

**PRODUCERS' QUESTIONNAIRE**  
**FRESH AND CHILLED ATLANTIC SALMON FROM NORWAY**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than August 15, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping review investigations concerning fresh and chilled Atlantic salmon from Norway (invs. Nos. 701-TA-302 and 731-TA-454 (Second 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 produced fresh and chilled Atlantic salmon (as defined in the instruction booklet) since January 1, 1999?

☐

**NO**

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES**

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

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

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout 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 and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_

*Phone*

( ) \_\_\_\_\_

*Fax*

**PART I--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. Do you support or oppose continuation of the countervailing and antidumping duty orders currently in place for fresh and chilled Atlantic salmon from Norway? Please explain.

☐ Support    ☐ Oppose    ☐ Take no position

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I-4. 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 QUESTIONS--Continued**

- I-5. Does your firm have any related firms, either domestic or foreign, in which Atlantic salmon is farmed or processed?

☐ No      ☐ Yes--List the following information.

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

- I-6. Is any affiliated firm, either domestic or foreign, engaged in importing fresh and chilled Atlantic salmon into the United States or engaged in exporting these products to the United States?

☐ No      ☐ Yes--List the following information.

| <u>Country/firm name</u> | <u>Address</u> | <u>Affiliation</u> |
|--------------------------|----------------|--------------------|
| _____                    | _____          | _____              |
| _____                    | _____          | _____              |

- I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of fresh and chilled Atlantic salmon?

☐ No      ☐ Yes--List the following information.

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

- I-8. Please provide a detailed description of the operational and organizational activities/structure of your U.S. and foreign parent company regarding the production and sale of U.S.-produced fresh and chilled Atlantic salmon. Include a description of the processing stages, the average costs associated with each stage, and the location in which is stage is performed. In addition, please describe how sales terms and prices are set by your firm and foreign parent company. Use additional pages as necessary. Also, please provide a corporate organization chart for your U.S. and foreign related firms.

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

- I-9. Please provide a list of leases (and acreage involved) owned by your firm, and related parent firm, for salmon farming sites in the United States.
- I-10. 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 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 John Kitzmiller (202-205-3387) or [john.kitzmiller@usitc.gov](mailto:john.kitzmiller@usitc.gov). **Supply all data requested on a calendar-year basis.**

- II-1. Who should be contacted regarding the requested trade and related information?

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

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

- II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, diseases, algae blooms, or water temperature or quality problems; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of fresh and chilled Atlantic salmon since January 1, 1999?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes. Use additional pages as necessary.

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

- II-3. Since January 1, 1999, have your operations involving fresh and chilled Atlantic salmon, or the expansion of those operations, been affected by federal, state, or local government regulations, including zoning, water quality, and other environmental standards?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such regulations on your operations. Use additional pages as necessary.

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- II-4. 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 a description of any plans your firm, or related parent company, has to convert sites in Maine that have been subject to superchill conditions, to alternate species such as cod or halibut. **Also include in your response a specific projection of your firm's capacity to produce fresh and chilled Atlantic salmon (in 1,000 pounds) for 2005 and 2006.**

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- II-5. 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 and 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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**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-6. Since January 1, 1999, has your firm produced, or does your firm anticipate producing in the future, other species of fish 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.

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

- II-7. Report your firm's combined production capacity and production of these products and fresh and chilled Atlantic salmon in the periods indicated

| <b>(Quantity in 1,000 pounds)</b>  |                       |             |             |             |             |             |                     |             |
|------------------------------------|-----------------------|-------------|-------------|-------------|-------------|-------------|---------------------|-------------|
| <b>Item</b>                        | <b>Calendar years</b> |             |             |             |             |             | <b>January-June</b> |             |
|                                    | <b>1999</b>           | <b>2000</b> | <b>2001</b> | <b>2002</b> | <b>2003</b> | <b>2004</b> | <b>2004</b>         | <b>2005</b> |
|                                    |                       |             |             |             |             |             |                     |             |
| <b>AVERAGE PRODUCTION CAPACITY</b> |                       |             |             |             |             |             |                     |             |
| <b>PRODUCTION</b>                  |                       |             |             |             |             |             |                     |             |

- II-8. Please describe the constraint(s) that set the limit(s) on your production capacity, including such factors as zoning, biomass, environmental, weather (e.g., superchill), regulatory and feed limitations.

