

## U.S. PURCHASERS' QUESTIONNAIRE

### CERTAIN TISSUE PAPER PRODUCTS FROM CHINA

This questionnaire must be received by the Commission by **March 8, 2016**

*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 review of the antidumping duty order concerning certain tissue paper products ("tissue paper") from China (inv. No. 731-TA-1070B (Second Review)). 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 Tana Farrington (202-205-2389, Tana.Farrington@usitc.gov).

<b>Name of firm</b> _____		
<b>Address</b> _____		
<b>City</b> _____	<b>State</b> _____	<b>Zip Code</b> _____
<b>Website</b> _____		
Has your firm purchased tissue paper (as defined on the next page) <u>from any source</u> (domestic or foreign) at any time since January 1, 2010?		
<input type="checkbox"/> <b>NO</b>	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)	
<input type="checkbox"/> <b>YES</b>	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)	
<b>Return questionnaire via the Commission Drop Box by clicking on the following link:</b> <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: <b>TISSUE</b> )		

#### CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this investigation or other proceeding may be disclosed to and used:*

*(i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or*

*(ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

Name of Authorized Official	Title of Authorized Official	Date
Signature	Phone: _____	Email address

**PART I.—GENERAL INFORMATION**

**Background.** On March 30, 2005, the Department of Commerce issued an antidumping duty order on imports of tissue paper from China. On June 1, 2015, the Commission instituted a review pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the order would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make an affirmative determination, the order will remain in place. If either the Commission or Commerce makes a negative determination, the Department of Commerce will revoke the order. Questionnaires and other information pertinent to this proceeding are available at [http://wwwadmin.usitc.gov/investigations/701731/2015/certain\\_tissue\\_paper\\_products\\_china/second\\_review\\_full.htm](http://wwwadmin.usitc.gov/investigations/701731/2015/certain_tissue_paper_products_china/second_review_full.htm)

**Tissue paper** products covered by the Order are cut-to-length sheets of tissue paper having a basis weight not exceeding 29 grams per square meter. Tissue paper products subject to this order may or may not be bleached, dye-colored, surface-colored, glazed, surface decorated or printed, sequined, crinkled, embossed, and/or die cut. The tissue paper subject to this order is in the form of cut-to-length sheets of tissue paper with a width equal to or greater than one-half (0.5) inch. Subject tissue paper may be flat or folded, and may be packaged by banding or wrapping with paper or film, by placing in plastic or film bags, and/or by placing in boxes for distribution and use by the ultimate consumer. Packages of tissue paper subject to this order may consist solely of tissue paper of one color and/or style, or may contain multiple colors and/or styles.

The merchandise subject to this order does not have specific classification numbers assigned to them under the Harmonized Tariff Schedule of the United States (HTSUS). Subject merchandise may be under one or more of several different subheadings, including: 4802.30, 4802.54, 4802.61, 4802.62, 4802.69, 4804.31.1000, 4804.31.2000, 4804.31.4020, 4804.31.4040, 4804.31.6000, 4804.39, 4805.91.1090, 4805.91.5000, 4805.91.7000, 4806.40, 4808.30, 4808.90, 4811.90, 4823.90, 4802.50.00, 4802.90.00, 4805.91.90, 9505.90.40. The tariff classifications are provided for convenience and customs purposes; however, the written description of the scope of this order is dispositive.<sup>1</sup>

Excluded from the scope of this order are the following tissue paper products: (1) tissue paper products that are coated in wax, paraffin, or polymers, of a kind used in floral and food service applications; (2) tissue paper products that have been perforated, embossed, or die-cut to the shape of a toilet seat, i.e., disposable sanitary covers for toilet seats; and (3) toilet or facial tissue stock towel or napkin stock, paper of a kind used for household or sanitary purposes, cellulose wadding, and webs of cellulose fibers (HTSUS 4803.00.20.00 and 4803.00.40.00).

