

PURCHASERS' QUESTIONNAIRE
FRESH AND CHILLED 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)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased fresh and chilled Atlantic salmon (as defined in the instruction booklet) from any source (domestic or foreign) 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 20 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, in which Atlantic salmon is farmed or processed?

☐ No ☐ Yes--List the following information.

Firm name

Address

Affiliation

- I-6. In Part 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.

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of fresh and chilled Atlantic salmon. Report based on delivery date, not order date.

(Quantity in 1,000 pounds, value in \$1,000)						
Item	2000	2001	2002	2003	2004	Jan.-June 2005
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:						
Quantity						
Value						
PURCHASES OF PRODUCT IMPORTED FROM NORWAY:						
Quantity						
Value						
PURCHASES OF PRODUCT IMPORTED FROM ALL OTHER COUNTRIES:¹						
Quantity						
Value						
¹ Please identify these countries: _____						

II-2. If the relative levels of your firm's purchases of fresh and chilled Atlantic salmon from different sources (both domestic and foreign) have changed since 2000 (the year in which the countervailing and antidumping duty orders under review were continued), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

PART II.--PURCHASES--Continued

II-3. (a) Did your firm purchase fresh and chilled Atlantic salmon from Norway before 1991?

☐ No--Skip to (c) ☐ Yes

(b) If yes, has your pattern of purchasing fresh and chilled Atlantic salmon from Norway changed since 1991?

☐ No, our pattern of purchasing is essentially unchanged.

☐ Yes, we discontinued purchases from Norway because of the orders.

☐ Yes, we reduced purchases from Norway because of the orders.

☐ Yes, but we changed the pattern of purchases from Norway for reasons other than the orders (please explain below).

(c) Has your pattern of purchasing fresh and chilled Atlantic salmon from nonsubject foreign sources changed since 1991 (please check all that apply).

☐ We did not purchase from nonsubject foreign sources before or after the orders.

☐ No, our pattern of purchasing is essentially unchanged.

☐ Yes, we increased purchases from nonsubject countries because of the orders.

☐ Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the orders (please explain below).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of fresh and chilled Atlantic salmon (check all that apply, noting the specific end uses if known)?

- ☐ Further processor ☐ Regional distributor ☐ National distributor
- ☐ Supermarket chain ☐ Restaurant chain
- ☐ Other, please specify: _____

III-2. (a) If your firm is a distributor or reseller of fresh and chilled Atlantic salmon, what are the major types of consumers to which you sell fresh and chilled Atlantic salmon?

(b) Do you compete for sales to your customers with the producers or importers from which you purchase fresh and chilled Atlantic salmon?

III-3. If your firm is an end user of fresh and chilled Atlantic salmon, list in order of quantity of fresh and chilled Atlantic salmon consumed, the top 3 products for which your firm purchases fresh and chilled Atlantic salmon as a component part or input. Please indicate what percentage of the total cost is accounted for by fresh and chilled Atlantic salmon.

<u>Product you produce</u>	<u>Percent of cost accounted for by fresh and chilled Atlantic salmon</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-4. (a) If your firm is an end user of fresh and chilled Atlantic salmon, has the demand for your firm's final products incorporating fresh and chilled Atlantic salmon changed since January 1, 1999?

- ☐ Increased ☐ Unchanged ☐ Decreased

(b) Has this had any effect on your firm's demand for fresh and chilled Atlantic salmon?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. Have there been any changes in the end uses of fresh and chilled Atlantic salmon since January 1, 1999?

☐ No ☐ Yes--Discuss the changes, noting the time period in which they occurred.

III-6. Do you anticipate any 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.

III-7. (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.

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

☐ No ☐ Yes--Please explain.

III-8. 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.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. 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.

III-10. 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?

III-11. 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.

III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss fresh and chilled Atlantic salmon demand and/or factors affecting fresh and chilled Atlantic salmon demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest are such data on an annual basis from January 1, 1999, to the present and forecasts of these demand data.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, 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.

III-14. (a) Are you aware of the country of origin for the fresh and chilled Atlantic salmon that you purchase?

- ☐ Always ☐ Usually ☐ Sometimes ☐ Never

(b) Is buying a product that is produced in the United States an important factor in your firm's purchases of fresh and chilled Atlantic salmon (please check ALL that apply)?

- ☐ No
- ☐ Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of fresh and chilled Atlantic salmon.
- ☐ Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of fresh and chilled Atlantic salmon.
- ☐ Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of fresh and chilled Atlantic salmon.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-15. (a) Is the fresh and chilled Atlantic salmon market subject to business cycles or conditions of competition distinctive to fresh and chilled Atlantic salmon?

☐ No ☐ Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for fresh and chilled Atlantic salmon since January 1, 1999, affected the business cycles or conditions of competition distinctive to fresh and chilled Atlantic salmon?

☐ No ☐ Yes--Please explain any such changes.

(c) Has the emergence of new U.S. country of origin labeling (COOL) regulations affected the business cycles or conditions of competition distinctive to fresh and chilled Atlantic salmon?

☐ No ☐ Yes--Please explain any such changes.

(d) Has increased consumer awareness of the differences between wild and farmed Atlantic salmon affected the business cycles or conditions of competition distinctive to fresh and chilled Atlantic salmon?

☐ No ☐ Yes--Please explain any such changes.

(e) Have consumers' perceptions of brand affected the business cycles or conditions of competition distinctive to fresh and chilled Atlantic salmon?

☐ No ☐ Yes--Please explain any such changes.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-16. Who are your major competitors?

III-17. Does your firm and, to the extent that you know, do your customers make purchasing decisions involving fresh and chilled Atlantic salmon based on the producer of the fresh and chilled Atlantic salmon you purchase?

