

**IMPORTERS' 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 IMPORTED RAW IN-SHELL PISTACHIOS (AS DEFINED IN THE INSTRUCTION BOOKLET) FROM ANY COUNTRY AT ANY TIME 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 30 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. 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>
_____	_____	_____
_____	_____	_____

I-4. 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>
_____	_____	_____
_____	_____	_____

**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 countries other than Iran into the United States or which are engaged in exporting raw in-shell pistachios 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-6. 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-7. Please indicate the nature of your firm's importing operations on raw in-shell pistachios. More than one answer may be applicable.

Importer of record
  Takes title to the imported product(s)

Consignee of the imported product(s)
  Customs broker or freight forwarder

I-8. If your firm is an importer of record of raw in-shell pistachios but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-9. Please indicate whether your firm enters raw in-shell pistachios into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes--list location(s):

Bonded warehouses  No  Yes--list location(s):

\_\_\_\_\_

\_\_\_\_\_

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

I-10. Please indicate whether your firm imports raw in-shell pistachios under the TIB (temporary importation under bond) program.

No             Yes

I-11. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected 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.

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I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify.

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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 or fred.fischer@usitc.gov). **Supply all data requested on a crop-year basis.**

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.

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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.

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

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. If your firm is no longer a cooperative member, please describe the reasons for rescinding membership.

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II-5. a. In addition to importing operations, please indicate the pistachio-related activities with which your firm is involved (check all that apply):

- Grower of pistachios                       Processor/Dryer                       Roaster  
 Bagger/Rebagger                       Distributor                       Other: \_\_\_\_\_

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

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

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II-6. a. Does your firm import agricultural products other than pistachios?

- No                       Yes--Describe the other products imported.

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b. If your firm imported 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, weather, or equipment failure, or any other change in the character of your operations or organization relating to the importation 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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**PART II.--TRADE AND RELATED INFORMATION--Continued**

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

- 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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II-9. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of subject 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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II-10. Has your firm imported or arranged for the importation of subject raw in-shell pistachios from Iran for delivery after August 31, 2005?

- No                       Yes--Indicate when such orders are to be delivered and the quantities involved.

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II-11. If your firm also produces raw in-shell pistachios in the United States, please indicate your reasons for importing subject and/or nonsubject product. If your reasons differ by source, please elaborate.

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

II-12. **IMPORTS BY SOURCE**.--Report your firm's imports and your firm's shipments and inventories of raw in-shell pistachios imported by your firm during crop years 1999/2000 through 2005/2005. (See definitions in the instruction booklet.) **Photocopy as many pages as you need and identify the source for which you are reporting in the space provided.**

Iran                       All other sources combined<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>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>						
<b>IMPORTS:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Internal consumption/company transfers:</b>						
<i>Quantity</i>						
<i>Value<sup>3</sup></i>						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>END-OF-PERIOD INVENTORIES<sup>5</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>						
<sup>1</sup> Please identify these sources: _____ _____ _____						
<sup>2</sup> Please identify the foreign producers, if known: _____ _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1998-2003 below: _____ _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____ _____						
<sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-13. If you reported internal consumption in question II-12, please describe the products into which the imported raw in-shell pistachios are processed.

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II-14. Describe the significance of the existing antidumping duty order covering imports of raw in-shell pistachios from Iran in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-15. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of raw in-shell pistachios in the future if the antidumping duty order on raw in-shell pistachios from Iran were to be revoked?

No       Yes--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 II.--TRADE AND RELATED INFORMATION--Continued**

II-16. **SHIPMENTS OF IMPORTS.**--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 (Identify): _____</b>						
Related						
Unrelated						

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

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226; craig.thomsen@ustic.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

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

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

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

**Section III-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of imports from Iran of the following products during July 1999-June 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

- Product 1. Raw in-shell pistachios, open in-shell, grade very large (sizes 18/20 and 20/22).**
- Product 2. Raw in-shell pistachios, open in-shell, grade large (sizes 22/24, 24/26, and 21/25).**
- Product 3. Raw in-shell pistachios, open in-shell, grade medium (sizes 26/28, 28/30, and 26/30).**
- Product 4. Raw in-shell pistachios, open in-shell, grade small (sizes 30/32, 32/34, and other).**

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided the product for which pricing is reported.

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

**Section III-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.

Note.--If your Raw in-shell pistachios does not exactly meet the Raw in-shell pistachios specifications but is competitive with the specified product, provide a description of your product:

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

**Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales/imports (the latter if an importing end-user) of its imported raw in-shell pistachios from Iran.**

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

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

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III-B-3. What are your firm's typical sales terms for raw in-shell pistachios imported from Iran (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_.

III-B-4. Approximately what share of your firm's sales of its raw in-shell pistachios imported from Iran in 2004 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>	

III-B-5. If you sell raw in-shell pistachios 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 III.--PRICING AND MARKET FACTORS--Continued**

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

III-B-6. If you sell raw in-shell pistachios 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? \_\_\_\_\_

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

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

III-B-8. (a) What is the approximate percentage of the total delivered cost of subject 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.

III-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) \_\_\_\_\_

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

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

III-B-10. Describe the end uses of the raw in-shell pistachios that you import from Iran. 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>
_____	_____
_____	_____
_____	_____

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

No       Yes--Please describe.

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

III-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.

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

III-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.

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

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

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

III-B-13. (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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III-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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III-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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III-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for raw in-shell pistachios since 1986? 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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**PART III.--PRICING AND MARKET FACTORS--Continued**

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

III-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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III-B-18. (a) Do you anticipate any changes in terms of the availability of raw in-shell pistachios imported from Iran 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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III-B-19. Has the availability of imported raw in-shell pistachios changed since 1986? Please distinguish any changes with respect to imports from Iran and imports from other countries.

- No                       Yes--Please explain.

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

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

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

III-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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III-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 III.--PRICING AND MARKET FACTORS--Continued**

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

III-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?

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(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?

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

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

III-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.

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III-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).

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

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

III-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.

III-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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III-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 2004 accounted for by internet sales.

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

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

III-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 (subject)	Iran (nonsubject)	Other countries
United States				
Iran (subject)				
Iran (nonsubject)				

<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 III.--PRICING AND MARKET FACTORS--Continued**

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

III-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, etc.) between raw in-shell pistachios produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Iran (subject)	Iran (nonsubject)	Other countries
United States				
Iran (subject)				
Iran (nonsubject)				

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of raw in-shell pistachios, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART III. PRICING AND RELATED INFORMATION - *Continued***

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest domestic customers for raw in-shell pistachios imported from Iran 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 total imports of raw in-shell pistachios from Iran that each of these customers accounted for in 2004.

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 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					