

**GROWERS' 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 GROWN/PRODUCED 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-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing nonsubject Raw in-shell pistachios from Iran or from countries **other than Iran** into the United States, or which are engaged in exporting nonsubject raw in-shell pistachios from Iran or from countries **other than Iran** to the United States?

No  Yes--List the following information.

<u>Country/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 production of raw in-shell pistachios?

No  Yes--List the following information.

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

I-8. In Part II 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 or long-term production forecasts (including forecasts of yield, production, and planted acreage)?

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

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

Further information on this part of the questionnaire can be obtained from Fred Fischer (202-205-3179; 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 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 growing operations, please indicate the pistachio-related activities in which your firm has engaged at any time since September 1, 1999 (check all that apply):

Processor/Dryer       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 grow/produce agricultural products other than pistachios?

No                       Yes--Describe the other products produced.

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b. If your firm produces 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 farm or plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of labor shortages or equipment failure; curtailment of production because of shortages of materials, diseases, or weather or other natural elements; or any other change in the character of your operations or organization relating to the production of raw in-shell pistachios since 1986 (the year in which the antidumping duty order under review became effective)?

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 crop years 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 land or with the same equipment and machinery used in the production of raw in-shell pistachios?

No             Yes--List the following information.

Basis for allocation of acreage data (e.g., sales): \_\_\_\_\_

Products grown on same land or equipment and share of total production in 2004/05 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Raw in-shell pistachios</u>	_____	_____	_____
_____	_____	_____	_____

Please report the acreage harvested and yield for your firm's pistachio farms as follows:

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

Item	1999/2000	2000/01	2001/02	2002/03	2003/04	2004/05
<b>Acreage harvested</b> ( <i>acres</i> )						
<b>Yield</b> ( <i>pounds per acre</i> )						
<b>Amounts harvested:</b>						
Raw in-shell pistachios						

II-11. Please describe the constraint(s) that set a limit(s) on your growing capabilities.

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

II-12. Does your firm produce other products using the same production and related workers employed to produce raw in-shell pistachios?

No             Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products grown using the same workers and share of total production in 2004/05 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Raw in-shell pistachios</u>	_____	_____	_____
_____	_____	_____	_____

II-13. Is your firm able to switch production between the production of 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-14. Please describe any contracts or other legal relationships (e.g., cooperatives and participation plans) your firm may have with processors of raw in-shell pistachios, including names, dates, and terms.

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

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

II-15. Report your firm's acreage, harvesting, 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>Acreage harvested</b> ( <i>acres</i> )						
<b>Yield</b> ( <i>pounds per acre</i> )						
<b>Amount harvested</b> ( <i>quantity</i> )						
<b>BEGIN.-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS:</b>						
<b>Cash market:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Internal consumption:</b>						
<i>Quantity</i>						
<i>Value</i> <sup>1</sup>						
<b>Cooperative sales:</b>						
<i>Quantity</i>						
<i>Value</i> <sup>1</sup>						
<b>EXPORT SHIPMENTS:</b> <sup>2</sup>						
<i>Quantity</i>						
<i>Value</i>						
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> ( <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> 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:						
<sup>2</sup> Identify your principal export markets: _____						
<sup>3</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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?						
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						



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

II-16. a) If you reported transfers to related firms in question II-15, 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-15, please describe the products into which the pistachios are processed.

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II-17. 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): \_\_\_\_\_

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

II-18. **CHANNELS OF DISTRIBUTION.**--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>Processors with no roasting operations:</b>						
Related						
Unrelated						
<b>Roasters with no processing operations:</b>						
Related						
Unrelated						
<b>Processors/Roasters:</b>						
Related						
Unrelated						
<b>Distributors:</b>						
Related						
Unrelated						
<b>Others (Identify): _____</b>						
Related						
Unrelated						
<b>TOTAL:</b>						
Related						
Unrelated						

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

II-19. Since September 1, 1999, has your firm imported raw in-shell pistachios?

No

Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-20. 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 harvesting 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.

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II-24. Would your firm anticipate any changes in its harvesting 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.

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**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)? \_\_\_\_\_
- 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. 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 product 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 accounting system and the manner in which product-specific costs are accumulated.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-4. Briefly describe your allocation basis for components of total growing and operating expenses (reported in table III-7) and total assets, capital expenditures, and research and development expenses (reported in table III-9).

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-5. Other products.--Please list any other products you grew on the same land on which you grew 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. **Overall operations on farms/facilities in which raw in-shell pistachios are produced**--Report the revenue and related cost information requested below on the overall operations on farms/facilities in which raw in-shell pistachios are produced.<sup>1</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right. Clearly identify each period reported 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.**

*(Value in \$1,000)*

Item	FY ____	FY ____	FY ____	FY ____	FY ____	FY ____
<b>Proceeds from deliveries/sales</b>						
Pistachio nuts						
Other crops						
Other income						
Total value						
<b>Growing and operating expenses:</b>						
Total growing and operating expenses <sup>2</sup>						
<b>Continued Dumping and Subsidy Offset Act funds received</b>						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization expense included above</b>						
<b>Foreign exchange and/or hedging gains or (losses)</b>						
<sup>1</sup> Include only proceeds from deliveries/sales (whether domestic or export) and costs related to your U.S. operations. <sup>2</sup> In addition to typical expenses associated with on-going farming and related operations, include all expenses related to depreciation/amortization, interest, and professional fees, dues, etc. The net income or (loss) before income taxes reported in this table should reflect your overall U.S. operations. <sup>3</sup> Separately report foreign exchange and/or hedging gains or (losses) which are included in the total growing and operating expenses.						

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

III-7. **Operations on raw in-shell pistachios**--Report the revenue and related cost information requested below on the operations of your U.S. establishment(s) producing raw in-shell pistachios.<sup>1</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right. Clearly identify each period reported 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>Proceeds from deliveries/sales<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Growing and operating expenses:</b>						
Total growing and operating expenses <sup>3</sup>						
<b>Continued Dumping and Subsidy Offset Act funds received</b>						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization expense included above</b>						
<b>Foreign exchange and/or hedging gains or (losses)<sup>4</sup></b>						
<sup>1</sup> Include only proceeds from deliveries/sales (whether domestic or export) and costs related to your raw U.S. operations on in-shell pistachios. <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> In addition to typical expenses associated with on-going farming and related operations, include expenses related to depreciation/amortization, interest, and professional fees, dues, etc. The net income or (loss) before income taxes reported in this table should reflect only your U.S. operations on raw in-shell pistachios. <sup>4</sup> Separately report foreign exchange and/or hedging gains or (losses) which are included in the total growing and operating expenses.						

III-8. **Overall operations on farms/facilities in which raw in-shell pistachios are produced: assets, capital expenditures, and research and development expenses.**--Report your firm's total assets, capital expenditures, and research and development expenses attributable to overall operations on farms/facilities on which raw in-shell pistachios are produced. Provide data for your six most recently completed fiscal years in chronological order from left to right. Clearly identify each period reported in the space provided.

*(Value in \$1,000)*

Item	FY ____	FY ____	FY ____	FY ____	FY ____	FY ____
<b>Total Assets</b>						
<b>Capital expenditures</b>						
<b>Research and development expenses</b>						

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

III-9. **Operations on raw in-shell pistachios: assets, capital expenditures, and research and development expenses.**--Report your firm's total assets, capital expenditures, and research and development expenses attributable to operations on 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 reported in the space provided.

*(Value in \$1,000)*

Item	FY ____	FY ____	FY ____	FY ____	FY ____	FY ____
Total Assets						
Capital expenditures						
Research and development expenses						