

**PROCESSORS'/DRYERS' QUESTIONNAIRE  
RAW IN-SHELL PISTACHIOS FROM IRAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than August 12, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning raw in-shell pistachios from Iran (inv. No. 731-TA-287 (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 possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

**HAS YOUR FIRM PROCESSED/DRIED RAW IN-SHELL PISTACHIOS (AS DEFINED IN THE INSTRUCTION BOOKLET) SINCE SEPTEMBER 1, 1999?**

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 signing 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 review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

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

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_ ( ) \_\_\_\_\_  
*Phone Fax*

**PART I.--GENERAL QUESTIONS**

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, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I-3. Do you support or oppose continuation of the antidumping duty order currently in place for raw in-shell pistachios from Iran? Please explain.

Support     Oppose     Take no position

\_\_\_\_\_  
\_\_\_\_\_

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

No     Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing raw in-shell pistachios from Iran into the United States or which are engaged in exporting raw in-shell pistachios from Iran to the United States?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the growing of raw in-shell pistachios?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for raw in-shell pistachios?

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

\_\_\_\_\_  
\_\_\_\_\_

I-9. If your firm is also engaged in purchasing additional raw, in-shell pistachios (other than those your firm processes/dries), please complete the enclosed **PURCHASERS' QUESTIONNAIRE**. If a purchasers' questionnaire is not enclosed, please contact Craig Thomsen (202-205-3226 or craig.thomsen@usitc.gov) to obtain a copy.

\_\_\_\_\_  
\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Fred Fischer (202-205-3179 or fred.fischer@usitc.gov). **Supply all data requested on a crop-year basis (September 1-August 31).**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
 Name and title

\_\_\_\_\_

Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

II-2. Is your firm a member of the California Pistachio Commission (CPC)?

No       Yes--Indicate the year your firm became a member of this organization.

\_\_\_\_\_

II-3. Is your firm a member of the Western Pistachio Association (WPA)?

No       Yes--Indicate the year your firm became a member of this organization.

\_\_\_\_\_

II-4. Has your firm been a member of a pistachio cooperative at any time since 1986?

No       Yes--Indicate the name of the cooperative, the year your firm joined such a cooperative, and briefly describe the business relationship between your firm and the cooperative. Also indicate the share of your firm's purchases and/or sales to the cooperative. If your firm is no longer a cooperative member, please describe the reasons for rescinding membership.

\_\_\_\_\_

\_\_\_\_\_

II-5. a. In addition to processing/drying operations, please indicate the pistachio-related activities in which your firm has engaged at any time since September 1, 1999 (check all that apply):

Grower of pistachios       Roaster       Bagger/Rebagger

Distributor       Importer       Other: \_\_\_\_\_

b. If your firm checked more than one activity above, describe which of these activities is your firm's **primary** activity.

\_\_\_\_\_

c. What percentage of your firm's operations would you ascribe to each activity?

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-6. a. Does your firm process/dry agricultural products other than pistachios?

No                       Yes--Describe the other products processed.

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b. If your firm processes/dries products in addition to pistachios, indicate the share that pistachios accounted for of your firm's total annual sales in crop year 2004/05. \_\_\_\_\_ percent

II-7. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of raw in-shell pistachios since 1986?

No                       Yes--Supply details as to the time, nature, and significance of such changes.

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II-8. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of raw in-shell pistachios in the future?

No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce raw in-shell pistachios (in 1,000 pounds) for 2005/06 and 2006/07.**

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II-9. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of raw in-shell pistachios in the future if the antidumping duty order on raw in-shell pistachios from Iran were to be revoked?

No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-10. Since 1986, has your firm produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of raw in-shell pistachios and/or using the same production and related workers employed to produce raw in-shell pistachios?

No       Yes--List the following information and report your firm's combined production capacity and production of these products and raw in-shell pistachios in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

*(Quantity in 1,000 pounds, processed weight basis)*

Item	1999/2000	2000/01	2001/02	2002/03	2003/04	2004/05
<b>AVERAGE PRODUCTION CAPACITY</b>						
<b>PRODUCTION</b>						

II-11. Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

II-12. Is your firm able to switch production between raw in-shell pistachios and other products in response to a relative change in the price of raw in-shell pistachios vis-a-vis the price of other products, using the same equipment and labor?

No       Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from raw in-shell pistachios.

\_\_\_\_\_

\_\_\_\_\_

II-13. Please describe any contracts or other legal relationships (e.g., cooperatives and participation plans) your firm may have with raw in-shell pistachio growers, including names, dates, and terms.