Subject tissue paper includes both bulk and consumer tissue paper products defined as follows:

**Bulk tissue paper** is not resold, but is used to wrap or package the purchaser's customers' purchases, as dunnage, filler, interleaving, etc., and is incidental to the purchase of another item. Bulk tissue is generally sold by ream (480-500 sheets) but may also be sold in half-ream or multiple-ream quantities or by weight. It is generally sold flat or quire-folded packaged in sealed polybags and/or corrugated boxes. Bulk tissue paper is generally plain white or solid color but may be printed with various designs.

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<sup>1</sup> On January 30, 2007, at the direction of CBP, the Department added the following HTSUS classifications to the AD/CVD module for tissue paper: 4802.54.3100, 4802.54.6100, and 4823.90.6700. However, we note that the six digit classifications for these numbers were already listed in the scope.

**Consumer tissue paper** is sold to purchasers in packaged form and ready for resale to their customers, the final end users. Consumer tissue is usually sold folded (tissue folds) in various formats and sheet counts (5-400 sheets). Consumer tissue paper is generally plain white or solid color but may be printed with various designs and may also include specialty tissue paper such as handmade, die-cut, hot-stamped, or spot-glitter tissue paper. Club packs are consumer tissue that are sold either flat or folded usually in quantities of 100-400 sheets.

**Purchaser**.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing tissue paper from another firm that produces, imports, or otherwise distributes tissue 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 in connection with this proceeding (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 of your 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 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

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

- I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire, if 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 tissue paper, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

No       Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that import tissue paper from China into the United States or that export tissue paper from China 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, that import tissue paper from countries other than China into the United States or that export tissue paper from countries other than China 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, that produce tissue paper?

No             Yes--List the following information.

Firm name and country	Address	Affiliation

I-7. **Business plan.**--Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for tissue paper?

No	Yes	If yes, please provide these documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

**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. **Purchases.**—

- (a) Please estimate your firm's total U.S. purchases of bulk and/or consumer tissue paper in 2015. (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.) "Bulk" tissue paper and "consumer" tissue paper are defined on page 2.

<b>Purchases of tissue paper</b>	Quantity (1,000 square meters)
<b>Bulk</b>	
<b>Consumer</b>	

- (b) Estimate the percentage of the quantity of your firm's purchases of tissue paper in 2015 that were produced in each of the specified countries.

Tissue paper produced in:	Share of quantity of 2015 purchases	
	Bulk purchases	Consumer purchases
<b>United States</b>	%	%
<b>China</b>	%	%
<b>All other countries:<sup>1</sup></b>	%	%
<b>Total</b> (should sum to 100.0%)	0.0 %	0.0 %

<sup>1</sup> Please identify these countries:

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of tissue paper from different sources have changed since January 1, 2010.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
<b>Bulk tissue paper products</b>						
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<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"/>	
<b>Consumer tissue paper products</b>						
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<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-3. **Purchases from one country only.**--If your firm has purchased tissue paper from only one country, please explain the reasons for doing so.

II-4. **Supplier identification.**-- Please list your firm's **FIVE** largest suppliers for tissue paper since January 1, 2010. Also, provide the share of the quantity of your firm's total purchases of tissue paper that each of these suppliers accounted for in 2015.

No.	Supplier's name	City and state	Share of quantity of 2015 purchases
1			%
2			%
3			%
4			%
5			%

II-5. **Shipping information.**--

(a) What is the approximate percentage of the total cost of tissue paper you purchased that is accounted for by U.S. inland transportation and other logistics costs from

the **importer** to your distribution network or retail store?          percent.

the **U.S. producer** to your distribution network or retail store?          percent.

(b) If the percentages reported above varied since January 2010, please explain.

