

U.S. PRODUCERS' QUESTIONNAIRE

CERTAIN COATED PAPER SUITABLE FOR HIGH-QUALITY PRINT GRAPHICS USING SHEET-FED PRESSES FROM CHINA AND INDONESIA

This questionnaire must be received by the Commission by no later than October 9, 2009

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty investigations concerning certain coated paper suitable for high-quality print graphics using sheet-fed presses ("certain coated paper") from China and Indonesia (Inv. Nos. 701-TA-470-471 and 731-TA-1169-1170 (Preliminary)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced certain coated paper suitable for high-quality print graphics using sheet-fed presses ("certain coated paper") (as defined in the instruction booklet) at any time since January 1, 2006?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>

CERTIFICATION

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

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 investigations 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 of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone: ()	_____ E-mail address
	_____ Fax ()	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 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 page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition?

China:

Support Oppose Take no position

Indonesia:

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain coated paper from China or Indonesia into the United States or which are engaged in exporting certain coated paper from China or Indonesia to the United States?

No Yes--List the following information

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain coated paper?

No Yes--List the following information

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408, chris.cassise@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 number 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; 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 certain coated paper since January 1, 2006?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain coated paper?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

(Quantity in short tons)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Annual capacity for all products					
Production of:					
Certain coated paper (subject product) ¹					
Other _____					
Other _____					
Other _____					
¹ Reported production of certain coated paper should equal production reported in question II-9 below.					

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

II-5. Does your firm produce other products using the same production and related workers employed to produce certain coated paper?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
certain coated paper	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2006, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain coated paper?

No Yes--Name firm(s): _____.

II-7. Does your firm produce certain coated paper in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2006, has your firm imported certain coated paper?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-9a. **U.S. Integrated Paper Producers:** Report your firm's production capacity, production, shipments, inventories, and employment related to the production of sheeter rolls and final sheet of certain coated paper in your U.S. establishment(s) during the specified periods.

U.S. integrated paper producers that also perform conversion operations, such as sheeting and packaging, on the sheeter rolls that they produce in the United States should report data for all operations (both paper production and conversion) in this table, and should not complete table II-9b. Table II-9b is reserved for those firms who exclusively purchase or import sheeter rolls and convert these rolls into a sheet form.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total (value)					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ 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).					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, 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-9b. **U.S. converters:** Report your firm's production capacity, production, shipments, inventories, and employment related to the conversion of sheeter rolls into downstream certain coated paper sheet products in your U.S. establishment(s) during the specified periods. *This table is for those firms who exclusively convert sheeter rolls that are purchased or imported into a final sheet product. Integrated paper producers that also perform sheeting operations on sheeter rolls that they produce in the United States should use table II-9a.*

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production from--					
U.S. produced sheeter rolls (quantity)					
Foreign-sourced sheeter rolls (quantity)					
Total production					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ 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). <hr/>					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, et cetera) and provide value data using that basis for 2005, 2006, 2007, below: <hr/>					
³ Identify your principal export markets: _____. 					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, 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-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11. Other than direct imports, has your firm otherwise purchased certain coated paper since January 1, 2006? (A purchase is a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product. An import is a transaction to buy from a foreign producer where your firm is the importer of record or consignee.)

- No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
INDONESIA:					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² 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/>					

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

II-12. **COMPARABILITY OF CERTAIN COATED PAPER IN SHEETER ROLL FORM AND CONVERTED SHEET FORM.**--Please answer the following questions regarding the differences and similarities in certain coated paper in sheeter roll form and converted sheet form.

(a) Is the upstream article (the sheeter rolls) dedicated to the production of the downstream article (final sheet)?

Yes, all sheeter rolls are ultimately converted into final sheet products.

No, there are other end uses for sheeter rolls besides ultimate conversion to sheet.

What percentage of sheeter rolls did your firm use in the production of downstream sheet?
_____ percent. What were the other end uses for which your firm used sheeter rolls?

