

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 August 2, 2010

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 (Final)). 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, 2007?</p> <p><i>Please note that the product definition includes some types of paper products that may be referred to in the industry as "paperboard," "digital coated paper," or "coated label paper." Products also covered can include both coated free-sheet and coated groundwood. Please read the definition of "certain coated paper" in the instruction booklet for a complete description of the products covered by these investigations.</i></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, 2007?

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

Date of occurrence	Description of occurrence	Change in annual production as a result of occurrence

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.

(a) **Allocation of Capacity:** Basis for allocation of capacity data (e.g., sales): _____

(Quantity in short tons)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Annual capacity for all products					
Allocated capacity for:					
Certain coated paper (subject product) ¹					
Other coated paper (i.e., web rolls and coated groundwood paper)					
Uncoated freesheet					
Other products (i.e., packaging paperboard, kraft paper, and market pulp)					

¹ Reported capacity of certain coated paper should equal capacity reported in question II-10 below.

PART III.—FINANCIAL INFORMATION--Continued

II-6. Since January 1, 2007, 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): _____.

Please note that if your firm converts sheet rolls into sheet products on a toll basis do NOT include that toll production in the data requested in question II-10b.

II-7. Since January 1, 2007, has your firm been involved in sales through “paper directed purchase” (PDB) programs (see instruction booklet for definition), either directly with the ultimate end-user of printed products, or in coordination with distributors that have PDB programs with end-users?

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

If yes, please provide the volume and value of your firm’s U.S. commercial shipments that occurred pursuant to PDB programs.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
U.S. commercial shipments made pursuant to PDB programs:					
Quantity of shipments					
Value of shipments					

II-8. Does your firm produce certain coated paper in a foreign trade zone (FTZ)?

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

II-9. Since January 1, 2007, has your firm imported certain coated paper?

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

PART III.—FINANCIAL INFORMATION--Continued

II-10a. **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-10b. Table II-10b 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	
	2007	2008	2009	2009	2010
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of shipments					
Value of 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 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)					
U.S. shipments through PDB programs (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 III.—FINANCIAL INFORMATION--Continued

II-10b. **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-10a. Please note that if your firm converts sheeter rolls into sheet products on a toll basis do NOT include data regarding that toll production in this question (see question II-6).***

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
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)					
U.S. shipments through PDB programs (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. <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 III.—FINANCIAL INFORMATION--Continued

II-11. If you reported transfers to related firms in question II-10, 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-12. Other than direct imports, has your firm otherwise purchased certain coated paper since January 1, 2007? (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	
	2007	2008	2009	2009	2010
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA:					
Quantity					
Value					
All other countries:					
Quantity					
Value					
INDONESIA:					
Quantity					
Value					
All other countries:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
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 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. Please generally describe your cost accounting system (e.g., standard cost, job order cost, etc.) as it relates to certain coated paper.

PART III.—FINANCIAL INFORMATION--Continued

III-4. 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-5. Please describe your allocation basis, if any, for COGS, SG&A, 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., 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 major non-subject products (e.g., web rolls) have been allocated to certain coated paper.

III-6. In conjunction with information provided in response to question III-5 above, please describe specifically how negative manufacturing variances due to reduced production volumes were allocated between certain coated paper and other major non-subject products.

III-7. Product mix (Certain coated paper).-- In the space below, please describe the extent to which period-to-period changes in average per short ton sales value of certain coated paper can be attributed primarily to changes in prices and/or whether changes in product mix during the period examined also played an important role. (Note: As referenced here, average per short ton sales value represents net sales value divided by sales volume, as reported in table III-16.)

PART III.—FINANCIAL INFORMATION--Continued

III-8. Please describe the level of the company's integration with respect to primary raw materials used in the production of certain coated paper.

III-9. Restructuring and related activity.--In an effort to gain a better understanding of the impact of restructuring and related activity on the domestic industry's certain coated paper financial results during the period examined, please describe in the grid below all material restructuring and related activity for each annual and interim period for which financial results were reported in table III-16. After the description of the restructuring and related activity, please describe the direct, indirect, and prospective impact on the company's certain coated paper financial results. While the description of direct impact should include the allocated cost, as reflected in table III-16, of the restructuring and related activity, the description of impact should also indicate how the company's certain coated paper operations and financial results were affected (directly and indirectly) and, as appropriate, how the company's certain coated paper operations and financial results will be affected prospectively. If the intended benefits of specific restructuring and related activity have not been realized (or were not fully realized), please describe.

