

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

RAW IN-SHELL PISTACHIOS FROM IRAN

This questionnaire must be received by the Commission by **February 2, 2017**

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 review of the antidumping duty order concerning raw in-shell pistachios from Iran (Inv. No. 731-TA-287 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm _____

Address _____

Website _____

Has your firm processed or exported raw in-shell pistachios (hulled/dried, not roasted, as defined on the next page) at any time since January 1, 2011?

NO (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

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

Return questionnaire via the Commission *Drop Box* by clicking on the following link:

<https://dropbox.usitc.gov/oinv/>. (PIN: RISP)

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 or reviews 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 proceeding may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Email address

Fax:

PART I.--GENERAL INFORMATION

Background.--On July 17, 1986, the Department of Commerce ("Commerce") issued an antidumping duty order on imports of pistachios from Iran (51 FR 25922). On April 1, 2016, the Commission instituted a review pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the order would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time.¹ Commerce has already rendered an affirmative determination (81 FR 51857). If the Commission makes an affirmative determination, the order will remain in place. If the Commission makes a negative determination, Commerce will revoke the order. Questionnaires and other information pertinent to this proceeding are available at: https://usitc.gov/investigations/701731/2016/raw_in_shell_pistachios_iran/second_review_full.htm.

Pistachios covered by the order are raw, in-shell pistachio nuts from which the hulls have been removed, leaving the inner hard shells, and edible meats. This merchandise is currently provided for in subheading 0802.51.00 of the Harmonized Tariff Schedule of the United States ("HTS"). Although the HTS subheading is provided for convenience and customs purposes, the Department's written description of the merchandise under order is dispositive.

Please ensure that your answers to the questions in this questionnaire, except where otherwise specifically indicated, pertain to only raw, in-shell pistachios (hulled/dried, not roasted).

Processor/Dryer.--Any person or firm engaged either directly or through a parent company or subsidiary, in processing/drying pistachio nuts. Processing is defined as performing such services as removing the hull and drying the remaining shell and nutmeats to a moisture content of 4 to 6 percent. **Firms that perform both roasting and processing/drying operations are included in the term "processor/dryer" and should complete the "processors'/dryers'" questionnaire with respect to their processing/drying operations. Firms that do not perform processing/drying operations but purchase raw in-shell pistachios (such as firms that roast (final dry), salt, dye, and package pistachio nuts) should not complete the processors'/dryers' questionnaire but should instead complete the purchasers' questionnaire.**

Roaster.--Any person or firm, other than a processor/dryer, engaged either directly or through a parent company or subsidiary, in roasting (final drying) pistachio nuts. Roasting is defined as performing such services as roasting (final drying), salting, dyeing, and packaging pistachio nuts.

Processed weight basis.--Weights determined by the processor/dryer after hulling and drying. Reported quantity data should be reported on a processed weight basis, unless otherwise stated.

Firm.--An individual proprietorship, partnership, joint venture, association, corporation (including any subsidiary corporation), business trust, cooperative, trustee in bankruptcy, or receiver under decree of any court.

¹ On July 1, 2010, prior to Commerce's initiation of the second review scheduled for December 2010, the Comprehensive Iran Sanctions, Accountability, and Divestment Act of 2010 (Pub. L. 111-195) was signed into law. Among its provisions is a general prohibition on imports from Iran (Sec. 103) that became effective on September 29, 2010. This prohibition on imports led Commerce, pursuant to 19 U.S.C. 1675(c)(7), to toll the initiation of the second review of this order. Commerce announced that it would not initiate the second review until two months after the lifting of the prohibition (75 FR 67081, November 1, 2010). On January 21, 2016, the Iranian Transactions and Sanctions Regulations were amended to permit the importation of pistachios from Iran (81 FR 3330). Commerce subsequently included the second review of this order in its list of reviews scheduled for initiation in April 2016 (81 FR 10577, March 1, 2016).

Related firm.--A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

Reporting of information.-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, purchaser and/or foreign producer questionnaire), you need not respond to duplicated questions.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

Valid number error messages.--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Amy Sherman (202-205-3289, Amy.Sherman@usitc.gov).

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

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 30 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 name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

“Establishment”-- Each facility of a firm in Iran involved in the production or export of raw in-shell pistachios, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities. Firms operating more than one establishment in Iran should combine the data for all establishments into a single report.

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I-3. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** largest U.S. importers, *both actual and potential importers*, of your firm’s raw in-shell pistachios in 2016.

No.	Importer’s name	Contact person	Email address	Area code and telephone number	Share of your firm’s 2016 U.S. exports (%)
1					
2					
3					
4					
5					

I-4. **U.S. or other country production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce raw in-shell pistachios in the United States or other countries?