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**PLEASE NOTE THAT THE QUESTIONS IN PARTS III AND IV (PAGES 9-24) OF THIS QUESTIONNAIRE REFER TO BOTH BULK AND CONSUMER TISSUE PAPER. IF THE ANSWERS TO THE QUESTIONS IN THESE SECTIONS DIFFER BY END USE (I.E., BULK TISSUE PAPER OR CONSUMER TISSUE PAPER, DEFINED ON PAGE 2), THEN INDICATE AT QUESTIONS III-28 AND/OR IV-10 AND EXPLAIN THE DIFFERENCE. PLEASE IDENTIFY THE PRODUCT YOUR FIRM PURCHASES THE MOST OF IN RELATION TO YOUR TOTAL PURCHASES OF TISSUE PAPER.**

<b>Mostly purchase bulk tissue paper</b>	<b>Mostly purchase consumer tissue paper</b>	<b>Purchase approximately equal amounts of bulk and consumer tissue paper</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

**III-1. Firm type.—**

- (a) Which of the following best describes your firm as a purchaser of tissue paper (check all that apply)?

<b>End user</b>	<b>Retailer</b>	<b>Distributor</b>	<b>Other</b>	<b>Describe other</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- (b) For your purchases of tissue paper in 2015, report whether you resold the tissue paper and/or used it for packaging incidental sales of another item.

<b>Consumer tissue paper (resold)</b>	<b>Bulk (used for packaging or other use incidental to the purchase of another article)</b>
<input type="checkbox"/>	<input type="checkbox"/>

- (c) Report the sheet count for the tissue paper products you purchased in 2015. Check all that apply.

<b>1-100 sheets</b>	<b>101-399 sheets</b>	<b>400 or more sheets</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

***If your firm is a distributor of tissue paper, please answer questions III-2 and III-3.***

III-2. **Competition for sales.**--Do you compete for sales to your customers with the manufacturers or importers from which you purchase tissue 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 you sell tissue paper?

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

III-4. **End uses.**—

(a) What is the main end use for the majority of your sales/usage of tissue paper? Check all that apply.

Functional Packaging/Industrial Use	Decorative Packaging incidental to the sale	Decorative Packaging for sale	Decorative/Arts & Crafts by final consumer	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Have there been any changes in the end uses of tissue paper since January 1, 2010? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since January 1, 2010	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

(a) Has the demand for your firm's final products incorporating tissue paper changed since January 1, 2010?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

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

**III-6. Substitutes.—**

(a) Can other products be substituted for tissue 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 tissue 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"/>	

(b) Have there been any changes in the number or types of products that can be substituted for tissue paper since January 1, 2010? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since January 1, 2010	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Demand trends.**—

(a) Indicate how demand within the United States and outside of the United States (if known) for **bulk** tissue paper has changed since January 1, 2010, 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.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Demand since January 1, 2010</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Demand trends (continued).**—

(b) Indicate how demand within the United States and outside of the United States (if known) for **consumer** tissue paper has changed since January 1, 2010, 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.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Demand since January 1, 2010</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **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 tissue 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 (3) the world as a whole. Of particular interest is such data from 2010 to the present and forecasts for the future.

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2015 purchases of tissue paper that required tissue paper produced in the United States.

	<b>Estimated percentage of your firm's total 2015 purchases of tissue paper</b>
<b>Purchases that did not require domestic product</b>	%
<b>Purchases that were required by law or regulation to be domestic product</b> (e.g., government purchases under "Buy American" provisions)	%
<b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>	%
<b>Purchases that were required to be domestic product for other reasons</b> (explain: )	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-10. **Conditions of competition.**--

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

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question III-11.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for tissue paper since January 1, 2010?

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

III-11. **Decisions based on producer and country-of-origin.**--How often does your firm, and if you know, do your customers, make purchasing decisions involving tissue paper based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
<b>Decision based on producer</b>					
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"/>	
<b>Decision based on country of origin</b>					
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-12. **Availability of supply.**—

(a) Has the availability of **bulk** tissue paper in the U.S. market changed since January 1, 2010? Do you anticipate any future changes?