Calendar year¹
2007
Description of material restructuring and related activity in 2007: _____
Please describe the direct (including allocated cost in \$1,000 dollars reflected in table III-16), indirect, and prospective impact on the company's financial results due to the 2007 restructuring and related activity described above: _____
2008
Description of material restructuring and related activity in 2008: _____
Please describe the direct (including allocated cost in \$1,000 dollars reflected in table III-16), indirect, and prospective impact on the company's financial results due to the 2008 restructuring activity described above: _____
2009
Description of material restructuring and related activity in 2009: _____
Please describe the direct (including allocated cost in \$1,000 dollars reflected in table III-16), indirect, and prospective impact on the company's financial results due to the 2009 restructuring activity described above: _____
January-June 2009
Description of material restructuring and related activity in interim 2009: _____
Please describe the direct (including allocated cost in \$1,000 dollars reflected in table III-16), indirect, and prospective impact on the company's financial results due to the interim 2009 restructuring activity described above: _____
January-June 2010
Description of material restructuring and related activity in interim 2010: _____
Please describe the direct (including allocated cost in \$1,000 dollars reflected in table III-16), indirect, and prospective impact on the company's financial results due to the interim 2010 restructuring activity described above: _____
<small>¹ If the company is reporting on a fiscal-year basis, please confirm that it is based on the fiscal periods reported in response to question III-2.A.</small>

PART III.—FINANCIAL INFORMATION--Continued

III-10. For U.S. integrated producers (fully integrated and partially integrated) only – Impact of black liquor tax credit.--In the space below please describe the direct and indirect impact of the black liquor tax credit on your company's certain coated paper operations during the period examined. In addition to all other important aspects which you consider relevant for purposes of explaining the impact of the black liquor tax credit on your company's certain coated paper operations, please describe the extent to which the black liquor tax credit directly or indirectly affected sales values of certain coated paper and the extent to which relative costs changed due to increases in the level of pulp production. If the company does not believe revenue and/or cost elements were directly and/or indirectly impacted by the black liquor tax credit, please explain why.

III-11. Impact of recession.--Please describe how economic conditions (i.e., the recession) impacted the pattern of first half 2009 and second half 2009 certain coated paper financial results reported in table III-16. (Note: Second-half 2009 certain coated paper financial results will be derived by subtracting first half 2009 financial results from full-year 2009 financial results. If your company made any year-end adjustments to your financial results that would affect such an extrapolation, please identify those adjustments.) In addition to all other important aspects which you consider relevant for purposes of explaining the pattern of financial results in first half 2009 and second half 2009, please respond to this question from the perspective of certain coated paper demand/revenue and certain coated paper supply/costs.

III-12. 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-13 below. No--Continue to question III-15 below.

PART III.—FINANCIAL INFORMATION--Continued

III-13. 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>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-14. 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-16 (i.e., costs reported in question III-16, 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).

PART III.—FINANCIAL INFORMATION--Continued

III-15. Nonrecurring charges/gains.--For each annual and interim period for which financial results are reported in question III-16, please identify specific/relevant nonrecurring charges/gains which are reflected in the company's reported financial results. In the schedule below, please report the particular question III-16 line item(s) where associated nonrecurring charges/gains are included, a description of the item(s), and associated amount(s) (*in \$1,000 dollars*).

Item	Calendar year ¹			January-June	
	2007	2008	2009	2009	2010
Non-recurring charges: In the far left column, please provide a brief description of each nonrecurring charge and specify the particular expense/cost line item(s) where the associated charges are included in table III-16.					
Table III-16	Value (in \$1,000 dollars)				
1.					
2.					
3.					
4.					
5.					
6.					
7.					
Non-recurring gains: In the far left column, please provide a brief description of each nonrecurring gain and indicate the particular income line item where the associated gain is included in table III-16.					
Table III-16	Value (in \$1,000 dollars)				
1.					
2.					
3.					
4.					
5.					
6.					
7.					
¹ If the company is reporting on a fiscal-year basis, please confirm that it is based on the fiscal periods reported in response to question III-2.A.					

