

U.S. PROCESSORS' QUESTIONNAIRE

RIPE OLIVES FROM SPAIN

This questionnaire must be received by the Commission by **March 15, 2018**

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 countervailing duty and antidumping investigations concerning ripe olives from Spain (Inv. Nos. 701-TA-582 and 731-TA-1377 (Final)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm produced ripe olives (as defined on next page) at any time since January 1, 2015?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: RIPE)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Email address

PART I.—GENERAL INFORMATION

Background.-- This proceeding was instituted in response to a petition instituted on June 22, 2017, by the Coalition for Fair Trade in Ripe Olives, consisting of Bell-Carter Foods, Walnut Creek, CA, and Musco Family Olive Company, Tracy, CA. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce (“Commerce”) makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at https://usitc.gov/investigations/701731/2017/ripe_olives_spain/final.htm.

Ripe olives covered by these investigations are certain processed olives, usually referred to as “ripe olives.” The subject merchandise includes all colors of olives; all shapes and sizes of olives, whether pitted or not pitted, and whether whole, sliced, chopped, minced, wedged, broken, or otherwise reduced in size; all types of packaging, whether for consumer (retail) or institutional (food service) sale, and whether canned or packaged in glass, metal, plastic, multi-layered airtight containers (including pouches), or otherwise; and all manners of preparation and preservation, whether low acid or acidified, stuffed or not stuffed, with or without flavoring and/or saline solution, and including in ambient, refrigerated, or frozen conditions.

Included are all ripe olives grown, processed in whole or in part, or packaged in Spain. Subject merchandise includes ripe olives that have been further processed in Spain or a third country, including but not limited to curing, fermenting, rinsing, oxidizing, pitting, slicing, chopping, segmenting, wedging, stuffing, packaging, or heat treating, or any other processing that would not otherwise remove the merchandise from the scope of the investigations if performed in Spain.

Excluded from the scope are: (1) Specialty olives¹ (including “Spanish-style,” “Sicilian-Style,” and other similar olives) that have been processed by fermentation only, or by being cured in an alkaline solution for not longer than 12 hours and subsequently fermented; and (2) provisionally prepared olives unsuitable for immediate consumption (currently classifiable in subheading 0711.20 of the Harmonized Tariff Schedule of the United States (HTSUS)).

¹ Some of the major types of specialty olives and their curing methods are:

“Spanish-style” green olives. Spanish-style green olives have a mildly salty, slightly bitter taste, and are usually pitted and stuffed. This style of olive is primarily produced in Spain and can be made from various olive varieties. Most are stuffed with pimento; other popular stuffings are jalapeno, garlic, and cheese. The raw olives that are used to produce Spanish-style green olives are picked while they are unripe, after which they are submerged in an alkaline solution for typically less than a day to partially remove their bitterness, rinsed, and fermented in a strong salt brine, giving them their characteristic flavor.

“Sicilian-style” green olives. Sicilian-style olives are large, firm green olives with a natural bitter and savory flavor. This style of olive is produced in small quantities in the United States using a Sevillano variety of olive and harvested green with a firm texture. Sicilian-style olives are processed using a brine-cured method, and undergo a full fermentation in a salt and lactic acid brine for 4 to 9 months. These olives may be sold whole unpitted, pitted, or stuffed.

“Kalamata” olives: Kalamata olives are slightly curved in shape, tender in texture, and purple in color, and have a rich natural tangy and savory flavor. This style of olive is produced in Greece using a Kalamata variety olive. The olives are harvested after they are fully ripened on the tree, and typically use a brine-cured fermentation method over 4 to 9 months in a salt brine.

Other specialty olives in a full range of colors, sizes, and origins, typically fermented in a salt brine for 3 months or more.

The merchandise subject to these investigations is currently classifiable under subheadings 2005.70.0230, 2005.70.0260, 2005.70.0430, 2005.70.0460, 2005.70.5030, 2005.70.5060, 2005.70.6020, 2005.70.6030, 2005.70.6050, 2005.70.6060, 2005.70.6070, 2005.70.7000, 2005.70.7510, 2005.70.7515, 2005.70.7520, and 2005.70.7525 HTSUS.