- No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's U.S. processors'/dryers' questionnaire.

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import raw in-shell pistachios into the United States?

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire.

I-6. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for raw in-shell pistachios?

- No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of raw in-shell pistachios (hulled/dried, not roasted) since January 1, 2011.

<i>Check as many as appropriate.</i>	<i>If checked, please describe; leave blank if not applicable.</i>
<input type="checkbox"/> Plant openings	
<input type="checkbox"/> Plant closings	
<input type="checkbox"/> Relocations	
<input type="checkbox"/> Expansions	
<input type="checkbox"/> Acquisitions	
<input type="checkbox"/> Consolidations	
<input type="checkbox"/> Prolonged shutdowns or production curtailments	
<input type="checkbox"/> Revised labor agreements	
<input type="checkbox"/> Water shortages or increased water costs	
<input type="checkbox"/> Other (e.g., technology)	

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the production of raw in-shell pistachios in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce raw in-shell pistachios (in pounds) for 2017 and 2018.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the production of raw in-shell pistachios in the future if the antidumping duty order on raw in-shell pistachios from Iran were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce raw in-shell pistachios (in pounds) for 2017 and 2018.**

II-5a. **Production using same machinery.**-- Please report your firm’s production of products made on the same equipment and machinery used to convert unhulled pistachios into raw in-shell pistachios (hulled/dried, not roasted), and the combined production capacity on this shared equipment and machinery in the periods indicated. Note that this does not include roasting equipment.

“Overall production capacity” or “capacity” – The level of processing (i.e. hulling/drying) 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).

“Production” -- All production (i.e. hulling/drying) in your establishment(s) in Iran, including production consumed internally within your firm.

Quantity (in pounds, processed weight basis)			
Item	Calendar year		
	2014	2015	2016
Overall production capacity			
Production of:			
Raw in-shell pistachios (hulled/dried, not roasted) ¹	0	0	0
Other products ²			
Total production	0	0	0
¹ Data entered for production of raw in-shell pistachios will populate here once reported in question II-14. ² Please identify these products: _____.			

II-5b. **Operating parameters.**--The production capacity reported in II-5a is based on operating ____ hours per week, ____ weeks per year.

II-5c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-5a, and explain any changes in reported capacity.

II-5d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm’s processing capacity.

II-5e. **Product shifting.**

(i). Is your firm able to switch production (capacity) between raw in-shell pistachios and other products using the same equipment and/or labor?

No

Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products.

(ii). Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-6. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of raw in-shell pistachios? _____ percent.

II-7. **Firm's estimated share of production in Iran.**--Please estimate the percentage of total production of raw in-shell pistachios in Iran accounted for by your firm's production in 2016. _____ percent.

II-8. **Firm's estimated share of Iran's exports.**--Please estimate the percentage of total exports to the United States of raw in-shell pistachios from Iran accounted for by your firm's exports in 2016. _____ percent.

II-9. **Inventories in the United States.**--Has your firm, since 2014, maintained any inventories of raw in-shell pistachios in the United States (not including inventories held by firms identified in question I-3)?

"Inventories"--Finished goods inventory, not raw materials or work in progress.

No

Yes--Report the quantity of such end-of-period inventories below.

Quantity (in pounds, processed weight basis)			
Item	Calendar year		
	2014	2015	2016
Inventory			

II-10. **Third country trade actions.**--Are the raw in-shell pistachios exported by your firm subject to antidumping/countervailing duty/safeguard findings, remedies, or proceedings?

No

Yes--List the products(s), countries affected, and the date of such findings/remedies/proceedings.

II-11. **Other export markets.**--Identify export markets (other than the United States) that your firm has developed or where it has increased its sales of raw in-shell pistachios since 2011. Please identify and discuss below.

II-12a. **Significance of antidumping duty order.**--Describe the significance of the existing antidumping duty order covering imports of raw in-shell pistachios from Iran in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-12b. **Significance of import ban/sanctions.**--Describe the significance of the prohibition on imports from Iran (September 2010 through January 2016) in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories concerning raw in-shell pistachios. You may wish to compare your firm's operations before and after the import ban.

II-13a. **Anticipated changes if order revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of raw in-shell pistachios in the future if the antidumping duty order on raw in-shell pistachios from Iran were to be revoked?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

II-13b. **Anticipated changes after import ban lifted.**—Following the amendment of the Iranian Transactions and Sanctions Regulations in January 2016 permitting the importation of pistachios from Iran, does your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of raw in-shell pistachios in the future?