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-14. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of raw in-shell pistachios in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

*(Quantity in 1,000 pounds, processed weight basis; value in \$1,000)*

Item	Crop years (September 1-August 31)					
	1999/2000	2000/01	2001/02	2002/03	2003/04	2004/05
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup></b> ( <i>quantity</i> )						
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>PRODUCTION</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption:</b>						
<i>Quantity</i> of internal consumption						
<i>Value<sup>2</sup></i> of internal consumption						
<b>Transfers to related firms:</b>						
<i>Quantity</i> of transfers to related firms						
<i>Value<sup>2</sup></i> of transfers to related firms						
<b>EXPORT SHIPMENTS:<sup>3</sup></b>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )						
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )						

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use 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 1999-2003 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-15. a) If you reported transfers to related firms in question II-14, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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b) If you reported internal consumption in question II-14, please describe the products into which the raw in-shell pistachios are processed.

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II-16. Other than direct imports, has your firm otherwise purchased raw in-shell pistachios since September 1, 1999? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

*(Quantity in 1,000 pounds, processed weight basis; value in \$1,000)*

Item	Crop years (September 1-August 31)					
	1999/2000	2000/01	2001/02	2002/03	2003/04	2004/05
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF--</b>						
<b>Imports from Iran:</b>						
Quantity						
Value						
<b>Imports from all other countries:</b>						
Quantity						
Value						
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>						
Quantity						
Value						
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>						
Quantity						
Value						

<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.

<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-17. **SHIPMENTS.**--Please report the estimated quantity of your firm's U.S. shipments of in-shell pistachio nuts that were made to roasters, distributors, rebaggers, and to other for the specified periods.

*(Quantity in 1,000 pounds, processed weight basis)*

Item	Crop years (September 1-August 31)					
	1999/2000	2000/01	2001/02	2002/03	2003/04	2004/05
<b>RAW IN-SHELL PISTACHIOS:</b>						
<b>Roasters:</b>						
Related						
Unrelated						
<b>Rebaggers:</b>						
Related						
Unrelated						
<b>Distributors:</b>						
Related						
Unrelated						
<b>Others:</b>						
Related						
Unrelated						

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-18. Since 1986, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of raw in-shell pistachios?

No       Yes--Name firm(s): \_\_\_\_\_

II-19. Does your firm produce raw in-shell pistachios in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-20. Since 1986, has your firm imported raw in-shell pistachios?

No       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-21. Describe the significance of the existing antidumping duty order covering imports of Raw in-shell pistachios from Iran in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-22. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of raw in-shell pistachios in the future if the antidumping duty order on raw in-shell pistachios from Iran were to be revoked?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to David Boyland (202-708-4725 or david.boyland@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below:  
 \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: 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 \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or raw in-shell pistachios group that includes raw in-shell pistachios, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-5. Other products.--Please list any other products you produced in the facilities in which you produced Raw in-shell pistachios, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. **OPERATIONS ON RAW IN-SHELL PISTACHIOS--ALL PROCESSORS/DRYERS OTHER THAN COOPERATIVES.**--Report the revenue and related cost information requested below on the raw in-shell pistachios operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right. Clearly identify each period in the space provided. **If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.**

*(Quantity in 1,000 pounds, processed weight basis; value in \$1,000)*

Item	FY_____	FY_____	FY_____	FY_____	FY_____	FY_____
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including costs associated with internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<b>Foreign exchange and/or hedging gains or (losses)</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

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

<sup>3</sup> Separately report foreign exchange and/or hedging gains or (losses) which are included as a component of operating expenses.

**PART III.--FINANCIAL INFORMATION--Continued**

III-7. **OPERATIONS ON RAW IN-SHELL PISTACHIOS--COOPERATIVES ONLY.**--Report the revenue and related cost information requested below on the raw in-shell pistachios operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right. Clearly identify each period in the space provided. **If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.**

*(Quantity in 1,000 pounds, processed weight basis; value in \$1,000)*

Item	FY_____	FY_____	FY_____	FY_____	FY_____	FY_____
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including costs associated with internal consumption and transfers to related firms):</b>						
Raw materials <sup>3</sup>						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<b>Foreign exchange and/or hedging gains or (losses)<sup>4</sup></b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>3</sup> Describe how costs associated with member transfers of raw in-shell pistachios are treated in this income statement: \_\_\_\_\_  
<sup>4</sup> Separately report foreign exchange and/or hedging gains or (losses) which are included as a component of operating expenses.

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. Total assets, capital expenditures, and research and development expenditures.--Report your firm's total assets, capital expenditures, and research and development expenses related to raw in-shell pistachios. Provide data for your six most recently completed fiscal years in chronological order from left to right. Clearly identify each period in the space provided.

