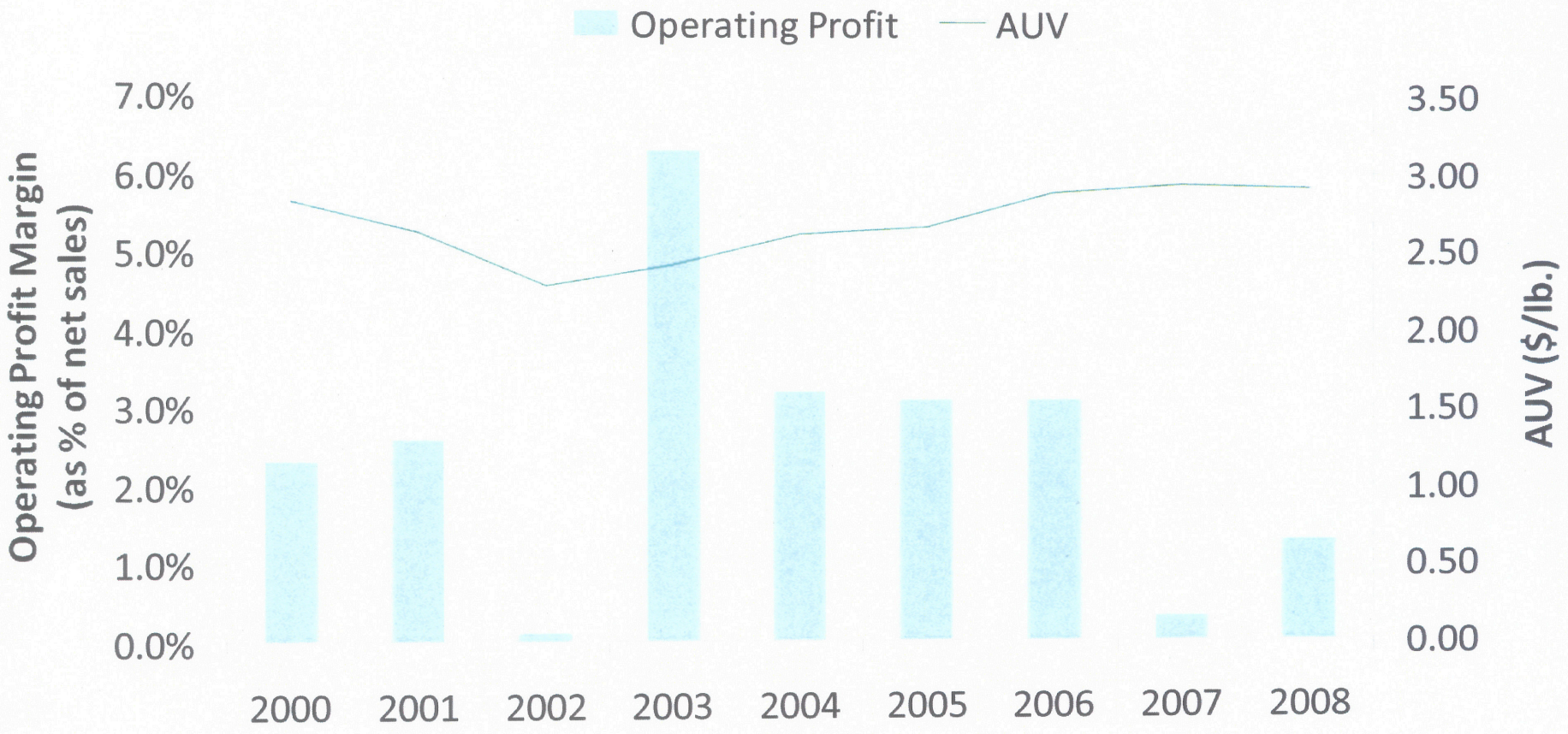
Certain Frozen Fish Fillets From Vietnam
ITC Sunset Hearing

