

**U.S. IMPORTERS' 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. No. 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)).**

Name of firm _____	
Address _____	
City _____	State _____ Zip Code _____
World Wide Web address _____	
Has your firm imported fresh and chilled Atlantic salmon (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2005?	
<input type="checkbox"/> <b>NO</b>	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

**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 investigations 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 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 of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ E-mail address
	_____ Fax	

**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 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. **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.

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

I-3. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____



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

I-8. **Consignees.**--If your firm is an importer of record of fresh and chilled Atlantic salmon but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters fresh and chilled Atlantic salmon into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones       No       Yes
- Bonded warehouses       No       Yes

I-10. **TIB.**--Please indicate whether your firm imports fresh and chilled Atlantic salmon under the TIB (temporary importation under bond) program.

- No       Yes

I-11. **Business plan.**--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 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.

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I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding 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 **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 importation of fresh and chilled Atlantic salmon since January 1, 2005. (check as many as appropriate) (please describe)

office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_

office/warehouse closings ..... \_\_\_\_\_  
\_\_\_\_\_

relocations ..... \_\_\_\_\_  
\_\_\_\_\_

expansions ..... \_\_\_\_\_  
\_\_\_\_\_

acquisitions..... \_\_\_\_\_  
\_\_\_\_\_

consolidations..... \_\_\_\_\_  
\_\_\_\_\_

prolonged shutdowns or importation curtailments ..... \_\_\_\_\_  
\_\_\_\_\_

revised labor agreements ..... \_\_\_\_\_  
\_\_\_\_\_

other..... \_\_\_\_\_  
\_\_\_\_\_

**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 importation 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.

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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 order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation 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.

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II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of fresh and chilled Atlantic salmon from Norway for delivery after **June 30, 2011**?

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

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II-6. **Reasons for importing if producer.**--If your firm also produces fresh and chilled Atlantic salmon in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **Imports from Norway.**--Does your firm import fresh and chilled Atlantic salmon from Norway?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of **DRESSED fresh and chilled Atlantic salmon** imported from Norway by your firm during the specified periods. (See definitions in the instruction booklet.)

**NORWAY**

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:</b> <sup>2</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to processors (quantity) (L)								
U.S. shipments to retailers/institutional buyers (quantity) (M)								
<sup>1</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 each period identified above:								
<sup>2</sup> Identify your principal export markets: _____								

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

II-7b. **Imports from Canada.**--Does your firm import fresh and chilled Atlantic salmon from Canada?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of **DRESSED fresh and chilled Atlantic salmon** imported from Canada by your firm during the specified periods. (See definitions in the instruction booklet.)

**CANADA**

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>2</sup> (G)								
<b>Export shipments:</b> <sup>3</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to processors (quantity) (L)								
U.S. shipments to retailers/institutional buyers (quantity) (M)								
<sup>1</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 each of the periods noted above:								
<sup>2</sup> Identify your principal export markets: _____								



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

II-7c. **Imports from the United Kingdom.**--Does your firm import fresh and chilled Atlantic salmon from the United Kingdom?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of **DRESSED fresh and chilled Atlantic salmon** imported from the United Kingdom by your firm during the specified periods. (See definitions in the instruction booklet.)

## THE UNITED KINGDOM

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>2</sup> (G)								
<b>Export shipments:</b> <sup>3</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to processors (quantity) (L)								
U.S. shipments to retailers/institutional buyers (quantity) (M)								
<sup>1</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 each of the periods noted above:								
<sup>2</sup> Identify your principal export markets: _____								

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

II-7d. **Imports from Chile.**--Does your firm import fresh and chilled Atlantic salmon from Chile?

- No.       Yes-- Report your firm's imports and your firm's shipments and inventories of **DRESSED fresh and chilled Atlantic salmon** imported from Chile by your firm during the specified periods. (See definitions in the instruction booklet.)

## CHILE

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>2</sup> (G)								
<b>Export shipments:</b> <sup>3</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to processors (quantity) (L)								
U.S. shipments to retailers/institutional buyers (quantity) (M)								
<sup>1</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 each of the periods noted above:								
<sup>2</sup> Identify your principal export markets: _____								

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

II-7e. **Imports from the Faroe Islands.**--Does your firm import fresh and chilled Atlantic salmon from the Faroe Islands?

- No.       Yes-- Report your firm's imports and your firm's shipments and inventories of **DRESSED fresh and chilled Atlantic salmon** imported from the Faroe Islands by your firm during the specified periods. (See definitions in the instruction booklet.)

## THE FAROE ISLANDS

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>2</sup> (G)								
<b>Export shipments:</b> <sup>3</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to processors (quantity) (L)								
U.S. shipments to retailers/institutional buyers (quantity) (M)								
<sup>1</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 each of the periods noted above:								
<sup>2</sup> Identify your principal export markets: _____								

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

II-7f. **Imports from ALL OTHER SOURCES.**--Does your firm import fresh and chilled Atlantic salmon from countries other than Norway, Canada, the United Kingdom, and the Faroe Islands?

