

U.S. IMPORTERS' QUESTIONNAIRE

SUPERCALENDERED PAPER FROM CANADA

This questionnaire must be received by the Commission by March 12, 2015

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty investigation concerning supercalendered paper from Canada (Inv. No. 701-TA-530 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

| |
|---|
| <p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm imported supercalendered paper ("SC paper") (as defined on next page) <u>from any country</u> at any time since January 1, 2012?</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 (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: SCPP)</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 this proceeding in any other import-injury proceedings 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 proceedings 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: _____ | _____ Email address |
| | Fax: _____ | |

PART I.—GENERAL INFORMATION

Background. This proceeding was instituted in response to a petition filed on February 26, 2015, by Madison Paper Industries, Madison, ME and Verso Corporation, Memphis, TN. Countervailing duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of subsidization. Questionnaires and other information pertinent to this proceeding are available at:

http://usitc.gov/investigations/701731/2015/supercalendered_paper_canada/preliminary.htm

Supercalendered Paper (“SC Paper”) or the “subject product” covered by these investigations is defined as: SC Paper is uncoated paper that has undergone a calendering process in which the base sheet, made of pulp and filler, (typically clay, talc, or other mineral additive), is processed through a set of supercalenders, a supercalender, or a soft nip calender operation. Supercalendering and soft nip calendering processing, in conjunction with the mineral filler contained in the base paper, are performed to enhance the surface characteristics of the paper by imparting a smooth and glossy printing surface. Supercalendering and soft nip calendering also increase the density of the base paper.

The scope of this petition covers all SC Paper regardless of basis weight, brightness, opacity, smoothness, or grade, and whether in rolls or in sheets. The scope covers all uncoated paper that that meets the scope definition regardless of the type of pulp fiber or filler material used to produce the paper.

SC Paper is typically (but not exclusively) used for retail catalogs and flyers, magazines, Sunday newspaper inserts, and other advertising circulars, magazines and catalogues, directories, direct mail advertising, coupons, and corporate brochures.

Specifically excluded from the scope are imports of paper printed *with final content of printed text or graphics.*

Until July 1, 2014, the products covered by these investigations were classified in the Harmonized Tariff Schedule of the United States (“HTS”) under statistical reporting numbers 4802.61.3010 and 4802.61.3090. Recently a tariff breakout covering SC Paper over 40 grams per square meter was established. This statistical subheading, which became effective on July 1, 2014, is 4802.61.3035. SC Paper of less than 40 grams per square meter continues to be covered in 4802.61.3010. Thus, subject imports are currently entered under either HTS 4802.61.3010 or 4802.61.3035. Although the HTS subheadings are provided for convenience and customs purposes, the written description of the scope of the investigation is dispositive.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing the subject product (as defined above) into the United States from a foreign manufacturer or through its selling agent.

Reporting of information.-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

Confidentiality--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. ' 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification-- The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. ' 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR ' 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

I-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

| Hours | Dollars |
|-------|---------|
| | |

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

“Establishment”--Each facility of a firm involved in the importation of SC paper, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

| |
|--|
| |
|--|

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) |
|-----------|---------|----------------------------------|
| | | |
| | | |
| | | |

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

No Yes--List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |
| | | |

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of SC paper?

No Yes--List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |
| | | |

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on SC paper. More than one answer may be applicable.

| Importer of record | Takes title to the imported product(s) | Consignee of the imported products(s) | Customs broker or freight forwarder |
|--------------------------|--|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

I-7. **Consignee.**--If your firm is an importer of record of SC paper but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

| Firm name | Address | Contact person and phone number |
|-----------|---------|---------------------------------|
| | | |
| | | |
| | | |

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters SC paper into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports SC paper under the TIB (temporary importation under bond) program.

“Foreign trade zone” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

“Bonded warehouse” is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S. Code § 1555.

“Temporary Importation under Bond (“TIB”) program” is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

| | No | Yes |
|---|--------------------------|--------------------------|
| Foreign trade zones | <input type="checkbox"/> | <input type="checkbox"/> |
| Bonded warehouses | <input type="checkbox"/> | <input type="checkbox"/> |
| Temporary importation under bond | <input type="checkbox"/> | <input type="checkbox"/> |

I-9. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings 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 Christopher J. Cassise (202-708-5408, chris.cassise@usitc.gov). **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 SC paper since January 1, 2012.

| <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"/> | Other (e.g., technology) | |

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of SC paper for delivery on or after **January 1, 2015**?

