

## U.S. IMPORTERS' QUESTIONNAIRE

### CERTAIN LIGHTWEIGHT THERMAL PAPER FROM CHINA AND GERMANY

This questionnaire must be received by the Commission by no later than **SEPTEMBER 5, 2014**

*See 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 review of the countervailing duty and antidumping duty orders concerning certain lightweight thermal paper from China and Germany (Inv. Nos. 701-TA-451 and 731-TA-1126-1127)). 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 firm's possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm imported certain lightweight thermal paper ("certain LW thermal paper") (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2008?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (use the following PIN: <b>LWTP</b>)</b>

### 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 this proceeding in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 this proceeding 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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	<i>Phone:</i> _____	_____ <i>Email address</i>
	<i>Fax:</i> _____	

**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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--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.

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

No       Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

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

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing certain LW thermal paper from China or Germany into the United States or that are engaged in exporting certain LW thermal paper from China or Germany to the United States?

No             Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing certain LW thermal paper from countries other than China or Germany into the United States or that are engaged in exporting certain LW thermal paper from countries other than China or Germany to the United States?

No             Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of certain LW thermal paper?

No             Yes--List the following information.

Firm name	Address	Extent of ownership (percent)	Form (Jumbo rolls or split rolls)

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

I-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on certain LW thermal paper. More than one answer may be applicable.

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

I-8. **Consignees.**--If your firm is an importer of record of certain LW thermal paper but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<b>Firm name</b>	<b>Address</b>	<b>Extent of ownership (percent)</b>

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters certain LW thermal paper into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

	<b>No</b>	<b>Yes</b>
<b>Foreign trade zones</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Bonded warehouses</b>	<input type="checkbox"/>	<input type="checkbox"/>

I-10. **TIB.**--Please indicate whether your firm imports certain LW thermal paper under the TIB (temporary importation under bond) program.

- No  Yes

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

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for certain LW thermal paper?

- No             Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding 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 Nathanael Comly ([nathanael.comly@usitc.gov](mailto:nathanael.comly@usitc.gov); 202-205-3174). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of certain LW thermal paper since January 1, 2008.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or production curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	New products (e.g. BPA-free paper)	
<input type="checkbox"/>	Other (e.g., technology, hiring additional sales people or sales agents)	

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of certain LW thermal paper in the future?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**For question II-4, if your firm's response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the importation of certain LW thermal paper in the future if the countervailing duty and/or antidumping duty order on certain LW thermal paper from China and/or Germany were to be revoked?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of certain LW thermal paper for delivery after **June 30, 2014**?

No                       Yes--Fill out the table below.

<b>Quantity (in short tons)</b>				
<b>Period/Source</b>	<b>Jul-Sept 2014</b>	<b>Oct-Dec 2014</b>	<b>Jan-Mar 2015</b>	<b>Apr-Jun 2015</b>
<b>China</b>				
<b>Germany</b>				
<b>Other sources:<sup>1</sup></b>				
<sup>1</sup> Identify your other sources:				

II-6. **Reasons for importing if producer.**--If your firm also produces certain LW thermal paper in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

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

II-9a. **Imports of Jumbo Rolls from ALL OTHER SOURCES.**--Does your firm import jumbo rolls of certain LW thermal paper from countries other than China and Germany?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of jumbo rolls of certain LW thermal paper imported from countries other than China and Germany by your firm during the specified periods. (See definitions in the instruction booklet.)

## JUMBO ROLLS FROM ALL OTHER SOURCES COMBINED

(List sources: \_\_\_\_\_)

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Beginning-of-period inventories (quantity) (A)</b>								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/     company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:<sup>2</sup></b>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories (quantity) (J)</b>								
<b>Channels of distribution:</b>								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to end users (quantity) (L)								
<sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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 period identified above:								
<sup>2</sup> Identify your firm's principal export markets: _____								







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

II-10. **Imports of Jumbo Rolls—HTS classification.**-- Has your firm imported jumbo rolls of certain LW thermal paper since January 1, 2009 under HTS statistical reporting number(s) **other than** 4811.90.8030 and 4811.90.9030?

No

Yes--Please provide the applicable HTS statistical reporting number(s) and the timing and total value of these imports..

Country	HTS	Description













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

II-13a. **Imports of Slit Rolls from ALL OTHER SOURCES.**--Does your firm import slit rolls of certain LW thermal paper from countries other than China and Germany?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of slit rolls of certain LW thermal paper imported from countries other than China and Germany by your firm during the specified periods. (See definitions in the instruction booklet.)

## SLIT ROLLS FROM ALL OTHER SOURCES COMBINED

(List sources: \_\_\_\_\_)

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/     company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:</b> <sup>2</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to end users (quantity) (L)								
<sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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 period identified above:								
<sup>2</sup> Identify your firm's principal export markets: _____								







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

II-14. **Imports of Slit Rolls —HTS classification.**-- Has your firm imported slit rolls of certain LW thermal paper since January 1, 2009 under HTS statistical reporting number(s) **other than** 4811.90.8030 and 4811.90.9030?

