

## U.S. IMPORTERS' QUESTIONNAIRE

### CASED PENCILS FROM CHINA

This questionnaire must be received by the Commission by **April 14, 2017**  
*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 cased pencils from China (Inv. No. 731-TA-669 (Fourth 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 firm's possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>Website</b> _____
Has your firm imported cased pencils (as defined on the next page) <i>from any country</i> at any time since January 1, 2011?
<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>PENCIL</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 investigations 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 proceeding or other proceedings 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:**

\_\_\_\_\_  
**Fax:**

\_\_\_\_\_  
**Email address**

**PART I.—GENERAL INFORMATION**

**Background.**-- On December 28, 1994, the Department of Commerce (“Commerce”) issued an antidumping duty order on imports of cased pencils from China. On June 1, 2016, 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, Commerce will revoke the order. Questionnaires and other information pertinent to this proceeding are available at [https://usitc.gov/investigations/701731/2016/cased\\_pencils\\_china/fourth\\_review\\_full.htm](https://usitc.gov/investigations/701731/2016/cased_pencils_china/fourth_review_full.htm)

**Cased pencils** covered by this investigation are shipments of certain cased pencils of any shape or dimension (except as described below) which are writing and/or drawing instruments that feature cores of graphite or other materials, encased in wood and/or man-made materials, whether or not decorated and whether or not tipped (e.g., with erasers, etc.) in any fashion, and either sharpened or unsharpened.

The pencils subject to the order are currently classifiable under subheading 9609.10.00 of the Harmonized Tariff Schedule of the United States (`HTSUS').

Specifically excluded from the scope of the order are mechanical pencils, cosmetic pencils, pens, noncased crayons (wax), pastels, charcoals, chalks, and pencils produced under U.S. patent number 6,217,242, from paper infused with scents by the means covered in the above-referenced patent, thereby having odors distinct from those that may emanate from pencils lacking the scent infusion. Also excluded from the scope of the order are pencils with all of the following physical characteristics: (1) Length: 13.5 or more inches; (2) sheath diameter: not less than one-and-one quarter inches at any point (before sharpening); and (3) core length: Not more than 15 percent of the length of the pencil. In addition, pencils with all of the following physical characteristics are excluded from the scope of the order: Novelty jumbo pencils that are octagonal in shape, approximately ten inches long, one inch in diameter before sharpening, and three-and-one eighth inches in circumference, composed of turned wood encasing one-and-one half inches of sharpened lead on one end and a rubber eraser on the other end. Although the HTSUS subheading is provided for convenience and customs purposes, the written description of the scope of the order is dispositive.

**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, purchaser and/or foreign producer 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.

**Valid number error messages.**--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Jordan Harriman (202-205-2610, [jordan.harriman@usitc.gov](mailto:jordan.harriman@usitc.gov)).

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

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

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

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

**“Establishment”**--Each facility of a firm involved in the importation of cased pencils, 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 importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing cased pencils into the United States or that are engaged in exporting cased pencils to the United States?

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

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

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

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

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

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

Firm name	Address	Contact person and phone number

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

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

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

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

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

I-9. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for cased pencils?

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

I-10. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

- No       Yes--Please specify.

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

Further information on this part of the questionnaire can be obtained from Jordan Harriman (202-205-2610, [jordan.harriman@usitc.gov](mailto:jordan.harriman@usitc.gov)). **Supply all data requested on a calendar-year basis.**

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

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of cased pencils since January 1, 2011.

<i>Check as many as appropriate.</i>		<i>If checked, please describe; leave blank if not applicable.</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	



II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of cased pencils in the future?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the importation of cased pencils in the future if the antidumping duty order on cased pencils from China were to be revoked?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of cased pencils from China for delivery after **December 31, 2016**?

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

No                       Yes--Fill out the table below.

<b>Quantity (in 1,000 gross)</b>				
<b>Period/Source</b>	<b>Jan-Mar 2017</b>	<b>Apr-Jun 2017</b>	<b>Jul-Sept 2017</b>	<b>Oct-Dec 2017</b>
China				
China - Beijing FILA Dixon Stationary Company				

II-6. **Reasons for importing if producer.**--If your firm also produces cased pencils in the United States, please indicate the reasons for importing this product. If your firm’s reasons differ by source, please elaborate.