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- II-9. 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 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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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-10. 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 units, except as noted; value in \$1,000) |                |      |      |      |      |      |              |      |
|--|----------------|------|------|------|------|------|--------------|------|
| Item   | Calendar years |      |      |      |      |      | January-June |      |
|  | 1999           | 2000 | 2001 | 2002 | 2003 | 2004 | 2004         | 2005 |
| <b>EYED EGGS RAISED BY YOUR FIRM:</b>                        |                |      |      |      |      |      |              |      |
| Average production capacity <sup>1</sup> (quantity)          |                |      |      |      |      |      |              |      |
| Production (quantity)  |                |      |      |      |      |      |              |      |
| Mortality and other losses (quantity)                        |                |      |      |      |      |      |              |      |
| <b>FRY RAISED BY YOUR FIRM:</b>                              |                |      |      |      |      |      |              |      |
| Average production capacity <sup>1</sup> (quantity)          |                |      |      |      |      |      |              |      |
| Production (quantity)  |                |      |      |      |      |      |              |      |
| Mortality and other losses (quantity)                        |                |      |      |      |      |      |              |      |
| <b>SMOLT RAISED BY YOUR FIRM:</b>                            |                |      |      |      |      |      |              |      |
| Average production capacity <sup>1</sup> (quantity)          |                |      |      |      |      |      |              |      |
| Production (quantity)  |                |      |      |      |      |      |              |      |
| Mortality and other losses (quantity)                        |                |      |      |      |      |      |              |      |
| <b>U.S. shipments:</b>                                       |                |      |      |      |      |      |              |      |
| Internal consumption/<br>company transfers<br>Quantity       |                |      |      |      |      |      |              |      |
| Value  |                |      |      |      |      |      |              |      |
| Commercial shipments<br>Quantity                             |                |      |      |      |      |      |              |      |
| Value  |                |      |      |      |      |      |              |      |
| Total U.S. shipments<br>Quantity                             |                |      |      |      |      |      |              |      |
| Value  |                |      |      |      |      |      |              |      |

Section continued on next page.

II-10. *Continued.*

| (Quantity in 1,000 units, except as noted; value in \$1,000)  |                |      |      |      |      |      |              |      |
|---|----------------|------|------|------|------|------|--------------|------|
| Item  | Calendar years |      |      |      |      |      | January-June |      |
|   | 1999           | 2000 | 2001 | 2002 | 2003 | 2004 | 2004         | 2005 |
| <b>ROUND ATLANTIC SALMON<br/>RAISED BY YOUR FIRM:</b>   |                |      |      |      |      |      |              |      |
| <b>Average production<br/>capacity<sup>1</sup></b> (quantity in 1,000<br>pounds)                    |                |      |      |      |      |      |              |      |
| <b>Production</b> (quantity in<br>1,000 pounds)   |                |      |      |      |      |      |              |      |
| <b>Mortality and other losses</b><br>(quantity in 1,000 pounds)                                     |                |      |      |      |      |      |              |      |
| <b>U.S. shipments:</b><br>Internal consumption/<br>company transfers<br>Quantity in 1,000<br>pounds |                |      |      |      |      |      |              |      |
| Value   |                |      |      |      |      |      |              |      |
| Commercial shipments<br>Quantity in 1,000<br>pounds   |                |      |      |      |      |      |              |      |
| Value   |                |      |      |      |      |      |              |      |
| Total U.S. shipments<br>Quantity in 1,000<br>pounds   |                |      |      |      |      |      |              |      |
| Value   |                |      |      |      |      |      |              |      |

II-11. Please indicate what factors define your capability to raise eyed eggs, fry, smolt, and round Atlantic salmon, and explain any changes in reported capacity reported in section II-10.