Subject merchandise may also be imported under subheadings 2005.70.0600, 2005.70.0800, 2005.70.1200, 2005.70.1600, 2005.70.1800, 2005.70.2300, 2005.70.2510, 2005.70.2520, 2005.70.2530, 2005.70.2540, 2005.70.2550, 2005.70.2560, 2005.70.9100, 2005.70.9300, and 2005.70.9700. Although HTSUS subheadings are provided for convenience and US Customs purposes, they do not define the scope of the investigations; rather, the written description of the subject merchandise is dispositive.

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, and/or purchaser 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.

I-1a. **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-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes No

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 ripe olives, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			

¹ Additional discussion on establishments consolidated in this questionnaire: _____.

I-3. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
Spain - AD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Spain - CVD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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 ripe olives from Spain into the United States or that are engaged in exporting ripe olives from Spain to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Jordan Harriman** (202-205-2610, Jordan.Harriman@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	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of ripe olives since January 1, 2015.

<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"/>	changes due to weather conditions (e.g., drought)	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	other (e.g., technology)	

II-3a. **Production using same machinery.**--Please report your firm's production of products made on the same equipment and machinery used to produce ripe olives, and the combined production capacity on this shared equipment and machinery in the periods indicated.

“Overall production capacity” or “capacity” – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

Note.--If your firm does not produce any out-of-scope merchandise on the same machinery and equipment as scope merchandise (i.e., you have reported no data for "out-of-scope merchandise" in this question) then the "overall production capacity" numbers reported in this question should be exactly equal to the "average production capacity" numbers reported in question II-7. If, however, your firm does produce out-of-scope merchandise using the same machinery and equipment as scope merchandise (i.e., you have reported data for "out-of-scope merchandise" in this question), then the "average production capacity" reported in question II-7 should exclude the portion of "overall production capacity" that was used to produce this out-of-scope merchandise (i.e., "average production capacity" in question II-7 should be smaller than "overall production capacity" in this question).

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

Quantity (in short tons, drained weight)			
Item	Calendar years		
	2015	2016	2017
Overall production capacity			
Production of:			
Ripe olives ¹	0	0	0
Out-of-scope merchandise: Sicilian-style, Spanish-style, or other similar olives that have been processed by being both fermented and briefly cured in an alkaline solution			
Other products ²			
Subtotal, out-of-scope merchandise	0	0	0
Total	0	0	0
¹ Data entered for production of ripe olives will populate here once reported in question II-7. ² Please identify these other products: _____.			

II-3b. **Operating parameters.**--The production capacity reported in II-3a is based on operating _____ hours per week, _____ weeks per year.

II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.

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II-3d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

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II-3e. **Raw olive availability.**--Do constraints in the availability of domestic raw olives set limits on your firm's production capacity?

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

II-3f. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between ripe olives and other products using the same equipment and/or labor?

No	Yes	If yes—(i.e., have produced other products or are able to produce other products) Please identify other actual or potential products:
<input type="checkbox"/>	<input type="checkbox"/>	

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

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II-4. **Tolling**--Since January 1, 2015, has your firm been involved in a toll agreement regarding the production of ripe olives?

“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	If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Foreign trade zones**--

(a) **Firm's FTZ operations**--Does your firm produce ripe olives in and/or admit ripe olives 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	If yes-- Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Other firms' FTZ operations**--To your knowledge, do any firms in the United States import ripe olives into a foreign trade zone (FTZ) for use in distribution of ripe olives and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

II-6. **Importer**--Since January 1, 2015, has your firm imported ripe olives?

“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	
<input type="checkbox"/>	<input type="checkbox"/>	
		If yes-- <i>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</i>

- II-7. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of ripe olives 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; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

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

"Commercial U.S. 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 (i.e. packaged or bulk product ready for sale to customers), 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. **Production, shipment, and inventory data.--Continued**

Quantity (in short tons, drained weight) and value (in \$1,000)			
Item	Calendar years		
	2015	2016	2017
Average production capacity ¹ (quantity) (A)			
Beginning-of-period inventories (quantity) (B)			
Production (quantity) (C)			
U.S. shipments:			
Commercial shipments:			
Quantity (D)			
Value (E)			
Internal consumption: ²			
Quantity (F)			
Value ² (G)			
Transfers to related firms: ²			
Quantity (H)			
Value ² (I)			
Export shipments: ³			
Quantity (J)			
Value (K)			
End-of-period inventories ⁴ (quantity) (L)			
<p>¹ The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity ____.</p> <p>² Internal consumption and transfers to related firms must 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>³ Identify your firm's principal export markets: ____.</p> <p>⁴ Inventories reported in this row should be only finished goods inventory, not raw materials or work-in-progress.</p>			

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.