No

Yes—Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

- II-14. **Trade data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of raw in-shell pistachios (hulled/dried, not roasted) in your establishment(s) in Iran during the specified periods. Do not include resales of raw in-shell pistachios that your firm did not produce in this question; those data to the degree they are exported to the United States should only be reported in question II-15.

Do not submit data by processing facility if they are in the same country. If your firm has multiple processing establishments within one country, you are required to combine data for those establishments within one foreign producer questionnaire response.

"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; historically normal weather conditions, without weather-related catastrophe such as drought or frost; normal pistachio tree yields, taking into account whether the year in question is a heavy or light year in the two-year pistachio cycle; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" -- All processing (i.e. hulling and drying) in your establishment(s) in Iran, including production consumed internally within your firm.

"Shipments"--Shipments of raw in-shell pistachios (hulled/dried, not roasted), produced in your establishment(s) in Iran. Quantities reported should be net of returns. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment in Iran.

"Home market commercial shipments"--Shipments, other than internal consumption and transfers to related firms, within Iran.

"Home market internal consumption/transfers to related firms"--Shipments made to related firms in Iran, including product consumed internally by your firm. If you use raw, in-shell (hulled/dried, not roasted) pistachios to produce roasted pistachios at your processing facility, this should be treated as internal consumption.

"Export shipments"--Shipments to destinations outside Iran, including shipments to related firms.

"Inventories"--Finished goods inventory, not raw materials or work-in-progress.

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

II-14. **Trade data.**--Continued.

ALL DATA SHOULD BE FOR RAW IN-SHELL PISTACHIOS (HULLED/DRIED).
DO NOT INCLUDE ROASTED PISTACHIOS.

Quantity (<i>in pounds, processed weight basis</i>) and Value (<i>in 1,000 dollars</i>)			
Item	Calendar year		
	2014	2015	2016
Average production capacity ¹ (A)			
Beginning-of-period inventories (B)			
Production (C)			
Home market shipments:			
Internal consumption/ transfers <i>quantity</i> (D)			
<i>value</i> (E)			
Commercial shipments <i>quantity</i> (F)			
<i>value</i> (G)			
Export shipments:			
to the United States: <i>quantity</i> (H)			
<i>value</i> (I)			
to the European Union: ² <i>quantity</i> (J)			
<i>value</i> (K)			
to Asia: ³ <i>quantity</i> (L)			
<i>value</i> (M)			
to all other markets: ⁴ <i>quantity</i> (N)			
<i>value</i> (O)			
Total exports (<i>quantity</i>) (P)	0	0	0
Total shipments (<i>quantity</i>) (Q)	0	0	0
End-of-period inventories (R)			
<p>¹ The production capacity 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: _____.</p> <p>² Identify your firm's principal <i>European Union</i> export markets: _____.</p> <p>³ Identify your firm's principal <i>Asian</i> export markets: _____.</p> <p>⁴ Identify your firm's principal <i>other</i> export markets: _____.</p>			

II-14. **Trade data.**—*Continued.*

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line R) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, J, L, and N). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Item	Calendar year		
	2014	2015	2016
B + C – D – F – H – J – L – N – R= should equal zero ("0") or provide an explanation. ¹	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

II-15. **Exports to the United States not produced by your firm.**--Report your firm's exports to the United States of raw in-shell pistachios that were produced in Iran but not by your firm during the specified periods. Note these data should **not** be included in question II-14.

Quantity (in pounds, processed weight basis) and Value (in 1,000 dollars)			
Item	Calendar year		
	2014	2015	2016
Exports of raw in-shell pistachios to the United States not produced by your firm¹. —			
Quantity ¹			
Value			
¹ List the producer(s). _____.			

II-16. **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.--MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Michele Breaux (202-205-2781, Michele.breaux@usitc.gov).

III-1. **Contact information.**-- Please identify the responsible individual and how Commission staff may contact the individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Contract versus spot.**--Approximately what share of your firm’s sales of raw in-shell pistachios to U.S. customers in 2016 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of your 2016 sales	%	%	%	%	0.0 %

III-3. **Contract provisions.**— Please fill out the table regarding your firm’s typical sales contracts with U.S. customers for raw in-shell pistachios (or check “not applicable” if your firm does not sell on a long-term, short-term and/or annual contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price to end user set by	<i>Grower</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Processor</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<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"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-4. **Lead times.**— What is your firm’s share of sales from inventory and produced to order and what is the typical lead time between a customer’s order and the date of delivery for your firm’s sales of raw in-shell pistachios?

