

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**CERTAIN LIGHTWEIGHT THERMAL PAPER FROM CHINA AND GERMANY**

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

*See the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the countervailing duty and antidumping duty orders concerning certain lightweight thermal paper from China and Germany (Invs. No. 701-TA-451 and 731-TA-1126-1127)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

<p>Name of firm _____</p> <p>Address _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced or exported certain lightweight thermal paper ("certain LW thermal paper") (as defined in the instruction booklet) at any time since January 1, 2008?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p> <p>Data reported in this questionnaire relate to (Check one):</p> <p><input type="checkbox"/> <b>CHINA</b>                      <input type="checkbox"/> <b>GERMANY</b></p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (use the following PIN: <b>LWTP</b>)</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 or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and 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.*

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

**PART I.--GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

Hours	Dollars

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

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

---



---



---

I-3. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm's certain LW thermal paper in 2013.

No.	Importer's name	Contact person	Email address	Area code and telephone number	Share of your firm's 2013 U.S. exports (%)
1					
2					
3					
4					
5					

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

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce certain LW thermal paper in the United States or other countries?

- No             Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Nathanael Comly at [nathanael.comly@usitc.gov](mailto:nathanael.comly@usitc.gov) for copies of that questionnaire).

---

---

---

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import certain LW thermal paper into the United States?

- No             Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Nathanael Comly at [nathanael.comly@usitc.gov](mailto:nathanael.comly@usitc.gov) for copies of that questionnaire).

---

---

---

I-6. **Operations.**--Please indicate which production and finishing processes you perform (check all applicable):

- Uncoated paper production
- Thermal coating production/blending
- Application of coating to base paper
- Slitting of jumbo rolls
- Other finishing operations (e.g. printing)
- Packaging

I-7. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for certain LW thermal paper?

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

---

---

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

Further information on this part of the questionnaire can be obtained from Nathanael Comly ([nathanael.comly@usitc.gov](mailto:nathanael.comly@usitc.gov); 202-205-3174). **Supply all data requested on a calendar-year basis.**

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

Name	
Title	
Email	
Telephone	
Fax	

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

<b>(check as many as appropriate)</b>	<b>(please describe)</b>
<input type="checkbox"/> Plant openings	
<input type="checkbox"/> Plant closings	
<input type="checkbox"/> Relocations	
<input type="checkbox"/> Expansions	
<input type="checkbox"/> Acquisitions	
<input type="checkbox"/> Consolidations	
<input type="checkbox"/> Prolonged shutdowns or production curtailments	
<input type="checkbox"/> Revised labor agreements	
<input type="checkbox"/> New products (e.g. BPA-free paper)	
<input type="checkbox"/> Other (e.g., technology, modernization or upgrade of equipment)	

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

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

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce certain LW thermal paper (in short tons) for 2014 and 2015.**

---

---

---

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

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce certain LW thermal paper (in short tons) for 2014 and 2015.**

---

---

---

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

II-5a. **Production and capacity.**--Please report your firm's production of certain LW thermal paper, production of products made on the same equipment and machinery used to produce certain LW thermal paper, and the combined production capacity on this shared equipment and machinery in the periods indicated.

**Coating/jumbo roll machinery**

(Quantity in short tons)						
Item	2008	2009	2010	2011	2012	2013
<b>Overall production capacity on coating/jumbo roll machinery</b>						
<b>Production of:</b>						
Certain LW thermal paper						
Other thermal paper <sup>2</sup>						
Other products <sup>3</sup>						
<sup>1</sup> Certain LW thermal paper production should equal production data reported in II-14. <sup>2</sup> Please identify: _____ <sup>3</sup> Please identify: _____						

**Conversion (cutting, slitting) machinery**

(Quantity in short tons)						
Item	2008	2009	2010	2011	2012	2013
<b>Overall production capacity on conversion (cutting, slitting) machinery</b>						
<b>Production of:</b>						
Certain LW thermal paper						
Other thermal paper <sup>2</sup>						
Other products <sup>3</sup>						
<sup>1</sup> Certain LW thermal paper production should equal production data reported in II-16. <sup>2</sup> Please identify: _____ <sup>3</sup> Please identify: _____						

II-5b. **Operating parameters.**--The production capacity (see definitions in instruction booklet) reported in II-5a is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year.

II-5c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-4a, and explain any changes in reported capacity.

---



---

II-5d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

---



---

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

**II-6. Product shifting.—**

(i) Is your firm able to switch production (capacity) between certain LW thermal paper and other products using the same equipment and/or labor?

No                       Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products: \_\_\_\_\_

(ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change required, etc.), and the degree to which these factors enhance or constrain such shifts.

