

## U.S. PROCESSORS'/DRYERS' 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. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>Website</b> _____
Has your firm processed (i.e. hulled and dried) raw in-shell pistachios at any time since January 1, 2011?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
<b>Return questionnaire via the Commission Drop Box by clicking on the following link:</b> <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> (PIN: <b>RISP</b> )

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

\_\_\_\_\_  
**Name of Authorized Official**                      **Title of Authorized Official**                      **Date**

\_\_\_\_\_  
**Signature**                      **Phone:** \_\_\_\_\_

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

**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.<sup>1</sup> 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](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. **ROASTERS ONLY FIRMS SHOULD ONLY COMPLETE THE PURCHASERS' QUESTIONNAIRE.**

**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.

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<sup>1</sup> 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).

**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. § 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 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 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.

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 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 raw in-shell pistachios (hulled/dried, not roasted), 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
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: <hr/>			

I-3. **Position regarding continuation of order.**-- Does your firm support or oppose continuation of the antidumping duty order currently in place, which provides for the imposition of antidumping duties by U.S. Customs and Border Protection against imports of raw in-shell pistachios from Iran?

Support	Oppose	Take no position
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Please explain: _____.		

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

No       Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing raw in-shell pistachios (hulled/dried, not roasted) into the United States or that are engaged in exporting raw in-shell pistachios (hulled/dried, not roasted) to the United States?

No       Yes--List the following information.

Firm name	Country	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of raw in-shell pistachios (hulled/dried, not roasted)?

No             Yes--List the following information.

Firm name	Country	Affiliation

I-7. **Related growers.**—

(a) Does your firm, or a parent company of your firm, have any related orchards, either domestic or foreign, that grow pistachios?

No	Yes	If yes, what percentage of your processed raw in-shell pistachios is grown by your own firm, or a parent company of your firm?
<input type="checkbox"/>	<input type="checkbox"/>	

(b) What percentage of your processed raw in-shell pistachios (hulled/dried, not roasted) sourced from an unaffiliated grower is sold under your own price decision (pursuant to the “straight poll system”), as opposed to when the unaffiliated grower retains the final decision on selling price (pursuant to the “call poll system”)?

I-8. **Business plan.**--In Parts II and IV 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 market conditions for pistachios?

No	Yes	If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

**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](mailto: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 operations or organization (as noted above) relating to the production (hulling/drying) of 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 (hulling/drying) of 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 U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

<b>Quantity (in pounds, processed weight basis)</b>			
<b>Item</b>	<b>Calendar year</b>		
	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>Overall production capacity</b>			
<b>Production of:</b>			
Raw in-shell pistachios (hulled/dried, not roasted) <sup>1</sup>	0	0	0
Other products <sup>2</sup>			
<b>Total production</b>	0	0	0
<sup>1</sup> Data entered for production of raw in-shell pistachios will populate here once reported in question II-6. <sup>2</sup> Please identify these products: _____.			

II-5b. **Operating parameters.**--The production capacity reported in question 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.**--Is your firm able to switch production (capacity) between raw in-shell pistachios (hulled/dried, not roasted) 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-5f. **Product shifting factors.**--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. **Production, shipment, and inventory 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 its U.S. establishment(s) during the specified periods.

**"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). Average production capacity reported in question II-6 will equal overall production capacity in question II-5 when the firm reports no "other products" are produced on the same machinery as in-scope production; when the firm does produce "other products" the average production capacity in question II-6 should be an allocation of overall production capacity.

**"Production"** – All processing (i.e. hulling and drying) in your U.S. establishment(s), including processing of raw in-shell pistachios consumed internally within your firm and production for another firm under a toll agreement.

**"Commercial U.S. shipments"** –Shipments made within the United States, of raw in-shell pistachios (hulled/dried, not roasted), as a result of an arm's length commercial transaction in the ordinary course of business. A shipment is 'made within the United States' if your firm's customer takes possession and title to the goods in the United States, even if that customer later exports the same goods to another country. Merchandise that your firm exports to another country is not part of your firm's U.S. commercial shipments. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**"Internal consumption"** – Product consumed internally by your firm. Such transactions are valued at fair market value. Processor/dryers should consider the raw, in-shell (hulled/dried, not roasted) pistachios used to produce roasted pistachios as internal consumption.

