

**U.S. PRODUCERS' QUESTIONNAIRE**

**FRESH AND CHILLED ATLANTIC SALMON FROM NORWAY**

**This questionnaire must be received by the Commission by no later than September 26, 2011**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the countervailing duty and antidumping duty orders concerning fresh and chilled Atlantic salmon from Norway (Inv. Nos. 701-TA-302 731-TA-454 (Third 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)).**

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced fresh and chilled Atlantic salmon (as defined in the instruction booklet) at any time since January 1, 2005?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews 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 these reviews or related proceedings for which this information is submitted, or in internal audits and proceedings 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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>E-mail address</i>
	_____ <i>Fax</i>	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, 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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. **Position regarding continuation of orders.**--Do you support or oppose continuation of the antidumping and countervailing duty orders currently in place for salmon from Norway?

Norway  Support  Oppose  Take no position

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**PART I.--GENERAL INFORMATION--Continued**

I-4. **Ownership.**--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-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing fresh and chilled Atlantic Salmon from Norway into the United States or that are engaged in exporting fresh and chilled Atlantic salmon from Norway to the United States?

No       Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing fresh and chilled Atlantic salmon from countries other than Norway into the United States or that are engaged in exporting fresh and chilled Atlantic salmon from countries other than Norway to the United States?

No       Yes--List the following information.

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

**PART I.--GENERAL INFORMATION--Continued**

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in farming and processing of fresh and chilled Atlantic salmon?

No             Yes--List the following information.

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

I-8. **Business plan.**--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 market conditions for fresh and chilled Atlantic salmon?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

I-9a. **Operational and organizational activities.**—Please provide information in the table below concerning the operational and organizational activities/structure related to the production and sale of your U.S.-produced fresh and chilled Atlantic salmon.

Production Stage	Location(s)	Description of Current Nature of Activities at Each Location	Describe Changes Since 2005
Eyed Eggs			
Fry			
Smolt			
Harvest			
Processing			

**PART I.--GENERAL INFORMATION--Continued**

I-9b. **Operational and organizational activities.**—If your firm processes U.S.-raised salmon outside the United States, report the following information.

- i. Is salmon that you harvest in U.S. waters processed outside of the United States in the same facilities as salmon harvested in non-U.S.-waters?

No  Yes

- ii. If “Yes”, please describe how U.S. origin salmon is identified after processing.

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

Further information on this part of the questionnaire can be obtained from **Jennifer Merrill (202-205-3188, [jennifer.merrill@usitc.gov](mailto:jennifer.merrill@usitc.gov))**. **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of fresh and chilled Atlantic salmon since January 1, 2005.

- | <i>(check as many as appropriate)</i>                                            | <i>(please describe)</i> |
|----------------------------------------------------------------------------------|--------------------------|
| <input type="checkbox"/> plant openings .....                                    | _____<br>_____           |
| <input type="checkbox"/> plant closings .....                                    | _____<br>_____           |
| <input type="checkbox"/> relocations .....                                       | _____<br>_____           |
| <input type="checkbox"/> expansions .....                                        | _____<br>_____           |
| <input type="checkbox"/> acquisitions.....                                       | _____<br>_____           |
| <input type="checkbox"/> consolidations.....                                     | _____<br>_____           |
| <input type="checkbox"/> prolonged shutdowns or<br>production curtailments ..... | _____<br>_____           |
| <input type="checkbox"/> revised labor agreements .....                          | _____<br>_____           |
| <input type="checkbox"/> other ( <i>e.g.</i> , technology) .....                 | _____<br>_____           |

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of fresh and chilled Atlantic salmon 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 fresh and chilled Atlantic salmon (in 1,000 pounds) for 2011 and 2012.**

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**For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.**

II-4. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of fresh and chilled Atlantic salmon in the future if the countervailing duty and/or antidumping duty orders on fresh and chilled Atlantic salmon from Norway 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. **Include in your response a specific projection of your firm's capacity to produce fresh and chilled Atlantic salmon (in 1,000 pounds) for 2011 and 2012.**

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2005 produced, or does your firm anticipate producing in the future, other species of fish, or non-subject forms of salmon, on the same equipment and machinery used in the production of fresh and chilled Atlantic salmon and/or using the same production and related workers employed to produce fresh and chilled Atlantic salmon?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and fresh and chilled Atlantic salmon in the periods indicated.