PART III.—FINANCIAL INFORMATION--Continued

III-16. 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 reported at fair market value and purchases from related firms must be reported 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	Calendar year ³			January-June	
	2007	2008	2009	2009	2010
Net sales quantities:⁴					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:⁴					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS):⁵					
Pulp					
Other raw materials					
Total 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					
Tax credit for alternative fuel mixture					
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-14: 2007 _____ 2008 _____ 2009 _____ interim 2009 _____ interim 2010 _____
³ If the company is reporting on a fiscal-year basis, please confirm that it is based on the fiscal periods reported in response to question III-2.A.
⁴ 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.
⁵ COGS, as applicable, should include costs associated with commercial sales, internal consumption, and transfers to related firms.

PART III.—FINANCIAL INFORMATION--Continued

III-17. Operations on certain coated paper (variable and fixed costs).—Please report the total variable and fixed cost components of the total certain coated paper COGS reported in table III-16. (Note: The total of the reported variable and fixed cost should reconcile to the total certain coated paper COGS reported in table III-16.)

Value (in \$1,000 dollars)					
Item	Calendar year			January-June	
	2007	2008	2009	2009	2010
Cost of goods sold (COGS):					
Pulp					
Other raw materials					
Total raw materials					
Direct labor					
Other factory costs					
Total COGS					
Variable and fixed cost components of COGS					
COGS: Total variable costs					
COGS: Total fixed costs					
Total COGS					

a. Please describe the primary items that make up the total certain coated paper variable costs reported above.

b. Please describe the primary items that make up the total certain coated paper fixed costs reported above.

PART III.—FINANCIAL INFORMATION--Continued

III-18. For U.S. converters only – Value added.—For the reported raw material costs in question III-16, 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-16, 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	Calendar year 2009 ¹
Raw material costs:	
U.S. content – sheeter rolls	
U.S. content – other than sheeter rolls ²	
Foreign content – sheeter rolls ³	
Foreign content – other than sheeter rolls ⁴	
Total	

¹ If the company is reporting on a fiscal-year basis, please confirm that it is based on the fiscal periods reported in response to question III-2.A.
² Please identify the raw materials (other than sheeter rolls) sourced in the United States: _____
³ Please identify the country of origin of foreign-sourced sheeter rolls: _____
⁴ Please identify the country of origin and raw materials (other than sheeter rolls): _____

III-19. Asset values (Certain coated paper).--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 response to question III-16. Your finished goods inventory value should reconcile with the certain coated paper 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.

Item	Value (in \$1,000 dollars)				
	Calendar year ¹			January-June	
	2007	2008	2009	2009	2010
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: Net book value of property, plant, and equipment					
3. Other (describe: _____)					
4. Other (describe: _____)					
5. Total assets (lines 1.F., 2.C., 3 and 4)					

¹ If the company is reporting on a fiscal-year basis, please confirm that it is based on the fiscal periods reported in response to question III-2.A.

PART III.—FINANCIAL INFORMATION--Continued

III-20. Capital expenditures and research and development expenditures (Certain coated paper).--Report your firm's capital expenditures and research and development expenditures on certain coated paper. Provide data for calendar years 2007 through 2009 in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000 dollars)					
	Calendar year ¹			January-June	
	2007	2008	2009	2009	2010
Capital expenditures					
Research and development expenditures					

¹ If the company is reporting on a fiscal-year basis, please confirm that it is based on the fiscal periods reported in response to question III-2.A.

III-21. Since January 1, 2007, 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-22. Does your firm anticipate any negative impact of imports of certain coated paper from China and Indonesia?

- No Yes--My firm has experienced actual negative effects as follows:
- _____
- _____
- _____

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 2007-June 2010.

Product 1.—Coated paper, two-side coated sheets, 70-100 pounds text basis weights, GE brightness levels equal to or above 86 but less than 90.
******For product 1 only, please report separately for non-PDB sales and PDB sales (please see Instructions).***

Product 2.— Coated paper, two-side coated sheets, 70-100 pounds text basis weights, GE brightness levels equal to or above 90 but less than 96.