*(Value in \$1,000)*

Item	FY_____	FY_____	FY_____	FY_____	FY_____	FY_____
Total assets						
Capital expenditures						
Research and development expenses						



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

**Section IV-A.--PRICE DATA--Continued**

Product 1     
  Product 2     
  Product 3     
  Product 4

*(Quantity in pounds, processed weight basis; value in \$1,000)*

Period of shipment	Spot sales		Long-term contract sales	
	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>
<b>1999:</b>				
July-September				
October-December				
<b>2000:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2001:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004:</b>				
January-March				
April-June				
July-September				
<b>2005:</b>				
January-March				
April-June				
<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 U.S. point of shipment.				

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

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of raw in-shell pistachios (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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IV-B-2. Please describe your firm’s discount policy (quantity discounts, annual total volume discounts, etc.).

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IV-B-3. What are your firm’s typical sales terms for its U.S.-produced raw in-shell pistachios (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic raw in-shell pistachios usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what share of your firm’s sales of its U.S.-produced raw in-shell pistachios in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
<b>Long-term contracts</b>	
<b>Short-term contracts</b>	
<b>Spot sales</b>	

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

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

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced raw in-shell pistachios?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of raw in-shell pistachios that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's raw in-shell pistachios?

- Northeast     Mid-Atlantic     Midwest     Southeast
- Southwest     Rocky Mountains     West Coast     Northwest
- National     Other (describe) \_\_\_\_\_

IV-B-10. Describe the end uses of the raw in-shell pistachios that you manufacture. For each end-use product, what percentage of the total cost is accounted for by raw in-shell pistachios?

<u>End use</u>	<u>Share of total cost accounted for by raw in-shell pistachios (percent)</u>
_____	_____
_____	_____
_____	_____

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-11. Have there been any changes in the end uses of raw in-shell pistachios since 1986?

- No       Yes--Please describe.

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IV-B-12. Do you anticipate any changes in terms of the end uses of raw in-shell pistachios in the future?

- No       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-13. (a) Please list in order of importance any products that may be substituted for raw in-shell pistachios.

- (1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for raw in-shell pistachios?

- No       Yes--To what degree do changes in their prices affect the price for raw in-shell pistachios? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of raw in-shell pistachios or final end use?

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IV-B-14. Have there been any changes in the number or types of products that can be substituted for raw in-shell pistachios since 1986?

- No       Yes--Please explain.

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for raw in-shell pistachios in the future?

- No                       Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for raw in-shell pistachios during September 1999-June 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced raw in-shell pistachios in the U.S. market since 1986?

- No                       Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced raw in-shell pistachios in the U.S. market in the future?

- Increase                       No Change                       Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-19. Has the availability of NONSUBJECT (i.e., product from countries other than Iran) imported raw in-shell pistachios changed since 1986?

- No       Yes--Please explain.

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IV-B-20. Describe how easily your firm can shift its sales of raw in-shell pistachios between the U.S. market and alternative markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting raw in-shell pistachios between the U.S. and alternative markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of raw in-shell pistachios since 1986?

- No       Yes--Please describe and quantify if possible.

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IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of raw in-shell pistachios in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No       Yes--Please identify, including the time period.

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-23. (a) How has demand within the United States for raw in-shell pistachios changed since 1999?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_  
\_\_\_\_\_

(b) How has demand outside the United States, if known, for raw in-shell pistachios changed since 1999?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_  
\_\_\_\_\_

IV-B-24. Do you anticipate any changes in raw in-shell pistachios demand in the United States and, if known, the rest of the world?

No                                       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

IV-B-25. Please compare market prices of raw in-shell pistachios in the United States and non-U.S. markets, if known. Provide specific information as to time periods, regions for any price comparisons, level of trade for which comparisons are provided (such as retail prices, wholesale prices, prices paid to growers, or prices paid to processors/dryers by distributors), and the terms of sale and delivery (such as whether all prices used for comparison are on an f.o.b., c.i.f., or delivered basis).

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss raw in-shell 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 1986 to the present and forecasts for the future.

IV-B-27. Are your exports of raw in-shell pistachios subject to any tariff or non-tariff barriers to trade in other countries?

No  Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1986, or that are expected to occur in the future.

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IV-B-28. Does your firm sell raw in-shell pistachios over the internet?

No  Yes--Please describe, noting the estimated percentage of your firm's total sales of raw in-shell pistachios in crop year 2004/2005 accounted for by internet sales.

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-29. 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 below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Iran	Other countries
United States			
Iran			

<sup>1</sup> For any country-pair producing raw in-shell pistachios which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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**PART IV. PRICING AND RELATED INFORMATION—Continued**

**Section IV-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest domestic customers for your U.S.-produced raw in-shell pistachios during September 1999-June 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's U.S.-produced raw in-shell pistachios that each of these customers accounted for in crop year 2004/2005.

No.	Customer's name	Street address ( <u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2004/05 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					