

**FOREIGN PRODUCERS'/EXPORTERS' 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.

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p>_____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm produced or exported 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 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **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. **U.S. importers.**--Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's fresh and chilled Atlantic salmon in 2010.

No.	Importer's name	Contact person	E-mail address	Area code and telephone number	Share of your 2010 exports (%)
1					
2					
3					
4					
5					

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

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce fresh and chilled Atlantic salmon in the United States or other countries?

- No                       Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Jennifer Merrill for copies of that questionnaire).

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I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import fresh and chilled Atlantic salmon into the United States?

- No                       Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Jennifer Merrill for copies of that questionnaire).

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I-6. **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 future 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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**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.

*(check as many as appropriate) (please describe)*

plant openings ..... \_\_\_\_\_

\_\_\_\_\_

plant closings..... \_\_\_\_\_

\_\_\_\_\_

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

\_\_\_\_\_

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

\_\_\_\_\_

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

\_\_\_\_\_

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

\_\_\_\_\_

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

\_\_\_\_\_

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

\_\_\_\_\_

other (*e.g.*, technology) ..... \_\_\_\_\_

\_\_\_\_\_

**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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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 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 and/or using the same production and related workers used in the production of 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 data</u>
<u>Salmon</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.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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.

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II-8. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of fresh and chilled Atlantic salmon?

\_\_\_\_\_ Percent

II-9. **Inventories in the United States.**--Has your firm, since 2005, maintained any inventories of fresh and chilled Atlantic salmon in the United States (not including inventories held by firms identified in question I-3)?

- No                       Yes--Report the quantity of such end-of-period inventories below.

(Quantity in 1,000 pounds)						
Item	2005	2006	2007	2008	2009	2010
Inventory						

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

**II-10. Barriers.--**

(a) Are your firm's exports of fresh and chilled Atlantic salmon subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No  Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of fresh and chilled Atlantic salmon subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No  Yes--List the products(s), country(ies), and type of proceeding.

Product	Country	Type of proceeding
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

II-11. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of fresh and chilled Atlantic salmon since 2005. Please identify and discuss below.

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\_\_\_\_\_

\_\_\_\_\_

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

II-12. **Significance of countervailing duty/antidumping duty 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 production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-13. **Anticipated changes if order revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories 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 II.--TRADE AND RELATED INFORMATION--Continued**

II-14. **Trade data (Norway).**-- Report production capacity, production, shipments, and inventories of fresh and chilled Atlantic salmon produced by your firm in Norway during the specified periods. (See definitions in the instruction booklet.)

## Norway

Quantity (in 1,000 pounds) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Average production capacity<sup>1</sup> (A)</b>								
<b>Beginning-of-period inventories (B)</b>								
<b>Production<sup>2</sup> (C)</b>								
<b>Home market shipments:</b>								
Internal consumption/transfers quantity (D)								
Commercial shipments quantity (E)								
value (F)								
<b>Commercial export shipments:</b>								
to the United States: <sup>3</sup> quantity (G)								
value (H)								
to the European Union: <sup>4</sup> quantity (I)								
value (J)								
to Asia: <sup>5</sup> quantity (K)								
value (L)								
To Russia and Ukraine: <sup>6</sup> quantity (M)								
value (N)								
to all other markets: <sup>7</sup> quantity (O)								
value (P)								
<b>Exports to affiliated companies:</b>								
quantity (Q)								
value (R)								
<b>Total exports (quantity) (T)</b>								
<b>Total shipments (quantity) (U)</b>								
<b>End-of-period inventories (V)</b>								

<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.

<sup>2</sup> Please estimate the percentage of total production of fresh and chilled Atlantic salmon in Norway accounted for by your firm's production in 2010: \_\_\_\_\_ Percent

<sup>3</sup> Please estimate the percentage of total exports to the United States of fresh and chilled Atlantic salmon in Norway accounted for by your firm's exports in 2010: \_\_\_\_\_ Percent

<sup>4</sup> Identify your principal *European Union* export markets: \_\_\_\_\_.

<sup>5</sup> Identify your principal *Asian* export markets: \_\_\_\_\_.

<sup>6</sup> Identify your principal *Russia and Ukraine* export markets: \_\_\_\_\_.

<sup>7</sup> Identify your principal *other* export markets: \_\_\_\_\_.