Reconciliation	Calendar years		
	2015	2016	2017
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. ¹	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: ____.			

II-8. **Channels of distribution.**--Report your firm's commercial U.S. shipments by channel of distribution during the specified periods.

Quantity (in short tons, drained weight)			
Item	Calendar years		
	2015	2016	2017
Commercial U.S. shipments:			
To distributors: branded product (M)			
To distributors: private label product (N)			
To distributors: institutional product (O)			
To retailers: branded (P)			
To retailers: private label (Q)			
To institutional / food processors (R)			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M through R) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period in question II-7. 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 years		
	2015	2016	2017
M + N + O + P + Q + R – D = zero ("0"), if not revise.	0	0	0

II-9. **Commercial U.S. shipments by olive variety and type of processing.**--Report your firm's commercial U.S. shipments by olive variety and type of processing in calendar year 2017.

Quantity (in short tons, drained weight)				
Item	Olive variety			
	Manzanilla	Sevillano	Hojiblanca	Other¹
2017: Commercial U.S. shipments:				
Whole with pit (S)				
Whole pitted (T)				
Segmented (U)				
Sliced (V)				
Chopped (W)				
Other ² (X)				
¹ Please identify these other varieties: _____. ² Please identify these other processing styles: _____.				

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities reported for olive variety and type of processing (i.e., lines S through X) for 2017 (all rows and columns in this question) equal the quantity reported for commercial U.S. shipments (i.e., line D) in 2017 in question II-7. 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 2017
S + T +U +V + W + X (for all varieties/ columns) – D = zero ("0"), if not revise.	0

Describe any issues and/or assumptions in how your firm classified its 2017 commercial U.S. shipments above.

II-10. **U.S. production by source of raw olives.**--Report your firm's production by source of raw olives during the specified periods.

"Raw olives"--Olives that are used in the production of ripe olives, including both provisionally prepared and/or fresh raw olives.

Quantity (in short tons, drained weight)			
Item	Calendar years		
	2015	2016	2017
Production of ripe olives:			
Using domestic raw olives (Y)			
Using imports of raw olives from Spain (Z)			
Using imports of raw olives from all other countries (AA)			

RECONCILIATION OF SOURCES.-- Please ensure that the quantities reported for production by source (i.e., lines Y through AA) in each time period equal the quantity reported for production (i.e., line C) in each time period in question II-7. 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 years		
	2015	2016	2017
Y + Z + AA – C = zero ("0"), if not revise.	0	0	0

II-11a. **Ripe olive production by olive size.**--Please report your firm's shares of ripe olives production by olive size in 2017.

Olive size	Share of 2017 production
Small	%
Medium	%
Large	%
Extra Large	%
Jumbo	%
Colossal	%
Super Colossal	%
Total (should sum to 100.0%)	0.0 %

II-11b. **Olive size procurement issues.**--Has your firm experienced any difficulties in sourcing olives of a specific size for use in ripe olive production?

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

II-12. **Historical ripe olives shipment data (2013-14)**--Report the quantity and value of your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of ripe olives produced in your U.S. establishment(s).

Quantity (in short tons, drained weight) and value (in \$1,000)		
Item	Calendar years	
	2013	2014
U.S. shipments:		
<i>Quantity</i>		
<i>Value</i>		

II-13a. **Growth cycle**--Since January 1, 2015 has the availability of domestically grown raw olives for use in processing by your firm been cyclical due to the two-year growth cycle of olive trees?

No	Yes	If yes—In aggregate what have been years of peak production / what have been the years of low production years since January 1, 2015
<input type="checkbox"/>	<input type="checkbox"/>	

II-13b. **Efforts by firm to manage cyclical**--Given the cyclical nature of olive production, what steps has your firm taken to manage this cyclical nature (e.g., alternative sources of supply / storage of inventories of processed olives in peak year for sales in non-peak years / et cetera)?

II-14. **Factors affecting your firm's ripe olives operations**--Please identify and rank the significance of any factors that affect the operation of your firm, and describe the role played by each identified factor. (Do not rank any factors that are not applicable.)

