of the relative net sales quantities. Reasonable estimates are fine. There should not be double-counting of revenue or expenses between these two tables.

Quantity ( <i>pounds net packed weight</i> ) and value ( <i>in dollars</i> )							
Item	Calendar year					January-September	
	2015	2016	2017	2018	2019	2019	2020
<b>Proceeds of deliveries/sales (Net sales):</b>							
Quantity							
Value							
<b>Growing expenses:</b>							
Plants, field prep, irrigation, and bush protection							
Chemicals							
Fertilizers and lime							
All other growing materials							
Labor hired (less employment credits)							
All other cultivation costs							
<b>Packing expenses:</b>							
Packing materials							
Labor hired for packing							
Packing costs paid to third parties							
<b>Freezing expenses:</b>							
Raw materials							
Labor hired for freezing							
Freezing costs paid to third parties							
All other freezing costs							
Total growing/packing/freezing expenses	0	0	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0	0	0
<b>Other expenses and income:</b>							
Interest expense: Mortgage and other							
All other expenses							
All other income (e.g., government assistance, insurance proceeds, etc.)							
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0	0	0

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. growing, packing, or freezing operations related to sales of frozen blueberries.

III-9c. **Financial data reconciliation.**--The calculable line items from questions III-9a and III-9b (*i.e.*, subtotal of growing materials, total growing/packing expenses (III-9a), total growing/packing/freezing expenses (III-9b), operating income, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

		<p><b>If no</b>, If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist, please identify and discuss the differences in the space below.</p>
<b>Yes</b>	<b>No</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

III-9d. **Internal consumption.**—Since January 1, 2015, has your firm had sales of blueberries that were *further processed* other than being frozen (e.g., sales of blueberry purees, blueberry juice, dried blueberries, etc.)?

<b>No</b>	<b>Yes</b>
<input type="checkbox"/>	<input type="checkbox"/>

If yes, indicate the share of your firm's net sales quantity of fresh (from III-9a) or frozen (from III-9b) blueberries that were sold as a further processed product in 2019. Blueberries that were not frozen prior to any further processing should be a subset of net sales in III-9a, and should be reported as "Further processed-fresh." Blueberries that were frozen prior to being processed further should be a subset of net sales in III-9b, and should be reported as "Further processed-frozen."

Item	Share of 2019 sales quantity	Reported in
Internal consumption: Further processed—fresh	%	Question III-9a
Further processed—frozen	%	Question III-9b

III-9e. **Proceeds from packing and freezing.**—Does your firm provide packing or freezing services to other growers or market participants using the same workers and/or equipment your firm uses to pack or freeze your own grown blueberries?

<b>No or not applicable</b>	<b>Yes</b>	<b>If yes, please report the net proceeds (packing or freezing revenue less associated costs) by the relevant product, below.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

<b>Value (in dollars)</b>							
	<b>Calendar year</b>					<b>January-September</b>	
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>Net proceeds from packing or freezing services:</b> Blueberries							
Products other than blueberries							

III-9f. **Type of blueberries sold.**--Please report your firm's net sales quantity of blueberries, by type.

<b>Quantity (pounds net packed weight)</b>			
<b>Item</b>	<b>Calendar year</b>	<b>January-September</b>	
	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>Net sales quantities:</b> Fresh or chilled blueberries: Cultivated			
Wild			
Frozen blueberries: Cultivated			
Wild			

*RECONCILIATION OF TYPES OF BLUEBERRIES SOLD.-- Please ensure that the total quantities reported for types of blueberries sold (i.e., cultivated and wild) in each time period equal the total reported net sales quantity in tables III-9a and III-9b 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.*

<b>Item</b>	<b>Calendar year</b>	<b>January-September</b>	
	<b>2019</b>	<b>2019</b>	<b>2020</b>
Total quantities reported in III-9f – total net sales quantities reported in III-9a and III-9b = zero ("0"), if not revise.			
Fresh or chilled reconciliation	0	0	0
Frozen reconciliation	0	0	0

III-9g. **Certification of blueberries sold.**—Please report your firm’s net sales quantity of blueberries, by level of certification.