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

II-15. **Reconciliation of trade data.**—

- (a) The quantities reported in question II-14 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

B + C – D – E – G – I – K – M – O    Do these data reconcile?  Yes     No--Please explain: \_\_\_\_\_  
– Q = V

- (b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line Q 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 III.--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 parts 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. **Contract versus spot.**--Approximately what share of your firm's sales of fresh and chilled Atlantic salmon to U.S. customers in 2010 was on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

III-3. **Long-term contract provisions.**--If you sell fresh and chilled Atlantic salmon to U.S. customers 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? \_\_\_\_\_ days
- (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-4. **Short-term contract provisions.**--If you sell fresh and chilled Atlantic salmon to U.S. customers 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? \_\_\_\_\_ days
- (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

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

III-5. **Lead times.**--What is the average lead time for fresh and chilled Atlantic salmon to U.S. customers between a customer's order and the date of delivery for your firm's sales of fresh and chilled Atlantic salmon?

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

III-6. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for fresh and chilled Atlantic salmon since 2005? Also discuss any anticipated changes in your raw material costs.

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III-7. **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; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of Norway-produced fresh and chilled Atlantic salmon in the U.S. market since 2005?

No       Yes-- Please describe.

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

**III-8. Availability of Norwegian import supply.--**

- (a) Do you anticipate any changes in terms of the availability of Norway-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 identify the changes, including the time period and the impact of such changes on shipment volumes and prices.

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**III-9. Product shifting.—**

- (a) 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 contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) 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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- (b) Please describe how your firm chooses the markets to which its fresh and chilled Atlantic salmon is exported. Include in this description factors (if relevant) such as contractual commitments or affiliations, affiliated production in non-Norwegian markets, regional price differences, transportation costs, etc.

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

III-10. **Product changes.**--Is the product range, product mix, or marketing of fresh and chilled Atlantic salmon in your home market different from that of fresh and chilled Atlantic salmon for export to the United States or to third-country markets?

No             Yes—Please explain.

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Have there been any significant changes in the product range, product mix, or marketing of fresh and chilled Atlantic salmon in your home market, for export to the United States, or for export to third-country markets since 2005?

No             Yes--Please describe.

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III-11. **Anticipated product changes.**—Do you anticipate changes in the product range, product mix, or marketing of fresh and chilled Atlantic salmon in your home market, for exports to the United States, or for exports to third-country markets.

No             Yes--Please explain.

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

III-12. **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. _____ _____

III-13. **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.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-14. **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 describe.

\_\_\_\_\_

\_\_\_\_\_

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

III-15. **Interchangeability.**--Is the fresh and chilled Atlantic salmon produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's fresh and chilled Atlantic salmon sold to the United States and/or to third-country markets?

- Yes       No--Identify the market(s) and any differences in the products.

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III-16. **End uses.**--Describe the end uses of the fresh and chilled Atlantic salmon that you manufacture and sell to your home market. If these end uses differ from those of the fresh and chilled Atlantic salmon you sell to the U.S. market or to third-country markets, explain.

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III-17. **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-18. **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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**PART III.--MARKET FACTORS--Continued**

III-19. **Demand trends.**--How has the demand for fresh and chilled Atlantic salmon changed since January 1, 2005? What principal factors affect changes in demand?

	<u>Increased</u>	<u>No change</u>	<u>Decreased</u>	<u>Fluctuated</u>	<u>Don't know</u>
Demand in:					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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III-20. **Anticipated demand trends.**-- How do you anticipate demand will change for fresh and chilled Atlantic salmon? What principal factors that will affect these changes in demand?

	<u>Increase</u>	<u>No change</u>	<u>Decrease</u>	<u>Fluctuate</u>
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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III-21. **Price differences.**--Please compare market prices of fresh and chilled Atlantic salmon in your home market, the United States, and third-country markets, and indicate the basis on which these prices are compared (e.g., delivered, net-back to Oslo, net-back to Norway packing plant).

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

III-22. **Description of home market.**--Describe briefly your home market for fresh and chilled Atlantic salmon, including the number of, and competition between, producers.

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III-23. **Import competition.**--Do you face competition from imports of fresh and chilled Atlantic salmon in your home market?

No             Yes--Please identify the country sources of any imports of fresh and chilled Atlantic salmon into your home market.

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III-24. **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.