

**IMPORTERS' 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 imported fresh Atlantic salmon (as defined in the instruction booklet) from any country at any time 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 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. 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.

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

I-3. Is your firm owned, in whole or in part, by any other firm?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing fresh and chilled Atlantic salmon from Norway into the United States or which are engaged in exporting fresh and chilled Atlantic salmon from Norway to the United States?

No  Yes--List the following information.

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

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing fresh and chilled Atlantic salmon from countries other than Norway into the United States or which are engaged in exporting fresh and chilled Atlantic salmon from countries other than Norway to the United States?

No       Yes--List the following information.

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

I-6. Does your firm or any related firm have, or anticipate having, any domestic or foreign plants in which you or any affiliated firm farm or process fresh and chilled Atlantic salmon?

No       Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on fresh and chilled Atlantic salmon. More than one answer may be applicable.

- Importer of record       Takes title to the imported product(s)
- Consignee of the imported product(s)       Customs broker or freight forwarder

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

\_\_\_\_\_

\_\_\_\_\_

I-9. Is your firm or any affiliated U.S. firm engaged in the further processing (filleting, smoking, etc.) of fresh and chilled Atlantic salmon?

No       Yes--Please elaborate below.

\_\_\_\_\_

\_\_\_\_\_

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

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

No             Yes

I-11. 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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I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in any other countries?

No             Yes--Please specify.

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of fresh and chilled Atlantic salmon in the future?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of fresh and chilled Atlantic salmon in the future if the countervailing 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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II-5. Has your firm imported or arranged for the importation of fresh and chilled Atlantic salmon from Norway for delivery after June 30, 2005?

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

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II-6. If your firm also farms fresh and chilled Atlantic salmon in the United States, please indicate your reasons for importing this product. If your reasons differ by source of imports, please elaborate.

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

II-7. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **DRESSED** fresh and chilled Atlantic salmon imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Norway and for all other sources combined. Photocopy this page as necessary and identify the source for which you are reporting.**

Norway
  All other sources combined<sup>1</sup>

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>								
Item	Calendar years						January-June	
	1999	2000	2001	2002	2003	2004	2004	2005
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )								
<b>IMPORTS:<sup>2</sup></b>								
<i>Quantity</i>								
<i>Value</i>								
<b>U.S. SHIPMENTS:</b>								
<b>Commercial shipments:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Internal consumption/company transfers:</b>								
<i>Quantity</i>								
<i>Value</i> <sup>3</sup>								
<b>EXPORT SHIPMENTS:<sup>3</sup></b>								
<i>Quantity</i>								
<i>Value</i>								
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )								
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )								
<b>U.S. SHIPMENTS TO PROCESSORS</b> ( <i>quantity</i> )								
<b>U.S. SHIPMENTS TO RETAILERS/ INSTITUTIONAL BUYERS</b> ( <i>quantity</i> )								

Footnotes contained on next page.

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

**II-7. IMPORTS BY SOURCE.--Continued.**

<sup>1</sup> Please identify these sources: _____ _____
<sup>2</sup> Please identify the foreign sources, if known: _____ _____
<sup>3</sup> Identify your principal export markets: _____ _____
<sup>4</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: _____ _____

II-8. 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 imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

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II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of fresh and chilled Atlantic salmon in the future if the countervailing 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.--PRICING AND MARKET FACTORS--Continued**

**Section III-A.--PRICE DATA**

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

Supplier: \_\_\_\_\_  Product 1  Product 2  Product 3

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>								
Period of shipment	Distributors		Supermarkets chains		Restaurant chains		Further processors	
	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 III.--PRICING AND MARKET FACTORS--Continued**

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

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

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III-B-3. What are your firm's typical sales terms for fresh and chilled Atlantic salmon imported from Norway (e.g., 2/10 net 30 days)? \_\_\_\_\_  
On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what share of your firm's sales of its fresh and chilled Atlantic salmon imported from Norway 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 III.--PRICING AND MARKET FACTORS--Continued**

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

III-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? \_\_\_\_\_

III-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? \_\_\_\_\_

III-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 fresh and chilled Atlantic salmon imported from Norway?

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

III-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 \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What modes of transportation are used to ship fresh and chilled Atlantic salmon?

\_\_\_\_\_

\_\_\_\_\_

(d) 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.

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

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

III-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) \_\_\_\_\_

III-B-10. Describe the end uses of the fresh and chilled Atlantic salmon that you import from Norway. 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>
_____	_____
_____	_____

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

- No     Yes--Please describe.
- \_\_\_\_\_
- \_\_\_\_\_

III-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.
- \_\_\_\_\_
- \_\_\_\_\_

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

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

III-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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III-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 1999?

No       Yes--Please explain.

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

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

III-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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III-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 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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III-B-18. (a) Do you anticipate any changes in terms of the availability of fresh and chilled Atlantic salmon imported from Norway in the U.S. market 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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III-B-19. Has the availability of imported fresh and chilled Atlantic salmon from non-subject countries changed since 1999?

No                       Yes--Please explain.

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

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

III-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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III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of fresh and chilled Atlantic salmon since 1999?

No       Yes--Please describe and quantify if possible.

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

Increased       Unchanged       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

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

III-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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III-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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III-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 are such data from 1999 to the present and forecasts for the future.

III-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 1999, or that are expected to occur in the future.

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III-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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III-B-29. What is the shelf life of your fresh and chilled Atlantic salmon imported from Norway, from the time the fish is taken from the ocean to consumption by the final consumer (specify range)? \_\_\_\_\_ - \_\_\_\_\_ days.

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

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

III-B-30. Is fresh and chilled Atlantic salmon produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	Norway	Other countries
United States		
Norway		

<sup>1</sup> For any country-pair producing fresh and chilled Atlantic salmon which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

III-B-31. Are differences other than price (i.e., quality, availability, transportation network, product range, etc.) between fresh and chilled Atlantic salmon produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	Norway	Other countries
United States		
Norway		

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of fresh and chilled Atlantic salmon, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-C.--CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for your imports of subject fresh and chilled Atlantic salmon from Norway 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 subject imported salmon from Norway 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					