
U.S. PURCHASERS' 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Craig Thomsen (202-205-3226, Craig.Thomsen@usitc.gov).

Name of firm _____			
Address _____			
City _____	State _____	Zip Code _____	
Website _____			
Has your firm purchased supercalendered paper ("SC paper") (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2012?			
<input type="checkbox"/>	NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)	
<input type="checkbox"/>	YES	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)	
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)			

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 submitting 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

Phone:

Signature

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/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 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.

Purchaser.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing supercalendered paper from another firm that produces, imports, or otherwise distributes supercalendered paper.

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-1. **OMB statistics.**--Please report 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 25 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 your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

“Establishment”--Each facility of a firm involved in the purchase 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 SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import SC paper from Canada into the United States or which export SC paper from Canada to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import SC paper from countries other than Canada into the United States or which export SC paper from countries other than Canada to the United States?

No Yes--List the following information.

Firm name and country	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce SC paper?

No Yes--List the following information.

Firm name	Address	Affiliation

PART II.--PURCHASES

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

Name	
Title	
Email	
Telephone	
Fax	

II-1 (a). **Purchases.**--Report your firm's U.S. purchases of SC paper. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire).

Item	2012	2013	2014
Purchases of SC paper produced in--	Quantity (in short tons)		
United States			
Canada			
All other countries: ¹			
¹ Please identify these countries:			

II-1 (b). **Purchases.**--Report your firm's U.S. purchases of coated groundwood paper ("CGW").

Item	2012	2013	2014
Purchases of CGW paper produced in--	Quantity (in short tons)		
United States			
Canada			
All other countries: ¹			
¹ Please identify these countries:			

II-2. **Purchases by SC Paper grade.**— Report your firm's U.S. purchases of specific grades of SC paper. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire).

SC Paper Grade	Percent of total purchases of SC paper in 2014 (percent)
SCA++	
SCA+	
SCA	
SCB	
SNC	
Other grades ¹	
Total (total should sum to 100.0 percent)	0.0
¹ Please describe these grades:	

II-3. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of SC paper from different sources have changed since January 1, 2012.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Purchases from one country only.**--If your firm has purchased SC paper from only one country, please explain the reasons for doing so.

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for SC paper since January 1, 2012. Also, provide the share of the quantity of your firm's total purchases of SC paper that each of these suppliers accounted for in 2012-14.

No.	Supplier's name	City and state	Share of quantity of 2012-14 purchases		
			2012	2013	2014
1			%	%	%
2			%	%	%
3			%	%	%
4			%	%	%
5			%	%	%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of SC paper (check all that apply)?

End user				Merchant/ Broker	Printer	Other ¹
Retailer	Publisher	Cataloguer	Other ¹			
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ Please describe these other category: .						

If your firm is a merchant/broker of SC paper, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases SC paper?

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

III-3. **Types of customers.**--What are the major types of consumers to which your firm sells SC paper?

If your firm is an end user of SC paper, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products your firm makes using SC paper and estimate the percent of your total production cost that is accounted for by SC paper and by other inputs (such as labor, energy, and other raw materials).

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	SC PAPER		Other inputs		
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

III-5. **Demand for end use products.--**

- (a) Has the demand for your firm's final products incorporating SC paper changed since January 1, 2012?

Increased	No change	Decreased	Fluctuated	Explain, if needed
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Has this had any effect on your firm's demand for SC paper?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Factors affecting SC Paper demand.**—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.

Factor	Impact on demand in the U.S. market for SC paper products							Do not know/ no opinion
	Decreased demand in U.S.			No impact	Increased demand in U.S.			
	Substantial	Moderate	Minimal		Minimal	Moderate	Substantial	
Demand shift between coated groundwood and SC paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demand shift between Newsprint/Hi-Brite paper and SC paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Decline in demand for print media/periodical	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use of digital media	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Narrative discussion of each factor								
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								

III-7. **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. Coated groundwood paper (incl. light-weight coated paper)		<input type="checkbox"/>	<input type="checkbox"/>	
2. Newsprint/Hi-brite		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	
4.		<input type="checkbox"/>	<input type="checkbox"/>	
5.		<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **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 O 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

O = *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 comparisons					
SCA++	X				
SCA+	X	X			
SCA	X	X	X		
SCB	X	X	X	X	
For any product comparison that is <i>sometimes</i> or <i>never</i> interchangeable, identify the factors that limit or preclude substitutability between those products.					

III-9. **Price impact on substitutability.**—For each grade of SC Paper and coated groundwood paper (CGW), estimate the percent increase in price that would lead your firm to consider purchasing/using alternative options or substitutes.

Paper Grade	Increase in price (percent, estimate)	Alternatives your firm would consider
SC Paper		
SCA++		
SCA+		
SCA		
SCB		
SNC		
Not SC Paper		
CGW		

III-10. **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-11. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2014 purchases of SC paper that required SC paper produced in the United States.

	Estimated percentage of your firm's total 2014 purchases of SC paper
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain:)	%
Total (should sum to 100.0%)	0.0 %

III-12. **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-13.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) 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-13. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving SC paper based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Decision based on producer					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Decision based on country of origin					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Availability of supply.**--Has the availability of SC paper in the U.S. market changed since January 1, 2012?

Availability in the U.S. market	No	Yes	Please explain, noting the countries, time frames, and reasons for the changes.
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with 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-16. **Supply constraints.**--Was your purchasing pattern for SC paper was affected by the fire and eventual shutdown of the U.S. production facility at Verso's Sartell mill in 2012?