- No  Yes--Please provide the applicable HTS statistical reporting number(s) and the timing and total value of these imports..

Country	HTS	Description

II-15. **Coating.**--What share of your firms sales of LW thermal paper in 2013 were top-coated? \_\_\_\_\_  
If this has changed since January 1, 2008, please describe. \_\_\_\_\_  
\_\_\_\_\_

**For questions II-16 and II-17, if your firm's response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-16. **Effect of orders.**--Describe the significance of the existing countervailing duty and/or antidumping duty orders covering imports of certain LW thermal paper from China and/or Germany in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-17. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of certain LW thermal paper in the future if the countervailing duty and/or antidumping duty orders on certain LW thermal paper from China and/or Germany were to be revoked?

No	Yes	If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections your firm may provide.
<input type="checkbox"/>	<input type="checkbox"/>	

II-18. **Other explanations**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

**Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

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

**PRICE DATA**

III-1. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2008 of the following products your firm imported from China and/or Germany:

**Product 1.**--Thermal paper in jumbo rolls, made with Bisphenol A (BPA), with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of at least 49.9 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, not printed on the non-thermal coated side, standard sensitivity.

**Product 2.**--Thermal paper in jumbo rolls, made free of BPA, with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of at least 49.9 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, not printed on the non-thermal coated side, standard sensitivity.

**Product 3.**-- Thermal paper in jumbo rolls, made with PBA, with a target caliper of less than 2.2 (less than 55.9 microns), with a target basis weight of less than 49.9 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, not printed on the non-thermal coated side, standard sensitivity.

**Product 4.**-- Thermal paper in jumbo rolls, made free of BPA, with a target caliper of less than 2.2 (less than 55.9 microns), with a target basis weight of less than 49.9 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, not printed on the non-thermal coated side, standard sensitivity.

**Product 5.** --Thermal paper in slit rolls, made with PBA, with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of at least 49.9 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 230 (+/- 10) feet, without printing on the non-thermal coated side.

**Product 6.** --Thermal paper in slit rolls, made free of BPA, with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of at least 49.9 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 230 (+/- 10) feet, without printing on the non-thermal coated side.

**Product 7.** --Thermal paper in slit rolls, made with PBA, with a target caliper of less than 2.2 (less than 55.9 microns), with a target basis weight of less than 49.9 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 230 (+/- 10) feet, without printing on the non-thermal coated side.

**Product 8.** --Thermal paper in slit rolls, made free of BPA, with a target caliper of less than 2.2 (less than 55.9 microns), with a target basis weight of less than 49.9 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 230 (+/- 10) feet, without printing on the non-thermal coated side.

**Please note that values should be delivered and should include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

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

III-1 During January 2008-June 2014, did your firm import from China or Germany and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.

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

III-2(a). **Price data (China).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

**CHINA**

Report quantity in thousands of square feet (msf). Report value in actual dollars (not 1,000s).

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2012:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2013:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2014:</b>								
January-March								
April-June								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2(a). **Price data (China)**,--Continued.

## CHINA

Period of shipment	Product 5		Product 6		Product 7		Product 8	
	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2012:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2013:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2014:</b>								
January-March								
April-June								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_



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

III-2(b). **Price data (Germany).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Germany and sold by your firm.

## GERMANY

Report quantity in thousands of square feet (msf). Report value in actual dollars (not 1,000s).

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2012:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2013:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2014:</b>								
January-March								
April-June								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2(b). **Price data (Germany).**--Continued.

**GERMANY**

Report quantity in thousands of square feet (msf). Report value in actual dollars (not 1,000s).

Period of shipment	Product 5		Product 6		Product 7		Product 8	
	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)	Quantity (msf)	Value (dollars)
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								
April-June								
July-September								
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<b>2012:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2013:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2014:</b>								
January-March								
April-June								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_

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

If your response to any question in this section differs for slit rolls versus jumbo rolls, please explain.

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of certain LW thermal paper (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe typical range of values of such discounts and, if "other," describe type of discount
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for its imported certain LW thermal paper?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of imported certain LW thermal paper usually quoted? (*check one*)

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of its imported certain LW thermal paper from China and/or Germany in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

	Type of sale			Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Short-term contracts (multiple deliveries up to and including 12 months)	Spot sales (for a single delivery)	
Share of your 2012 sales	%	%	%	0
Share of your 2013 sales	%	%	%	0

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

III-7. **Contract provisions.**— Please fill out the table regarding your firm’s typical sales contracts for certain LW thermal paper from China and/or Germany (or check “not applicable” if your firm does not sell on a long-term and/or short-term contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-8. **Lead times.**--What is the typical lead time between a customer’s order and the date of delivery for your firm’s sales of certain LW thermal paper imported from China and/or Germany?

