

## U.S. IMPORTERS' 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)).

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

Address \_\_\_\_\_

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

Website \_\_\_\_\_

Has your firm imported raw in-shell pistachios (hulled/dried, not roasted, as defined on the next page) *from any country* 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 investigations 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 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).

**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.

**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](mailto: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 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please 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 involved in the importation of raw in-shell pistachios, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-3. **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-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing raw in-shell pistachios into the United States or that are engaged in exporting raw in-shell pistachios to the United States?

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Extent of ownership (percent)</b>

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of raw in-shell pistachios?

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Extent of ownership (percent)</b>

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on raw in-shell pistachios. More than one answer may be applicable.

<b>Importer of record</b>	<b>Takes title to the imported product(s)</b>	<b>Consignee of the imported products(s)</b>	<b>Customs broker or freight forwarder</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignees.**--If your firm is an importer of record of raw in-shell pistachios but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Firm name	Address	Contact person and phone number

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters raw in-shell pistachios into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports raw in-shell pistachios under the TIB (temporary importation under bond) program.

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

**“Bonded warehouse”** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

**“Temporary Importation under Bond (“TIB”) program”** is a procedure whereby, imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule (HTS).

	No	Yes
<b>Foreign trade zones</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Bonded warehouses</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Temporary importation under bond</b>	<input type="checkbox"/>	<input type="checkbox"/>

I-9 **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 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.

I-10. **Other trade actions.**--To your knowledge, has the product subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

- No       Yes--Please specify.

**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 importation of raw in-shell pistachios 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"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	



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

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

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 importation of raw in-shell pistachios in the future if the antidumping duty order on raw in-shell pistachios from Iran were to be revoked?

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

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of raw in-shell pistachios for delivery after December 31, 2016?

**“Arranged imports”** are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No                       Yes—Fill out the table below.

<b>Quantity (in pounds, processed weight basis)</b>				
<b>Period/Source</b>	<b>Jan-Mar 2017</b>	<b>Apr-May 2017</b>	<b>Jun-Aug 2017</b>	<b>Sept-Dec 2017</b>
Iran				
Other sources <sup>1</sup>				
<sup>1</sup> Identify other sources: _____.				

II-6. **Reasons for importing if also a producer.**--If your firm also produces raw in-shell pistachios in the United States, please indicate the reasons for importing this product. If your firm’s reasons differ by source, please elaborate.

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**Definitions**

**“Imports”** –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

**“Import quantities”** –Quantities reported should be net of returns.

**“Import values”** –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

**“U.S. commercial shipments”** – Shipments made within the United States as a result of an arm’s length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**“Internal consumption”** –Product consumed internally by your firm. Such transactions are valued at fair market value.

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

**“Related firm”** –A firm that your firm solely or jointly owns, manages, or otherwise controls.

**“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-7. **Imports from Iran.**-- Report your firm's imports and your firm's shipments and inventories of raw in-shell pistachios imported from Iran during the specified periods.

## IRAN

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

Quantity (in pounds, processed weight basis), value (in \$1,000)			
Item	Calendar year		
	2014	2015	2016
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b>			
Quantity (B)			
Value (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity (D)			
Value (E)			
<b>Internal consumption/company transfers:</b>			
Quantity (F)			
Value <sup>1</sup> (G)			
<b>Export shipments:<sup>2</sup></b>			
Quantity (H)			
Value (I)			
<b>End-of-period inventories</b> (quantity) (J)			
<b>Channels of distribution:</b>			
U.S. commercial shipments.-- to roasters/rebaggers (quantity) (K)			
to distributor/wholesaler (quantity) (L)			
to retailer (quantity) (M)			
to other (quantity) (N)			
<sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: _____. <sup>2</sup> Identify your firm's principal export markets: _____.			

**II-7. Imports from Iran.–Continued**

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

Reconciliation	Calendar year		
	2014	2015	2016
A + B – D – F – H – J = should equal zero ("0") or 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: _____.			

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial 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	Calendar year		
	2014	2015	2016
K + L+M+N – D = zero ("0"), if not revise.	0	0	0

II-8. **Imports from all other sources.**-- Report your firm's imports and your firm's shipments and inventories of raw in-shell pistachios imported from **all other sources combined** during the specified periods.

## ALL OTHER SOURCES COMBINED

(list sources: \_\_\_\_\_)

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

Quantity (in pounds, processed weight basis), value (in \$1,000)			
Item	Calendar year		
	2014	2015	2016
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b>			
Quantity (B)			
Value (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity (D)			
Value (E)			
<b>Internal consumption/company transfers:</b>			
Quantity (F)			
Value <sup>1</sup> (G)			
<b>Export shipments:<sup>2</sup></b>			
Quantity (H)			
Value (I)			
<b>End-of-period inventories</b> (quantity) (J)			
<b>Channels of distribution:</b>			
U.S. commercial shipments.--			
to roasters/rebaggers (quantity) (K)			
to distributor/wholesaler (quantity) (L)			
to retailer (quantity) (M)			
to other (quantity) (N)			

<sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: \_\_\_\_\_.

<sup>2</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-8. Imports from all other sources.–Continued**

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

Reconciliation	Calendar year		
	2014	2015	2016
A + B – D – F – H – J = should equal zero ("0") or 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: _____.			

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial 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	Calendar year		
	2014	2015	2016
K + L+M+N– D = zero ("0"), if not revise.	0	0	0

II-9. **Effect of 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 imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-10. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories 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	If 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 your firm may provide.
<input type="checkbox"/>	<input type="checkbox"/>	

II-11. **Other explanations.**--If your firm would like to further explain a response to a question in Part II 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.