Testimony of Daniel W. Klett
Principal
Capital Trade Incorporated
May 6, 2009

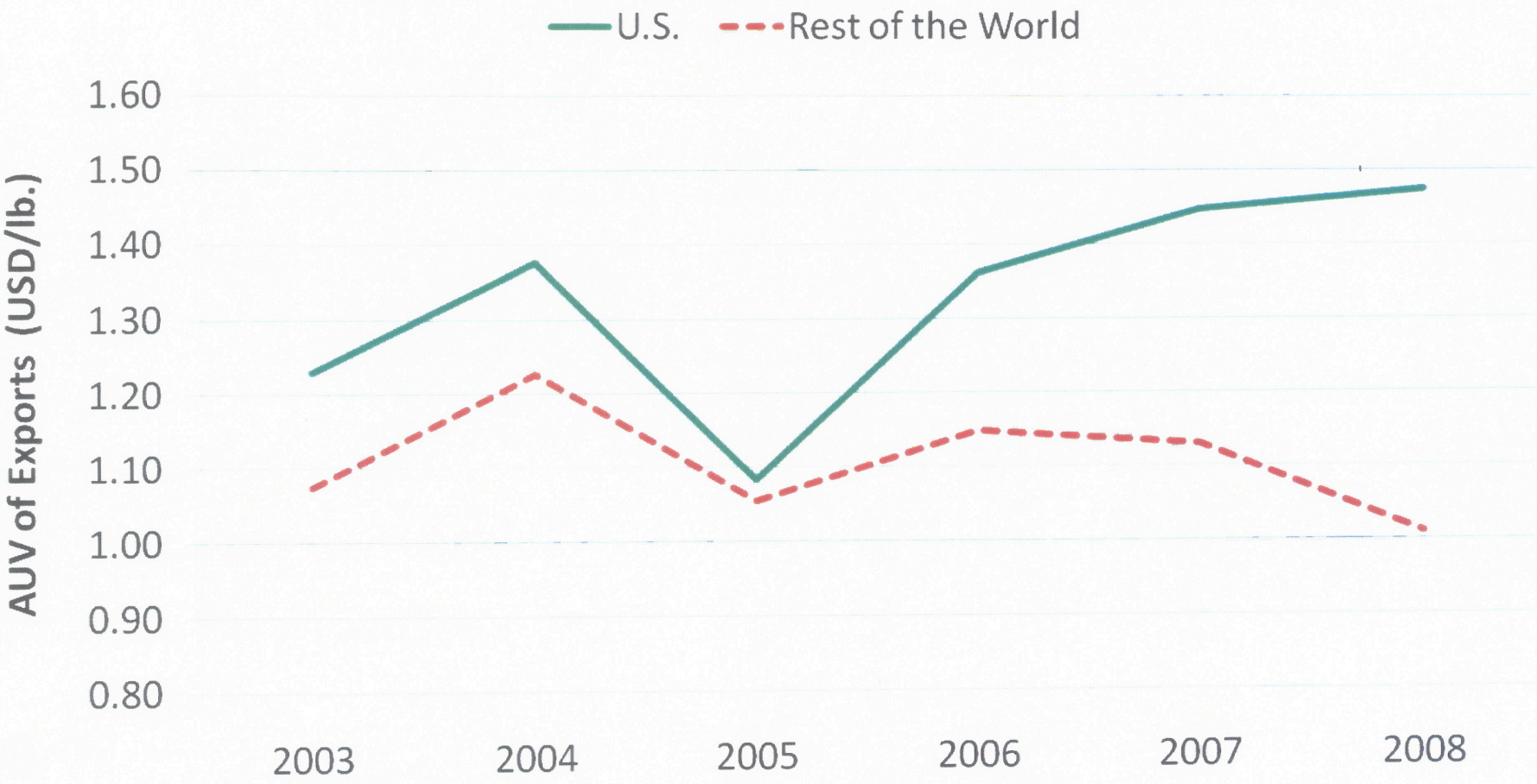
U.S. Producers' Operating Profit Margins And Average Sales Prices



Prepared by Capital Trade, Inc.

Source: Prehearing Staff Report at I-7, Table I-1.