Significance of factor (1 is most significant, 6 is least significant)	Factor	If ranked, please describe; leave blank if not applicable
	Raw table olive crop yields	
	Weather-related factors (e.g. droughts)	
	Available table olive acreage	
	Labor issues (whether internal or supplier related)	
	Environmental regulation (e.g. compliance costs, fines)	
	Other (please specify)	

II-15a. **Inventories by month.**--Please report your end of period (i.e., on the last business day of the listed month) inventories by over the period.

“Inventories”— Finished goods inventory (i.e. packaged or bulk product ready for sale to customers), not raw materials or work-in-progress.

Quantity (in short tons, drained weight)			
Month	Calendar years		
	2015	2016	2017
January			
February			
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			

II-15b. **Inventory trends.**--Please describe any trends in reported inventory levels and indicate how your firm’s shipments from inventories were affected throughout the calendar years.

II-16. **Employment data.**--Report your firm's employment-related data related to the production of ripe olives 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 years		
	2015	2016	2017
Average number of PRWs (<i>number</i>)			
Hours worked by PRWs (<i>1,000 hours</i>)			
Wages paid to PRWs (<i>\$1,000</i>)			

Explanation of trends:

II-17. **Purchases of in-scope ripe olives.**--Other than direct imports, has your firm otherwise purchased in-scope ripe olives since January 1, 2015? **Any direct imports of ripe olives should be reported in the U.S. Importer's Questionnaire for these investigations.**

"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.

No Yes--Report such purchases below and explain the reasons for your firms' purchases:

Quantity (in short tons, drained weight) and value (in \$1,000)			
Item	Calendar years		
	2015	2016	2017
Purchases from U.S. importers¹ of ripe olives from:			
Spain:			
Quantity			
Value			
Morocco:			
Quantity			
Value			
All other sources:			
Quantity			
Value			
Purchases from domestic producers²:			
Quantity			
Value			
Purchases from other sources²:			
Quantity			
Value			
¹ 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: _____.			
² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.			

II-18. **Imports and purchases of upstream out-of-scope raw olives.**--Has your firm directly imported or purchased raw olives since January 1, 2015?

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

“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.

No Yes

Report your **imports and/or purchases** of raw olives in the table below.

Quantity (in short tons, drained weight) and value (in \$1,000)			
Item	Calendar years		
	2015	2016	2017
Direct imports of raw olives from:			
Spain:			
<i>Quantity</i>			
<i>Value</i>			
All other sources¹:			
<i>Quantity</i>			
<i>Value</i>			
Purchases from U.S. importers of raw olives from:			
Spain:			
<i>Quantity</i>			
<i>Value</i>			
All other sources²:			
<i>Quantity</i>			
<i>Value</i>			
Purchases from domestic growers:			
<i>Quantity</i>			
<i>Value</i>			
¹ Please identify the sources (i.e. countries) of your directly imported raw olives: _____. ² Please identify the sources (i.e. countries) of your raw olives purchased from U.S. importers: _____.			

Explanation of trends, including discussion of any changes over time:

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

--

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Joanna Lo (202-205-1888, Joanna.Lo@usitc.gov)**.

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

Name	
Title	
Email	
Telephone	

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

- A. 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:

Note.--Please note that we are requesting that processors report their financial data on a calendar year basis.

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

2. Does your firm prepare profit/loss statements for ripe olives:
 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 ripe olives, 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.

--

III-5. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced ripe olives, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
Ripe olives	%
	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of ripe olives from any related suppliers? Please refer to your list of related firms in question I-5.

“Related suppliers”--Transactions between firms who share the same parent entity, within different divisions of the same company, and/or between the subsidiary and the parent entity.

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 production of ripe olives that your firm purchases from related suppliers and that are reflected in question III-9a. 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 your 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.

“Raw olives”--Olives that are used in the production of ripe olives, including both provisionally prepared and/or fresh raw olives.

Input	Related supplier and location	Share of total COGS
Raw olives		
Input valuation as recorded in the firm’s accounting books and records		

III-8. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9a (financial results on ripe olives) in a manner consistent with your 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. **Operations on ripe olives.**--Report the revenue and related cost information requested below on the ripe olives operations of your firm's U.S. establishment(s).¹ **Do not report resales of ripe olives that you purchased and then sold in the same condition.** Report data only as it relates to your firm's processing operations on ripe olives, including curing and packaging operations. 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 four most recently completed calendar years. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact **Joanna Lo** at joanna.lo@usitc.gov or **(202) 205-1888** before completing this section of the questionnaire.

