U.S. IMPORTERS' QUESTIONNAIRE

SUPERCALENDERED PAPER FROM CANADA

This questionnaire must be received by the Commission by September 14, 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 (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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____

City	State Zip Code
Website	
Has your firm imp time since Januar	orted supercalendered paper ("SC paper") (as defined on next page) from any country at any y 1, 2012?
NO (S	gn the certification below and promptly return only this page of the questionnaire to the Commission)
YES (C	omplete all parts of the questionnaire, and return the entire questionnaire to the Commission)
-	nnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the https://dropbox.usitc.gov/oinv/ . (PIN: SCPP)
	CERTIFICATION
	ion herein supplied in response to this questionnaire is complete and correct to the best of inderstand that the information submitted is subject to audit and verification by the Commission.
e and belief and un of this certification on provided in this	
te and belief and un to of this certification on provided in this nission on the same ledge that informe on, its employees, ing the records of the lags relating to the	nderstand that the information submitted is subject to audit and verification by the Commission. on I also grant consent for the Commission, and its employees and contract personnel, to use a questionnaire and throughout this proceeding in any other import-injury proceedings conducted
te and belief and un to of this certification on provided in this nission on the same ledge that informe on, its employees, ing the records of the lags relating to the	nderstand that the information submitted is subject to audit and verification by the Commission. On I also grant consent for the Commission, and its employees and contract personnel, to use a questionnaire and throughout this proceeding in any other import-injury proceedings conducted for similar merchandise. Ition submitted in this questionnaire response and throughout this proceeding may be used by and contract personnel who are acting in the capacity of Commission employees, for developing this proceeding or related proceedings for which this information is submitted, or in internal audits programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that non-disclosure agreements.
te and belief and un so of this certification provided in this nission on the same ledge that informe on, its employees, ing the records of the nersonnel will sign	nderstand that the information submitted is subject to audit and verification by the Commission. On I also grant consent for the Commission, and its employees and contract personnel, to use a questionnaire and throughout this proceeding in any other import-injury proceedings conducted or similar merchandise. Ition submitted in this questionnaire response and throughout this proceeding may be used by and contract personnel who are acting in the capacity of Commission employees, for developing this proceeding or related proceedings for which this information is submitted, or in internal audits programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that non-disclosure agreements.

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/final.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.

<u>Specifically excluded from the scope are imports of paper printed with final content of printed text or graphics.</u>

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.

<u>Importer</u>.--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.

<u>Reporting of information</u>.-- 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.

U.S. Importers' Questionnaire - Supercalendered Paper

<u>Confidentiality</u>.--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.

<u>Verification</u>.-- 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.

<u>U.S. dollars</u>.—All value data reported in the U.S. importers' questionnaire should be reported in U.S. dollars.

115	Importers'	Ouestion	naire –	-Sunerca	lendered	Pane
U.S.	IIIIDOLLEIS	Questioni	nan e -	-suberca	ienaerea	rabe

I-1a.	OMB statisticsPlease 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.

-2.	<u>Establishments covered</u> 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.
	" <u>Establishment</u> "Each facility of a firm involved in the <u>importation</u> of SC paper, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

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

☐ No	YesList the following information

Firm name	Address	Extent of ownership (percent)

nporters'	Questionnaire -	-Supercal	endered Paper		Pa
foreign	ted importers/exportersDoes your firm have any related firms, either domestic or gn, that are engaged in importing SC paper from Canada into the United States or that are ged in exporting SC paper from Canada to the United States?				
☐ No	Yes	List the	following inform	nation.	
Firm n	ame		Address		Affiliation
	ed in the product	ion of SC	•	lated firms, either domes	tic or foreign, that a
Firm n	ame		Address		Affiliation
paper.	ing operations More than one a	answer m		re of your firm's importing. Consignee of the imported products(s)	ng operations on SC Customs broker freight forward
	nsignees below (of SC paper but is not the phone number, and indivi	
1 11 11			71441 C33		Halliger
i			 		

U.S. Importers' Questionnaire - Supercalendered Paper

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			
Bonded warehouses			
Temporary importation under bond			

I-9.	<u>Third-country trade activities</u> 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.				