| Product                     | Capability factors | Explanation of capacity changes |
|-----------------------------|--------------------|---------------------------------|
| Eyed eggs                   |                    |                                 |
| Fry                         |                    |                                 |
| Smolt                       |                    |                                 |
| Round adult Atlantic salmon |                    |                                 |



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

II-12. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **DRESSED** Atlantic salmon in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| (Quantity in 1,000 pounds; value in \$1,000)  |                |      |      |      |      |      |              |      |
|---|----------------|------|------|------|------|------|--------------|------|
| Item  | Calendar years |      |      |      |      |      | January-June |      |
|   | 1999           | 2000 | 2001 | 2002 | 2003 | 2004 | 2004         | 2005 |
| <b>AVERAGE PRODUCTION CAPACITY<sup>1</sup></b> (quantity)   |                |      |      |      |      |      |              |      |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)   |                |      |      |      |      |      |              |      |
| <b>PRODUCTION</b> (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>EXPORT SHIPMENTS:<sup>2</sup></b>  |                |      |      |      |      |      |              |      |
| Quantity  |                |      |      |      |      |      |              |      |
| Value   |                |      |      |      |      |      |              |      |
| <b>END-OF-PERIOD INVENTORIES<sup>3</sup></b> (quantity)   |                |      |      |      |      |      |              |      |
| <b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)  |                |      |      |      |      |      |              |      |
| <b>U.S. SHIPMENTS TO PROCESSORS</b> (quantity)  |                |      |      |      |      |      |              |      |
| <b>U.S. SHIPMENTS TO RETAILERS/INSTITUTIONAL BUYERS</b> (quantity)  |                |      |      |      |      |      |              |      |
| <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). |                |      |      |      |      |      |              |      |
| <sup>2</sup> Identify your principal export markets: _____  |                |      |      |      |      |      |              |      |
| <sup>3</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?   |                |      |      |      |      |      |              |      |
| <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____   |                |      |      |      |      |      |              |      |



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

II-15. Other than direct imports, has your firm otherwise purchased fresh and chilled Atlantic salmon since January 1, 1999? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.<sup>1</sup>

| (Quantity in 1,000 pounds, value in \$1,000)   |                |      |      |      |      |      |              |      |
|--|----------------|------|------|------|------|------|--------------|------|
| Item   | Calendar years |      |      |      |      |      | January-June |      |
|  | 1999           | 2000 | 2001 | 2002 | 2003 | 2004 | 2004         | 2005 |
| <b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>   |                |      |      |      |      |      |              |      |
| Norway:  |                |      |      |      |      |      |              |      |
| Quantity   |                |      |      |      |      |      |              |      |
| Value  |                |      |      |      |      |      |              |      |
| <b>ALL OTHER COUNTRIES:</b>  |                |      |      |      |      |      |              |      |
| Quantity   |                |      |      |      |      |      |              |      |
| Value  |                |      |      |      |      |      |              |      |
| <b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>  |                |      |      |      |      |      |              |      |
| Quantity   |                |      |      |      |      |      |              |      |
| Value  |                |      |      |      |      |      |              |      |
| <b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>   |                |      |      |      |      |      |              |      |
| Quantity   |                |      |      |      |      |      |              |      |
| Value  |                |      |      |      |      |      |              |      |
| <sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.   |                |      |      |      |      |      |              |      |
| <hr/> <hr/> <hr/>  |                |      |      |      |      |      |              |      |
| <sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. |                |      |      |      |      |      |              |      |
| <hr/> <hr/> <hr/>  |                |      |      |      |      |      |              |      |

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

II-16. Since January 1, 1999, has your firm either farmed or processed fresh and chilled Atlantic salmon under a toll agreement (see definition in the instruction booklet)?

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

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

II-17. Since January 1, 1999, has another firm either farmed or processed fresh and chilled Atlantic salmon for you under a toll agreement (see definition in the instruction booklet)?

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

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

II-18. Do you operate or intend to operate (answer only as regards your 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-19. In what month and year did your firm make, or does it expect to make, its first commercial sale of Atlantic salmon? \_\_\_\_\_

II-20. What processing and "further processing" of Atlantic salmon do you do?