Source	Share of 2016 sales	Lead time (average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

III-5. **Raw materials.**-- Indicate how raw in-shell pistachios raw materials prices have changed since January 1, 2011, and how you expect they will change in the future.

Raw materials prices	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 raw in-shell pistachios.
Changes since January 1, 2011	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; water scarcity issue; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of Iran-produced raw in-shell pistachios in the U.S. market since January 1, 2011?

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

III-7. **Availability of Iranian import supply.**-- Do you anticipate any changes in terms of the availability of Iran-produced raw in-shell pistachios in the U.S. market in the future?

Increase	No change	Decrease	If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Product shifting.**--Describe how easily your firm can shift its sales of raw in-shell pistachios between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting raw in-shell pistachios between the U.S. and alternative country markets within a 12-month period.

III-9. **Product range.**--Is the product range, product mix, or marketing of raw in-shell pistachios in your firm's home market different from that of raw in-shell pistachios for export to the United States or to third-country markets?

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

III-10. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of raw in-shell pistachios in your firm's home market or in your firm's traditional export markets, for export to the United States, or for export to third-country markets since January 1, 2011? Do you anticipate any future changes?

Changes in product range, product mix, or marketing			Explain
	No	Yes	
Changes since January 1, 2011	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **Substitutes.** --

(a) Can other products be substituted for raw in-shell pistachios?

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 raw in-shell pistachios?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **Substitutes.**—*Continued.*

- (b) Have there been any changes in the number or types of products that can be substituted for raw in-shell pistachios since January 1, 2011? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since January 1, 2011	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Interchangeability.**--Are the raw in-shell pistachios produced by your firm and sold in the home market interchangeable (*i.e.*, can be used in the same applications) with your firm's raw in-shell pistachios sold to the United States and/or to third-country markets?

Yes	No	If no, identify the market(s) and any differences in the products.
<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **End uses.**—

- (a) Describe the end uses of the raw in-shell pistachios that your firm produces and sells to your firm's home market. If these end uses differ from those of the raw in-shell pistachios your firm sells to the U.S. market or to third-country markets, explain.

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- (b) Have there been any changes in the end uses of raw in-shell pistachios since January 1, 2011? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since January 1, 2011	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Demand trends.**--Indicate how demand in the following markets for raw in-shell pistachios has changed since January 1, 2011, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Your firm's market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since January 1, 2011					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
OECD markets (excluding the United States)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
OECD markets (excluding the United States)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Price differences.**--Please compare market prices of raw in-shell pistachios in your firm's home market, the United States, and third-country markets.

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III-16. **Description of home market.**--Describe briefly your firm's home market for raw in-shell pistachios, including the number of, and competition between, producers.

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III-17. **Import competition.**--Does your firm face competition from imports of raw in-shell pistachios in your firm's home market?

No	Yes	If yes, please identify the country sources of these imports.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Market studies.**--Please list any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss pistachios supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Iran, and (3) the world as a whole. Of particular interest is such data from 2011 to the present and forecasts for the future.

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 response 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.

III-20. **Other changes in market conditions.**--Given that the Commission has not examined this industry in over a decade, have there been any significant changes in market conditions since 2005 that are not otherwise specified in this questionnaire response?

Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

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

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the USITC foreign producer questionnaire form. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.

The screenshot shows the 'Region and Language' dialog box with the 'Formats' tab selected. The 'Format' dropdown is set to 'Italian (Italy)'. Under 'Date and time formats', the settings are: Short date: dd/MM/yyyy, Long date: dddd d MMMM yyyy, Short time: HH:mm, Long time: HH:mm:ss, and First day of week: lunedì. An 'Examples' section shows: Short date: 03/11/2015, Long date: martedì 3 novembre 2015, Short time: 10:35, and Long time: 10:35:44. At the bottom, there are 'OK', 'Cancel', and 'Apply' buttons.

The screenshot shows the 'Region and Language' dialog box with the 'Formats' tab selected. The 'Format' dropdown is set to 'English (United States)'. Under 'Date and time formats', the settings are: Short date: M/d/yyyy, Long date: dddd, MMMM dd, yyyy, Short time: h:mm tt, Long time: h:mm:ss tt, and First day of week: Sunday. An 'Examples' section shows: Short date: 8/6/2015, Long date: Thursday, August 06, 2015, Short time: 2:47 PM, and Long time: 2:47:25 PM. At the bottom, there are 'OK', 'Cancel', and 'Apply' buttons.

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

https://usitc.gov/investigations/701731/2016/raw_in_shell_pistachios_iran/second_review_full.htm.

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

- **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:** **RISP**

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

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

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.