U.S. Importers' Questionnaire – Supercalendered Paper

	Foreign domiciled importer of record.—Is your firm a foreign domiciled U.S. importer of record (e.g., not a U.Sbased importer)?								
□ No	o Yes	 Please explain how the exchange rate for U.S. dollars has impacted your firm's imports into the United States over the period. 							
(a)	If yes, are all va	llue data reported in this questionnaire reported in U.S. dollars per the ove.							
	Yes	No.—REVISE THESE DATA TO BE IN USD PRIOR TO SUBMISSION.							
(b)	Are your firm's	records kept in Canadian dollars?							
	☐ No	Yes— Provide the average exchange rate used by your firm to covert value data from Canadian dollars into U.S. dollars in the specified periods							

Trade data:

		Calendar years		January-June	
Item	2012	2013	2014	2014	2015
Average conversion USD/CAD rate $^{\!1}$					

¹Leave blank if your firm's accounting records are kept in U.S. dollars and conversion rates are not applicable. Otherwise, please report the average conversion rate USD/CAD, or number of Canadian dollars needed in period to purchase one U.S. dollar, that your firm used to convert reported values into U.S. dollars.

Pricing data:

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	
2015:	
January-March	
April-June	

U.S. Importers' Questionnaire – Supercalendered Paper

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Christopher J. Cassise (202-708-5408, christopher J. Cassise (202-708-6408, christopher J. Cassise (202-

II-1.	<u>Contact information.</u> 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						
	Fav						

II-2. <u>Changes in operations.</u>—Please indicate whether your firm has experienced any of the following changes in relation to the importation of SC paper since January 1, 2012.

(ched	ck as many as appropriate)	(please describe)
	Office/warehouse openings	
	Office/warehouse closings	
	Relocations	
	Expansions	
	Acquisitions	
	Consolidations	
	Prolonged shutdowns or importation curtailments	
	Revised labor agreements	
	Other (e.g., technology)	

U.S. Importers' Questionnaire - Supercalendered Paper II-3. Arranged imports. -- Has your firm imported or arranged for the importation of SC paper for delivery on or after June 30, 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) U.S. imports after June 30, 2015 Source Canada Reasons for importing.--If your firm also produces SC paper in the United States, please indicate II-4. 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.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

U.S. Importers' Questionnaire –Supercalendered Paper

II-5. <u>IMPORTS FROM CANADA</u>.—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

C	uantity (<i>in sho</i>	ort tons), value	(in \$1,000)		
		Calendar years	s	Januar	y-June
ltem	2012	2013	2014	2014	2015
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)					
Value² (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 ² Sales to related firms (including inter uses a different basis for valuing these sa provide value data using that basis for ea	nal consumption les within your on sich of the period	company, please	specify that basis		•

U.S. Importers' Questionnaire - Supercalendered Paper

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.

	Calendar years			Calendar years January		ry-June
Reconciliation	2012	2013	2014	2014	2015	
A + B - D - F - H - J = should equal zero						
("0") or provide an explanation. ¹	0	0	0	0	0	

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

<u>RECONCILIATION OF CHANNELS.</u>--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.

	Calendar years			Calendar years January-June		ry-June
Reconciliation	2012	2013	2014	2014	2015	
A + B - D - F - H - J = should equal zero						
("0") or provide an explanation.1	0	0	0	0	0	

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate:

II-6. <u>Commercial U.S. shipments of SC paper imported from Canada by grade</u>.--Report your firm's commercial U.S. shipments of SC paper imported from Canada, by grade, for the specified periods.

	Qualitity (III 3II	ort torisj and ve	alue (<i>in \$1,000</i>)		
			January-June		
Item	2012	2013	2014	2014	2015
Canada: Commercial U.S.	. shipments of SC pa	per of grade			
SCA++					
Quantity (M)					
Value (N)					
SCA+					
Quantity (O)					
Value (P)					
SCA					
Quantity (Q)					
Value (R)					
SCB					
Quantity (S)					
Value (T)					
SNC					
Quantity (U)					
Value (V)					
Other grades ¹					
Quantity (W)					
Value (X)					
¹ Please describe the "oth	er grades":				

<u>RECONCILIATION OF COMMERCIAL SHIPMENTS</u>.—The sum of the commercial U.S. shipments by individual grade reported in this question should be equal to the commercial U.S. shipments reported in the previous question. Please ensure that the following two reconciliations (one for quantity and one for value) result in zero ("0") in each period.