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-21. Do you farm other species of fish?

☐ No ☐ Yes--Identify what other species of fish you farm and the period during which such production has occurred.

Species

Period of operations

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

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

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

- II-22. Have your operations experienced any (1) expansion of production due to start-up or acquisition of facilities; (2) prolonged shutdowns or curtailment of production due to consolidations, closures, equipment failure, diseases, algae blooms, water temperature or quality problems, or shortages of materials; and/or (3) other significant developments affecting the character of your operations or organization relating to the farming or processing of Atlantic salmon since January 1, 1999?

☐ No ☐ Yes

Supply in the space below and on additional pages, if necessary, details as to the time, nature, and significance of such change.

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- II-23. Since January 1, 1999 has your firm imported fresh and chilled Atlantic salmon?

☐ No ☐ Yes

--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

- II-24. Describe the significance of the existing countervailing 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, 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-25. 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 and 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 (205-3432) or e-mail to:  
[charles.yost@usitc.gov](mailto:charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_

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

\_\_\_\_\_  
 Phone No.

\_\_\_\_\_  
 Fax No.

\_\_\_\_\_  
 E-mail address

\_\_\_\_\_  
 Company web address

III-2. 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 \_\_\_\_ 10Qs \_\_\_\_

Monthly \_\_\_\_ quarterly \_\_\_\_ semi-annually \_\_\_\_ annually \_\_\_\_

4. Accounting basis: GAAP \_\_\_\_ cash \_\_\_\_ tax \_\_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: Please submit copies of your firm's financial statements, including internal profit-and-loss statements for the division or product group that includes fresh Atlantic salmon, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

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

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

III-5. Does your firm commingle sales of U.S.-raised fresh Atlantic salmon with sales of Canadian-raised fresh Atlantic salmon? If so, please explain how sales quantity and value are distinguished between the U.S.-raised product and the Canadian-raised product.

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

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

- III-6. Does your firm process U.S.-raised fresh Atlantic salmon in the same facility(ies) in which it processes Canadian-raised fresh 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.

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- III-7. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of fresh Atlantic salmon from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

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- III-8. When you firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-7 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

☐ No

☐ Yes--Complete question III-9 below.

- III-9. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of PCR. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

| <u>Input</u> | <u>Related Party</u> | <u>Transfer Price Basis</u> |
|--------------|----------------------|-----------------------------|
| <hr/>        | <hr/>                | <hr/>                       |
| <hr/>        | <hr/>                | <hr/>                       |
| <hr/>        | <hr/>                | <hr/>                       |
| <hr/>        | <hr/>                | <hr/>                       |
| <hr/>        | <hr/>                | <hr/>                       |

- III-10. Other products.--Please list any other products you produced in the facilities in which you produced fresh Atlantic salmon, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

| <b>Product(s)</b> | <b>Share of sales</b> |
|-------------------|-----------------------|
| <hr/>             | <hr/>                 |
| <hr/>             | <hr/>                 |
| <hr/>             | <hr/>                 |

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

III-11. Operations on fresh Atlantic salmon.--Report the revenue and related cost information requested below on the fresh Atlantic salmon operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost (205-3432) before completing this section of the questionnaire.