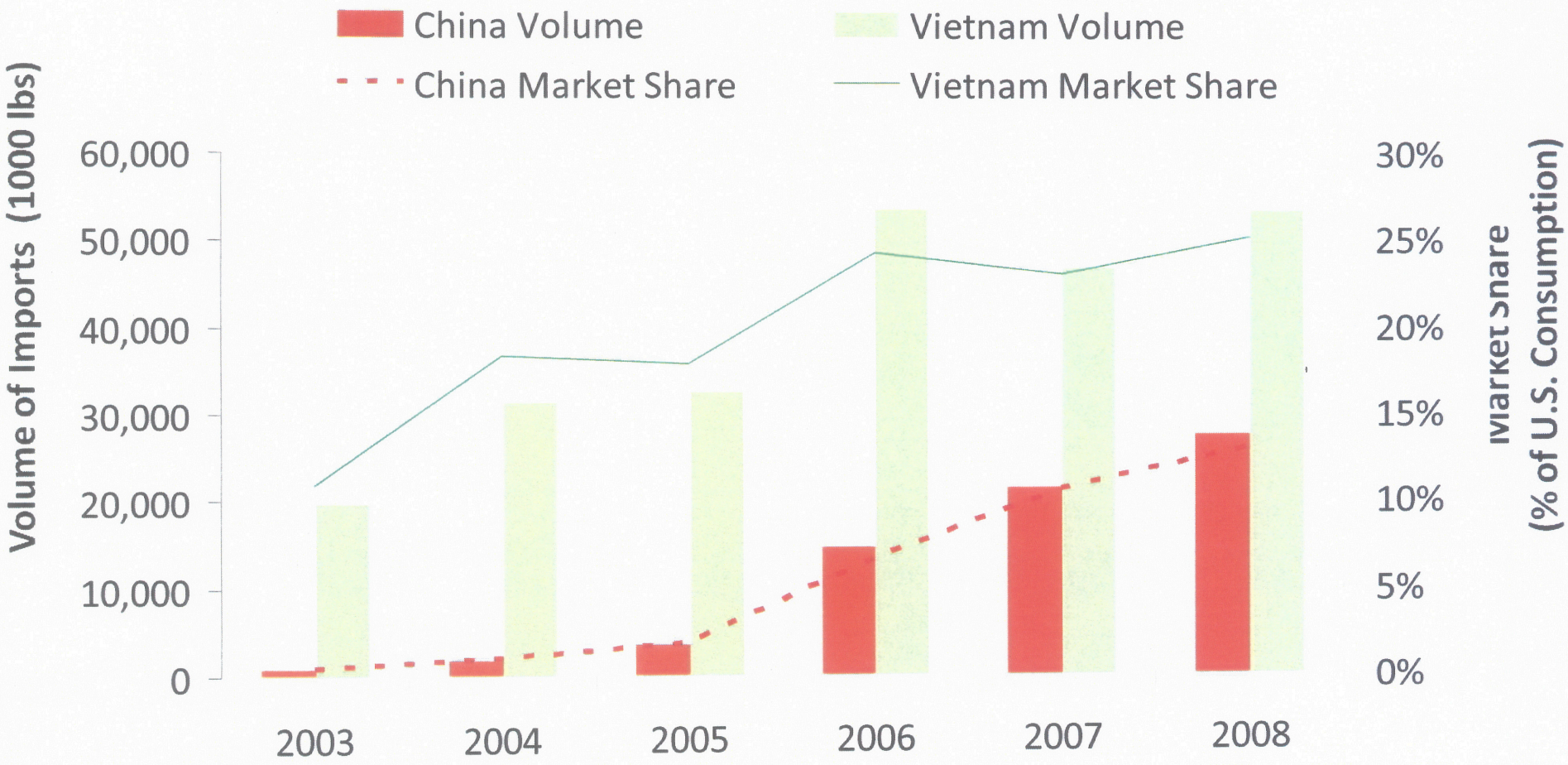
Vietnamese Export Prices To The U.S. vs. The Rest Of The World



Prepared by Capital Trade, Inc.

Source: Prehearing Brief, Exhibit 18 (VASEP data).

Imports Of Chinese and Vietnamese Frozen Fish Fillets During The POR



Source: Prehearing Staff Report at IV-2 at Table IV-1 and C-3 at Table C-1.