	C	alendar year	January-June		
Reconciliation	2012	2013	2014	2014	2015
Quantity reconciliation					
D - M - O - Q - S - U - W = zero ("0"), if					
not revise.	0	0	0	0	0
Value reconciliation					
E - N - P - R - T - V - X = zero ("0"), if					
not revise.	0	0	0	0	0

U.S. Importers' Questionnaire – Supercalendered Paper

³ Identify your firm's principal export markets: ______.

II-7. <u>IMPORTS FROM ALL OTHER COUNTRIES</u>.—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

Qu	iantity (<i>in sho</i>	ort tons), value	(in \$1,000)		
		Calendar years	1	Januar	y-June
Item	2012	2013	2014	2014	201
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)					
Value² (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, ² Sales to related firms (including intern uses a different basis for valuing these sale provide value data using that basis for eac	al consumptiones within your o	n) must be valued company, please			

U.S. Importers' Questionnaire - Supercalendered Paper

II-7. IMPORTS FROM ALL OTHER COUNTRIES.—Continued

<u>RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.</u>--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.

	Calendar years			January-June	
Reconciliation	2012	2013	2014	2014	2015
A + B - D - F - H - J = should equal zero					
("0") or provide an explanation. ¹	0	0	0	0	0

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

<u>RECONCILIATION OF CHANNELS.</u>--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.

		Calendar years	S	Janua	ry-June
Reconciliation	2012	2013	2014	2014	2015
A + B - D - F - H - J = should equal zero					
("0") or provide an explanation. ¹	0	0	0	0	0

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate:

II-8. <u>Commercial U.S. shipments of SC paper imported from all other sources (AOS) by grade</u>.-Report your firm's commercial U.S. shipments of SC paper imported from all other sources (e.g., except Canada), by grade, for the specified periods.

			alue (<i>in \$1,000</i>)				
		Calendar years		January-June			
ltem	2012	2013	2014	2014	2015		
AOS: Commercial U.S. sh	ipments of SC pape	r of grade					
SCA++							
Quantity (M)							
Value (N)							
SCA+							
Quantity (O)							
Value (P)							
SCA							
Quantity (Q)							
Value (R)							
SCB							
Quantity (S)							
Value (T)							
SNC							
Quantity (U)							
Value (V)							
Other grades ¹							
Quantity (W)							
Value (X)							
¹ Please describe the "oth	er grades":						

<u>RECONCILIATION OF COMMERCIAL SHIPMENTS</u>.—The sum of the commercial U.S. shipments by individual grade reported in this question should be equal to the commercial U.S. shipments reported in the previous question. Please ensure that the following two reconciliations (one for quantity and one for value) result in zero ("0") in each period.

	C	alendar year	rs	Januar	y-June
Reconciliation	2012	2013	2014	2014	2015
Quantity reconciliation					
D - M - O - Q - S - U - W = zero ("0"), if					
not revise.	0	0	0	0	0
Value reconciliation			ı		
E - N - P - R - T - V - X = zero ("0"), if					
not revise.	0	0	0	0	0

U.S. Importers' Questionnaire – Supercalendered Paper

II-9.	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.

U.S. Importers' Questionnaire - Supercalendered Paper

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov).

III-1.	<u>Contact information</u> 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 <u>delivered</u> 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-June 2015, 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)?

YesPlease complete the following pricing data tables as appropriate.
NoSkip to question III-3.

U.S. Importers' Questionnaire –Supercalendered Paper

Product 3: Product 4:

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

CANADA

Report net sales data in <u>short tons</u> and <u>actual U.S. dollars</u> (not 1,000s): gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods even if those adjustments occurred in a later period.