| <b>(Quantity in 1,000 pounds, value in \$1,000)</b>  |                     |             |             |             |             |             |                     |             |
|--|---------------------|-------------|-------------|-------------|-------------|-------------|---------------------|-------------|
| <b>Item</b>  | <b>Fiscal years</b> |             |             |             |             |             | <b>January-June</b> |             |
|  | <b>1999</b>         | <b>2000</b> | <b>2001</b> | <b>2002</b> | <b>2003</b> | <b>2004</b> | <b>2004</b>         | <b>2005</b> |
| <b>Total net sales quantities:<sup>2</sup></b>   |                     |             |             |             |             |             |                     |             |
| Of which:  |                     |             |             |             |             |             |                     |             |
| Salmon under 8 pounds  |                     |             |             |             |             |             |                     |             |
| Salmon 8 to 10 pounds  |                     |             |             |             |             |             |                     |             |
| Salmon over 10 pounds  |                     |             |             |             |             |             |                     |             |
| <b>Total net sales values:<sup>2</sup></b>   |                     |             |             |             |             |             |                     |             |
| Of which:  |                     |             |             |             |             |             |                     |             |
| Salmon under 8 pounds  |                     |             |             |             |             |             |                     |             |
| Salmon 8 to 10 pounds  |                     |             |             |             |             |             |                     |             |
| Salmon over 10 pounds  |                     |             |             |             |             |             |                     |             |
| <b>Total cost of goods sold (including internal consumption and transfers to related firms):<sup>3</sup></b> |                     |             |             |             |             |             |                     |             |
| <b>Gross profit or (loss)</b>  |                     |             |             |             |             |             |                     |             |
| <b>Total selling, general, and administrative (SG&amp;A) expenses:<sup>3</sup></b>                           |                     |             |             |             |             |             |                     |             |
| <b>Operating income or (loss)</b>  |                     |             |             |             |             |             |                     |             |
| <b>Other income and expenses:</b>  |                     |             |             |             |             |             |                     |             |
| Interest expense   |                     |             |             |             |             |             |                     |             |
| All other expense items  |                     |             |             |             |             |             |                     |             |
| Continued Dumping and Subsidy Offset Act funds received <sup>4</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. operations. Do not include sales of salmon that your firm purchased and merely resold.

<sup>2</sup> Include commercial sales, internal consumption, and transfers to related firms (note that internal consumption and transfers to related firms must be valued at fair market value, but that purchases from related firms must be at cost). Report the total of all sales net of 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>3</sup> Provide a breakout of these costs in III-12.

<sup>4</sup> Do not report these funds as an offset to operating expenses. Please report funds received under this act (and associated time periods) that are not included in the financial results above:



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

- III-12. Components of COGS and SG&A—Identify the major cost categories of the COGS and SG&A expenses reported in the product line income statement (III-11), and their cost. 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   | Fiscal years |      |      |      |      |      | January-June |      |
|  | 1999         | 2000 | 2001 | 2002 | 2003 | 2004 | 2004         | 2005 |
| COGS: <sup>1</sup>   |              |      |      |      |      |      |              |      |
| (1) Hatchery and farm costs<br>(specify_____)  |              |      |      |      |      |      |              |      |
| (2) Harvesting and processing costs  |              |      |      |      |      |      |              |      |
| (3) Other costs<br>(specify_____)  |              |      |      |      |      |      |              |      |
| (4) Other costs (specify<br>_____)   |              |      |      |      |      |      |              |      |
| Selling costs: <sup>2</sup><br>(identify_____)   |              |      |      |      |      |      |              |      |
| General and administrative costs: <sup>3</sup>   |              |      |      |      |      |      |              |      |
| (1)<br>(Identify:_____)  |              |      |      |      |      |      |              |      |
| (2)<br>_____   |              |      |      |      |      |      |              |      |
| (3)<br>_____   |              |      |      |      |      |      |              |      |
| <sup>1</sup> Please specify the nature of and provide a breakout of any costs for each period above that are included that are incurred outside the United States _____<br><sup>2</sup> Please specify the nature of and provide a breakout of any costs for each period above that are included that are incurred outside the United States _____<br><sup>3</sup> Please specify the nature of and provide a breakout of any costs for each period above that are included that are incurred outside the United States _____<br>Method of inventory valuation is: _____ |              |      |      |      |      |      |              |      |