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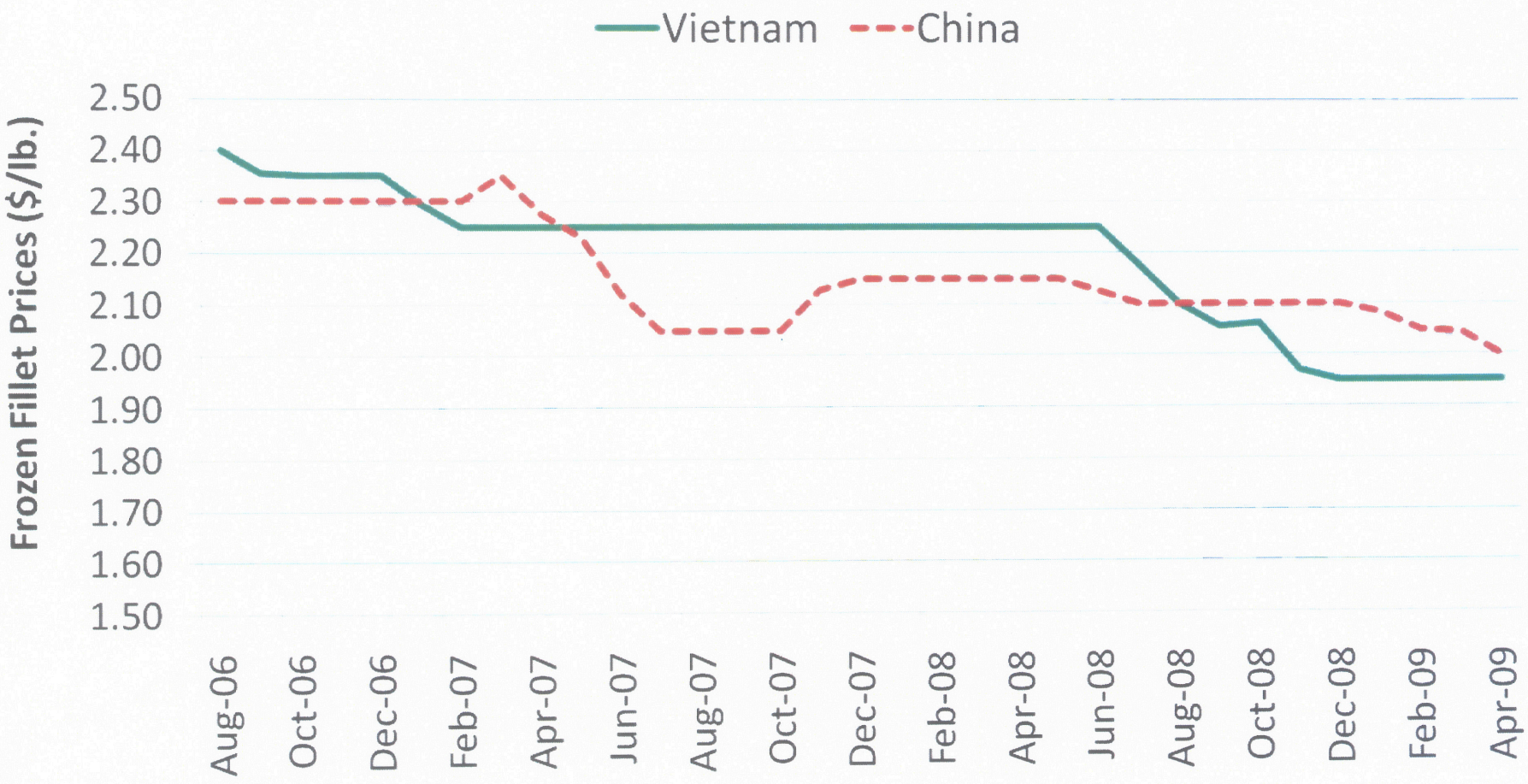
Vietnamese Pangasius And Chinese Channel Catfish Price Trends



Source: Prehearing Brief, Exhibit 2 (Urner Barry--3-5 oz. fillets).