(b) Do you perceive the sheeter roll market to be a separate market than the final sheet market?

Yes, sheeter rolls and final sheet are perceived as a distinct markets.

No, sheeter rolls and final sheet are perceived as one market.

(c) Are there differences in the physical characteristics and functions of the upstream (sheeter rolls) and downstream articles (final sheet)?

No

Yes, please describe these differences _____

(d) Is there a significant difference in the cost or value between sheeter rolls and final sheet products?

No

Yes, please describe these differences _____

(e) Would you describe the processes used to transform the upstream sheeter rolls into the downstream final sheet product as significant and particularly labor or capital intensive?

No

Yes, please describe this process _____

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

II-13. **COMPARABILITY OF WEB ROLLS WITH CERTAIN COATED PAPER**.--Since January 1, 2006, has your firm produced web rolls?

- No Yes--Please describe the differences and similarities between these two products by answering the questions below.

(a) Do web rolls and certain coated paper have the same physical characteristics and end uses?

- No Yes

Please describe the similarities and/or differences between the physical characteristics or end uses.

(b) Are web rolls and certain coated paper interchangeable?

- No Yes

Please describe what makes these two products interchangeable or not interchangeable.

(c) Are the manufacturing processes to produce web rolls similar to those to produce certain coated paper?

- No Yes

Please describe the similarities and/or differences between the two manufacturing processes.

(d) Do web rolls and certain coated paper share the same channels of distribution?

- No Yes

Please describe the similarities and/or differences between the channels of distribution.

(e) Do you or your customers perceive web rolls and certain coated paper to be similar products?

- Yes No, please describe the perceived differences between the two products:

(f) Are there generally differences in price between web rolls and certain coated paper?

- No
 Yes, web rolls are generally higher in price than certain coated paper.
 Yes, web rolls are generally lower in price than certain coated paper.

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

II-14. **Web rolls.**– For the web roll operations of your U.S. establishment(s), report the information requested below.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
AVERAGE PRODUCTION CAPACITY (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal Consumption:					
Quantity of internal consumption					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES³ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION:⁴					
Net sales:⁵					
Quantity					
Value					
Cost of goods sold (value)					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfer to related firms and net of discounts, returns, allowances, and prepaid freight.					

PART III.—FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail 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 certain coated paper:

- 2. Does your firm prepare profit/loss statements for certain coated paper?
 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, 10 Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain coated paper, 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. Please describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses. In your response, please describe the primary costs which are common to certain coated paper and other major products (e.g., coated free sheet paper in web rolls), as well as those costs which are specific to certain coated paper. Please also describe how common/shared costs associated with operations on certain coated paper and other major products (e.g., coated free sheet paper in web rolls) have been allocated to certain coated paper.

PART III.—FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain coated paper, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
<u>Certain Coated Paper</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm purchase inputs (raw materials, labor, energy, or any other services) used in the production of certain coated paper from any related firm?

Yes--Continue to question III-7 below. No--Continue to question III-9 below.

III-7. In the space provided below, identify the inputs related to the production of certain coated paper that your firm purchases from related parties whose financial statements are ultimately consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

PART III.—FINANCIAL INFORMATION--Continued

III-8. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

- Yes No--Please contact David Boyland (202-708-4725, david.boyland@usitc.gov).

III-9. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-10 please identify specific/relevant nonrecurring charges which are reflected in the company's reported financial results. In the schedule below, please report the particular expense/cost line items from question III-10 where associated nonrecurring charges are included, a brief description of the nonrecurring charge, and the associated amount (*in \$1,000 dollars*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's certain coated paper operations.

Item	Fiscal years ended--			January-June	
	_____	_____	_____	2008	2009
Non-recurring charges: (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in table III-10.)					
Description and in which table III-10 cost category	Value (in \$1,000 dollars)				
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.—FINANCIAL INFORMATION--Continued

III-10. Operations on certain coated paper.--Report the revenue and related cost information requested below on the certain coated paper operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three 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 David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2008	2009
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Fiscal year 1 _____ Fiscal year 2 _____ Fiscal year 3 _____ interim 2008 _____ interim 2009 _____
³ Less 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.
⁴ COGS should include costs associated with commercial sales, internal consumption, and transfers to related firms.