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

III-14. Business plan projection--If your firm had/has a business plan projection (including budget) relating to the farming or harvesting of fresh Atlantic salmon that projected sales and profitability for any period during fiscal years 2004-07, please report the date of such plan(s), and the projected size of fish sold, price, sales, and profitability for each period

|   | Fiscal years |      |      |      |
|---|--------------|------|------|------|
| Business plan projections <sup>1</sup>  | 2004         | 2005 | 2006 | 2007 |
| Projected net sales quantity (1,000 pounds): <sup>2</sup>   |              |      |      |      |
| Salmon under 8 pounds   |              |      |      |      |
| Salmon 8 to 10 pounds   |              |      |      |      |
| Salmon over 10 pounds   |              |      |      |      |
| Projected net sales value (\$1,000): <sup>2</sup>   |              |      |      |      |
| Salmon under 8 pounds   |              |      |      |      |
| Salmon 8 to 10 pounds   |              |      |      |      |
| Salmon over 10 pounds   |              |      |      |      |
| Projected total cost of goods sold (\$1,000)  |              |      |      |      |
| Projected gross profit or (loss) (\$1,000)  |              |      |      |      |
| Projected selling, general, and administrative expenses (\$1,000)   |              |      |      |      |
| Projected operating income or (loss) (\$1,000)  |              |      |      |      |
| <sup>1</sup> Specify the date that the last business plan was formulated covering the fiscal period(s) identified above: _____; _____; _____; _____. Specify the basis for projections (e.g., consultant's study, accountant's study, etc. _____) |              |      |      |      |
| <sup>2</sup> Less discounts, returns, allowances, rebates, and prepaid freight.   |              |      |      |      |

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

III-15. Asset values.--Report the total assets associated with the production, warehousing, and sale of fresh Atlantic salmon. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in III-11 and III-12. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

| (Value in \$1,000)                                     |      |      |      |      |      |      |
|--|------|------|------|------|------|------|
|  | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 |
| <b>1. Current assets:</b>                              |      |      |      |      |      |      |
| A. Cash and equivalents                                |      |      |      |      |      |      |
| B. Accounts receivable, net                            |      |      |      |      |      |      |
| C. Inventories   |      |      |      |      |      |      |
| D. All other current                                   |      |      |      |      |      |      |
| E. Total current assets (lines 1.A. through 1.D.)      |      |      |      |      |      |      |
| <b>2. Non-current assets</b>                           |      |      |      |      |      |      |
| A. Property, plant, and equipment (PPE) at cost        |      |      |      |      |      |      |
| B. Less: Accumulated depreciation                      |      |      |      |      |      |      |
| C. Equals: Net book value of PPE                       |      |      |      |      |      |      |
| D. All other non-current assets                        |      |      |      |      |      |      |
| Total non-current (lines 2.C and 2.D.)                 |      |      |      |      |      |      |
| <b>3. Total assets</b> (total current and non-current) |      |      |      |      |      |      |

III-16. Capital expenditures and research and development expenses.--Report your firm's capital expenditures and research and development expenses on fresh 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                        | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | January-June |      |
|                             |      |      |      |      |      |      | 2004         | 2005 |
| <b>Capital expenditures</b> |      |      |      |      |      |      |              |      |
| <b>R &amp; D expenses</b>   |      |      |      |      |      |      |              |      |

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

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270; e-mail: john.benedetto@usitc.gov).

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

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

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

**Section IV-A.--PRICE DATA**

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

**Product 1.--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.**

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

**PART IV.--PRICING AND MARKET FACTORS--Continued****Section IV-A.--PRICE DATA--Continued**

Please report your total quantity and value of sales of fresh and chilled Atlantic salmon to the specified customers during the period January 1999-June 2005. Complete a separate page for each of the specified products produced and sold by your firm.