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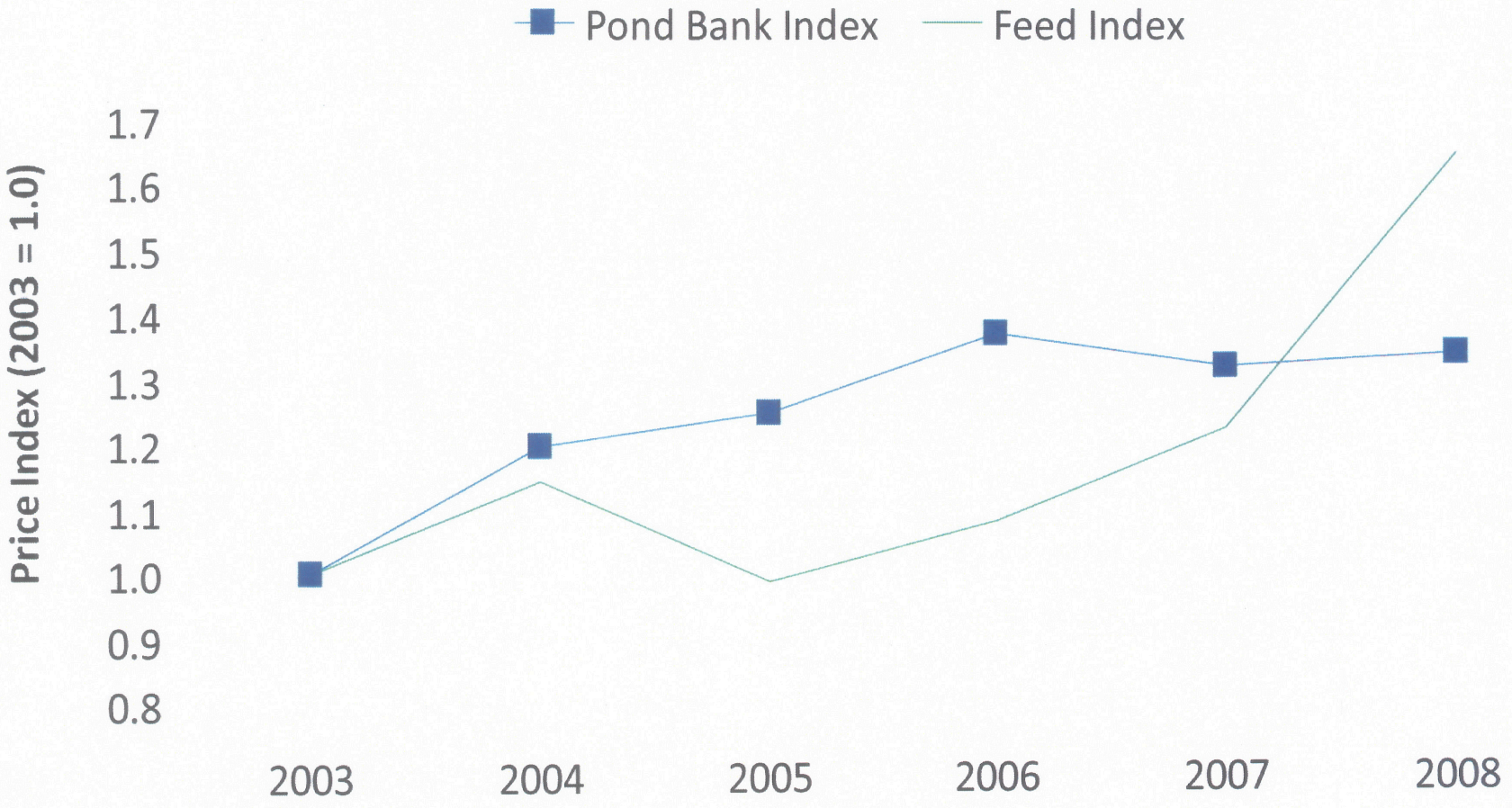
Average Annual Pond Bank Prices vs. Average Annual Feed Prices



Source: Prehearing Staff Report at V-3 and V-5.

