

## U.S. IMPORTERS' 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, 2008

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 imported 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"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (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>
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### 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_hours \_\_\_\_\_dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see 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. Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information

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



**PART I.--GENERAL INFORMATION--Continued**

I-8. Please indicate whether your firm enters certain coated paper into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. Please indicate whether your firm imports certain coated paper under the TIB (temporary importation under bond) program.

No             Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

**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; or any other change in the character of your operations or organization relating to the importation of certain coated paper since January 1, 2006?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Has your firm imported or arranged for the importation of certain coated paper from China or Indonesia for delivery after June 30, 2009?

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

Imports from China:		Date of delivery
Quantity of imports	short tons	
Value of imports		
Imports from Indonesia:		
Quantity of imports	short tons	
Value of imports		

II-4. If your firm also produces certain coated paper in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-5a. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of certain coated paper imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

*Please note that the unit of measure for quantity is short tons and the unit of measure for value is THOUSANDS of dollars. Further note that imports and commercial shipments are subdivided into those imports and shipments that are of sheeter rolls or final sheet.*

**CHINA**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total imports (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total imports (value)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total commercial shipments (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total commercial shipments (value)					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					

<sup>1</sup> Please identify the foreign producers: \_\_\_\_\_

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: \_\_\_\_\_

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** 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?

Yes       No--Please explain: \_\_\_\_\_

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

II-5b. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of certain coated paper imported from Indonesia by your firm during the specified periods. (See definitions in the instruction booklet.)  
***Please note that the unit of measure for quantity is short tons and the unit of measure for value is THOUSANDS of dollars. Further note that imports and commercial shipments are subdivided into those imports and shipments that are of sheeter rolls or final sheet.***

**INDONESIA**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total imports (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total imports (value)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total commercial shipments (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total commercial shipments (value)					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					

<sup>1</sup> Please identify the foreign producers: \_\_\_\_\_

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: \_\_\_\_\_

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** 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?

Yes       No--Please explain: \_\_\_\_\_

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

II-6. **IMPORTS FROM NONSUBJECT SOURCES (COUNTRIES OTHER THAN CHINA AND INDONESIA)**.--Report your firm's imports and your firm's shipments and inventories of certain coated paper imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)  
***Please note that the unit of measure for quantity is short tons and the unit of measure for value is THOUSANDS of dollars. Further note that imports and commercial shipments are subdivided into those imports and shipments that are of sheeter rolls or final sheet.***

**NONSUBJECT COUNTRIES (COUNTRIES OTHER THAN CHINA AND INDONESIA)**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total imports (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total imports (value)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total commercial shipments (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total commercial shipments (value)					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers: _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



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

II-7. **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-8. **COMPARABILITY OF WEB ROLLS WITH CERTAIN COATED PAPER**.--Since January 1, 2006, has your firm imported 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.

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

- No         Yes

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

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**(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.

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**(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.

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**(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:

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**(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-9. **Web rolls.**– For your firm’s web roll U.S. imports from China, Indonesia, and/or nonsubject countries, please report the information requested below.

***Please note that the unit of measure for quantity is short tons and the unit of measure for value is THOUSANDS of dollars.***

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>China</b>					
<b>Imports:</b>					
Of web rolls (quantity)					
Of web rolls (value)					
<b>U.S. shipments:</b>					
Of web rolls (quantity)					
Of web rolls (value)					
<b>End-of-period inventories (quantity)</b>					
<b>Indonesia</b>					
<b>Imports:</b>					
Of web rolls (quantity)					
Of web rolls (value)					
<b>U.S. shipments:</b>					
Of web rolls (quantity)					
Of web rolls (value)					
<b>End-of-period inventories (quantity)</b>					
<b>Nonsubject countries (countries other than China and Indonesia)</b>					
<b>Country of origin of the web rolls: _____</b>					
<b>Imports:</b>					
Of web rolls (quantity)					
Of web rolls (value)					
<b>U.S. shipments:</b>					
Of web rolls (quantity)					
Of web rolls (value)					
<b>End-of-period inventories (quantity)</b>					

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

Further information on this part of the questionnaire can be obtained from Nancy Bryan, Economist (202-205-2088, e-mail [nancy.bryan@usitc.gov](mailto:nancy.bryan@usitc.gov)).

III-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. commercial shipments of its imported certain coated paper from China, Indonesia, and your top two other country sources to unrelated U.S. customers of the following products during January 2006-June 2009. Report the requested pricing data separately for each country in the tables on the following pages.

**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 III-2 and (2) direct sales (i.e., sales to end users/printers) in section III-3.**

**Please note that total dollar values should be your firm's f.o.b., U.S. point(s) of shipment values and should not include U.S.-inland transportation costs to your firm's customers. 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.**

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

III-2a. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from **China** and sold to merchants (i.e., distributors or converters).

**IMPORTS FROM CHINA  
SALES TO MERCHANTS (i.e., DISTRIBUTORS or CONVERTERS)**

(Quantity in short tons, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2006</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										
<sup>1</sup> 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: _____										
<sup>2</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.										

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

III-2b. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from **Indonesia** and sold to merchants (i.e., distributors or converters).

**IMPORTS FROM INDONESIA  
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 <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2006</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										
<sup>1</sup> 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: _____										
<sup>2</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.										

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

III-2c. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from your largest other country source (country other than China or Indonesia) and sold to merchants (i.e., distributors or converters).