Availability in the U.S. market	Increase	No Change	Decrease	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2010:</b>				
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>				
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Availability of supply (continued).**—

(b) Has the availability of **consumer** tissue paper in the U.S. market changed since January 1, 2010? Do you anticipate any future changes?

Availability in the U.S. market	Increase	No Change	Decrease	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2010:</b>				
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>				
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with tissue paper since January 1, 2010 (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-14. **Purchasing frequency.**--

(a) How frequently do you make purchases of tissue 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) Do you expect this purchasing frequency to change in the next two years?

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

III-15. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms.

III-16. **Supplier negotiations.**--Do your purchases of tissue paper usually involve negotiations between supplier and purchaser?

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

III-17. **Change in suppliers.**-- Has your firm changed suppliers since January 1, 2010?

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-18. **New suppliers.**--

- (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2010?

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

- (b) Do you expect new tissue paper suppliers to enter the U.S. market?

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

III-19. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell tissue 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-20. **Failure to certify.**--Since January 1, 2010, have any domestic or foreign producers failed in their attempts to certify or qualify their tissue 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-21. **Major purchasing factors.**-- Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase tissue 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-22. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for tissue paper.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery 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"/>
Minimum quantity requirements	<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 exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets 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/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-23. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of tissue paper?

--

III-24. **Frequency of decisions based on price.**--How often does your firm purchase the tissue paper that is offered at the lowest price?

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

III-25. **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 tissue paper market since January 1, 2010.

<b>Firm(s)</b>	<b>Describe how the firm(s) exhibited price leadership</b>

III-26. **Changes in U.S. industry.**--

(a) Please identify and discuss any improvements/changes in the U.S. tissue paper industry since January 1, 2010 and explain the factors, including the order(s) under review, that were responsible for each improvement/change.

--

(b) Please discuss any improvements/changes that you anticipate in the future in the U.S. tissue paper industry. Identify the time period and causes for these improvements/changes.

--

III-27. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of tissue paper from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring.

<b>Activities of your firm</b>	
<b>Entire U.S. market</b>	

III-28. **Further explanation of bulk vs. consumer tissue paper.**-- If any of your answers above differed between bulk and consumer tissue paper, please provide any further explanations below.

--

**PART IV.-- PRODUCT COMPARISONS**

**IV-1. Country knowledge.--**

(a) Please indicate the countries of origin for tissue paper for which your firm has actual marketing/pricing knowledge.

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

(b) If yes to China, please indicate the basis for which this knowledge was acquired.

<b>Basis for country knowledge of China</b>	<b>Check as appropriate</b>
Based on imports to the United States	<input type="checkbox"/>
Sales in non-U.S. markets in which your firm also participates	<input type="checkbox"/>
Internet advertisements/offers	<input type="checkbox"/>
Trade shows	<input type="checkbox"/>
Purchases of other gift wrapping options	<input type="checkbox"/>

(c) Does your firm purchase gift wrapping-related products (i.e. gift bags, gift boxes, gift wrapping paper, cards, bows, ribbon) manufactured in China by firms that also sell or offer tissue paper?

<b>No</b>	<b>Yes</b>	<b>If yes, identify the products your firm purchases.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **Interchangeability**.--Is tissue 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	China	Other countries
United States		
China		
For any country-pair producing tissue 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, availability, transportation network, product range, technical support, *etc.*) between tissue 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:

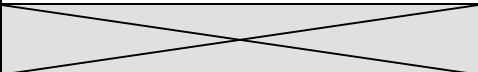
A = such differences are *always* significant

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



IV-4. **Country preferences.**--Do you or your customers ever specifically order tissue 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 tissue paper only available from 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 tissue paper from one 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 tissue paper produced in each country you identified in your response to the first question in Part IV compares with tissue paper produced in each of the other countries you identified.