PART III.—FINANCIAL INFORMATION--Continued

III-11. For U.S. converters – Value added.—For the reported raw material costs in question III-10, please provide the percentage of total raw material costs that reflect U.S. content (raw material inputs purchased from U.S. producers) and the percentage of total raw material costs that reflect foreign content (directly imported or purchased imports of raw material inputs) for your most recently completed fiscal year. As indicated in the instructions to table III-10, if your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

(Percent)	
Item	Most recently completed fiscal year -
Raw material costs:	
U.S. content – sheeter rolls	
U.S. content – other than sheeter rolls ¹	
Foreign content – sheeter rolls ²	
Foreign content – other than sheeter rolls ³	
Total	
¹ Please identify the raw materials (other than sheeter rolls) sourced in the United States: ² Please identify the country of origin of foreign-sourced sheeter rolls: ³ Please identify the country of origin and raw materials (other than sheeter rolls):	

PART III.—FINANCIAL INFORMATION

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain coated paper. 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 the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2008	2009
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Other (describe: _____)					
F. Total current assets (lines 1.A. through 1.E.)					
2. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
3. Other (describe: _____)					
4. Other (describe: _____)					
5. Total assets (lines 1.F., 2.C., 3 and 4)					

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on certain coated paper. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2008	2009
Capital expenditures					
Research and development expenditures					

PART III.—FINANCIAL INFORMATION--Continued

III-14. Since January 1, 2006, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain coated paper from China and Indonesia?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of certain coated paper from China and Indonesia?

PART IV.—PRICING INFORMATION

Further information on this part of the questionnaire can be obtained from economist Nancy Bryan (202-205-2088, nancy.bryan@usitc.gov).

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2006-June 2009.

Product 1.—Coated paper, two-side coated sheets, 70-100 pounds text basis weights, brightness levels 86-89.

Product 2.— Coated paper, two-side coated sheets, 70-100 pounds text basis weights, brightness levels 90-91.

Product 3.— Coated paper, two-side coated sheets, 70-100 pounds text basis weights, brightness levels 92-95.

Product 4.— Coated paper, one-side coated sheets, 70-100 pounds text basis weights, brightness levels 83 and above.

Product 5. — Coated free sheet, two-side coated sheeter rolls, 70-100 pounds text basis weights, brightness levels 87 and above.

Please report separately for (1) merchant sales (i.e., sales to distributors or converters) in section IV-2a and (2) direct sales (i.e., sales to end users/printers) in section IV-2b.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

NOTE: If your firm is a converter, please note the countries of origin of the sheeter rolls you use.

PART IV.—PRICING INFORMATION--Continued

IV-2a. Report below the quarterly price data for pricing products¹ produced and sold by your firm to merchants (i.e., distributors or converters).

SALES TO MERCHANTS (i.e., DISTRIBUTORS or CONVERTERS)

<i>(Quantity in short tons, value in dollars)</i>										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²
2006										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
2007										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
2008										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
2009										
Jan.-March										
April-June										
¹ If your firm is a converter, please identify below the countries of origin of the sheeter rolls you use. Also, if your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____ Product 5: _____										
² 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.										

PART IV.—PRICING INFORMATION--Continued

IV-2b. Report below the quarterly price data for pricing products¹ produced and sold by your firm to end users/printers.

DIRECT SALES TO END USERS/PRINTERS

<i>(Quantity in short tons, value in dollars)</i>										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²
2006										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
2007										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
2008										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
2009										
Jan.-March										
April-June										
¹ If your firm is a converter, please identify below the countries of origin of the sheeter rolls you use. Also, if your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____ Product 5: _____										
² 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.										