---



---

**II-7. Share of sales.—**

(i) What percentage of your firm's total sales in its most recent fiscal year was represented by sales of certain LW thermal paper? \_\_\_\_\_ percent

(ii) What percentage of your firm's total sales in its most recent fiscal year was represented by sales of thermal paper other than certain LW thermal paper? \_\_\_\_\_ percent

**II-8. Inventories in the United States.--Has your firm, since January 1, 2008, maintained any inventories of certain LW thermal paper in the United States (not including inventories held by firms identified in question I-3)?**

No                       Yes--Report the quantity of such end-of-period inventories below.

<i>(Quantity in short tons)</i>						
<b>Item</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Inventory						

**II-9. Widths offered.--In what widths do you currently offer jumbo rolls to customers? Have the widths offered changed since January 1, 2008? If so, please provide details including widths, time period(s), and reasons for changing.**

---



---

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

II-10. **Barriers.--**

(a) Are your firm's exports of certain LW thermal paper subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

- No                       Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

---

---

(b) Are your firm's exports of certain LW thermal paper subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

- No                       Yes--List the products(s), country(ies), and type of proceeding.

---

---

II-11. **Other export markets.--**Identify export markets (other than the United States) that your firm has developed or where it has increased its sales of certain LW thermal paper since January 1, 2008. Please identify and discuss below.

---

---

II-12. **Significance of countervailing duty/antidumping duty orders.--**Describe the significance of the existing countervailing duty and/or antidumping duty orders covering imports of certain LW thermal paper from China and/or Germany in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

---

---

---

---

---

---



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

II-13. **Anticipated changes if order revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of certain LW thermal paper in the future if the countervailing duty and/or antidumping duty orders on certain LW thermal paper from China and/or Germany were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

---

---

---

---

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

II-14a. **Trade data – JUMBO ROLLS (country specified on cover).**-- Report production capacity, production, shipments, and inventories of **jumbo rolls of certain LW thermal paper** produced by your firm in **the country specified on page 1 of this questionnaire** during the specified periods. (See definitions in the instruction booklet.) Do not submit data on multiple countries combined, the establishments reported here should all be located in the country of the firm's address reported on the certification page. Multinational companies with production in multiple subject countries should submit separate foreign producer questionnaire responses for each subject country. *Producers of jumbo rolls are producers who conduct coating operations. Coaters that also perform conversion operations, such as slitting and packaging, on the jumbo rolls that they produce should report data for all operations (both coating and conversion) in this table.*

Quantity (in short tons) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Average production capacity<sup>1</sup> (A)</b>								
<b>Beginning-of-period inventories (B)</b>								
<b>Purchases for resale (C)</b>								
<b>Production<sup>2</sup> (D)</b>								
Total available for shipment (quantity)	0	0	0	0	0	0	0	0
<b>Home market shipments:</b>								
Internal consumption/transfers quantity (E)								
value (F)								
Commercial shipments quantity (G)								
value (H)								
<b>Export shipments:</b>								
to the United States: <sup>3</sup> quantity (I)								
value (J)								
to the European Union: <sup>4</sup> quantity (K)								
value (L)								
to Asia: <sup>5</sup> quantity (M)								
value (N)								
to all other markets: <sup>6</sup> quantity (O)								
value (P)								
<b>Total exports</b>								
quantity	0	0	0	0	0	0	0	0
value	0	0	0	0	0	0	0	0
<b>Total shipments</b>								
quantity	0	0	0	0	0	0	0	0
value	0	0	0	0	0	0	0	0
<b>End-of-period inventories (Q)</b>								

Table continued next page

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

**II-14. Trade data - JUMBO ROLLS--Continued.**

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.

---

<sup>2</sup> Please estimate the percentage of total production of certain LW thermal paper in country specified accounted for by your firm's production in 2013: \_\_\_\_\_ percent

<sup>3</sup> Please estimate the percentage of total exports to the United States of certain LW thermal paper in country specified accounted for by your firm's exports in 2013: \_\_\_\_\_ percent

<sup>4</sup> Identify your firm's principal *European Union* export markets: \_\_\_\_\_.

<sup>5</sup> Identify your firm's principal *Asian* export markets: \_\_\_\_\_.

<sup>6</sup> Identify your firm's principal *other* export markets: \_\_\_\_\_.

*Note.—The table below contains automatic calculations that will appear when you have entered data in the MS Word form fields in table II-14 on the previous page.*

<b>RECONCILIATION OF SHIPMENT, INVENTORY AND PRODUCTION DATA</b>								
<i>Generally, the data reported for the end-of-period inventories (i.e., line Q) should be equal to the beginning-of-period inventories (i.e., line B), plus production and purchases for re-sale (i.e., lines C and D), less total shipments (i.e., lines E, G, I, K, M, and O). 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 the differences (e.g., theft, loss, damage, record systems issues, etc.).</i>								
Reconciliation item	Calendar years						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
B + C + D – E – G – I – K – M – O = should equal zero ("0") <sup>1</sup>	0	0	0	0	0	0	0	0
<sup>1</sup> Explanation for reconciliation not holding: _____.								