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**Definitions**

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

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

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

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

**“Internal consumption”** –Product consumed internally by your firm. Such transactions are valued at fair market value.

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

**“Related firm”** –A firm that your firm solely or jointly owns, manages, or otherwise controls.

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

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

**“Gross”** – A set of 144 pencils. Numerical responses in this questionnaire related to quantity amounts should be input in thousands of gross. For example, an answer of 1,500,000 gross would be input as “1,500”.

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

II-7a. **IMPORTS FROM BEIJING FILA DIXON STATIONARY COMPANY**-- Report your firm's imports and your firm's shipments and inventories of cased pencils imported from Beijing Fila Dixon Stationary Company during the specified periods.

## CHINA – BEIJING FILA DIXON STATIONARY COMPANY

Quantity (in 1,000 gross), value (in \$1,000)			
Item	Calendar year		
	2014	2015	2016
<b>Beginning-of-period inventories (quantity) (A)</b>			
<b>Imports:<sup>1</sup></b>			
Quantity (B)			
Value (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity (D)			
Value (E)			
<b>Internal consumption/ company transfers:</b>			
Quantity (F)			
Value <sup>2</sup> (G)			
<b>Export shipments:<sup>3</sup></b>			
Quantity (H)			
Value (I)			
<b>End-of-period inventories (quantity) (J)</b>			
<b>Channels of distribution:</b>			
U.S. commercial shipments to distributors (quantity) (K)			
U.S. commercial shipments to retailers (quantity) (L)			
U.S. commercial shipments to end users (quantity) (M)			

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-7a. IMPORTS FROM BEIJING FILA DIXON STATIONARY COMPANY.--Continued**

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

Reconciliation	Calendar year		
	2014	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

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

Reconciliation	Calendar year		
	2014	2015	2016
K + L + M – D = zero ("0"), if not revise.	0	0	0

**II-7b. Historical cased pencils shipment data (2011-13)**-- Report the quantity and value of your firm's U.S. shipments of imports of cased pencils from Beijing Fila Dixon Stationary Company (include commercial shipments, internal consumption, and transfers, but do not include exports) during the specified periods.

Quantity (in 1,000 gross), value (in \$1,000)			
Item	Calendar year		
	2011	2012	2013
Cased Pencils Quantity			
Value			

II-8a. **IMPORTS FROM OTHER FIRMS IN CHINA**-- Report your firm's imports and your firm's shipments and inventories of cased pencils imported from all other firms from China except Beijing FILA Dixon Stationary Company during the specified periods.

## CHINA – ALL OTHER FIRMS

Quantity (in 1,000 gross), value (in \$1,000)			
Item	Calendar year		
	2014	2015	2016
<b>Beginning-of-period inventories (quantity) (A)</b>			
<b>Imports:<sup>1</sup></b>			
Quantity (B)			
Value (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity (D)			
Value (E)			
<b>Internal consumption/ company transfers:</b>			
Quantity (F)			
Value <sup>2</sup> (G)			
<b>Export shipments:<sup>3</sup></b>			
Quantity (H)			
Value (I)			
<b>End-of-period inventories (quantity) (J)</b>			
<b>Channels of distribution:</b>			
U.S. commercial shipments to distributors (quantity) (K)			
U.S. commercial shipments to retailers (quantity) (L)			
U.S. commercial shipments to end users (quantity) (M)			

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-8a. IMPORTS FROM OTHER FIRMS IN CHINA.–Continued**

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

Reconciliation	Calendar year		
	2014	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

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

Reconciliation	Calendar year		
	2014	2015	2016
K + L + M – D = zero ("0"), if not revise.	0	0	0

**II-8b. Historical cased pencils shipment data (2011-13)**--Report the quantity and value of your firm's U.S. shipments of imports of cased pencils from all other Chinese firms except Beijing FILA Dixon Stationary Company (include commercial shipments, internal consumption, and transfers, but do not include exports) during the specified periods.