<b>Quantity (pounds net packed weight)</b>			
<b>Item</b>	<b>Calendar year</b>	<b>January-September</b>	
	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>Net sales quantities:</b>			
Fresh or chilled blueberries:			
Certified organic			
Not certified organic			
Frozen blueberries:			
Certified organic			
Not certified organic			

***RECONCILIATION OF CERTIFICATION OF BLUEBERRIES SOLD.**-- Please ensure that the total quantities reported for types of blueberries sold (i.e., certified organic and not certified organic) in each time period equal the total reported net sales quantity in table III-9a and III-9b 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.*

<b>Item</b>	<b>Calendar year</b>	<b>January-September</b>	
	<b>2019</b>	<b>2019</b>	<b>2020</b>
Total quantities reported in III-9g – total net sales quantities reported in III-9a and III-9b = zero ("0"), if not revise.			
Fresh or chilled reconciliation	0	0	0
Frozen reconciliation	0	0	0



III-10. **Nonrecurring items (charges and gains) included in the subject product financial results.**—Are there any significant (material) nonrecurring charges or gains that are included in the financial results for fresh blueberries (III-9a) or frozen blueberries (III-9b)?

<b>No</b>	<b>Yes</b>	<b>If yes, please describe these charges/gains (including the amount and year) and indicate in which line item(s) they appear in III-9a and/or III-9b.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-11a. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the growing, harvesting, packing, freezing, warehousing, and sale of blueberries. If your firm does not maintain the specific asset information necessary to calculate total assets for blueberries in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in tables III-9a and/or III-9b.

**Note:** Total assets should be reported on a net basis (i.e., after deductions for accumulated depreciation and allowances). Total assets should be allocated to blueberries if these assets are also related to other products.

<b>Value (in dollars)</b>					
<b>Item</b>	<b>Calendar year</b>				
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
Assets – Growing operations					
Assets – Packing operations					
Assets – Freezing operations					
<b>Total assets (net)</b>	0	0	0	0	0

III-11b. **Description of asset values.**– Please describe the main asset categories (both current and long-term assets) in the above response. Provide a brief explanation if there are any substantial changes in total asset value during the period; *e.g.*, due to asset write-offs, revaluation, and major purchases.

III-12a. **Capital expenditures and research and development (“R&D”) expenses.**--Report your firm’s capital expenditures and R&D expenses for blueberries.

Value (in dollars)							
Item	Calendar years					January-September	
	2015	2016	2017	2018	2019	2019	2020
Capital expenditures – Growing operations							
Packing operations							
Freezing operations							
R&D expenses – Growing operations							
Packing operations							
Freezing operations							

III-12b. **Description of reported capital expenditures.**—Please describe the nature, focus, and significance of your firm’s reported capital expenditures. If no capital expenditures were reported, please explain the reason.

III-12c. **Description of reported R&D expenses.**—Please describe the nature, focus, and significance of your firm’s reported R&D expenses. In addition, please specify whether your firm has invested in or developed varieties of blueberries utilizing genetics since January 1, 2015, and if so, specify the periods in which this took place.

III-12d. **Role of genetics in product development.**—Has your firm invested in or developed varieties of blueberries utilizing genetics since January 1, 2015?

No	Yes	If yes, please describe your firm’s research and development efforts using genetics, specify whether your firm grew blueberries for sale in the United States as a result, and indicate the relevant periods in which this occurred.
<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Effects of imports on investment (FRESH blueberries).**--Since January 1, 2015, has your firm experienced any actual negative effects on its return on investment, the scale of capital investments, and research and development levels as a result of imports of fresh blueberries?

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

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Ability to generate adequate capital to finance the modernization of domestic plants and equipment	
<input type="checkbox"/>	Ability to maintain existing levels of expenditures for research and development	
<input type="checkbox"/>	Other	

III-14. **Effects of imports on growth and development (FRESH blueberries).**--Since January 1, 2015, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of fresh blueberries?

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

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-15. **Anticipated effects of imports (FRESH blueberries).**--Does your firm anticipate any negative effects due to imports of fresh blueberries?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Effects of imports on investment (FROZEN blueberries).**--Since January 1, 2015, has your firm experienced any actual negative effects on its return on investment, the scale of capital investments, and research and development levels as a result of imports of frozen blueberries?

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

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Ability to generate adequate capital to finance the modernization of domestic plants and equipment	
<input type="checkbox"/>	Ability to maintain existing levels of expenditures for research and development	
<input type="checkbox"/>	Other	

III-17. **Effects of imports on growth and development (FROZEN blueberries).**--Since January 1, 2015, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of frozen blueberries?

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

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-18. **Anticipated effects of imports (FROZEN blueberries).**--Does your firm anticipate any negative effects due to imports of frozen blueberries?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

**PART IV.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Kyle Westmoreland (202-205-2184, [Kyle.Westmoreland@usitc.gov](mailto:Kyle.Westmoreland@usitc.gov)).

IV-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 IV.

Name	
Title	
Email	
Telephone	

**Note.**—Unless the questions in Part IV below specifically break out types of blueberries, please explain if your answers differ for fresh and frozen, or wild and cultivated, or organic and non-organic blueberries.