(b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (i.e., line Q of year 2008 should equal line B of year 2009). Do these data reconcile for each adjacent calendar year?

Yes                       No--Please explain.

\_\_\_\_\_

\_\_\_\_\_

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

II-15a. **Trade data – CONVERTERS (country specified on cover).**-- Report production capacity, production, shipments, and inventories for slit rolls. *This table is for those firms who exclusively slit and package jumbo rolls that are purchased.*

Quantity (in <i>short tons</i> ) and Value (in <i>1,000 dollars</i> )								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Average production capacity<sup>1</sup> (A)</b>								
<b>Beginning-of-period inventories (B)</b>								
<b>Purchases for resale (C)<sup>2</sup></b>								
<b>Production<sup>3</sup> (D)</b>								
Total available for shipment ( <i>quantity</i> )	0	0	0	0	0	0	0	0
<b>Home market shipments:</b>								
Internal consumption/transfers <i>quantity</i> (E)								
<i>value</i> (F)								
Commercial shipments <i>quantity</i> (G)								
<i>value</i> (H)								
<b>Export shipments:</b>								
to the United States: <sup>4</sup> <i>quantity</i> (I)								
<i>value</i> (J)								
to the European Union: <sup>5</sup> <i>quantity</i> (K)								
<i>value</i> (L)								
to Asia: <sup>6</sup> <i>quantity</i> (M)								
<i>value</i> (N)								
to all other markets: <sup>7</sup> <i>quantity</i> (O)								
<i>value</i> (P)								
<b>Total exports</b>								
<i>quantity</i>	0	0	0	0	0	0	0	0
<i>value</i>	0	0	0	0	0	0	0	0
<b>Total shipments</b>								
<i>quantity</i>	0	0	0	0	0	0	0	0
<i>value</i>	0	0	0	0	0	0	0	0
<b>End-of-period inventories (Q)</b>								

Table continued next page

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

**II-15. Trade data CONVERTERS --Continued.**

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.

---

<sup>2</sup> Do not report purchases of jumbo rolls that your firm converted. Report only purchases of the finished (i.e., slit) product that was resold.

<sup>3</sup> Please estimate the percentage of total production of certain LW thermal paper in country specified accounted for by your firm's production in 2013: \_\_\_\_\_ percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of certain LW thermal paper in country specified accounted for by your firm's exports in 2013: \_\_\_\_\_ percent

<sup>5</sup> Identify your firm's principal *European Union* export markets: \_\_\_\_\_.

<sup>6</sup> Identify your firm's principal *Asian* export markets: \_\_\_\_\_.

<sup>7</sup> Identify your firm's principal *other* export markets: \_\_\_\_\_.

*Note.—The table below contains automatic calculations that will appear when you have entered data in the MS Word form fields in table II-14 on the previous page.*

RECONCILIATION OF SHIPMENT, INVENTORY AND PRODUCTION DATA								
<i>Generally, the data reported for the end-of-period inventories (i.e., line Q) should be equal to the beginning-of-period inventories (i.e., line B), plus production and purchases for re-sale (i.e., lines C and D), less total shipments (i.e., lines E, G, I, K, M, and O). 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 the differences (e.g., theft, loss, damage, record systems issues, etc.).</i>								
Reconciliation item	Calendar years						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
B + C + D – E – G – I – K – M – O = should equal zero ('0') <sup>1</sup>	0	0	0	0	0	0	0	0
<sup>1</sup> Explanation for reconciliation not holding: _____								

(b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (i.e., line Q of year 2008 should equal line B of year 2009). Do these data reconcile for each adjacent calendar year?

Yes                       No--Please explain.

\_\_\_\_\_

\_\_\_\_\_

(c) Please identify the source (e.g. country) of jumbo rolls converted (reported in question II-15a).

\_\_\_\_\_

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

II-16. **Shipments by basis weight.**—Report your firm’s shipments of certain LW thermal paper by specified basis weights during the specified periods.

Quantity (in short tons) and value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Jumbo rolls</b>								
Shipments of LW thermal paper of:								
Less than 49.9 g/m <sup>2</sup> quantity								
value								
49.9 g/m <sup>2</sup> to 60 g/m <sup>2</sup> quantity								
value								
Over 60 g/m <sup>2</sup> to 70 g/m <sup>2</sup> quantity								
value								
Total shipments <sup>1</sup> quantity								
value								
<b>Slit rolls</b>								
Shipments of LW thermal paper of:								
Less than 49.9 g/m <sup>2</sup> quantity								
value								
49.9 g/m <sup>2</sup> to 60 g/m <sup>2</sup> quantity								
value								
Over 60 g/m <sup>2</sup> to 70 g/m <sup>2</sup> quantity								
value								
Total shipments <sup>1</sup> quantity								
value								
<sup>1</sup> Total shipments should equal those reported in questions II-14a or II-15a. If they do not, please explain: <hr/> <hr/>								

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

II-17. **Shipments - BPA.**—Report your firm’s shipments of certain LW thermal paper for the specified Bisphenol A (“BPA”) content during the specified periods.