**“Transfers to related firms”** –Shipments made to related domestic firms. Such transactions are valued at fair market value.

**“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.

**“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.

**“Export shipments”** –Shipments to destinations outside the United States, including shipments to related firms.

**“Inventories”**— Finished goods inventory, not raw materials or work-in-progress.

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

II-6. **Production, shipment, and inventory data.** --Continued

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

<b>Quantity (in pounds, processed weight basis) and value (in \$1,000)</b>			
<b>Item</b>	<b>Calendar year</b>		
	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)			
<b>Beginning-of-period inventories</b> (quantity) (B)			
<b>Production</b> (quantity) (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
quantity (D)			
value (E)			
<b>Internal consumption:</b> <sup>2</sup>			
quantity (F)			
value (G)			
<b>Transfers to related firms:</b> <sup>2</sup>			
quantity (H)			
value (I)			
<b>Export shipments:</b> <sup>3</sup>			
quantity (J)			
value (K)			
<b>End-of-period inventories</b> (quantity) (L)			
<p><sup>1</sup> 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 (use additional pages as necessary). _____.</p> <p><sup>2</sup> Internal consumption (which includes hulled and dried pistachios that your firm further processes (i.e., roasts)) and transfers to related firms should be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>			

**II-6. Production, shipment, and inventory data.--Continued**

***RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.**--Generally, the data reported for the end-of-period inventories (i.e., line L) 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, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide 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 should equal zero ("0"); if it does not, provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

**II-7. Channels of distribution.-- Report your firm's commercial U.S. shipments by channel of distribution.**

Quantity (in pounds, processed weight basis)			
Item	Calendar year		
	2014	2015	2016
<b>Channels of distribution:</b>			
Commercial U.S. shipments to-- Roasters/rebaggers (M)			
Distributors/wholesalers (N)			
Retailers (O)			
Others <sup>1</sup> (P)			
<sup>1</sup> Describe: _____.			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M through P) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Reconciliation item	Calendar year		
	2014	2015	2016
M + N + O + P– D = zero ("0"); if not revise.	0	0	0

II-8. **Employment data.**--Report your firm's employment-related data related to the production of raw in-shell pistachios (hulled/dried, not roasted) and provide an explanation for any trends in these data.

**"Production and 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.

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.

**"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.

Item	Calendar year		
	2014	2015	2016
<b>Employment data:</b>			
Average number of PRWs ( <i>number</i> ) (U)			
Hours worked by PRWs ( <i>1,000 hours</i> ) (V)			
Wages paid to PRWs ( <i>\$1,000</i> ) (W)			

Explanation of trends:

II-9. **Transfers to related firms.**--If your firm reported transfers to related firms in question II-6, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-10. **Purchases.**--Other than direct imports, has your firm otherwise purchased raw in-shell pistachios (hulled/dried, not roasted) since January 1, 2014?

- No                       Yes-- Please indicate the reasons for your firm's purchases (if your firms' reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods.

**"Purchase"** – 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.

**"Direct import"** –A transaction to buy from a foreign supplier where your firm is the importer of record or consignee.

Reason for purchases:

--

<b>Quantity (in pounds processed weight basis)</b>			
<b>Item</b>	<b>Calendar year</b>		
	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>Purchases from U.S. importers<sup>1</sup> of raw in-shell pistachios from—</b> Iran			
All other sources			
<b>Purchases from domestic producers<sup>2</sup></b>			
<b>Purchases from other sources<sup>2</sup></b>			
<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-11. **Toll production.**--Since January 1, 2011, has your firm been involved in a toll agreement regarding the production of raw in-shell pistachios (hulled/dried, not roasted) ?

**“Toll agreement”**--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No                       Yes-- Please describe the toll arrangement(s) and name the firm(s) involved.

II-12. **Foreign trade zones.**--

(a) **Firm's FTZ operations.**--Does your firm produce raw in-shell pistachios (hulled/dried, not roasted)in and/or admit raw in-shell pistachios (hulled/dried, not roasted)into a foreign trade zone (FTZ)?

**“Foreign trade zone”** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No                       Yes--Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).