IV-2. **Price setting.**--How does your firm determine the prices that it charges for sales of blueberries (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

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

IV-3. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Pricing terms.**--On what basis are your firm's prices of domestic blueberries usually quoted (*check one*)?

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

**IV-5. Contract versus spot.—**

- a. Approximately what share of your firm's sales of its U.S.-produced blueberries in 2019 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

<b>Item</b>	<b>Type of sale</b>				<b>Total</b> (should sum to 100.0%)
	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Spot sales</b> (for a single delivery)	
Share of 2019 sales	%	%	%	%	0.0 %

- b. Provide any volume commitments with retailers in 2019.

- IV-6. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced blueberries (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	<b>Program sales (volume-based agreement)</b>
Average contract duration	<i>No. of days</i>		365		
Market price	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



IV-7. **Lead times.**--What is your firm's share of sales that are shipped immediately from time of production (harvest, freezing, packaging) versus firm's share of sales that are first maintained in inventory and shipped from inventory? Additionally indicate the typical lead times between a customer's order and the date of delivery for your firm's sales of its U.S.-produced blueberries?

<b>Fresh/chilled</b>		
<b>Source</b>	<b>Share of 2019 sales (percent)</b>	<b>Lead time (average number of days)</b>
Shipped immediately from harvest or packaging facility		
From inventory		
<b>Total</b> (should sum to 100.0%)	0.0	

<b>Frozen</b>		
<b>Source</b>	<b>Share of 2019 sales (percent)</b>	<b>Lead time (average number of days)</b>
Shipped immediately from freezing or packaging facility		
From inventory		
<b>Total</b> (should sum to 100.0%)	0.0	

IV-8. **Shipping information.**--

(a) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser (*check one*)

(b) Indicate the approximate percentage of your firm's sales of blueberries that are delivered the following distances from your firm's production facility.

<b>Distance from production facility</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %

IV-9. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its U.S.-produced blueberries since January 1, 2015 (check all that apply)?

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

IV-10. **Inland transportation costs.**--What is the approximate percentage of the cost of U.S.-produced blueberries that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent

IV-11. **Substitutes.**--Can other products be substituted for blueberries?

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 blueberries?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-12. **Availability of supply.**

(a) **Fresh/chilled.**--Has the availability of fresh/chilled blueberries in the U.S. market changed since January 1, 2015?

## Fresh or Chilled

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2015:</b>			
U.S.-produced product: Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries: Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product: Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries: Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	

IV-12. **Availability of supply.**--*Continued*

(b) **Frozen.**--Has the availability of frozen blueberries in the U.S. market changed since January 1, 2015?

## Frozen

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2015:</b>			
U.S.-produced product: Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries: Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product: Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries: Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for blueberries has changed since January 1, 2015. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Demand since January 1, 2015</b>					
<b>Within the United States:</b>					
Fresh cultivated demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Fresh wild demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen cultivated demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen wild demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States:</b>					
Fresh cultivated demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Fresh wild demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen cultivated demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen wild demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of blueberries since January 1, 2015?

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

**IV-15. Conditions of competition.--**

(a) Is the blueberries market subject to seasonality, business cycles, and/or other conditions of competition distinctive to blueberries? If yes, please describe.

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question IV-16.
<input type="checkbox"/> <b>Yes-Seasonality (e.g. weather and timing of harvests)</b>	
<input type="checkbox"/> <b>Yes-Business cycles of the general economy</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	
<input type="checkbox"/> <b>Yes-Preference for organic products</b>	

(b) If yes, have there been any changes in the seasonality, business cycles, or conditions of competition for blueberries since January 1, 2015?

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

IV-16. **Impact of weather on blueberry production.--**

(a) **Drought impact.**--Did drought conditions and/or wildfires impact your firm's blueberry operations or the general market conditions for blueberries any time since January 1, 2015?

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

(b) **Storm impact.**--Did any hurricane and/or other large rain-related natural disasters impact your firm's blueberry operations or the general market conditions for blueberries any time since January 1, 2015?

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

(c) **Freeze impact.**--Did any weather-related freeze impact your firm's blueberry operations or the general market conditions for blueberries any time since January 1, 2015?

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

IV-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply blueberries since January 1, 2015 (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, been unable to meet timely shipment commitments, reduced availability because of seasonality, etc.)?

Item	No	Yes	If yes, please describe.
<b>Fresh/chilled:</b> Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Frozen:</b> Cultivated	<input type="checkbox"/>	<input type="checkbox"/>	
Wild	<input type="checkbox"/>	<input type="checkbox"/>	

IV-18. **Raw materials.**--How have blueberries raw material prices changed since January 1, 2015?