- No.       Yes-- Report your firm's imports and your firm's shipments and inventories of **DRESSED fresh and chilled Atlantic salmon** imported from countries other than Norway, Canada, the United Kingdom, or the Faroe Islands by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED<sup>1</sup>**

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>2</sup> (G)								
<b>Export shipments:</b> <sup>3</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to processors (quantity) (L)								
U.S. shipments to retailers/institutional buyers (quantity) (M)								
<sup>1</sup> Please identify these sources: _____ <sup>2</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 each of the periods noted above: _____ <sup>3</sup> Identify your principal export markets: _____								

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

II-7g. **Shipments by salmon size.**—Report your firm's U.S. shipments of DRESSED fresh and chilled Atlantic salmon for the following size categories in 2010.

Salmon Size	Quantity (in 1,000 pounds) and value (in \$1,000)					
	Norway	Canada	United Kingdom	Chile	Faroe Islands	All Other
<b>8 lbs. or less:</b>						
Quantity						
Value						
<b>&gt; 8 lbs. and not more than 10 lbs.:</b>						
Quantity						
Value						
<b>&gt; 10 lbs. and not more than 12 lbs.:</b>						
Quantity						
Value						
<b>&gt; 12 lbs. and not more than 14 lbs.:</b>						
Quantity						
Value						
<b>&gt; 14 lbs.:</b>						
Quantity						
Value						
<b>Total:</b>						
Quantity						
Value						

II-8. **Reconciliation of import data.--**

(a) Please note that the quantities reported in questions II-7a-f should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

A + B – D – F – H = J

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

D + F = K + L + M

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

(b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2005 should equal line A 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**

**For questions II-9 and II-10, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-9. **Effect of order.**--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 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-10. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories 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.--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)**.

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 parts II to IV with questions regarding the submitted confidential information.

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

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

**PRICE DATA**

III-2. This question requests quarterly price and quantity 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 you imported from **Norway**:

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

III-2. **Price data (Norway).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Norway and sold by your firm.

**NORWAY**

<i>(Quantity in pounds, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<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 III.--PRICING AND MARKET FACTORS--Continued**

III-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: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

III-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: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

III-5. **Pricing terms for fresh and chilled Atlantic Salmon.**--

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of its imported 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 III.--PRICING AND MARKET FACTORS--Continued**

III-7. **Long-term contract provisions.**--If you sell fresh and chilled Atlantic salmon imported from Norway 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

III-8. **Short-term contract provisions.**--If you sell fresh and chilled Atlantic salmon imported from Norway 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

III-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 fresh and chilled Atlantic salmon imported from Norway?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u> <u>(average number of days)</u>
From your U.S. inventory	_____ %	_____ days
From foreign manufacturers' inventory	_____ %	_____ days
Produced to order	_____ %	_____ days
<b>Total</b>	<b>100 %</b>	

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

**III-10. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of certain fresh and chilled Atlantic salmon imported from Norway 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) When you sell fresh and chilled Atlantic salmon imported from Norway, from where is it shipped? (check one) point of importation  or storage facility
- (d) What proportion of your sales of fresh and chilled Atlantic salmon imported from Norway are delivered within 100 miles of your point of shipment (provide the percentages)? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

Geographic area	√ if applicable	
	Norway	Other import
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>	<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"/>	<input type="checkbox"/>

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

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

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

No             Yes--Please describe.

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III-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.

Substitute product	Describe how uses overlap	Have changes in the prices of this substitute affected the price of fresh and chilled Atlantic Salmon since January 1, 2005?
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. _____ _____

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

III-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.

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

No             Yes—Please explain.

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III-18. **Changes in factors affecting supply.**--Have any changes occurred in any 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 fresh and chilled Atlantic salmon in the U.S. market since 2005?

No             Yes--Please provide details.

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III-19. **Availability of "subject" import supply.**--

(a) Do you anticipate any changes in terms of the availability of fresh and chilled Atlantic salmon imported from Norway in the U.S. market?

Increase             No change             Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

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

III-20. **Availability of “nonsubject” import supply.**--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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III-21. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of fresh and chilled Atlantic salmon since 2005?

No             Yes--Please describe and quantify if possible.

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III-22. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of fresh and chilled Atlantic salmon?

No             Yes--Please identify.

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

**III-23. 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 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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**III-24. Anticipated demand trends.--**

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

- Increase       No Change       Decrease       Fluctuate

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

**III-25. Conditions of competition.--**

- (a) Is the fresh and chilled Atlantic salmon market subject to business cycles or conditions of competition other than the changes in the overall economy?

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

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- (b) Have the business 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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- III-26. **Price comparisons.**--Please compare market prices of fresh and chilled Atlantic salmon in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

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- III-27. **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 2004 to the present and forecasts for the future.

- III-28. **Barriers to trade.**--Are 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 III.--PRICING AND MARKET FACTORS--Continued**

III-29. **Interchangeability by country-pair.**--Is fresh and chilled Atlantic salmon 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	Norway	Canada	Chile	Faroe Islands	U.K.	Other countries
United States						
Norway	X					
Canada	X	X				
Chile	X	X	X			
Faroe Islands	X	X	X	X		
U.K.	X	X	X	X	X	

<sup>1</sup> For any country-pair producing fresh and chilled Atlantic Salmon that 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**

III-30. **Differences other than price by country-pair.**--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	X					
Canada	X	X				
Chile	X	X	X			
Faroe Islands	X	X	X	X		
U.K.	X	X	X	X	X	

<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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