(b) **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import raw in-shell pistachios (hulled/dried, not roasted) into a foreign trade zone (FTZ) for use in distribution of raw in-shell pistachios (hulled/dried, not roasted) and/or the production of downstream articles?

No/Don't know                       Yes--Identify the firms and the FTZs.



II-13. **U.S. imports.**--Since January 1, 2011, has your firm imported raw in-shell pistachios (hulled/dried, not roasted)?

**“Importer”** – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

No       Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-14. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of raw in-shell pistachios (hulled/dried, not roasted) from Iran in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-15. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of raw in-shell pistachios (hulled/dried, not roasted) 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-16. **Other explanations.**--If your firm would like to explain further 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 David Boyland (202-708-4725, [David.Boyland@usitc.gov](mailto:David.Boyland@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	
Fax	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system. Fiscal year is defined as the 12-month period between settlement of your firm's financial accounts.

A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
If your firm's fiscal year changed during the data-collection period, explain below:

\_\_\_\_\_

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include raw in-shell pistachios (hulled/dried, not roasted):

\_\_\_\_\_

2. Does your firm prepare profit/loss statements for raw in-shell pistachios (hulled/dried, not roasted):

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,    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 raw in-shell pistachios, as well as specific statements and worksheets) used to compile these data.*

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.

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III-5. **Product listing.**--Please list the products your firm processes in the facilities in which it hulls and dries raw in-shell pistachios (hulled/dried, not roasted), and provide the share of net sales accounted for by these products in your firm’s most recent fiscal year.

<b>Products</b>	<b>Share of sales</b>
Raw in-shell pistachios (hulled/dried, not roasted)	%
	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the hulling/drying of pistachios from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

Yes--Continue to question III-7.       No--Continue to question III-9a.

III-7. **Inputs from related suppliers.**--Please identify the inputs used in the hulling/drying of raw in-shell pistachios (hulled/dried, not roasted) that your firm purchases from related suppliers and that are reflected, as applicable, in table III-9a or III-9b. For “Share of total COGS” please report this information by relevant input on the basis of your most recently completed fiscal year. For “Input valuation” please describe the basis, as recorded in the company’s own accounting system, of the purchase cost from the related supplier; e.g., the related supplier’s actual cost, cost plus, negotiated transfer price to approximate fair market value.

<b>Input</b>	<b>Related supplier</b>	<b>Share of total COGS</b>
<b>Input valuation as recorded in the firm’s accounting books and records</b>		

III-8. **Inputs from related suppliers at cost.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9a or III-9b in a manner consistent with the firm's accounting books and records.

Yes

No--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in table III-9a.

--

III-9a. **FOR ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES--Operations on raw in-shell pistachios (hulled/dried, not roasted).**--Report the revenue and related cost information requested below on the pistachio processing operations (hulling and drying, not roasting) performed by your firm's U.S. establishment(s).<sup>1</sup> Do not report sales of raw in-shell pistachios (hulled/dried, not roasted) that you purchased and then resold in the same condition. Also, do not report sales of roasted pistachios. Report data only as it relates to your firm's hulling and drying operations on pistachios. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years (equivalent to, or closest to, calendar years 2014, 2015, and 2016).

Quantity (in pounds, processed weight basis) and value (in \$1,000)			
Item	Fiscal year (equivalent to, or closest to, calendar years below)		
	2014	2015	2016
<b>Net sales quantities:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities	0	0	0
<b>Net sales values:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values	0	0	0
<b>Cost of goods sold (COGS):<sup>3</sup></b>			
Raw materials			
Direct labor			
Other factory costs			
Total COGS	0	0	0
<b>Gross profit or (loss)</b>	0	0	0
<b>Selling, general, and adm. (SG&amp;A) expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
<b>Operating income (loss)</b>	0	0	0
<b>Other expenses and income:</b>			
Interest expense			
All other expense items			
All other income items <sup>4</sup>			
<b>Net income or (loss) before income taxes</b>	0	0	0
<b>Depreciation/amortization included above</b>			

<sup>1</sup> Include data for all of the pistachios that your firm hulled/dried in its U.S. establishment(s), regardless of whether the resulting raw in-shell pistachios were then sold commercially (whether in the U.S. or elsewhere), internally consumed (for example, for roasting), or transferred to related firms.