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

<i>(Quantity in 1,000 pounds)</i>						
<b>Item</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>Overall Production Capacity</b>						
<b>Production of:</b>						
Fresh and chilled Atlantic salmon						
Atlantic salmon fillets						
Other Atlantic salmon products						
Other product 1 (Specify:     )						
Other product 2 (Specify:     )						

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

II-7. **Production shifting.**--Is your firm able to switch production between fresh and chilled Atlantic salmon and other products in response to a relative change in the price of fresh and chilled Atlantic salmon vis-a-vis the price of other products, using the same equipment and/or 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 fresh and chilled Atlantic salmon.

\_\_\_\_\_

\_\_\_\_\_



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

**II-8. Trade data.**—Report your firm's production capability, production, and yield loss data for **eyed eggs, fry, smolt, and round Atlantic salmon** in your U.S. establishment(s) during the specified periods. Report separately for each type. (See definitions in the instruction booklet).

Quantity (in 1,000 pounds) and value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>EYED EGGS RAISED BY YOUR FIRM:</b>								
Average production capacity (quantity)								
Production (quantity)								
<b>FRY RAISED BY YOUR FIRM:</b>								
Average production capacity (quantity)								
Production (quantity)								
Mortality and other losses (quantity)								
<b>SMOLT RAISED BY YOUR FIRM:</b>								
Average production capacity (quantity)								
Production (quantity)								
Mortality and other losses (quantity)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
quantity								
value								
<b>Internal consumption:</b>								
quantity								
Value								
<b>Transfers to related firms:</b>								
quantity								
value								
<b>Total U.S. shipments:</b>								
quantity								
value								
<b>Export shipments:</b>								
quantity								
value								

Section continued on next page.

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

Question II-8. – *Continued*

Quantity (in 1,000 pounds) and value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>ROUND ATLANTIC SALMON RAISED BY YOUR FIRM:</b>								
Average production capacity ( <i>quantity</i> )								
Production ( <i>quantity</i> )								
Mortality and other losses ( <i>quantity</i> )								
<b>U.S. shipments:</b>								
Commercial shipments: <i>quantity</i>								
<i>value</i>								
Internal consumption: <i>quantity</i>								
<i>Value</i>								
Transfers to related firms: <i>quantity</i>								
<i>value</i>								
Total U.S. shipments: <i>quantity</i>								
<i>value</i>								
<b>Export shipments:</b>								
<i>quantity</i>								
<i>value</i>								

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

II-9a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **DRESSED** fresh and chilled Atlantic salmon in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Average production capacity<sup>1</sup></b> (quantity) (A)								
<b>Beginning-of-period inventories</b> (quantity) (B)								
<b>Production</b> (quantity) (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
quantity (D)								
value (E)								
<b>Internal consumption:<sup>2</sup></b>								
quantity (F)								
value (G)								
<b>Transfers to related firms:<sup>2</sup></b>								
quantity (H)								
value (I)								
<b>Export shipments:<sup>3</sup></b>								
quantity (J)								
value (K)								
<b>End-of-period inventories</b> (quantity) (L)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (M)								
U.S. shipments to processors (quantity) (N)								
U.S. shipments to retailers/ institutional buyers (quantity) (O)								
<b>Employment data:</b>								
Average number of PRWs (number) (P)								
Hours worked by PRWs (1,000 hours) (Q)								
Wages paid to PRWs (value) (R)								
<p><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).</p> <hr/>								
<p><sup>2</sup> Internal consumption and transfers to related firms should 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 each of the periods noted above:</p> <hr/>								
<p><sup>3</sup> Identify your principal export markets: _____.</p> <hr/>								

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

II-9b. **Shipments by salmon size.**—Report your firm's U.S. shipments of fresh and chilled Atlantic salmon for the following size categories in **2010**.