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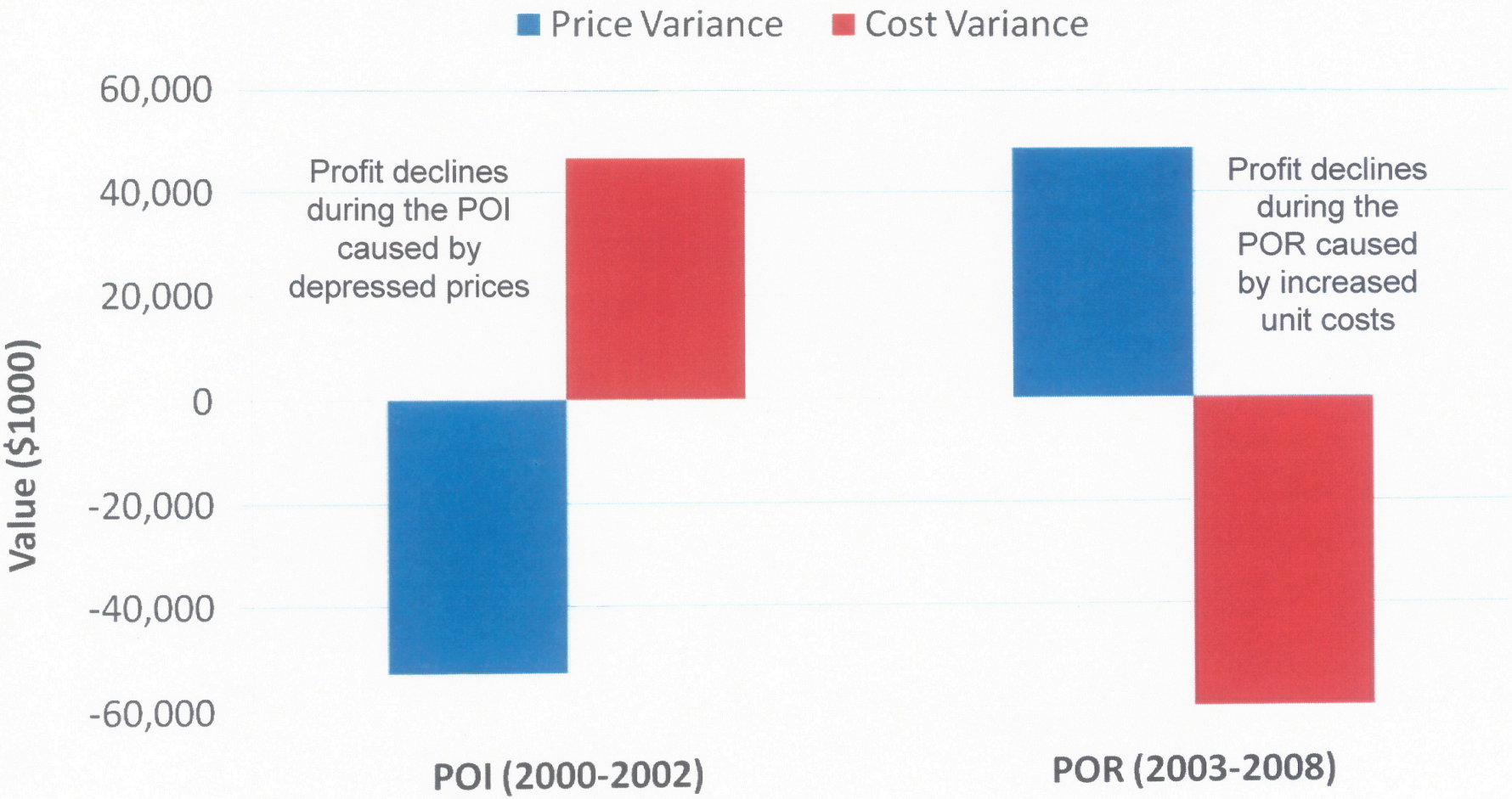
U.S. Operating Profit Variance Was Price-Related During The POI And Cost-Related During The POR



Source: Prehearing Report at III-22, Table III-11 and Investigation Final Determination at VI-8, Table VI-4.