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**PART III.--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).

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	

**PRICE DATA**

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers of the following products your firm imported from Iran:

***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 import from Iran and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.



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

## Iran

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

<i>(Quantity in pounds, value in dollars)</i>								
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 III.

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

Product 1:  
 Product 2:  
 Product 3:  
 Product 4:

III-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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III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of raw in-shell pistachios (*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"/>	

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

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

III-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for raw in-shell pistachios imported from Iran?

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 imported raw in-shell pistachios from Iran usually quoted? (*check one*)

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

III-6. **Contract versus spot.**-- Approximately what share of your firm's sales of raw in-shell pistachios imported from Iran 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 your 2016 sales</b>	%	%	%	%	0.0 %

III-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for raw in-shell pistachios from Iran (or check "not applicable" if your firm does not sell on a long-term, short-term, and/or 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-8. **Lead times.**-- What share of your firm's sales of raw in-shell pistachios imported from Iran were made 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	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-9. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of raw in-shell pistachios imported from Iran 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) When your firm sells raw in-shell pistachios imported from Iran, from where is it shipped?  
 Point of importation     Storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of raw in-shell pistachios imported from Iran that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-10. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold raw in-shell pistachios imported from subject countries since January 1, 2011 (check all that apply)?

Geographic area	Iran
<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"/>

III-11. **End uses.**--

- (a) List the end uses of the raw in-shell pistachios that your firm imports from Iran. For each end-use product, what percentage of the total cost is accounted for by raw in-shell pistachios 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	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

- (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-12. **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"/>	

(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-13. **Availability of supply.**--Has the availability of raw in-shell pistachios 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"/>	

III-14. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) 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
<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"/>	

III-15. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of raw in-shell pistachios since January 1, 2011? Do you anticipate any future changes?

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

III-16. **Conditions of competition.**--

(a) Is the raw in-shell pistachios market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to raw in-shell pistachios?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question III-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 since January 1, 2011?

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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply raw in-shell pistachios 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"/>	



III-18. **Raw materials.**-- Indicate how raw in-shell 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"/>	

III-19. **Price comparisons.**--Please compare market prices of raw in-shell pistachios in U.S. and non-U.S. markets if known. Provide information as to time periods and regions for any price comparisons.

III-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.

III-21. **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

Country-pair	Iran	Other countries
United States		
Iran		
For any country-pair producing raw in-shell pistachios, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

III-22. **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 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:		

III-23. **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-24. **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?

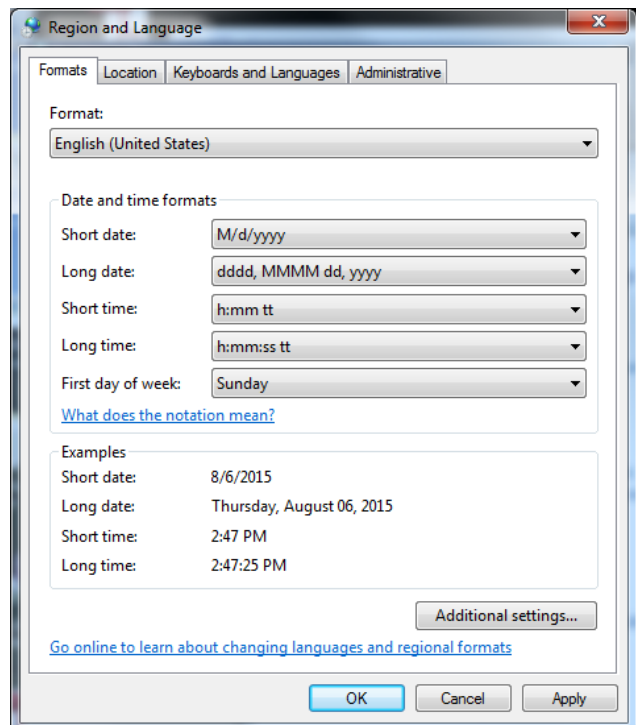
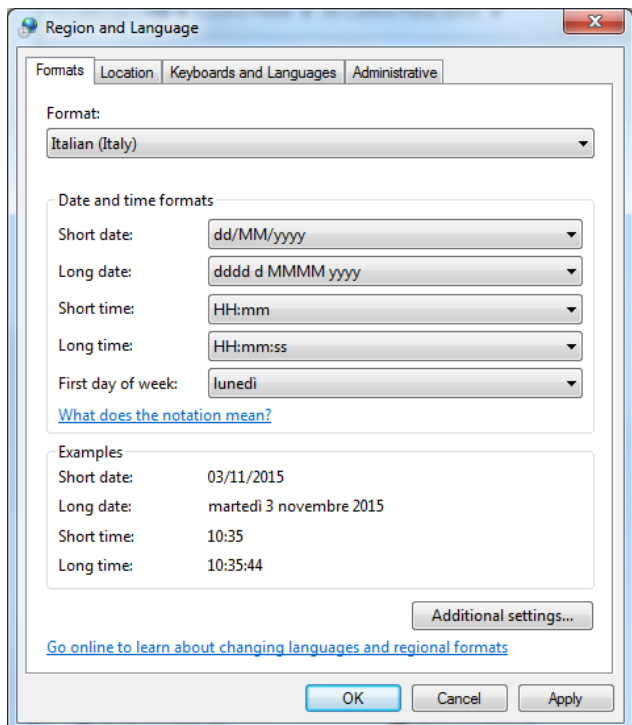
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric 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.



## 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 import 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.