Period of shipment Quantity Value Quantity Pales Qua	Period of shipment Quantity Value Quantity Pale	January-March April-June July-September October- December 2013: January-March April-June July-September October-			+					ıct 4 Value
Danuary-March Danuary-Marc	2012: January-March	January-March April-June July-September October- December 2013: January-March April-June July-September October-	ntity	Value	Quantity	Value	Quantity	Value	Quantity	Value
January-March	January-March	January-March April-June July-September October- December 2013: January-March April-June July-September October-								
April-June	April-June	April-June July-September October- December 2013: January-March April-June July-September October-								
July-September	July-September	July-September October- December 2013: January-March April-June July-September October-								
October- December 2013:	October- December 2013: January-March April-June July-September October- December 2014: January-March April-June July-September October- December 2016: January-March April-June July-September October- December 2015: January-March April-June	October- December 2013: 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 2016: July-September October- December 2015:	December	December 2013: January-March April-June July-September October-								
2013:	2013:	2013: January-March April-June July-September October-								
January-March April-June July-September October- December December 2014: January-March April-June April-June July-September October- December December	January-March April-June July-September October- December 2014: January-March April-June July-September October- December 2015: January-March April-June April-June April-June April-June April-June April-June April-June April-June	January-March April-June July-September October-								
April-June	April-June July-September October- December 2014: January-March April-June July-September October- December 2015: January-March April-June	April-June July-September October-								
July-September 0 Ctober- December 2014: 3 Danuary-March April-June 3 Duly-September October- December 3 December 2015: 3 December	July-September October- December 2014: January-March April-June October- December 2015: January-March April-June April-June	July-September October-								
October- December 2014: January-March April-June July-September October- December 2015:	October- December 2014: January-March April-June October- December 2015: January-March April-June	October-								
December 2014:	December									
2014:	2014: January-March April-June July-September October- December 2015: January-March April-June	Dasambar								
January-March April-June July-September October- December 2015:	January-March April-June July-September October- December 2015: January-March April-June	December								
April-June July-September October- December 2015:	April-June July-September October- December 2015: January-March April-June	2014:								
July-September October- December 2015:	July-September October- December 2015: January-March April-June	· · · · · · · · · · · · · · · · · · ·								
October- December 2015:	October- December 2015: January-March April-June									
December 2015:	December 2015: January-March April-June	July-September								
2015:	2015: January-March April-June									
	January-March April-June									
January-March	April-June April-									
	' I I I I I I I I I I I I I I I I I I I	·								
' l l l l l l l l l l l l l l l l l l l		·								

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

CANADA

Report net sales data in <u>short tons</u> and <u>actual U.S. dollars</u> (not 1,000s): gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods even if those adjustments occurred in a later period.

	(Quant	ity in short to	ns, value in US do	ollars)		
	Produ	ict 5	Produ	uct 6	Proc	duct 7
Period of shipment	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						# FORMTEXT
July-September						
October-December						
2015:						
January-March						
April-June						
¹ Net values (i.e., gross s goods), delivered. ² Pricing product definit				s, prepaid freigl	nt, and the value	e of returned
Note -If your firm's product product, provide a descriptio data.						
Product 5:						
Product 6:						
Product 7:						

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

III-4.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

Questions III-3 through III-10 relate to your firm's <u>sales</u> 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.

Transa			Set price				
transa	=	Contrac	-	Other			If other, describe
	-	ı Please II that app		d describe	your fir	m's disco	ount/rebate policies regarding SC
Quant discou		Annual total volume discounts	No discount policy	Rebat	es	Other	Describe
	N	lo	Yes	If f.o.b.	, specify	point	
(c)	In what	t form(s)	are rebates p	orovided t	o your c	ustomers	s?
	Ca	ash	Account/ credit	Other			Describe
(d)	How ar	e the reb	ates calculat	ed?			

U.S.	Importers'	Questionna	ire –Superca	lendered	Papei
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III-4.	<u>Discou</u>	ount policy.—Continued				
	(e)	Which/what types of customers receive rebates?				
	(f)	What was the average rebate periods?	granted from invo	ice price (per short to	on) in the specified	
		Av	erage (dollars per	short ton)		
				Calendar years		
		Item	2012	2013	2014	
		Average rebate				
	(g)	Where are these rebated accounted for in your books and records?				
	(h)	How have you accounted for tabove?	these rebates in th	e quarterly pricing da	nta in question III-2	

U.S. Importers' Questionnaire –Supercalendered Paper

III-5. Pricing terms	II-5. <u>I</u>	Pricing	terms
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III-6.