Raw Materials	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for blueberries.
Seeds/plants	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Fertilizer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Pesticides and herbicides	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Costs of packing materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other raw material costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	



**IV-19. Organic vs. non-organic blueberry variety.--**

(a) Has there been an increase in customer awareness of organic vs non-organic growing methods and/or any shift in customer preference relating to organic vs non-organic products since January 1, 2015?

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

(b) Have organic raw material supplies impacted the market or your firm's operations since January 1, 2015?

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

**IV-20. Interchangeability.--** Are blueberries produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Type	No	Yes	If no, please explain.
Fresh	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-21. Factors other than price.--** Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between blueberries produced in the United States and in other countries a significant factor in your firm's sales of the products?

Type	No	Yes	If yes, please explain.
Fresh	<input type="checkbox"/>	<input type="checkbox"/>	
Frozen	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-22. Competition from imports.--**

- (a) **Lost revenue.**--Since January 1, 2015: To avoid losing sales to competitors selling imported blueberries, did your firm:

Item	No	Yes
Reduce prices? If "Yes," please indicate the timing of price reduction below	<input type="checkbox"/>	<input type="checkbox"/>
Prior to season	<input type="checkbox"/>	<input type="checkbox"/>
Season beginning	<input type="checkbox"/>	<input type="checkbox"/>
During season	<input type="checkbox"/>	<input type="checkbox"/>
Season end	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases?	<input type="checkbox"/>	<input type="checkbox"/>

- (b) **Lost sales.**--Since January 1, 2015: Did your firm lose sales of blueberries to imports of this product?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

- (c) If you checked a "yes" box above in IV-22 (a) or (b), please estimate the total amount of sales and/or revenue lost, and when:

Lost sales: \_\_\_\_\_

Lost revenue: \_\_\_\_\_

- (d) If you checked "no" in all the boxes in IV-22 (a) and (b), and your firm's U.S. commercial shipments have decreased over 2015-2019, please explain why: \_\_\_\_\_

**Confidential Business Information**

IV-23. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and provide the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

IV-24. **Customer identification.**--List the names and contact information for your firm's 5 largest U.S. customers for each of fresh/chilled and frozen blueberries since January 1, 2015. Indicate the share of the quantity of your firm's total shipments of blueberries that each of these customers accounted for in 2019.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2019 sales (%)
<b>Fresh/chilled</b>							
<b>1</b>							
<b>2</b>							
<b>3</b>							
<b>4</b>							
<b>5</b>							
<b>Frozen</b>							
<b>1</b>							
<b>2</b>							
<b>3</b>							
<b>4</b>							
<b>5</b>							

**PART V.--PRICING OF FROZEN BLUEBERRIES**

Further information on this part of the questionnaire can be obtained from Kyle Westmoreland (202-205-2184, [Kyle.Westmoreland@usitc.gov](mailto:Kyle.Westmoreland@usitc.gov)).

V-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in Part V.

Name	
Title	
Email	
Telephone	

**FROZEN BLUEBERRY PRICE DATA**

V-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2015 of the following products produced by your firm.

**Product 1.**-- Individual quick frozen (IQF), cultivated, Grade A, certified organic, sold in 30 pound boxes

**Product 2.**-- Individual quick frozen (IQF), cultivated, Grade A, non-organic, sold in 30 pound boxes

**Product 3.**-- Individual quick frozen (IQF), wild, Grade A, certified organic, sold in 30 pound boxes

**Product 4.**-- Individual quick frozen (IQF), wild, Grade A, non-organic, sold in 30 pound boxes

Note: Grade A is defined by the U.S. standards for grades of frozen blueberries to be the quality of frozen blueberries that possess similar varietal characteristics; that are practically free from defects; that possess a good character, normal flavor and odor; and are of such quality with respect to color as to score not less than 90 points when scored in accordance with USDA's U.S. standards.

**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).**

V-2a. **Price data.**--During January 2015-September 2020, did your firm produce 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"/>	<b>Yes.</b> --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to the end of the questionnaire.

**Confidential Business Information**

V-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in pounds, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2015:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2016:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2017:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2018:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2019:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2020:</b>								
January-March								
April-June								
July-September								

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part V.

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

Product 1:

Product 2:

Product 3:

Product 4:

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

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

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

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

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: <https://www.usitc.gov/blueberries>

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/>      **Pin:** **BLUE**

- **E-mail.**—E-mail the MS Word questionnaire to [Jordan.harriman@usitc.gov](mailto:Jordan.harriman@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not produce this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

***Parties to this proceeding.***--If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 206.17). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 206.17). Service of the questionnaire must be made in paper form.