No	Yes	If yes, please provide details regarding the quantities involved and the source of substitute supply.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Port Hawkesbury Paper Mill Re-opening.**—

(a) How much has the re-opening of the Port Hawkesbury Paper Mill in October 2012 affected the U.S. market for SC paper?

Not at all	Slightly	Somewhat	Pretty much	Very	Extremely	Explanation and factors
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(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 credible	Somewhat less credible	No change	Somewhat more credible	Much more credible	Explanation
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(c) Has your company has made any public statements regarding the impact of the re-opening of the Port Hawkesbury Paper Mill? No. Yes. Please provide these statements.

III-18. **Supply of SC Paper Grades.**—Has any firm been unwilling or unable to supply any of the listed grades of SC Paper?

	U.S. Producers		Imports from Canada		
Grade	No	Yes	No	Yes	Explain.
SCA++	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
SCA+	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
SCA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
SCB	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
SNC	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of SC paper (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	<i>If other, specify</i>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has this purchasing frequency changed since January 1, 2012?

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

III-20. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between ____ and ____ firms

III-21. **Supplier negotiations.**--Does your firm's purchases of SC paper usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-22. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2012?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-23. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2012?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

III-24. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell SC paper to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-25. **Failure to certify.**--Since January 1, 2012, have any domestic or foreign producers failed in their attempts to certify or qualify their SC paper with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-26. **Major purchasing factors.**--Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase SC paper (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-27. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for SC paper.

Factor	Very important	Somewhat important	Not important
Availability/ producer capacity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of a variety of SC Paper grades	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time/ transit time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Exchange rate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Flexibility of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Offset quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of mechanical performance meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of mechanical performance exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of finished printed product meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of finished printed product exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/customer service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-28. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of SC paper?

--

III-29. **Frequency of decisions based on price.**--How often does your firm purchase the SC paper that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-30. **Price leaders.**--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the SC paper market since January 1, 2012.

Direction	Firm(s)	Describe how the firm(s) exhibited price leadership
Upward		
Downward		

III-31. **Pricing factors.**—Rate and describe the effect of the following factors on the prices your firm pays for SC Paper.

Factor	Rating of the factor					No role
	Minimal effect			Substantial effect		
	1	2	3	4	5	
Long-term decline in demand for paper products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competition from substitute products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competition among U.S. producers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competition from subject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Please describe:						

III-32. **Discount policy.**--

(a) Please indicate and describe the discounts/rebates policies regarding SC paper your firm receives (check all that apply).

Quantity discounts	Annual total volume discounts	No discount policy	Rebates	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Does your firm receive rebates for purchases for which you did not issue a purchase order or receive an invoice (e.g., you received a rebate, but your printer issued the purchase order to the paper supplier and received the invoice for the sale.)?

No	Yes	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-32. **Discount policy.**—*Continued*

(c) In what form(s) are rebates provided?

Cash	Account/ credit	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(d) How are the rebates calculated?

(e) From which/what types of suppliers do you receive rebates?

(f) What was the average rebate received from invoice price (per short ton) in the specified periods?

Average (dollars per short ton)			
Item	Calendar years		
	2012	2013	2014
Average rebate			

(g) Where are these rebated accounted for in your books and records?

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for SC paper for which your firm has actual marketing/pricing knowledge.

United States	Canada	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **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

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

IV-3. **Factors other than price.**--Are differences other than price (*e.g.*, quality or mechanical performance, quality of finished printed product, availability, transportation network, product range, technical support, *etc.*) between SC paper produced in the United States and in other countries a significant factor in your firm's purchases 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

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

IV-4. **Country preferences.**--Do you or your customers ever specifically order SC paper from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of SC paper available from only certain country sources?

No	Yes	If yes, please identify the countries and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Choice of product not based on price.**--If you purchased SC paper from one country source although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country).

IV-7. **Factor country comparisons.**--For the factors listed below, please rate how SC paper produced in each country you identified in your response to the first question in Part IV compares with SC paper produced in each of the other countries you identified.

If you are unfamiliar with the product from a particular country or if a factor is not applicable to a comparison, please leave the boxes for those country comparisons blank.

Grid on next page

Factor	Product from <u>United States</u> compared to product from <u>Canada</u>			Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			Product from <u>Canada</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability/ producer capacity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of a variety of SC Paper grades	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time/ transit time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Exchange rate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Flexibility of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Offset quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of mechanical performance meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of mechanical performance exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of finished printed product meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of finished printed product exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/ customer service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Explanatory notes:									
¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.									

IV-8. **Minimum quality.**--How often does SC paper from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-9. **Quality differences.**—For the same grade of SC Paper, are there differences in quality between different sources?

Source	No	Yes (there are differences in quality based on sources for the specified grade)						If Yes, describe.
		SCA++	SCA+	SCA	SCB	SNC	Other	If Yes, describe.
United States vs Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States vs Nonsubject	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Canada vs Nonsubject	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-9. **Differences in End Uses Across Sources.**—What In the grid below, please identify the type(s) of printed products that are produced using different grades of paper produced in the United States and Canada.

Grade	Produced in the United States	Produced in Canada
SCA++		
SCA+		
SCA		
SCB		
SCN		
CGW		
Newsprint/Hi-Brite		

IV-10. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

--

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.

- **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 Craig.Thomsen@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 does not purchase this product, 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 your firm submits (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.