“Arranged imports” are imports for which your firm has placed an order with a foreign producer for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No Yes—Fill out the table below.

| Quantity (in short tons) | |
|---------------------------------|---|
| Source | U.S. imports after January 1, 2015 |
| Canada | |

II-4. **Reasons for importing.**--If your firm also produces SC paper in the United States, please indicate the reasons for importing this product. If your firm’s reasons differ by source, please elaborate.

| |
|--|
| |
|--|

Definitions

“Imports” –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

“Import quantities” –Quantities reported should be net of returns.

“Import values” –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

“U.S. commercial shipments” – Shipments made within the United States as a result of an arm’s length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

“Internal consumption” –Product consumed internally by your firm.

“Transfers to related firms” –Shipments made to related domestic firms. Such transactions are valued at fair market value.

“Related firm” –A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

“Export shipments” – Shipments to destinations outside the United States, including shipments to related firms.

“Inventories” --Finished goods inventory, not raw materials or work in progress.

II-5. **IMPORTS FROM CANADA.**—Report your firm’s U.S. imports and your firm’s shipments and inventories of SC paper imported from Canada by your firm during the specified periods.

CANADA

| Quantity (in short tons), value (in \$1,000) | | | |
|--|-----------------------|-------------|-------------|
| Item | Calendar years | | |
| | 2012 | 2013 | 2014 |
| Beginning-of-period inventories (quantity) (A) | | | |
| Imports:¹ | | | |
| Quantity (B) | | | |
| Value (C) | | | |
| U.S. shipments: | | | |
| Commercial shipments: | | | |
| Quantity (D) | | | |
| Value (E) | | | |
| Internal consumption/company transfers: | | | |
| Quantity (F) | | | |
| Value ² (G) | | | |
| Export shipments:³ | | | |
| Quantity (H) | | | |
| Value (I) | | | |
| End-of-period inventories (quantity) (J) | | | |
| Channels of distribution: | | | |
| Commercial U.S. shipments: | | | |
| To distributors (quantity) (K) | | | |
| To end users (quantity) (L) | | | |
| ¹ Please identify the foreign producers, if known: : _____ ² 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 of the periods noted above: _____ ³ Identify your firm’s principal export markets: _____ | | | |

II-5. **IMPORTS FROM CANADA.**–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation | Calendar years | | |
|--|----------------|------|------|
| | 2012 | 2013 | 2014 |
| A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹ | 0 | 0 | 0 |
| ¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate. | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation item | Calendar years | | |
|--|----------------|------|------|
| | 2012 | 2013 | 2014 |
| K + L – D = zero ("0"), if not revise. | 0 | 0 | 0 |

II-6. **IMPORTS FROM ALL OTHER COUNTRIES.**—Report your firm’s imports and your firm’s shipments and inventories of SC paper imported from **all other countries combined** by your firm during the specified periods.

ALL OTHER COUNTRIES COMBINED

(List Countries: _____)

| Quantity (in short tons), value (in \$1,000) | | | |
|---|----------------|------|------|
| Item | Calendar years | | |
| | 2012 | 2013 | 2014 |
| Beginning-of-period inventories (quantity) (A) | | | |
| Imports: ¹ | | | |
| Quantity (B) | | | |
| Value (C) | | | |
| U.S. shipments: | | | |
| Commercial shipments: | | | |
| Quantity (D) | | | |
| Value (E) | | | |
| Internal consumption/company transfers: | | | |
| Quantity (F) | | | |
| Value ² (G) | | | |
| Export shipments: ³ | | | |
| Quantity (H) | | | |
| Value (I) | | | |
| End-of-period inventories (quantity) (J) | | | |
| Channels of distribution: | | | |
| Commercial U.S. shipments: | | | |
| To distributors (quantity) (K) | | | |
| To end users (quantity) (L) | | | |

¹ Please identify the foreign producers, if known: _____

² 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 of the periods noted above: _____

³ Identify your firm’s principal export markets: _____

II-6. **IMPORTS FROM ALL OTHER COUNTRIES**.–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation | Calendar years | | |
|--|----------------|------|------|
| | 2012 | 2013 | 2014 |
| A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹ | 0 | 0 | 0 |
| ¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate. | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation item | Calendar years | | |
|--|----------------|------|------|
| | 2012 | 2013 | 2014 |
| K + L – D = zero ("0"), if not revise. | 0 | 0 | 0 |

II-7. **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 RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov).