Size	Quantity (in 1,000 pounds) and value (in \$1,000)
8 lbs. or less: Quantity	
Value	
> 8 lbs. and not more than 10 lbs.: Quantity	
Value	
> 10 lbs. and not more than 12 lbs.: Quantity	
Value	
> 12 lbs. and not more than 14 lbs.: Quantity	
Value	
> 14 lbs.: Quantity	
Value	
Total: Quantity	
Value	
Note. – The total quantity listed should be equal to the sum of D, F, and H and the total value listed should be equal to the sum of E, G, and I from question II-9a.	

II-10. **Reconciliation of trade data.--**

(a) Please note that the quantities reported in question II-9a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

$D + F + H = M + N + O$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

(b) Please note that the quantities reported for end-of-period inventories in question II-9a should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2005 should equal line B of year 2006). Do these data reconcile for each adjacent calendar year?

Yes.  No--Please explain.

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

II-11. **Transfers to related firms.**--If you reported transfers to related firms in question II-9, 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. Please indicate the products that were produced by the related firms to whom you reported transfers.

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II-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased fresh and chilled Atlantic salmon since January 1, 2005? (See definitions in the instruction booklet.)

- No                       Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: \_\_\_\_\_

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>						
<b>Item</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>
PURCHASES FROM U.S. IMPORTERS <sup>1</sup> OF SALMON FROM.—						
<b>Norway:</b>						
<i>quantity</i>						
<i>value</i>						
<b>All other countries:</b> <sup>2</sup>						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM DOMESTIC PRODUCERS: <sup>3</sup>						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM OTHER SOURCES:						
<i>quantity</i>						
<i>Value</i>						
<sup>1</sup> Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
<sup>2</sup> Please list other countries. _____						
<sup>3</sup> Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						

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

II-13. **Toll production.**--Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of fresh and chilled Atlantic salmon in the United States?

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

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

II-14. **FTZ.**--Does your firm produce fresh and chilled Atlantic salmon in a foreign trade zone (FTZ) in the United States?

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

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

II-15. **Operations.**—Do you operate or intend to operate in the United States (answer only as regards to your fresh and chilled Atlantic salmon operations)—

a. Incubators?                       No    Yes—As of (month and year): \_\_\_\_\_.

b. Freshwater grow-out tanks?  No    Yes—As of (month and year): \_\_\_\_\_.

c. Saltwater grow-out tanks?    No    Yes—As of (month and year): \_\_\_\_\_.

II-16. **Operations.**—What processing and “further processing” of Atlantic salmon do you do in the United States?

a. Bleeding?                       No    Yes                      b. Gutting?                       No    Yes

c. Cleaning?                       No    Yes                      d. Packaging?                     No    Yes

e. Fillets/steaks?                 No    Yes                      f. Freezing?                     No    Yes

g. Smoking?                       No    Yes                      h. Canning?                     No    Yes

II-17. **Direct imports.**--Since January 1, 2005, has your firm imported fresh and chilled Atlantic salmon?

No                       Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-18. **Effect of orders.**--Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of fresh and chilled Atlantic salmon from Norway in terms of the 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 orders.

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II-19. **Likely effect of revocation of orders.**--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 fresh and chilled Atlantic salmon in the future if the countervailing duty and/or antidumping duty orders on fresh and chilled Atlantic salmon from Norway 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 **Charles Yost (202-205-3432, Charles.yost@usitc.gov)**.

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

III-2. **Accounting system.**--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,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually
4. Accounting basis:  GAAP,  cash,  tax, or  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 salmon, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

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

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



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

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive **inputs** (raw materials, labor, energy, or any other services) used in the production of fresh and chilled Atlantic salmon from any related firms?