III-5.	5. <u>Pricing terms</u>								
	(a) W					s for SC pap	er impo	rted from Cana	da?
		Net 30 days	Net 60 days	•	0 net 30 days	Other		Other (speci	fy)
	(b) On what basis are your firm's prices of imported SC paper from Canada us (check one)?							sually quoted	
		Delivered	F.o.	.b.	If f.o.b	., specify po	oint		
III-6.	II-6. Pricing factors.— (a) Rate and describe the effect of the following factors on your firm's ability to price SC Paper.								
					Rati	ng of the fa	actor		
			Minin	nal eff	ect	.	Sub	stantial effect	
	Facto	or	1		2	3	4	5	No role
	Long-term decline in demand for paper products								
_			nd]					
for pap	per product	ts]					
for pap Compe produc	per product etition from ets etition amo	ts n substitute]					
Compe produce Compe produce	per product etition from ets etition amo eers etition from	n substitute]					
Compe product Compe product Compe import	per product etition from ets etition amo eers etition from	n substitute]					
Compe product Compe product Compe import	etition from ets etition amores etition from ets etition from ets describe:	n substitute ong U.S. n subject	e		-	to determinate of the price of	-	s of SC paper, e	.g., pricing SC
Compe product Compe product Compe import	etition from ets etition amores etition from ets etition from ets describe:	n substitute ong U.S. n subject	e		-		-		.g., pricing SC

III-7. <u>Contract versus spot</u>.--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					
	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)	Total (shoul sum t 100.0%	ld o
Share of 2014 sales	%	%	%	%	0.0	%

III-8. <u>Contract provisions.</u>— Please fill out the table regarding your firm's typical sales contracts for U.S.-produced SC paper (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	# of days		365	
Price renegotiation	Yes			
(during contract period)	No			
Contract prices	Yes			
indexed to published price series	No			
Contract prices	Yes ¹			
indexed or linked to raw material costs	No			
	Quantity			
Fixed quantity and/or price	Price			
aa, c. pc.	Both			
Meet or release	Yes			
provision	No			
Not applicab	le			

¹ If your firm's contracts for SC Paper are indexed to or linked to raw material costs, please identify the specific raw materials and describe the contract provisions:

III-9. <u>Lead times.</u>--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 (average number of days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

III-10. Shipping information.—

shipment.

(b)

(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? Please exclude
	any portion of transportation cost that occurred outside the United States. Example: A
	\$10 transportation cost on a product with a \$100 f.o.b. value would yield 9.1 percent
	(10/(100+10)). However, if only half of the total transportation cost is attributable to
	those costs incurred while shipping after it reached the U.S. border, please report 4.5
	percent (5/(100+10)), or the pro-rated portion of the transportation cost attributable to
	the U.S. leg. percent.
	• · · · · · · · · · · · · · · · · · · ·

Who generally arranges the transportation to your firm's customers' locations?

(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

Your firm Purchaser (check one)

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 %

U.S. Importers' Questionnaire –Supercalendered Paper

III-11. <u>Geographical shipments--</u>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.	
MidwestIL, 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, and VI, among others.	

III-12. <u>End uses</u>--List the end uses of the SC paper that your firm imports from Canada. For each end-use SC paper, what percentage of the <u>total cost</u> is accounted for by SC paper and other inputs?

	Share of total cost account	Total	
End use product	SC paper	Other inputs	(should sum to 100.0% across)
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

U.S. Im	porters' Questionn	aire –Supercalendered Pape	r	Page 27
III-13.	Substitutes Can	other products be substitut	ed for SC paper?	
	☐ No	YesPlease fill out	the table.	

		End use in which this	Have changes in the prices of this substitute affected the price for SC paper?				
	Substitute	substitute is used	No	Yes	Explanation		
1.	Coated groundwood paper (incl. light-weight coated paper)						
2.	Newsprint/Hi-brite						
3.							
4.							
5.							

U.S. Importers' Questionnaire - Supercalendered Paper

III-14. **SC** and other paper substitutability.-- Please compare the substitutability of SC and other paper products with each other (*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 being compared are *always* substitutable with each other in the same end uses
- F = the products are *frequently* substitutable
- S = the products are *sometimes* substitutable
- N = the products are *never* substitutable
- 0 = no familiarity with products from a specified product-pair

Product-pair	SCA++	SCA+	SCA	SCB	SNC					
	SC Paper grade and other paper product comparisons									
Coated groundwood paper (incl. lightweight coated paper)										
Newsprint/Hi- Brite										
		SC Paper	grade compariso	ons						
SCA++										
SCA+										
SCA										
SCB										

For any product comparison that is *sometimes* or *never* substitutable, identify the factors that limit or preclude substitutability between those products.