Product 3.— Coated paper, one-side coated sheets, 70-100 pounds text basis weights, GE brightness levels equal to or greater than 83.

Product 4.— Coated paper, two-side coated sheets, 80-100 pounds cover basis weights, GE brightness levels equal to or greater than 86 but less than 90.

Product 5. — Coated paper, two-side coated sheets, 80-100 pounds cover basis weights, GE brightness levels equal to or greater than 90 but less than 96.

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 product 1¹ produced and sold by your firm to unrelated U.S. customers, reported separately by Non-PDB sales and PDB sales (please see Instructions).

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1 Non-PDB Sales		Product 1 PDB Sales	
	Quantity	Value ²	Quantity	Value ²
2007				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
2008				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
2009				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
2010				
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: _____				
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 products 2 through 5¹ produced and sold by your firm to unrelated U.S. customers.

Period of shipment	Product 2		Product 3		Product 4		Product 5	
	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²
2007								
Jan.-March								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-March								
April-June								
July-Sept.								
Oct.-Dec.								
2009								
Jan.-March								
April-June								
July-Sept.								
Oct.-Dec.								
2010								
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 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. (a) 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.

(b) Since 2007, did your firm receive the alternative fuel tax credit for “black liquor?”
 No Yes--Please describe below how the tax credit impacted the prices that your firm charges for sales of certain coated paper.

(c) How have your sales prices for certain coated paper changed since 2007? Please explain what factors contributed to the change in prices.

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)? _____.

PART IV.—PRICING INFORMATION--Continued

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	_____

IV-7. Does your firm participate in printer-directed-buy (PDB) programs (see definition in Instructions) in its sales of coated paper to distributors or printers?

No. Please describe why you do not participate: _____

Yes—Please provide the names of the foreign paper sources (i.e., imports) that you use in these programs.

IV-8. 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-9. 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? _____

PART IV.—PRICING INFORMATION--Continued

- IV-9. (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-10. If you participate in printer-directed-buy (PDB) programs, please answer the following questions with respect to provisions of your firm's typical PDB 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-11. 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-12. (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
- (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.

PART IV.—PRICING INFORMATION--Continued

IV-13. 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-14. 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-15. 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>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

PART IV.—PRICING INFORMATION--Continued

IV-16. (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-17. Have purchasers of certain coated paper actually switched to purchasing any of the substitutes listed above in question IV-16 (a) since 2007 (e.g., digital or on-line media)?

No Yes—Please describe below the extent to which such a switch to substitute products may be permanent or temporary.

PART IV.—PRICING INFORMATION--Continued

IV-18. (a) How has the demand within the United States for certain coated paper changed since January 1, 2007? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for certain coated paper changed since January 1, 2007? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(c) How has the recession affected demand for certain coated paper? Please also specify the time periods involved and the effect on prices.

IV-19. Have there been any significant changes in the product range or marketing of certain coated paper since January 1, 2007?

- No Yes-- Please describe.

IV-20. Since January 1, 2007, 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.

PART IV.—PRICING INFORMATION--Continued

IV-21. Does your firm sell certain coated paper to distributors/merchants?

No Yes—Please respond to the questions below:

(a) How many distributors did your firm sell certain coated paper to in 2009? _____

(b) How has this number changed since 2007 (i.e., does the number of distributors change annually)? _____

(c) Has your firm refused to supply certain distributors since 2007? If yes, please describe below the factors your firm considers when choosing distributors; the names of the distributors that you refused to supply and the date; and the specific reason why your firm refused to supply them.

IV-22. 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, 2007, and the share of your firm's total raw material costs for certain coated paper production in 2009 accounted for by each raw material.

	Raw material	Change in cost since 2007 (percent)	Estimated share of total raw material cost for certain coated paper production in 2009 (percent)
1.			
2.			
3.			

PART IV.—PRICING INFORMATION--Continued

IV-23. 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-24. 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-25. Please identify below the names and addresses of your firm's 10 largest customers for certain coated paper since 2007. 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 2009.

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 2009 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.—PRICING INFORMATION--Continued

IV-27. **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, 2007: 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)