Quantity (in short tons, drained weight) and value (in \$1,000)			
Item	Calendar years		
	2015	2016	2017
Net sales quantities: ²			
Commercial sales ("CS") (A)			
Internal consumption ("IC") (B)			
Transfers to related firms ("Transfers") (C)			
Total net sales quantities (D)	0	0	0
Net sales values: ²			
Commercial sales (E)			
Internal consumption (F)			
Transfers to related firms (G)			
Total net sales values (H)	0	0	0
Cost of goods sold (COGS): ³			
Raw olives from domestic growers (I)			
Raw olives from imported sources (J)			
Other raw materials ⁴ (K)			
Raw materials (L)	0	0	0
Direct labor (M)			
Other factory costs (N)			
Total COGS (O)	0	0	0
Gross profit or (loss) (P)	0	0	0
Selling, general, and administrative (SG&A) expenses:			
Selling expenses (Q)			
General and administrative expenses (R)			
Total SG&A expenses (S)	0	0	0
Operating income (loss) (T)	0	0	0
Other expenses and income:			
Interest expense (U)			
All other expense items (V)			
All other income items (W)			
Net income or (loss) before income taxes (X)	0	0	0
Depreciation/amortization included above (Y)			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.
⁴ These "other raw material" costs may include curing agents, packaging costs for preservation, and packaging costs for shipping.

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

III-9b. **Quantification and classification of certain costs.**--Please indicate the dollar value (in 1,000s of dollars) of the following select costs in 2017 and indicate where in the income statement in question III-9a these costs are classified.

Cost	Classified in	Value (1,000 dollars)
Curing agents		
Packaging costs for preservation (e.g. cans, glass, metal, plastic, and multi-layered airtight containers)		
Packaging costs for shipping (e.g. cardboard, filler, strapping)		

III-9c. **Explanation of "other factory costs" (row N)**--Please identify the amounts paid for water; paid in fines and other charges for violations of California state or local environmental requirements; and other top other factory costs reported in in question III-9a in 2017. If your top other factory costs included different items in 2015 and/or 2016, please provide an explanation below.

List of other factory costs (row N)	Share of costs
Amounts paid for water (including any state fees, supplier surcharges or other extra costs)	%
Amounts paid in fines and other charges for violations of California state or local environmental requirements	%
	%
	%
	%
	%
	%
Addiitonal explanation: _____	

III-9d. **Explanation of selling expenses (row Q).**--Please identify the top five selling expenses reported in in question III-9a in 2017. If your top selling expenses included different items in 2015 and/or 2016, please provide an explanation below.

List of selling expenses (row Q)	Share of costs
	%
	%
	%
	%
	%
Addiitonal explanation: _____	

III-9e. **Explanation of general & administrative expenses (row R).**--Please identify the top five general & administrative expenses reported in in question III-9a in 2017. If your top general & administrative expenses included different items in 2015 and/or 2016, please provide an explanation below.

List of general & administrative expenses (row R)	Share of costs
	%
	%
	%
	%
	%
Addiitonal explanation: _____	

III-9f. **Certain costs & financial performance trends.**--Indicate how your firm's profit and loss were affected by certain cost drivers reported in question III-9a since January 1, 2015. Explain and describe the principal factors that these costs have on your firm's profitability.

Cost driver	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Other factory costs (row N)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Selling expenses (row Q)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
General & administrative expenses (row R)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-9g. **Historical ripe olives performance data (2013-14)**--Report the quantity and value of your firm's net sales (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms, and exports) and operating income or (loss) of ripe olives produced in your U.S. establishment(s).

Quantity (in short tons, drained weight) and value (in \$1,000)		
Item	Calendar years	
	2013	2014
Net sales:		
<i>Quantity</i>		
<i>Value</i>		
Operating income (or loss)		

III-9h. **Financial data reconciliation.**--The calculable line items from question III-9a (i.e., total net sales quantities (row D) and values (row H), total COGS (row O), gross profit (or loss) (row P), total SG&A (row S), and net income (or loss) (row X)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

III-10. **Nonrecurring items (charges and gains) included in the processing of ripe olives.**--For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question 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 question III-9a; i.e., if an aggregate nonrecurring item has been allocated to question III-9a, only the allocated value amount included in question 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 of the subject product in question III-9a. If appropriate, include amounts paid for water (including any state fees, supplier surcharges or other extra costs) and amounts paid in fines and other charges for violations of California state or local environmental requirements.