☐ Product 1    ☐ Product 2    ☐ Product 3

| (Quantity in 1,000 pounds, value in \$1,000) |              |                    |                     |                    |                   |                    |                    |                    |
|--|--------------|--------------------|---------------------|--------------------|-------------------|--------------------|--------------------|--------------------|
|  | Distributors |                    | Supermarkets chains |                    | Restaurant chains |                    | Further processors |                    |
| Period of shipment                           | Quantity     | Value <sup>1</sup> | Quantity            | Value <sup>1</sup> | Quantity          | Value <sup>1</sup> | Quantity           | Value <sup>1</sup> |
| <b>1999:</b>                                 |              |                    |                     |                    |                   |                    |                    |                    |
| January-March                                |              |                    |                     |                    |                   |                    |                    |                    |
| April-June                                   |              |                    |                     |                    |                   |                    |                    |                    |
| July-September                               |              |                    |                     |                    |                   |                    |                    |                    |
| October-December                             |              |                    |                     |                    |                   |                    |                    |                    |
| <b>2000:</b>                                 |              |                    |                     |                    |                   |                    |                    |                    |
| January-March                                |              |                    |                     |                    |                   |                    |                    |                    |
| April-June                                   |              |                    |                     |                    |                   |                    |                    |                    |
| July-September                               |              |                    |                     |                    |                   |                    |                    |                    |
| October-December                             |              |                    |                     |                    |                   |                    |                    |                    |
| <b>2001:</b>                                 |              |                    |                     |                    |                   |                    |                    |                    |
| January-March                                |              |                    |                     |                    |                   |                    |                    |                    |
| April-June                                   |              |                    |                     |                    |                   |                    |                    |                    |
| July-September                               |              |                    |                     |                    |                   |                    |                    |                    |
| October-December                             |              |                    |                     |                    |                   |                    |                    |                    |
| <b>2002:</b>                                 |              |                    |                     |                    |                   |                    |                    |                    |
| January-March                                |              |                    |                     |                    |                   |                    |                    |                    |
| April-June                                   |              |                    |                     |                    |                   |                    |                    |                    |
| July-September                               |              |                    |                     |                    |                   |                    |                    |                    |
| October-December                             |              |                    |                     |                    |                   |                    |                    |                    |
| <b>2003:</b>                                 |              |                    |                     |                    |                   |                    |                    |                    |
| January-March                                |              |                    |                     |                    |                   |                    |                    |                    |
| April-June                                   |              |                    |                     |                    |                   |                    |                    |                    |
| July-September                               |              |                    |                     |                    |                   |                    |                    |                    |
| October-December                             |              |                    |                     |                    |                   |                    |                    |                    |
| <b>2004:</b>                                 |              |                    |                     |                    |                   |                    |                    |                    |
| January-March                                |              |                    |                     |                    |                   |                    |                    |                    |
| April-June                                   |              |                    |                     |                    |                   |                    |                    |                    |
| July-September                               |              |                    |                     |                    |                   |                    |                    |                    |
| October-December                             |              |                    |                     |                    |                   |                    |                    |                    |
| <b>2005:</b>                                 |              |                    |                     |                    |                   |                    |                    |                    |
| January-March                                |              |                    |                     |                    |                   |                    |                    |                    |
| April-June                                   |              |                    |                     |                    |                   |                    |                    |                    |
| Footnotes contained on next page             |              |                    |                     |                    |                   |                    |                    |                    |

**PART IV.--PRICING AND MARKET FACTORS--Continued****Section IV-A.--PRICE DATA--Continued**

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

- IV-B-1. a) Please describe how your firm determines the prices that it charges for sales of fresh and chilled Atlantic salmon (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission.

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- b) Describe how fresh and chilled Atlantic salmon is marketed and indicate during what months you bring fresh product to market.

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

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- IV-B-3. 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)? \_\_\_\_\_  
On what basis are your prices of domestic fresh and chilled Atlantic salmon usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

- IV-B-4. Approximately what share of your firm's sales of its U.S.-produced fresh and chilled Atlantic salmon in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

| Type of sale         | Share of sales (percent) |
|----------------------|--------------------------|
| Long-term contracts  |                          |
| Short-term contracts |                          |
| Spot sales           |                          |

**PART IV.--PRICING AND MARKET FACTORS--Continued****Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-5. 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? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-6. 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? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. 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?

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

IV-B-8. (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? Your firm \_\_\_\_\_, your firm's parent or affiliated company \_\_\_\_\_, or purchaser \_\_\_\_\_ (check one).

- (c) What proportion of your sales occur:
- within 100 miles of your storage or production facility? \_\_\_\_\_ percent.
- between 101 and 1,000 miles from your storage or production facility? \_\_\_\_\_ percent.
- over 1,000 miles from your storage or production facility? \_\_\_\_\_ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's fresh and chilled Atlantic salmon?

- ☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast
- ☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest
- ☐ National ☐ Other (describe) \_\_\_\_\_

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



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

- IV-B-10. Describe the end uses of the fresh and chilled Atlantic salmon that you manufacture. For each end-use product, what percentage of the total cost is accounted for by fresh and chilled Atlantic salmon?

| <u>End use</u> | <u>Share of total cost accounted for by fresh and chilled Atlantic salmon (percent)</u> |
|----------------|---|
| _____          | _____   |
| _____          | _____   |

- IV-B-11. Have there been any changes in the end uses of fresh and chilled Atlantic salmon since January 1, 1999?

☐ No ☐ Yes--Please describe.

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- IV-B-12. Do you anticipate any future changes in terms of the end uses of fresh and chilled Atlantic salmon in the future?

☐ No ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- IV-B-13. (a) Please list in order of importance any products that may be substituted for fresh and chilled Atlantic salmon.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for fresh and chilled Atlantic salmon?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for fresh and chilled Atlantic salmon? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of fresh and chilled Atlantic salmon or final end use?

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

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

IV-B-14. Have there been any changes in the number or types of products that can be substituted for fresh and chilled Atlantic salmon since January 1, 1999?

☐ No ☐ Yes--Please explain.

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IV-B-15. 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 describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-16. To what extent have changes in the costs of raw materials affected your firm's selling prices for fresh and chilled Atlantic salmon during January 1999-June 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced fresh and chilled Atlantic salmon in the U.S. market since January 1, 1999?

☐ No ☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

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

IV-B-18. (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 identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-19. Has the availability of imported fresh and chilled Atlantic salmon from non-subject countries changed since January 1, 1999?

☐ No

☐ Yes--Please explain.

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IV-B-20. 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 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. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet and/or market shifts in the United States away from subject fresh whole salmon to non-subject Atlantic salmon products including fresh Atlantic salmon fillets and frozen Atlantic salmon fillets) of fresh and chilled Atlantic salmon since January 1, 1999?

☐ No

☐ Yes--Please describe and quantify if possible.

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

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

- IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of fresh and chilled Atlantic salmon in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

☐ No ☐ Yes--Please identify, including the time period.

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- IV-B-23. How has demand within the United States (and outside the United States, if known) for fresh and chilled Atlantic salmon changed since January 1, 1999?

☐ Increased ☐ Unchanged ☐ Decreased

☐ Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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- IV-B-24. Do you anticipate any future changes in fresh and chilled Atlantic salmon demand in the United States and, if known, the rest of the world?

☐ No ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- IV-B-25. 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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**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss 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 January 1, 1999 to the present and forecasts for the future.

IV-B-27. 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 January 1, 1999, or that are expected to occur in the future.

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IV-B-28. Does your firm sell fresh and chilled Atlantic salmon over the internet?

☐ No

☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of fresh and chilled Atlantic salmon in 2004 accounted for by internet sales.

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IV-B-29. What is the shelf life of your U.S. produced fresh and chilled Atlantic salmon, from the time the fish is taken from the ocean to consumption by the final consumer (specify range)?

\_\_\_\_\_ - \_\_\_\_\_ days.





**PART IV. PRICING AND RELATED INFORMATION—Continued****Section IV-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for your U.S.-produced fresh and chilled Atlantic salmon during January 1999-June 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's U.S.-produced fresh and chilled Atlantic salmon that each of these customers accounted for in 2004.

| No. | Customer's name | Street address (not P.O. box), state, and zip code | Contact person | Area code and telephone number | Share of 2004 sales (%) |
|-----|-----------------|--|----------------|--------------------------------|-------------------------|
| 1   |                 |  |                |                                |                         |
| 2   |                 |  |                |                                |                         |
| 3   |                 |  |                |                                |                         |
| 4   |                 |  |                |                                |                         |
| 5   |                 |  |                |                                |                         |
| 6   |                 |  |                |                                |                         |
| 7   |                 |  |                |                                |                         |
| 8   |                 |  |                |                                |                         |
| 9   |                 |  |                |                                |                         |
| 10  |                 |  |                |                                |                         |