***If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.***

Factor	Product from <u>United States</u> compared to product from <u>China</u>			Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			Product from <u>China</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<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	<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"/>
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"/>
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 <sup>1</sup>	<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 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 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"/>
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/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 <sup>1</sup>	<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"/>

<sup>1</sup> 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 tissue 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"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nonsubject countries	<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. **Change in price.**--

(a) Since January 1, 2010, has there been a change in the price of tissue paper? If so, has the price of U.S.-produced tissue paper changed more or less than the price of imported tissue paper from China?

<input type="checkbox"/>	No change in price.
<input type="checkbox"/>	Prices have changed by the same amount.
<input type="checkbox"/>	Price of U.S.-produced tissue paper has changed relative to the price of tissue paper from China.

(b) If the price of U.S.-produced tissue paper has changed relative to the price of tissue paper from China, the price of U.S.-produced tissue paper is now relatively

Higher	Lower	
<input type="checkbox"/>	<input type="checkbox"/>	than those from China.

IV-10. **Further explanation of bulk vs. consumer tissue paper.**-- If any of your answers above differed between bulk and consumer tissue paper, please provide any further explanations below.

IV-11. **Other explanations.**--If your firm would like to further explain a response to a question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

**PART V.—COMPARABILITY OF BULK AND CONSUMER TISSUE PAPER**

The Commission is requesting information on the comparability of bulk and consumer tissue paper. All purchasers need to respond to question V-1a-f, even if they do not purchase both bulk and consumer tissue paper.

Further information on this part of the questionnaire can be obtained from **Justin Enck (202-205-3363, [justin.enck@usitc.gov](mailto:justin.enck@usitc.gov))**. Supply all data requested on a calendar-year basis.

V-1. **Comparability of bulk vs consumer tissue paper.**--For each of the following indicate whether bulk tissue paper and consumer tissue paper are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

(a) **Characteristics and Uses.**-- The differences and similarities in the physical characteristics and end uses between bulk tissue paper and consumer tissue paper.

Fully comparable	Mostly comparable	Somewhat comparable	Not at all comparable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their *characteristics and uses*:

(b) **Interchangeability.**--The ability to substitute refined bulk tissue paper and consumer tissue paper in the same application.

Fully interchangeable	Mostly interchangeable	Somewhat interchangeable	Not at all interchangeable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their *interchangeability*:

V-1. **Comparability of bulk tissue paper and consumer tissue paper.--Continued**

- (c) **Manufacturing facilities, production processes, and production employees.--** Whether bulk tissue paper and consumer tissue paper are manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Fully the same	Mostly the same	Somewhat the same	Not at all the same	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their manufacturing processes:

- (d) **Channels of distribution.--** Channels of distribution/market situation through which bulk tissue paper and consumer tissue paper are sold (i.e., sold direct to end users, through distributors, etc.).

Fully comparable	Mostly comparable	Somewhat comparable	Not at all comparable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their channels of distribution:

V-1. **Comparability of bulk tissue paper and consumer tissue paper.--Continued**

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in bulk tissue paper and consumer tissue paper in the market (*e.g.*, sales/marketing practices).

Fully comparable	Mostly comparable	Somewhat comparable	Not at all comparable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their customer and producer perceptions:

(f) **Price.**--Whether prices are comparable or differ between bulk tissue paper and consumer tissue paper.

Fully comparable	Mostly comparable	Somewhat comparable	Not at all comparable	NA/no familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a narrative discussion for the comparability ratings you provided in terms of their prices:

## 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://wwwadmin.usitc.gov/investigations/701731/2015/certain\\_tissue\\_paper\\_products\\_china/second\\_review\\_full.htm](http://wwwadmin.usitc.gov/investigations/701731/2015/certain_tissue_paper_products_china/second_review_full.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:** **TISSUE**

- **E-mail.**—E-mail the MS Word questionnaire to Tana.Farrington@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you 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 you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.