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

<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with the hulling/drying of pistachios regardless of whether the resulting raw in-shell pistachios are later sold commercially, internally consumed (for example, for roasting), or transferred to related firms.

<sup>4</sup> Please identify any relevant income generated from by-products of pistachio hulling/drying operations. Note that any hulled/dried pistachios that are later roasted by your firm are not by-product but should be reported as internal consumption: \_\_\_\_\_

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-9b. **FOR COOPERATIVES ONLY--Operations on raw in-shell pistachios (hulled/dried, not roasted).**-- Report the revenue and related cost information requested below on the pistachio processing operations (hulling and drying, not roasting) performed by your firm's U.S. establishment(s).<sup>1</sup> Do not report sales of raw in-shell pistachios (hulled/dried, not roasted) that you purchased and then resold in the same condition. Also, do not report sales of roasted pistachios. Report data only as it relates to your firm's hulling and drying operations on pistachios. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years (equivalent to, or closest to, calendar years 2014, 2015, and 2016).

<b>Quantity (in pounds, processed weight basis) and value (in \$1,000)</b>			
<b>Item</b>	<b>Fiscal year (equivalent to, or closest to, calendar years below)</b>		
	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>Net sales quantities:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities	0	0	0
<b>Net sales values:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values	0	0	0
<b>Cost of goods sold (COGS):<sup>3</sup></b>			
Raw materials <sup>4</sup>			
Direct labor			
Other factory costs			
Total COGS	0	0	0
<b>Gross profit or (loss)</b>	0	0	0
<b>Selling, general, and adm. (SG&amp;A) expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
<b>Operating income (loss)</b>	0	0	0
<b>Other expenses and income:</b>			
Interest expense			
All other expense items			
All other income items <sup>5</sup>			
<b>Net income or (loss) before income taxes</b>	0	0	0
<b>Depreciation/amortization included above</b>			

<sup>1</sup> Include data for all of the pistachios that your firm hulled/dried in its U.S. establishment(s), regardless of whether the resulting raw in-shell pistachios were then sold commercially (whether in the U.S. or elsewhere), internally consumed (for example, for roasting), or transferred to related firms.

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

<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with the hulling/drying of pistachios regardless of whether the resulting raw in-shell pistachios are later sold commercially, internally consumed (for example, for roasting), or transferred to related firms.

<sup>4</sup> Describe how costs associated with member transfers of raw in-shell pistachios (hulled/dried, not roasted) are recognized in this table: \_\_\_\_\_

<sup>5</sup> Please identify any relevant income generated from by-products of pistachio hulling/drying operations. Note that any hulled/dried pistachios that are later roasted by your firm are not by-product but should be reported as internal consumption: \_\_\_\_\_

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-9c. **Financial data reconciliation.**--Total sales value minus total cost of goods sold, should equal gross profit and this amount less total SG&A expenses should equal operating income or loss. Does it?

Yes     No--Please explain in the space provided below.

III-10a. **FOR ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES--Nonrecurring items (charges and gains) included in operations on raw in-shell pistachios (hulled/dried, not roasted).**--For each period for which financial results are reported in table III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-9a; i.e., if an aggregate nonrecurring item has been allocated to table III-9a, only the allocated value amount included in table III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results in table III-9a. Provide data for your firm's three most recently completed fiscal years (equivalent to, or closest to, calendar years 2014, 2015, and 2016).

	Fiscal year (equivalent to, or closest to, calendar years below)		
	2014	2015	2016
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9a where the nonrecurring item is classified.	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in table III-9a.  <b>Value (\$1,000)</b>		
1. , classified as			
2. , classified as			
3. , classified as			
4. , classified as			
5. , classified as			
6. , classified as			
7. , classified as			

III-10b. **FOR COOPERATIVES--Nonrecurring items (charges and gains) included in operations on raw in-shell pistachios (hulled/dried, not roasted)—cooperatives only.**--For each period for which financial results are reported in table III-9b, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-9b line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-9b; i.e., if an aggregate nonrecurring item has been allocated to table III-9b, only the allocated value amount included in table III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results in table III-9b. Provide data for your firm's three most recently completed fiscal years (equivalent to, or closest to, calendar years 2014, 2015, and 2016).