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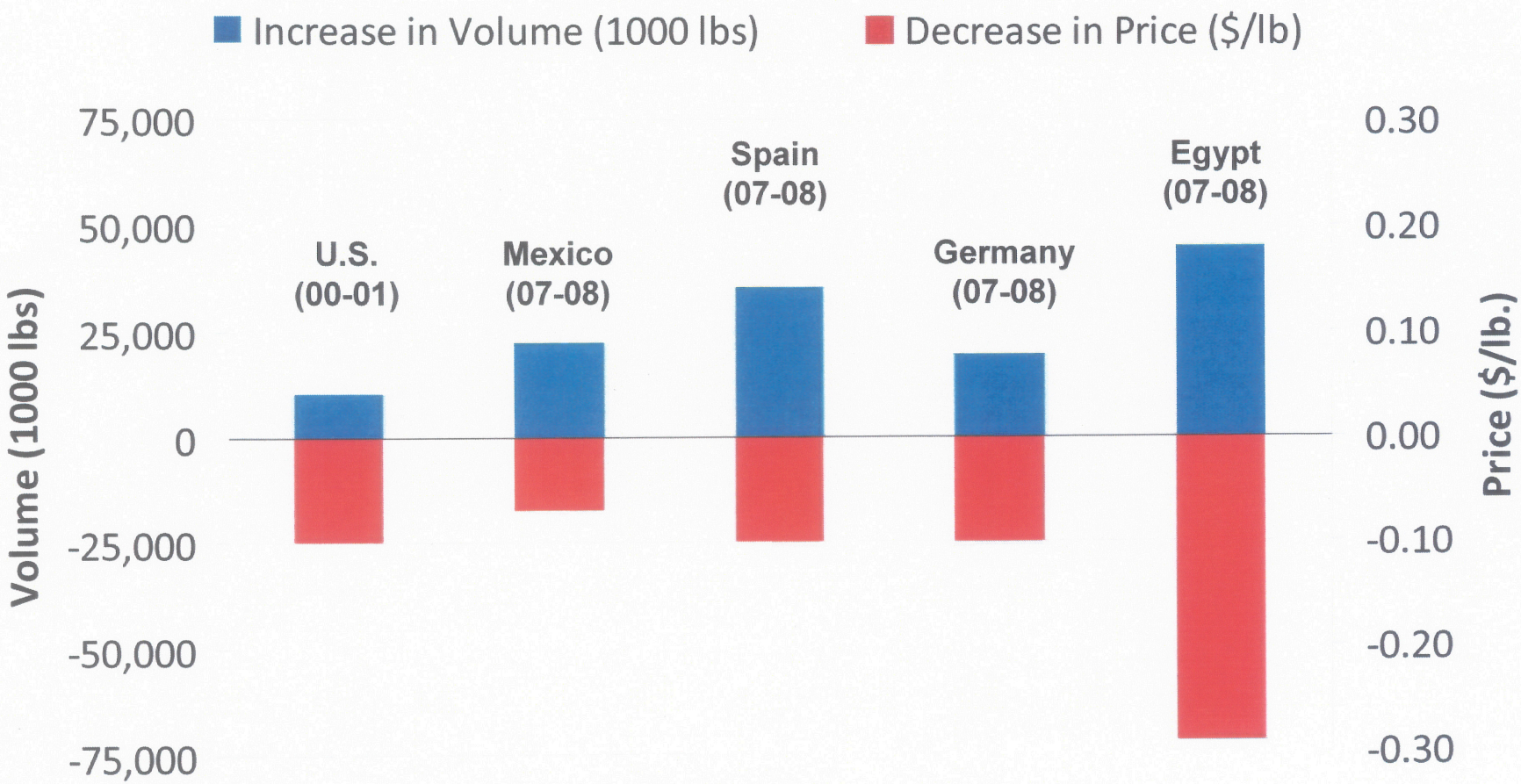
Single Year Increases In Volume And Decreases In Price For Vietnam Exports In 2007-08 Are Greater Than Those Experienced In U.S. Market In The Last Year Of The POI



Source: Prehearing Staff Report at I-5 and Prehearing Brief at Exhibits 16 and 21.

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