Yes—Continue to question III-7 below.       No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of fresh and chilled Atlantic salmon that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes       No—Please contact **Charles Yost (202-205-3432, Charles.yost@usitc.gov)**.

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

III-9. **Nonrecurring charges.**--For each annual and interim period for which financial results are reported in question III-10, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-12 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs, accelerated depreciation due to restructuring of the company's fresh and chilled Atlantic salmon operations, disease and parasite losses, fish escapes, other costs. Also, report cost recovery items such as insurance and the like.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
<b>Non-recurring charges:</b> (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-10.)						
1.						
2.						
3.						
4.						
5.						
6.						
7.						

III-10. Does your firm commingle sales of U.S.-raised fresh and chilled Atlantic salmon with sales of Canadian-raised fresh and chilled Atlantic salmon? If so, please explain how sales quantity and value are distinguished between the U.S.-raised product and the Canadian-raised product.

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III-11. Does your firm process U.S.-raised fresh and chilled Atlantic salmon in the same facility(ies) in which it processes Canadian-raised fresh and chilled Atlantic salmon? If so, please explain how COGS and SG&A expenses are distinguished between the U.S.-raised product and the Canadian-raised product, and how you have treated any Canadian-costs in your reported financial information for U.S. production.

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

III-12a. Operations on fresh and chilled Atlantic salmon.--Report the revenue and related cost information requested below on the **fresh and chilled Atlantic salmon** operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. 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.<sup>2</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right (III-12a) and the specified interim periods (III-12b). **If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire.**

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities						
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Total cost of goods sold (COGS):</b> <sup>4</sup>						
<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 (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>						
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>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.  
<sup>3</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>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8. Please provide a breakout of COGS in question III-13a.  
<sup>5</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

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

**III-12b. Operations on fresh and chilled Atlantic salmon.--Continued**

<b>Quantity (in 1,000 pounds) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-June 2010</b>	<b>January-June 2011</b>
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Total cost of goods sold (COGS):</b> <sup>4</sup>		
<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 (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>		
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>		
<p><sup>1</sup> Include only sales (whether <u>domestic or export</u>) and costs related to your U.S. <u>manufacturing operations</u>.</p> <p><sup>2</sup> Please <u>eliminate any profits or (losses) on inputs from related firms</u> pursuant question III-8.</p> <p><sup>3</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.</p> <p><sup>4</sup> COGS should include <u>costs associated with CS, IC, and Transfers, as well as export shipments in question II-8</u>. Please provide a breakout of COGS in question III-13b.</p> <p><sup>5</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.</p>		

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

III-13a. **Breakout of COGS.**—Identify the major cost categories and costs of the COGS reported in question III-12. Provide data for your six most recently completed fiscal years in chronological order from left to right and for the specified interim periods.

Item	Value (in US\$1,000)					
	Fiscal years					
<b>COGS:</b> <sup>1</sup>						
(1) Hatchery and farm costs (specify _____)						
(2) Harvesting costs						
(3) Processing costs						
(4) All other costs (specify _____)						
Total COGS						
By-product cost recovery <sup>2</sup>						
<sup>1</sup> Please specify the nature of and provide a breakout of any costs for each period that are included that were incurred outside the United States. <sup>2</sup> Please report the by-product revenues for each period (sales revenues net of costs of disposal of fish parts). Please state whether these costs offset your firm's total COGS reported in question III-12 and III-13.						

III-13b. **Breakout of COGS.**—Identify the major cost categories and costs of the COGS reported in question III-12. Provide data for your six most recently completed fiscal years in chronological order from left to right and for the specified interim periods.

Item	Value (in \$1,000)	
	Jan.-June 2010	Jan.-June 2011
<b>COGS:</b> <sup>1</sup>		
(1) Hatchery and farm costs (specify _____)		
(2) Harvesting costs		
(3) Processing costs		
(4) All other costs (specify _____)		
Total COGS		
By-product cost recovery <sup>2</sup>		
<sup>1</sup> Please specify the nature of and provide a breakout of any costs for each period that are included that were incurred outside the United States. <sup>2</sup> Please report the by-product revenues for each period (sales revenues net of costs of disposal of fish parts). Please state whether these costs offset your firm's total COGS reported in question III-12 and III-13.		