III-15. <u>Demand trends</u>.-- 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					
Outside the United States					

III-16. <u>Factors affecting SC Paper demand</u>.—For each factor, rate how it has affected the overall demand for SC paper since January 1, 2012 and discuss the effect of each factor.

	li	mpact on de	mand in the	U.S. mark	J.S. market for SC paper products			
	Decreas	ed demand	in U.S.	No	Increa	sed deman	d in U.S.	know/ no
Factor	Substantial	Moderate	Minimal	impact	Minimal	Moderate	Substantial	opinion
Demand shift between coated groundwood and SC paper								
Demand shift between Newsprint/ Hi-Brite paper and SC paper								
Decline in demand for print media/ periodical								
Use of digital media								
		Narrativ	e discussio	n of each	factor			
Demand shift between coated groundwood and SC paper								
Demand shift betwee Newsprint/Hi-Brite paper and SC paper								
Decline in demand for print media/ periodic								
Use of digital media	1							

	_					_
U	.S.	Importers'	Questionnaire	-Supercal	endered	Paner

III-17.			lave there been aper since Janua	any significant changes in the product range, product mix, ary 1, 2012?
	No	Yes	If yes, please do	escribe.
III-18.		SC paper r	market subject to	o business cycles (other than general economy-wide ons of competition distinctive to SC paper?
	Check all	that apply	<i>.</i>	Please describe.
	N	0		Skip to question III-16.
		es-Busines easonal bu	ss cycles (e.g., usiness)	
			distinctive of competition	
			e been any chan anuary 1, 2012?	ges in the business cycles or conditions of competition for
	No	Yes	If yes, descri	ibe.
III-19.	January 1, declining t	2012 (exa o accept r	imples include p new customers o	efused, declined, or been unable to supply SC paper since lacing customers on allocation or "controlled order entry," or renew existing customers, delivering less than the neet timely shipment commitments, etc.)?
	No	Yes	If yes, please do	escribe.

U.S. Importers' Questionnaire –Supercalendered Paper

III-20. **Supply of SC Paper Grades.**—Does your firm currently supply or is able to supply the following grades of SC Paper?

		ently / supply	Able to p		
Grade	No	Yes	No	Yes	Explain.
SCA++					
SCA+					
SCA					
SCB					
SNC					

III-21. <u>New suppliers</u>.--Are you aware of any new suppliers of SC paper, either foreign or domestic, that have entered the market since January 1, 2012?

No	Yes	If yes, please identify the firms.

U.S. Importers' Questionnaire –Supercalendered Paper

III-22.	Port Hawkesbury	Paper Mill	Re-opening.—
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(a) Please quantify and explain the impact that the re-opening of the Port Hawkesbury Paper Mill in October 2012 has had on the U.S. market for SC paper?

					Ratii	ng of t	he fac	tor		
	No effect/no				Minimal effect				Extreme effect	
Factor		impact	1		2	3		4	5	
mpact of Port Havaper Mill opening	pact of Port Hawkesbury per Mill opening]			
Explanatio	n									
(b) How has the credibility of the Port Hawkesbury Paper Mill as a supplier to the U.S. market changed since its re-opening? Much less Somewhat No Somewhat Much more										
Much less		_	Somewi	hat				Fynlar	nation	
Much less	Somewhat ess credible	_	· ·	hat	Much m			Explai	nation	
Much less credible le	ess credible Dur compan Port Hawke	_	Somewhat more cred	hat dible catemer	nts rega	ole ording t	provi	npact of the	re-opening atements.	
Much less credible le	pur compan Port Hawke	y has made a esbury Paper have SC pap	Somewhat more creating public st Mill? Deer raw mater and mater with no clear	hat dible catemer No. catemer	nts regal Yes. I	ording and please anged	provi since	npact of the	e re-opening atements. 2012?	

III-24. <u>Interchangeability.--</u>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 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

Canada-pair	Canada	Other countries
United States		
Canada		
	y-pair producing SC paper that is somet r and explain the factors that limit or p	times or never interchangeable, identify reclude interchangeable use:

III-25. <u>Factors other than price.</u>—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 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

Canada-pair	Canada	Other countries
United States		
Canada		

For any country-pair for which factors other than price *always* or *frequently* 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:

III-26. <u>Customer identification</u>--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		City	State	Share of 2014 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

III-26.	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/final.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.

• <u>Upload via Secure Drop Box.</u>—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.

<u>Parties to this proceeding</u>.—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.