	Calendar years		
	2015	2016	2017
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific line item and row in table III-9a where the nonrecurring item is classified.	Nonrecurring item: In these columns please report the amount of the relevant nonrecurring item reported in question III-9a. Value (\$1,000)		
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 question III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10 identify where these items are reported in question III-9a.

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of ripe olives. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for ripe olives in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a. Provide data as of the end of your firm's three most recently completed fiscal years.

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. 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.

Value (in \$1,000)			
Item	Calendar years		
	2015	2016	2017
Total assets (net) ¹			
¹ Describe _____			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for ripe olives. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)			
Item	Calendar years		
	2015	2016	2017
Capital expenditures ¹			
Research and development expenses ²			
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product.			
² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product.			

III-14. **Data consistency and reconciliation.**--Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**-- Please ensure that the quantities and values reported for total shipments in part II equal the quantities and values reported for total net sales in part III of this questionnaire in each time period. If the calculated fields below return values other than zero (i.e., "0"), please explain the discrepancy below.*

Reconciliation	Full year data		
	2015	2016	2017
Quantity: Trade data from question II-7 (rows D, F, H, and J) less financial total net sales quantity (row D) data from question III-9a, = zero ("0").	0	0	0
Value: Trade data from question II-7 (rows E, G, I, and K) less financial total net sales value (row H) data from question III-9a, = zero ("0").	0	0	0

Do these data in question III-9a reconcile with data in question II-7?

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

III-15. **Effects of imports on investment.**--Since January 1, 2015, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of ripe olives from Spain?

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

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-16. **Effects of imports on growth and development.**--Since January 1, 2015, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of ripe olives from Spain?

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

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

III-17. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of ripe olives from Spain?

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

III-18. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

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

Name	
Title	
Email	
Telephone	

PRICE DATA

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

Product 1.--(Retail Branded).--Medium pitted black ripe olives in 300 cans, 24 cans per case. Report BRANDED sales only. Can size is 300 x 407. Drain weight is 6 oz. per can, 144 oz. (4.08 kg) per case.

Product 2.--(Retail Private Label).--Sliced black ripe olives in 211 cans, 24 cans per case. Report PRIVATE LABEL sales only. Can size is 211 x 200. Drain weight is 2.25 oz. per can, 54 oz. (1.53 kg) per case.

Product 3.--(Institutional).--Sliced black ripe olives in #10 cans, 6 cans per case. Can size is 603 x 700. Drain weight is 55 oz. per can, 330 oz. (9.36 kg) per case.

Product 4.--(Institutional).--sliced black ripe olives in retortable pouches, 10 pouches per case. Drained weight is 33 oz. per pouch, 330 oz. (9.36 kg) per case

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).

Slotting fees, advertising fees, and promotional fees should be included in the value of the pricing product(s) for which they are paid in the quarter(s) in which these payments are made.

IV-2 (a). During January 2015-December 2017, 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"/>	Yes. --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	No. --Skip to question IV-3.

IV-2(b). **Price data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Report data in **cases** (not short tons) and **actual dollars** (not 1,000s).

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

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² 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 your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

IV-2 (c). **Price data checklist.**--Please check that the pricing data in questions IV-2(b) has been correctly reported.

Is the price data reported above:	√ if Yes
In actual dollars (not \$1,000)?	<input type="checkbox"/>
In cases (not short tons)?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Slotting, advertising and or promotional fees, where these included in the value of the product(s) covered by these fees in the quarters in which the fees were paid?	<input type="checkbox"/>
Did not pay any slotting, advertising, and or promotional fees	<input type="checkbox"/>
Less than reported commercial shipments in question II-7 in each year?	<input type="checkbox"/>

IV-2 (d). **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.

IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of ripe olives to retailers and institutional purchasers (*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
Retailers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Institutional purchasers	<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 or total volume discounts	No discounts	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Slotting Fees.**—

(a) Does your firm pay slotting fees?

No Yes--Please fill out the table.

Value (in \$1,000)			
Item	Calendar years		
	2015	2016	2017
Total amount of slotting fees paid			

(b) To which categories of customers does your firm pay slotting fees?

Customer	Check if yes (check all that apply)
Commercial U.S. shipments:	<input type="checkbox"/>
To distributors: branded product	<input type="checkbox"/>
To distributors: private label product	<input type="checkbox"/>
To distributors: institutional product	<input type="checkbox"/>
To retailers: branded	<input type="checkbox"/>
To retailers: private label	<input type="checkbox"/>
To institutional / food processors	<input type="checkbox"/>

(c) What types of product does your firm pay for slotting fees?