Quantity (in <i>short tons</i> ) and value (in <i>1,000 dollars</i> )								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Jumbo rolls</b>								
Shipments of LW thermal paper of:								
BPA-containing <i>quantity</i>								
<i>value</i>								
BPA-free <i>quantity</i>								
<i>value</i>								
Total shipments <sup>1</sup> <i>quantity</i>								
<i>value</i>								
<b>Slit rolls</b>								
Shipments of LW thermal paper of:								
BPA-containing <i>quantity</i>								
<i>value</i>								
BPA-free <i>quantity</i>								
<i>value</i>								
Total shipments <sup>1</sup> <i>quantity</i>								
<i>value</i>								
<sup>1</sup> Total shipments should equal those reported in questions II-14a or II-15a. If they do not, please explain: <hr/> <hr/>								

**PART III.--MARKET FACTORS**

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

III-1. **Contact information.**-- Please identify the responsible individual and how Commission staff may contact the individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Contract versus spot.**--Approximately what share of your firm's sales of certain LW thermal paper to U.S. customers in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

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

III-3. Please fill out the table regarding your firm's typical sales contracts with U.S. customers for certain LW thermal 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 up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>



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

III-4. **Lead times.**--What is the typical lead time for certain LW thermal paper to U.S. customers between a customer's order and the date of delivery for your firm's sales of certain LW thermal paper?

Source	Share of 2013 sales	Lead time (days)
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0	

III-5. **Raw materials.**--

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for certain LW thermal paper since January 1, 2008?

--

(b) Do you anticipate changes in your firm's raw material costs?

No	Yes	If yes, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Changes in factors affecting supply.**-- Since January 1, 2008, have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability in the U.S. market of certain LW thermal paper produced in China or Germany?

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

III-7. **Availability of SUBJECT import supply.**-- Do you anticipate any changes in terms of the availability in the U.S. market of certain LW thermal paper produced in China or Germany in the future?

Increase	No change	Decrease	If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-8. **Product shifting.**--Describe how easily your firm can shift its sales of certain LW thermal paper between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting certain LW thermal paper between the U.S. and alternative country markets within a 12-month period.

--

III-9. **Product range.**--Is the product range, product mix, or marketing of certain LW thermal paper in your firm's home market different from that of certain LW thermal paper for export to the United States or to third-country markets?

No	Yes	If yes, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of certain LW thermal paper in your firm's home market, for export to the United States, or for export to third-country markets since January 1, 2008? Do you anticipate any future changes?

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

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

III-11. **Substitutes.**— Can other products be substituted for certain LW thermal paper?

No                       Yes--Please fill out the table.

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

III-12. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for certain LW thermal paper since January 1, 2008? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Interchangeability.**--Is the certain LW thermal paper produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's certain LW thermal paper sold to the United States and/or to third-country markets?

Yes	No	If no, identify the market(s) and any differences in the products.
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **End uses.**--Describe the end uses of the certain LW thermal paper that your firm manufactures and sell to your firm's home market. If these end uses differ from those of the certain LW thermal paper your firm sells to the U.S. market or to third-country markets, explain.

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

III-15. **Changes in end uses.**-- Have there been any changes in the end uses of certain LW thermal paper since 2008? Do you anticipate any future changes?

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

III-16. **Demand trends.**--Indicate how demand in the following markets for certain LW thermal paper has changed since January 1, 2008, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Your firm's market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Demand since 2008</b>					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Price differences.**--Please compare market prices of certain LW thermal paper in your firm's home market, the United States, and third-country markets.

--

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

III-18. **International shipping costs.**—

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

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

(b) If your firm typically arranges international transportation, for 2013, report or estimate the average cost to ship typical volumes of certain LW thermal paper to the United States.

dollars per short ton

III-19. **Description of home market.**--Describe briefly your firm's home market for certain LW thermal paper, including the number of, and competition between, producers.

III-20. **Import competition.**--Do your firm face competition from imports of certain LW thermal paper in your firm's home market?

No	Yes	If yes, please identify the country sources of these imports.
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss certain LW thermal paper supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and Germany, and (3) the world as a whole. Of particular interest is such data from 2008 to the present and forecasts for the future.

III-22. **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.