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

III-14. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of **fresh and chilled Atlantic salmon**. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for **fresh and chilled Atlantic salmon** in the normal course of business, please estimate this information based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

**Note:** Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
<b>Total assets</b> (net)						

III-15. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on **fresh and chilled Atlantic salmon**. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)								
Item	Calendar year						January-June	
	_____	_____	_____	_____	_____	_____	2010	2011
Capital expenditures								
Research and development expenses								

III-16. **Data consistency and reconciliation.**--

Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year: Calendar year ( \_\_\_\_\_ ) or Fiscal year ( \_\_\_\_\_ )

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

Yes  No--Please explain \_\_\_\_\_

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

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

IV-1. Please identify the individual to be contacted regarding the confidential information requested in part IV?

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part IV with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

**PRICE DATA**

IV-2. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2005 of the following products produced by your firm.

**Product 1.-- Fresh and chilled Atlantic salmon, dressed (gutted and bled), head and tail on, Superior (or Premium/Superpremium or "A") grade, not over 8 pounds.**

**Product 2.-- Fresh and chilled Atlantic salmon, dressed (gutted and bled), head and tail on, Superior (or Premium/Superpremium or "A") grade, over 8 pounds but not over 10 pounds.**

**Product 3.-- Fresh and chilled Atlantic salmon, dressed (gutted and bled), head and tail on, Superior (or Premium/Superpremium or "A") grade, over 10 pounds but not over 12 pounds.**

**Product 4.-- Fresh and chilled Atlantic salmon, dressed (gutted and bled), head and tail on, Superior (or Premium/Superpremium or "A") grade, over 12 pounds but not over 14 pounds.**

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

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

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in pounds, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2005:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2006:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2007:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_



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

IV-3. **Price setting.--** How does your firm determine the prices that it charges for sales of fresh and chilled Atlantic salmon (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction
- Contracts
- Set price lists
- Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

- Quantity discounts
- Annual total volume discounts
- No discounts
- Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

IV-5. **Pricing terms for fresh and chilled Atlantic salmon.--**

- (a) What are your firm's typical sales terms for its U.S.-produced fresh and chilled Atlantic salmon (*e.g., 2/10 net 30 days*)? \_\_\_\_\_.
- (b) On what basis are your prices of domestic fresh and chilled Atlantic salmon usually quoted? (check one)  F.o.b.--Please specify point: \_\_\_\_\_  Delivered

IV-6. **Contract versus spot.--** Approximately what share of your firm's sales of its U.S.-produced fresh and chilled Atlantic salmon in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

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

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

IV-7. **Long-term contract provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No

IV-8. **Short-term contract provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No

IV-9. **Lead times.**--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 fresh and chilled Atlantic salmon?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u> <i>(average number of days)</i>
From inventory	_____ %	_____ days
Produced to order	_____ %	_____ days
<b>Total</b>	<b>100 %</b>	

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of fresh and chilled Atlantic salmon that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 your firm or     purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's fresh and chilled Atlantic salmon? (check all that apply)

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

IV-12. **End uses.**—How is the fresh and chilled Atlantic salmon you sell typically used?

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IV-13. **Changes in end uses.**--Have there been any changes in the end uses of fresh and chilled Atlantic salmon since 2005?

No       Yes--Please describe.

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IV-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of fresh and chilled Atlantic salmon in the future?

No       Yes--Please describe.

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

IV-15. **Substitutes.**—Are there any nonsubject products that may be substituted for fresh and chilled Atlantic salmon?

No       Yes—Please fill in the following table.