Your firm: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Your customers: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-18. Does your firm and, to the extent that you know, do your customers make purchasing decisions involving fresh and chilled Atlantic salmon based on the country of origin of the fresh and chilled Atlantic salmon you purchase?

Your firm: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Your customers: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-19. (a) How frequently do you make purchases?

- ☐ Daily ☐ Weekly ☐ Monthly ☐ Quarterly ☐ Annually
☐ Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?

- ☐ No ☐ Yes--How and why do you expect these changes to occur?

III-20. How many suppliers do you generally contact before making a purchase?

III-21. (a) Do purchases of fresh and chilled Atlantic salmon usually involve negotiations between supplier and purchaser?

- ☐ No ☐ Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- ☐ No ☐ Yes--Specify the time period.

III-22. Have you changed suppliers in the last 5 years?

- ☐ No ☐ Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-23. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

☐ No ☐ Yes--Please identify the firms and indicate how you become aware of them.

(b) Do you expect new fresh and chilled Atlantic salmon suppliers to enter the market in the future?

☐ No ☐ Yes--Please provide details, noting the specific future time period in your response.

III-24. Do you require your suppliers to become certified or prequalified with respect to the quality or other characteristic of the fresh and chilled Atlantic salmon they sell to your firm?

☐ No ☐ Yes— ____ percent of purchases in 2004 ☐ Yes—all purchases

Please provide a general description of the certification or qualification process and the time required.

III-25. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-26. Since January 1, 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their fresh and chilled Atlantic salmon with your firm or have any producers lost their approved status?

☐ No ☐ Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for fresh and chilled Atlantic salmon.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-27. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase fresh and chilled Atlantic salmon for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-28. What characteristics does your firm consider when determining the quality of fresh and chilled Atlantic salmon?

III-29. How often does your firm purchase the fresh and chilled Atlantic salmon that is offered at the lowest price?

☐ Always

☐ Usually

☐ Sometimes

☐ Never

III-30. Please list the names of any firms you considered price leaders in the fresh and chilled Atlantic salmon market since January 1, 1999. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-31. Please describe how the above firm(s) exhibited price leadership.

III-32. How frequently does the price of the fresh and chilled Atlantic salmon you are purchasing change?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-33. Does your firm purchase fresh and chilled Atlantic salmon over the internet?

☐ No

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

III-34. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. fresh and chilled Atlantic salmon industry since January 1, 1999, and explain fully, to the extent possible, the factor(s), including the orders under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. fresh and chilled Atlantic salmon industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-35. What do you think will be the likely effects of any revocation of the countervailing and antidumping duty orders for imports of fresh and chilled Atlantic salmon from Norway? As appropriate, please discuss any potential effects of revocation of the countervailing and antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED FRESH AND CHILLED ATLANTIC SALMON

IV-1. Please indicate the countries of origin for fresh and chilled Atlantic salmon for which your firm has actual marketing/pricing knowledge.

- ☐ United States
- ☐ Norway
- ☐ Other countries (Please specify _____)

IV-2. Is fresh and chilled Atlantic salmon produced in the United States and in other countries used interchangeably (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.¹

Country-pair	Norway	Other countries
United States		
Norway		

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

[illegible]

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
FRESH AND CHILLED ATLANTIC SALMON --Continued**

IV-3. Do you or your customers ever specifically order fresh and chilled Atlantic salmon from one country in particular over other possible sources of supply?

☐ No

☐ Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why fresh and chilled Atlantic salmon from these countries is preferred over product from other countries (please note the specific product in your response).

IV-4. Are certain grades/types/sizes of fresh and chilled Atlantic salmon available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

☐ No

☐ Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased fresh and chilled Atlantic salmon from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
FRESH AND CHILLED ATLANTIC SALMON --Continued**

- IV-6. For the factors listed below, please rate how fresh and chilled Atlantic salmon produced in each country you identified in your response to the first question in Part IV compares with fresh and chilled Atlantic salmon produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

	_____ compared to _____ (specify country)		
	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
FRESH AND CHILLED ATLANTIC SALMON --Continued**

IV-7. (a) How often does domestically produced fresh and chilled Atlantic salmon meet minimum quality specifications for your uses or your customers' uses?

☐ Always ☐ Usually ☐ Sometimes ☐ Rarely or never

(b) How often does imported subject fresh and chilled Atlantic salmon meet minimum quality specifications for your uses or your customers' uses?

☐ Always ☐ Usually ☐ Sometimes ☐ Rarely or never

(c) How often does imported nonsubject fresh and chilled Atlantic salmon meet minimum quality specifications for your uses or your customers' uses?

Country _____ ☐ Always ☐ Usually ☐ Sometimes ☐ Rarely or never

Country _____ ☐ Always ☐ Usually ☐ Sometimes ☐ Rarely or never

Country _____ ☐ Always ☐ Usually ☐ Sometimes ☐ Rarely or never

IV-8. (a) Since January 1, 1999, has there been a change in the price of fresh and chilled Atlantic salmon? If so, has the price of U.S.-produced fresh and chilled Atlantic salmon changed more or less than the price of imported fresh and chilled Atlantic salmon from Norway?

☐ No change in price

☐ Prices have changed by the same amount

☐ Price of U.S.-produced fresh and chilled Atlantic salmon has changed relative to the price of fresh and chilled Atlantic salmon from Norway

(b) If the price of U.S.-produced fresh and chilled Atlantic salmon has changed relative to the price of fresh and chilled Atlantic salmon from Norway, the price of U.S.-produced fresh and chilled Atlantic salmon is now relatively

☐ Higher ☐ Lower

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased fresh and chilled Atlantic salmon since January 1, 1999, and approximate the percentage of your fresh and chilled Atlantic salmon purchases each accounted for in 2004.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		