III-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 III.

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |
| Fax | |

PRICE DATA

III-2. This question requests quarterly quantity and value data for your firm’s commercial shipments to unrelated U.S. customers since January 1, 2012 of the following products your firm imported from Canada:

Product 1.-- Grade SCA+ supercalendered paper, weighing 36 lb. (53 gsm), in rolls.

Product 2.-- Grade SCA+ supercalendered paper, weighing 38 lb. (56 gsm), in rolls.

Product 3.-- Grade SCA supercalendered paper, weighing 30 lb. (44 gsm), in rolls.

Product 4.-- Grade SCA supercalendered paper, weighing 33 lb. (49 gsm), in rolls.

Product 5.-- Grade SCA supercalendered paper, weighing 35 lb. (52 gsm), in rolls.

Product 6.-- Grade SCB supercalendered paper, weighing 30 lb. (44 gsm), in rolls.

Product 7.-- Grade SCB supercalendered paper, weighing 33 lb. (49 gsm), in rolls.

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).

During January 2012-December 2014, did your firm produce 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"/> | Yes. --Please complete the following pricing data tables as appropriate. |
| <input type="checkbox"/> | No. --Skip to question III-3. |

III-2. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm.

CANADA

Report data in short tons and actual dollars (not 1,000s).

| (Quantity in tons, value in dollars) | | | | | | | | |
|--------------------------------------|-----------|-------|-----------|-------|-----------|-------|-----------|-------|
| Period of shipment | Product 1 | | Product 2 | | Product 3 | | Product 4 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| 2012: | | | | | | | | |
| January-March | | | | | | | | |
| April-June | | | | | | | | |
| July-September | | | | | | | | |
| October-December | | | | | | | | |
| 2013: | | | | | | | | |
| January-March | | | | | | | | |
| April-June | | | | | | | | |
| July-September | | | | | | | | |
| October-December | | | | | | | | |
| 2014: | | | | | | | | |
| January-March | | | | | | | | |
| April-June | | | | | | | | |
| July-September | | | | | | | | |
| October-December | | | | | | | | |

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered.

² 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 your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

III-2. **Price data.**--Continued.

CANADA

Report data in short tons and actual dollars (not 1,000s).

| (Quantity in tons, value in dollars) | | | | | | |
|--------------------------------------|-----------|-------|-----------|-------|-----------|-------|
| Period of shipment | Product 5 | | Product 6 | | Product 7 | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| 2012: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2013: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2014: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered.

² 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 your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 5:

Product 6:

Product 7:

Pricing data methodology.--Please describe the method and the kinds of documents/records that were used to compile your price data.

Questions III-3 through III-10 relate to your firm's sales of SC paper. If your firm only imports SC paper for its own use and does not sell to unrelated firms, please skip to III-11.

III-3. **Price setting.**--How does your firm determine the prices that it charges for sales of SC 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 |
|--------------------------|-------------------------------|--------------------------|--------------------------|----------|
| <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 SC paper imported from Canada?

| 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 SC paper from Canada 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 SC paper imported from Canada in 2014 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

| | Type of sale | | | | Total (should sum to 100.0%) |
|----------------------------|--|---|---|---------------------------------------|---------------------------------|
| | Long-term contracts (multiple deliveries for more than 12 months) | Annual contracts (multiple deliveries for 12 months) | Short-term contracts (multiple deliveries for less than 12 months) | Spot sales (for a single delivery) | |
| Share of 2014 sales | % | % | % | % | 0.0 % |

III-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for SC paper from Canada (or check "not applicable" if your firm does not sell on a long-term and/or short-term contract basis).

| Typical sales contract provisions | Item | Short-term contracts (multiple deliveries for less than 12 months) | Annual contracts (multiple deliveries for 12 months) | Long-term contracts (multiple deliveries for more than 12 months) |
|---|------------------|---|---|--|
| Average contract duration | <i># of days</i> | | 365 | |
| Price renegotiation (during contract period) | <i>Yes</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>No</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Fixed quantity and/or price | <i>Quantity</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>Price</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>Both</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Meet or release provision | <i>Yes</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>No</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Not applicable | | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-8. **Lead times.**--What is your firm's share of sales of SC paper imported from Canada both from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of SC paper?