<b>Substitute product</b>	<b>Describe how uses overlap</b>	<b>Have changes in the prices of this substitute affected the price of fresh and chilled Atlantic Salmon since January 1, 2005?</b>
1. Fresh salmon cuts such as fillets and steaks <input type="checkbox"/> No <input type="checkbox"/> Yes		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain. _____ _____
2. Fresh wild caught salmon <input type="checkbox"/> No <input type="checkbox"/> Yes		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain. _____ _____
3. Frozen Salmon <input type="checkbox"/> No <input type="checkbox"/> Yes		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain. _____ _____
4. Other _____		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain. _____ _____

IV-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for fresh and chilled Atlantic salmon since 2005?

No       Yes--Please explain.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

IV-17. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for fresh and chilled Atlantic salmon in the future?

No       Yes-- Please explain.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

IV-18. **Inputs.**—

- (a) To what extent have changes in the prices of inputs affected your firm's selling prices for fresh and chilled Atlantic salmon since 2005?

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- (b) Do you anticipated changes in your input costs in the foreseeable future?

No             Yes—Please explain.

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- IV-19. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; methods of production; diseases/parasites; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced fresh and chilled Atlantic salmon in the U.S. market since 2005?

No             Yes-- Please provide details.

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IV-20. **Availability of supply (U.S.-produced).**--

- (a) Do you anticipate any changes in terms of the availability of U.S.-produced fresh and chilled Atlantic salmon in the U.S. market in the future?

Increase             No change             Decrease

- (b) If you anticipate changes in supply, please explain.

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

IV-21. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT fresh and chilled Atlantic salmon (*i.e.*, fresh and chilled Atlantic salmon imported from countries other than Norway) changed since 2005?

- No             Yes--Please explain.

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IV-22. **Export constraints.**--Describe how easily your firm can shift its sales of fresh and chilled Atlantic salmon between the U.S. market and alternative country markets. In your discussion, please describe any constraints that would prevent or retard your firm from shifting fresh and chilled Atlantic salmon between the U.S. and alternative country markets within a 12-month period.

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IV-23. **Product changes.**--Have there been any significant changes in the product range, or marketing of fresh and chilled Atlantic salmon since 2005?

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

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IV-24. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, or marketing of fresh and chilled Atlantic salmon in the future?

- No             Yes--Please identify.

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

**IV-25. Demand trends.--**

- (a) How has the demand within the United States for fresh and chilled Atlantic salmon changed since January 1, 2005? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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- (b) How has the demand outside the United States (if known) for fresh and chilled Atlantic salmon changed since January 1, 2005? What principal factors affect changes in demand?

Increased     Decreased     Fluctuated     No change     Don't know

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**IV-26. Anticipated demand trends.--**

- (a) How do you anticipate demand will change within the United States for fresh and chilled Atlantic salmon in the future? What principal factors will affect these changes in demand?

Increase       No Change       Decrease       Fluctuate

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- (b) How do you anticipate demand will change outside the United States for fresh and chilled Atlantic salmon to in the future? What principal factors will affect these changes in demand?

Increase       No Change       Decrease       Fluctuate

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

IV-27. **Conditions of competition.**--

- (a) Is the fresh and chilled Atlantic salmon market subject to business cycles, seasonal cycles or other conditions of competition?

No                       Yes--Please explain and estimate the duration of any such cycle.

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- (b) Have the business cycles, seasonal cycles, or conditions of competition for fresh and chilled Atlantic salmon changed since 2005?

No                       Yes--Please explain any such changes.

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- IV-28. **Price comparisons.**--Please compare market prices of fresh and chilled Atlantic salmon in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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- IV-29. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss fresh and chilled Atlantic salmon supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Norway, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

- IV-30. **Barriers to trade.**--Are your exports of fresh and chilled Atlantic salmon 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 2005, or that are expected to occur in the future.

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

IV-32. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between fresh and chilled Atlantic salmon 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	Norway	Canada	Chile	Faroe Islands	U.K.	Other countries
United States						
Norway						
Canada						
Chile						
Faroe Islands						
U.K.						

<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 fresh and chilled Atlantic Salmon, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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