--

(d) Are slotting fees a one-time payment?

Yes	No	If no slotting fees are NOT a one-time payment, how often are slotting fees renewed?
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Advertising and/or promotional fees.**—

(a) Does your firm pay advertising and/or promotional fees?

No Yes--Please fill out the table.

Value (in \$1,000)			
Item	Calendar years		
	2015	2016	2017
Total amount of advertising and/or promotional fees paid			

(b) To which categories of customers does your firm pay advertising and/or promotional fees?

Customer	Check if yes (check all that apply)
Commercial U.S. shipments:	<input type="checkbox"/>
To distributors: branded product	<input type="checkbox"/>
To distributors: private label product	<input type="checkbox"/>
To distributors: institutional product	<input type="checkbox"/>
To retailers: branded	<input type="checkbox"/>
To retailers: private label	<input type="checkbox"/>
To institutional / food processors	<input type="checkbox"/>

(c) What types of product does your firm pay for advertising and/or promotional fees?

--

(d) Are advertising and/or promotional fees a one-time payment?

Yes	No	If no advertising and/or promotional fees are NOT a one-time payment, how often are advertising and/or promotional fees renewed?
<input type="checkbox"/>	<input type="checkbox"/>	

IV-7. **Pricing terms.**--

(a) What are your firm's typical sales terms for its U.S.-produced ripe olives?

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 ripe olives usually quoted (*check one*)?

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

IV-8. **Bundling sales.**--Does your firm bundle sales of ripe olives with other products?

No	Yes	Estimate share of your ripe olive sales in 2017 that were sold in a bundle	Describe other product that are typically in bundled sales
<input type="checkbox"/>	<input type="checkbox"/>		

IV-9. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced ripe olives in 2017 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of 2017 sales	%	%	%	%	0.0 %

IV-10. **Contracts.**—Please fill out the table regarding your firm’s typical sales contracts for U.S.-produced ripe olives (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 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-11. **Lead times.**--What is your firm’s share of sales from inventory and produced to order and what is the typical lead time between a customer’s order and the date of delivery for your firm’s sales of its U.S.-produced ripe olives?

Source	Share of 2017 sales	Lead time (average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

IV-12. Shipping information.--

- (a) What is the approximate percentage of the cost of U.S.-produced ripe olives that is accounted for by U.S. inland transportation costs? _____ percent
- (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 ripe olives that are delivered the following distances from its production facility.

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

IV-13. Geographical shipments.-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced ripe olives since January 1, 2015 (check all that apply)?

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

IV-14. End uses.--List the end uses of the ripe olives that your firm manufactures.

End use product

IV-15. **Substitutes.**--Can other products be substituted for ripe olives?

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

IV-16. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for ripe olives has changed since January 1, 2017. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-17. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of ripe olives since January 1, 2015?

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

IV-18. Conditions of competition.--

(a) Is the ripe olives market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to ripe olives? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-19.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

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

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

IV-19. Supply constraints.--Has your firm refused, declined, or been unable to supply ripe olives to retail or institutional customers since January 1, 2015 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to providing the sizes of the olives requested, being unable to meet timely shipment commitments, etc.)?

Type of sales	No	Yes	If yes, please describe.
Retail	<input type="checkbox"/>	<input type="checkbox"/>	
Institutional	<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **Private label limits.**--Have you ever refused or declined to sell private label olives?

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

IV-21. **Raw materials.**--How have ripe olives raw material prices changed since January 1, 2017?

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 ripe olives.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-22. **Interchangeability.**--Is ripe olives 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	Spain	Morocco	Other countries
United States			
Spain			
Morocco			
For any country-pair producing ripe olives that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:			

IV-23. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between ripe olives 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	Spain	Morocco	Other countries
United States			
Spain			
Morocco			
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of ripe olives, identify the country-pair and report the advantages or disadvantages imparted by such factors:			

IV-24. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for ripe olives since January 1, 2015. Indicate the share of the quantity of your firm's total shipments of ripe olives that each of these customers accounted for in 2017.

	Customer's name	City	State	Share of 2017 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

IV-25. **Competition from imports**

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

Item	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

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

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

IV-26. **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.

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/701731/2017/ripe_olives_spain/final.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:** **RIPE**

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

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

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 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.