**IMPORTS FROM LARGEST OTHER COUNTRY SOURCE (Country other than China or Indonesia; please identify: )  
SALES TO MERCHANTS (i.e., DISTRIBUTORS or CONVERTERS)**

<b>(Quantity in short tons, value in dollars)</b>										
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>		<b>Product 5</b>	
	<b>Quantity</b>	<b>Value<sup>2</sup></b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>
<b>2006</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										

<sup>1</sup> 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: \_\_\_\_\_

<sup>2</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.

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

III-2d. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from your second largest other country source and sold to merchants (i.e., distributors or converters).

**IMPORTS FROM YOUR SECOND LARGEST OTHER COUNTRY SOURCE (Country other than China or Indonesia; please identify: )  
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 <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2006</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										

<sup>1</sup> 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: \_\_\_\_\_

<sup>2</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.



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

III-3a. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from **China** and sold to end users/printers.

**IMPORTS FROM CHINA  
DIRECT SALES TO END USERS/PRINTERS**

(Quantity in short tons, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2006</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										
<sup>1</sup> 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: _____										
<sup>2</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.										

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

III-3b. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from **Indonesia** and sold to end users/printers.

**IMPORTS FROM INDONESIA  
DIRECT SALES TO END USERS/PRINTERS**

(Quantity in short tons, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2006</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										
<sup>1</sup> 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: _____										
<sup>2</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.										

III-3c. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from your largest other country source and sold to end users/printers.

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

**IMPORTS FROM LARGEST OTHER COUNTRY SOURCE (Country other than China or  
Indonesia; please identify:            )  
DIRECT SALES TO END USERS/PRINTERS**

(Quantity in short tons, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2006</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										
<sup>1</sup> 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: _____										
<sup>2</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.										

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

III-3d. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from your second largest other country source and sold to end users/printers.

**IMPORTS FROM YOUR SECOND LARGEST COUNTRY SOURCE (Country other than China  
or Indonesia; please identify: )  
DIRECT SALES TO END USERS/PRINTERS**

(Quantity in short tons, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2006</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										

<sup>1</sup> 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: \_\_\_\_\_

<sup>2</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.

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

**Please note that questions in this section refer to imports from China and Indonesia. If your firm imports certain coated paper from more than one of the subject countries and your response to any question differs depending on the country of origin, please report separately for each country and note this in your response.**

III-4. Please describe how your firm determines the prices that it charges for sales of its imported certain coated paper from China and/or Indonesia (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.

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III-5. Please describe your firm's discount policy for sales of its imported certain coated paper from China and/or Indonesia (quantity discounts, annual total volume discounts, etc.).

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III-6. What are your firm's typical sales terms for its certain coated paper imported from China and/or Indonesia (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

III-7. Approximately what share of your firm's total U.S. commercial shipment value of its certain coated paper imported from China and/or Indonesia 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 and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of 2008 commercial shipment value (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

III-8. If you sell your firm's imported certain coated paper from China and/or Indonesia on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

- (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-9. If you sell your firm's imported certain coated paper from China and/or Indonesia 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-10. What is the average lead time between a customer's order and the date of delivery for your firm's sales of its imported certain coated paper from China and/or Indonesia?

<u>Source</u>	<u>Share of 2008 commercial shipment value (percent)</u>	<u>Lead time</u>
From inventory	_____	_____
Produced in China to order	_____	_____
Produced in Indonesia to order	_____	_____
<b>Total</b>	<b>100 %</b>	

III-11. (a) What is the approximate percentage of the total delivered cost of your firm's certain coated paper imported from China and/or Indonesia that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

III-11. (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm    or purchaser

(c) What proportion of your sales occur within 100 miles of your importation or storage facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

III-12. 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. Please report separately for shipments of imports from each source:

Imports from China:

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

Imports from Indonesia:

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

Imports from all other sources:

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

III-13. Describe the end uses of the certain coated paper that your firm imports from China and/or Indonesia. For each end-use product, estimate the 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 Indonesia, or imported from all other sources).

End use

Share of total cost (percent)

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

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III-14. (a) Please list in order of importance any products that may be substituted for certain coated paper.

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

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

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

(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 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?

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III-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

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

(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

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

No       Yes-- Please describe.

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III-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.

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

III-18. Is certain coated paper produced in the United States and in other countries interchangeable (*i.e.*, can it physically be used in the same applications) in the U.S. market? 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.<sup>1</sup>

Country-pair	United States	China	Indonesia	Other <sup>2</sup>
<b>United States</b>				
<b>China</b>				
<b>Indonesia</b>				
<p><sup>1</sup> For any country-pair producing certain coated paper which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>				
<p><sup>2</sup> Please specify: _____</p>				

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

III-19. 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 U.S. sales of its imported certain coated paper from China and/or Indonesia? 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.<sup>1</sup>

Country-pair	United States	China	Indonesia	Other <sup>2</sup>
<b>United States</b>				
<b>China</b>				
<b>Indonesia</b>				
<p><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 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><sup>2</sup> Please specify: _____</p>				

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

III-20. Please identify below the names and addresses of your firm's 10 largest customers for its imported certain coated paper from China and Indonesia since 2006. Please also provide the name, e-mail address, and telephone number of a contact person and the share of your firm's total 2008 commercial shipment value of its imported certain coated paper from China and Indonesia that each of these customers accounted for in 2008.

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