PART IV.—PRICING INFORMATION--Continued

IV-3. Please describe how your firm determines the prices that it charges for sales of certain coated paper (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. If your price list is large, please submit sample pages.

IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-5. What are your firm's typical sales terms for its U.S.-produced certain coated paper (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic certain coated paper usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-6. Approximately what share of your firm's sales of its U.S.-produced certain coated paper in 2008 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)?

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

PART IV.—PRICING INFORMATION--Continued

IV-7. 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-8. 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-9. 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 certain coated paper?

<u>Source</u>	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

IV-10. (a) What is the approximate percentage of the total delivered cost of certain coated paper that is accounted for by U.S. inland transportation costs? _____ percent.

- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser

PART IV.—PRICING INFORMATION--Continued

IV-10. (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-11. Please indicate the percentage share of your firm's U.S. shipments that was shipped to each of the following geographic markets. Please base your responses to this question on the ultimate delivery destinations for sales to customers in the United States.

Geographic area	Share of U.S. shipments in 2008 (in percent)
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. —AR, LA, OK, and TX.	
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. —CA, OR, and WA.	
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

IV-12. Is the certain coated paper market subject to business cycles and conditions of competition distinctive to the certain coated paper industry? If yes, please explain and provide estimates of the duration of any such cycle.

IV-13. Describe the end uses of the certain coated paper that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain coated paper? Please report any differences in end uses by source (i.e., produced in the United States, imported from China, imported from Taiwan, or imported from other countries).

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

PART IV.—PRICING INFORMATION--Continued

IV-14. (a) Can other products be substituted for certain coated paper?

No Yes--Please list these substitute products in order of importance.

(i) _____

(ii) _____

(iii) _____

(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 certain coated paper?

No Yes--To what degree do changes in their prices affect the price for certain coated paper? 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 certain coated paper or final end use?

IV-15. a) How has the demand within the United States for certain coated paper changed since January 1, 2006? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

PART IV.—PRICING INFORMATION--Continued

IV-15. (b) How has the demand outside the United States (if known) for certain coated paper changed since January 1, 2006? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

IV-16. Have there been any significant changes in the product range or marketing of certain coated paper since January 1, 2006?

- No Yes-- Please describe.

IV-17. Since January 1, 2006, have you ever (a) put any customers on allocation (or on a reservation system, "controlled order entry" system, or any other measure that limited the quantity that customer could order), or (b) been unable to supply all of your customers' needs, or (c) observed shortages in your market areas?

- No Yes-- Please identify the dates, products involved, and nature of each event.

IV-18. Raw materials.--Please identify the major raw materials used in your firm's production of certain coated paper, the approximate percentage change in the cost of each raw material since January 1, 2006, and the share of your firm's total raw material costs for certain coated paper production in 2008 accounted for by each raw material.

	Raw material	Change in cost since 2008 (percent)	Estimated share of total raw material cost for certain coated paper production in 2008 (percent)
1.			
2.			
3.			

PART IV.—PRICING INFORMATION--Continued

IV-19. Is certain coated paper 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 “0” to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States	China	Indonesia	Other ²
United States				
China				
Indonesia				

¹ For any country-pair producing certain coated paper which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

² Please specify: _____

PART IV.—PRICING INFORMATION--Continued

IV-20. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain coated paper 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 "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States	China	Indonesia	Other ²
United States				
China				
Indonesia				
<p>¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of certain coated paper, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>				
<p>² Please specify: _____</p>				

PART IV.—PRICING INFORMATION--Continued

IV-21. Please identify below the names and addresses of your firm's 10 largest customers for certain coated paper since 2006. Please also provide the name, e-mail address, and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain coated paper that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.—PRICING INFORMATION--Continued

IV-23. **COMPETITION FROM IMPORTS--LOST SALES**.-- **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2006: Did your firm lose sales of certain coated paper to imports of these products from **China or Indonesia**?

No Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, e-mail address, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, e-mail address, phone and fax numbers	Product	Date of quote	Quantity (short tons)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)