	Fiscal year (equivalent to, or closest to, calendar years below)		
	2014	2015	2016
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9b where the nonrecurring item is classified.	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in table III-9b.  <b>Value (\$1,000)</b>		
1. , classified as			
2. , classified as			
3. , classified as			
4. , classified as			
5. , classified as			
6. , classified as			
7. , classified as			

III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in tables III-10a or III-10b above, please identify where your company recorded these items in your accounting books and records in the normal course of business.



III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of raw in-shell pistachios (hulled/dried, not roasted). If your firm does not maintain some or all of the specific asset information necessary to calculate total assets associated with raw in-shell pistachios (dried/hulled, not roasted) in the normal course of business, please estimate this information based upon a method (such as processing, sales, or costs) that is consistent with relevant cost allocations, as applicable, in table III-9a or III-9b. Provide data for your firm's three most recently completed fiscal years (equivalent to, or closest to, calendar years 2014, 2015, and 2016).

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject products if these assets are also related to other products. In the space provided, please 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.

Item	Value (in \$1,000)		
	Fiscal year (equivalent to, or closest to, calendar years below)		
	2014	2015	2016
<b>ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES</b> Total assets (net) <sup>1</sup>			
<b>COOPERATIVES</b> Total assets (net) <sup>2</sup>			
<sup>1</sup> (ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES) Describe substantial changes in net asset values: _____ <sup>2</sup> (COOPERATIVES) Describe substantial changes in net asset values: _____			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development (R&D) expenses for raw in-shell pistachios (hulled/dried, not roasted). Provide data for your firm's three most recently completed fiscal years (equivalent to, or closest to, calendar years 2014, 2015, and 2016).

Item	Value (in \$1,000)		
	Fiscal year (equivalent to, or closest to, calendar years below)		
	2014	2015	2016
<b>ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES</b> Capital expenditures <sup>1</sup>			
<b>COOPERATIVES</b> Capital expenditures <sup>2</sup>			
<b>ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES</b> R&D expenses <sup>3</sup>			
<b>COOPERATIVES</b> R&D expenses <sup>4</sup>			
<sup>1</sup> (ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES) Please describe the nature, focus, and significance of your firm's capital expenditures on raw in-shell pistachios (hulled/dried, not roasted): _____ <sup>2</sup> (COOPERATIVES) Please describe the nature, focus, and significance of your firm's capital expenditures on raw in-shell pistachios (hulled/dried, not roasted): _____ <sup>3</sup> (ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES) Please describe the nature, focus, and significance of your firm's R&D expenses related to raw in-shell pistachios (hulled/dried, not roasted): _____ <sup>4</sup> (COOPERATIVES) Please describe the nature, focus, and significance of your firm's R&D expenses related to raw in-shell pistachios (hulled/dried, not roasted): _____			

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a or III-9b, as applicable, III-12, and III-13 are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in questions III-9a or III-9b, as applicable, should reconcile with the data reported in question II-6 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-9a or III-9b, as applicable, reconcile with data in question II-6?

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

III-15. **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.

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

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

**PRICE DATA**

IV-2. This question requests quarterly quantity and value data for your firm’s commercial shipments to unrelated U.S. customers of the following products produced by your firm.

**Product 1.-- Raw in-shell pistachios, open in-shell, grade very large (sizes 18/20 and 20/22)**

**Product 2.-- Raw in-shell pistachios, open in-shell, grade large (sizes 22/24, 24/26, and 21/25)**

**Product 3.-- Raw in-shell pistachios, open in-shell, grade medium (sizes 26/28, 28/30, and 26/30)**

**Product 4.-- Raw in-shell pistachios, open in-shell, grade small (sizes 30/32, 32/34, and other)**

**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).**

(a) During January 2014 -December 2016, 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(s) as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-3.

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

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

(Quantity in pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2014:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2015:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2016:</b>								
January-March								
April-June								
July-September								
October-December								

<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.