<b>Source</b>	<b>Share of 2013 sales</b>	<b>Lead time (average number of days)</b>
From your firm’s U.S. inventory	%	
From foreign manufacturers’ inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0 %	

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

**III-9. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of certain LW thermal paper imported from China and/or Germany that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 your firm     purchaser    (*check one*)
- (c) When your firm sells certain LW thermal paper imported from China and/or Germany, from where is it shipped?  
 point of importation     storage facility    (*check one*)
- (d) Indicate the approximate percentage of your sales of certain LW thermal paper imported from China and/or Germany that are delivered the following distances from your firm's U.S. point of shipment.

<b>Distance from your firm's U.S. point of shipment</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	<b>0 %</b>

- III-10. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold certain LW thermal paper imported from subject countries since January 1, 2008 (check all that apply)?

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

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

III-11. **End uses.**--List the end uses of the certain LW thermal paper that your firm imports from China and/or Germany. For each end-use product, what percentage of the total cost is accounted for by certain LW thermal paper and other inputs?

End use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Certain LW thermal paper	Other inputs	
	%	%	0 %
	%	%	0 %
	%	%	0 %

III-12. **Changes in end uses.**-- Have there been any changes in the end uses of certain LW thermal paper since January 1, 2008? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Substitutes.**-- Can other products be substituted for certain LW thermal paper?

No                       Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for certain LW thermal paper?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

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

III-14. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for certain LW thermal paper since January 1, 2008? Do you anticipate any future changes?

<b>Changes in substitutes</b>	<b>No</b>	<b>Yes</b>	<b>Explain and report if they have affected the price of LW thermal paper.</b>
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Raw materials.**-- Indicate how certain LW thermal paper raw materials prices have changed since January 1, 2008, and how you expect they will change in the future.

<b>Raw materials prices</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explain, noting how raw material price changes have affected your firm's selling prices for certain LW thermal paper.</b>
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-16. **Product offerings.** – Please fill in the following table for the products you offer.

<b>Ranges of widths in inches</b>	<b>Percent standard print sensitivity</b>	<b>Ranges of calipers</b>	<b>Ranges of basis weights</b>	<b>Percent with advertising on back</b>	<b>Percent BPA free</b>
	%			%	%

IV-17. **Printer approval certification.** – Please list the five largest thermal printer manufacturers (e.g., IBM, Epson) that have approved your LW thermal paper for use in their machines.

	<b>Name of printer manufacturer</b>
1	
2	
3	
4	
5	

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

III-18. **Availability of supply.**--Has the availability of certain LW thermal paper in the U.S. market changed since January 1, 2008? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2008:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from China	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Germany	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from China	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Germany	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

IV-19. **Supply constraints.**--Has your firm refused, declined, or been unable to supply certain LW thermal paper since January 1, 2008 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe and report the types of customers affected.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **Export constraints.**--Describe how easily your firm can shift its sales of certain LW thermal paper between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting certain LW thermal paper between the U.S. and alternative country markets within a 12-month period.



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

III-21. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of certain LW thermal paper since January 1, 2008? Do you anticipate any future changes?

<b>Changes in product range, product mix, or marketing</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-22. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for certain LW thermal paper has changed since January 1, 2008, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

<b>Market</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors</b>
<b>Demand since January 1, 2008</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

**III-23. Conditions of competition.--**

(a) Is the certain LW thermal paper market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to certain LW thermal paper?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question III-24.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for certain LW thermal paper since January 1, 2008?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

(c) Are there unique attributes of competition at different levels of trade in the U.S. market (coaters to converters and converters to end users)?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

(d) Has the competition at different levels of trade in the U.S. market changed since 2008?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**III-24. Price comparisons.--**Please compare market prices of certain LW thermal paper in U.S. and non-U.S. markets if known. Provide information as to time periods and regions for any price comparisons.

<b>Jumbo rolls</b>	
<b>Split rolls</b>	

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

**III-25. International shipping costs.--**

(a) Who typically arranges international transportation costs for your firm's imports?

<b>Exporter</b>	<b>Importer</b>
<input type="checkbox"/>	<input type="checkbox"/>

(b) If your firm typically arranges international transportation:

<b>For 2013, report or estimate the average cost to ship typical volumes of certain LW thermal paper from the listed country to the United States</b>	<b>Dollars per short ton</b>
<b>China</b>	
<b>Germany</b>	

III-26. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss certain LW thermal paper supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and Germany and (3) the world as a whole. Of particular interest is such data from 2008 to the present and forecasts for the future.

III-27. **Interchangeability.**--Is certain LW thermal paper produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

<b>Country-pair</b>	<b>China</b>	<b>Germany</b>	<b>Other countries</b>
<b>United States</b>			
<b>China</b>	X		
<b>Germany</b>	X	X	
For any country-pair producing certain LW thermal paper which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:			

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

III-28. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, etc.) between certain LW thermal paper produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

- A = such differences are *always* significant
- F = such differences are *frequently* significant
- S = such differences are *sometimes* significant
- N = such differences are *never* significant
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Germany	Other countries
United States			
China	X		
Germany	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of certain LW thermal paper, identify the country-pair and report the advantages or disadvantages imparted by such factors:			

III-29. **Other explanations**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.