| Source | Share of 2014 sales | Lead time (days) |
|---------------------------------------|---------------------|------------------|
| From your firm's U.S. inventory | % | |
| From foreign manufacturers' inventory | % | |
| Produced to order | % | |
| Total (should sum to 100.0%) | 0.0 % | |

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of SC paper imported from Canada that is accounted for by U.S. inland transportation costs? percent.
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) When your firm sells SC paper imported from Canada, from where is it shipped?
 Point of importation Storage facility (*check one*)
- (d) Indicate the approximate percentage of your firm's sales of SC paper imported from Canada that are delivered the following distances from your firm's U.S. point of shipment.

| Distance from your firm's U.S. point of shipment | Share |
|--|-------|
| Within 100 miles | % |
| 101 to 1,000 miles | % |
| Over 1,000 miles | % |
| Total (should sum to 100.0%) | 0.0 % |

III-10. **Geographical shipments**--In which U.S. geographic market area(s) has your firm sold SC paper imported from subject countries since January 1, 2012 (check all that apply)?

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

III-11. **End uses**--List the end uses of the SC paper that your firm imports from Canada. For each end-use SC paper, what percentage of the total cost is accounted for by SC paper and other inputs?

| End use product | Share of total cost of end use SC paper accounted for by | | Total (should sum to 100.0% across) |
|-----------------|--|--------------|--|
| | SC paper | Other inputs | |
| | % | % | 0.0 % |
| | % | % | 0.0 % |
| | % | % | 0.0 % |

III-12. **Substitutes**-- Can other products be substituted for SC 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 SC 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"/> | |

III-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for SC paper has changed since January 1, 2012. Explain any trends and describe the principal factors that have affected these changes in demand.

| Market | Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explanation and factors |
|---------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|-------------------------|
| Within the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Outside the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of SC paper since January 1, 2012?

| No | Yes | If yes, please describe. |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-15. **Conditions of competition.**—

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

| Check all that apply. | Please describe. |
|--|--------------------------|
| <input type="checkbox"/> No | Skip to question III-16. |
| <input type="checkbox"/> Yes-Business cycles (e.g. seasonal business) | |
| <input type="checkbox"/> Yes-Other distinctive conditions of competition | |

(b) If yes, have there been any changes in the business cycles or conditions of competition for SC paper since January 1, 2012?

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

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply SC paper since January 1, 2012 (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. |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-17. **Raw materials.**-- How have SC paper raw materials prices changed since January 1, 2012?

| Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explain, noting how raw material price changes have affected your firm's selling prices for SC paper. |
|--------------------------|--------------------------|--------------------------|-------------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-18. **Interchangeability.**--Is SC 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 O 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

O = *no familiarity* with products from a specified country-pair

| Canada-pair | Canada | Other countries |
|--|--------|-----------------|
| United States | | |
| Canada | X | |
| <p>For any country-pair producing SC paper that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:</p> <hr/> | | |

III-19. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, SC paper range, technical support, *etc.*) between SC 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 O 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

O = *no familiarity* with products from a specified country-pair

| Canada-pair | Canada | Other countries |
|---|--------|-----------------|
| United States | | |
| Canada | X | |
| <p>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 SC paper, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> | | |

III-20. **Customer identification**--List the names and contact information for your firm's 10 largest U.S. customers for SC paper since January 1, 2012. Indicate the share of the quantity of your firm's total shipments of SC paper that each of these customers accounted for in 2014.

| | Customer's name | Contact person | Email | Telephone | City | State | Share of 2014 sales (%) |
|----|-----------------|----------------|-------|-----------|------|-------|-------------------------|
| 1 | | | | | | | |
| 2 | | | | | | | |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | | | | | | | |
| 10 | | | | | | | |

III-21. **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.

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

http://usitc.gov/investigations/701731/2015/supercalendered_paper_canada/pr_eliminary.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin: SCPP**

- **E-mail.**—E-mail the MS Word questionnaire to chris.cassise@usitc.gov; include a scanned copy of the signed certification page (page 1). *Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.*

If your firm did not import SC paper, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR 207.7). Service of the questionnaire must be made in paper form.