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

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

Product 1:

Product 2:

Product 3:

Product 4:

IV-2(c). **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.*

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IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of raw in-shell pistachios (hulled/dried, not roasted) (*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-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

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

IV-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for its U.S.-produced raw in-shell pistachios (hulled/dried, not roasted)?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of domestic raw in-shell pistachios (hulled/dried, not roasted) usually quoted (*check one*)?

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

IV-6. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced raw in-shell pistachios (hulled/dried, not roasted) 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)	
<b>Share of 2016 sales</b>	%	%	%	%	0.0 %

IV-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for U.S.-produced raw in-shell pistachios (hulled/dried, not roasted) (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"/>

IV-8. **Lead times.**--What is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced raw in-shell pistachios (hulled/dried, not roasted)?

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

IV-9. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of U.S.-produced raw in-shell pistachios (hulled/dried, not roasted) that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of raw in-shell pistachios (hulled/dried, not roasted) that are delivered the following distances from your firm's production facility.

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

IV-10. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced raw in-shell pistachios (hulled/dried, not roasted) since January 1, 2011 (check all that apply)?

Geographic area	v if applicable
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<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"/>



IV-11. **End uses.**--

- (a) List the end uses of the raw in-shell pistachios (hulled/dried, not roasted) that your firm produces. For each end-use product, what percentage of the total cost is accounted for by raw in-shell pistachios (hulled/dried, not roasted) and other inputs?

End use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Raw in-shell pistachios (hulled/dried, not roasted)	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

- (b) Have there been any changes in the end uses of raw in-shell pistachios (hulled/dried, not roasted) since January 1, 2011? Do you anticipate any future changes?

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

IV-12. **Substitutes.--**

(a) Can other products be substituted for raw in-shell pistachios (hulled/dried, not roasted)?

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"/>	

(b) Have there been any changes in the number or types of products that can be substituted for raw in-shell pistachios (hulled/dried, not roasted) 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"/>	

IV-13. **Availability of supply.**--Has the availability of raw in-shell pistachios (hulled/dried, not roasted) in the U.S. market changed since January 1, 2011? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2011:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for raw in-shell pistachios (hulled/dried, not roasted) 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.

<b>Your firm's market</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors</b>
<b>Demand since January 1, 2011</b>					
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"/>	
<b>Anticipated future demand</b>					
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"/>	

IV-15. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of raw in-shell pistachios (hulled/dried, not roasted) since January 1, 2011? Do you anticipate any future changes?

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

**IV-16. Conditions of competition.--**

(a) Is the raw in-shell pistachios (hulled/dried, not roasted) market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to pistachios?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question IV-17.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for raw in-shell pistachios (hulled/dried, not roasted) since January 1, 2011?

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

(c) Is your firm part of the Californian Pistachio Export Council authorized by the Export Trade Company Act?

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

**IV-17. Supply constraints.--**Has your firm refused, declined, or been unable to supply raw in-shell pistachios (hulled/dried, not roasted) since January 1, 2011 (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, etc.)?

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

IV-18. **Raw materials.**-- Indicate how pistachios raw material 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"/>	

IV-19. **Price comparisons.**--Please compare market prices of raw in-shell pistachios (hulled/dried, not roasted) in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-20. **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.

IV-21. **Export constraints.**--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 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.

IV-22. **Barriers to trade.**—Are your firm’s exports of raw in-shell pistachios (hulled/dried, not roasted) subject to any tariff or non-tariff barriers to trade in other countries?

<b>No</b>	<b>Yes</b>	<b>If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2011, or that are expected to occur in the future.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

IV-23. **Interchangeability.**—Are raw in-shell pistachios produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

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

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

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

<b>Country-pair</b>	Iran	Other countries
United States		
Iran	X	
For any country-pair producing raw in-shell pistachios (hulled/dried, not roasted), identify the country-pair and explain the factors that limit or preclude interchangeable use:		

IV-24. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between raw in-shell pistachios (hulled/dried, not roasted) produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

- A = such differences are *always* significant
- F = such differences are *frequently* significant
- S = such differences are *sometimes* significant
- N = such differences are *never* significant
- O = *no familiarity* with products from a specified country-pair

Country-pair	Iran	Other countries
United States		
Iran	X	
For any country-pair, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-25. **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 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-26. **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?



## 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](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](mailto: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 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 § 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.