Quantity (in 1,000 gross), value (in \$1,000)			
Item	Calendar year		
	2011	2012	2013
<b>Cased Pencils</b> Quantity			
Value			

II-9a. **IMPORTS FROM ALL OTHER SOURCES.**-- Report your firm's imports and your firm's shipments and inventories of cased pencils imported from **all other sources combined** during the specified periods.

## ALL OTHER SOURCES

(list sources: \_\_\_\_\_)

Quantity (in 1,000 gross), value (in \$1,000)			
Item	Calendar year		
	2014	2015	2016
<b>Beginning-of-period inventories</b> ( <i>quantity</i> ) (A)			
<b>Imports:</b> <sup>1</sup>			
<i>Quantity</i> (B)			
<i>Value</i> (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> (D)			
<i>Value</i> (E)			
<b>Internal consumption/     company transfers:</b>			
<i>Quantity</i> (F)			
<i>Value</i> <sup>2</sup> (G)			
<b>Export shipments:</b> <sup>3</sup>			
<i>Quantity</i> (H)			
<i>Value</i> (I)			
<b>End-of-period inventories</b> ( <i>quantity</i> ) (J)			
<b>Channels of distribution:</b>			
U.S. commercial shipments to distributors ( <i>quantity</i> ) (K)			
U.S. commercial shipments to retailers ( <i>quantity</i> ) (L)			
U.S. commercial shipments to end users ( <i>quantity</i> ) (M)			

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

II-9a. **IMPORTS FROM ALL OTHER SOURCES.**–*Continued*

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

Reconciliation	Calendar year		
	2014	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

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

Reconciliation	Calendar year		
	2014	2015	2016
K + L + M – D = zero ("0"), if not revise.	0	0	0

II-9b. **Historical cased pencils shipment data (2011-13)**--Report the quantity and value of your firm's U.S. shipments of imports of cased pencils from all other sources combined (include commercial shipments, internal consumption, and transfers, but do not include exports) during the specified periods.

Quantity (in 1,000 gross), value (in \$1,000)			
Item	Calendar year		
	2011	2012	2013
<b>Cased Pencils</b> <i>Quantity</i>			
<i>Value</i>			



II-10. **Effect of order(s).**--Describe the significance of the existing antidumping duty order covering imports of cased pencils from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-11. **Likely effect of revocation of order(s).**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of cased pencils in the future if the antidumping duty order on cased pencils from China were to be revoked?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections your firm may provide.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-12. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Grace Kenneally (202-708-1669, [Grace.Kenneally@usitc.gov](mailto:Grace.Kenneally@usitc.gov)).

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

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers of the following products your firm imported from China:

**Product 1.—Commodity (economy) pencils – retail packaging (i.e., sold to retail outlets).**

**Product 2.—Commodity (economy) pencils – boxed (i.e., sold to wholesalers or office supply stores).**

Please note that values should be **f.o.b., U.S. point of shipment** and should not include U.S.-inland transportation costs. Values should reflect the **final net** amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

(a) During 2014-2016, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.

III-2(b). **Price data (China).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm. Do not include imports from Beijing FILA Dixon Stationary Company.

## CHINA – ALL OTHER FIRMS

**Report data in 1,000 gross and actual dollars (not \$1,000).**

(Quantity in 1,000 gross, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2014:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2015:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2016:</b>				
January-March				
April-June				
July-September				
October-December				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

III-2(c). **Pricing data methodology.**-- Please describe the method and the kinds of documents/records that were used to compile your price data.

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

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of cased pencils (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

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

III-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for cased pencils imported from China?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of imported cased pencils from China usually quoted? (*check one*)

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Contract versus spot.**-- Approximately what share of your firm's sales of cased pencils imported from China in 2016 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
<b>Share of your 2016 sales</b>	%	%	%	%	0.0 %

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

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

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

Source	Share of 2016 sales	Lead time (average number of days)
From inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-9. **Shipping information.**--

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

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

III-10. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold cased pencils imported from subject countries since January 1, 2011 (check all that apply)?

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

III-11. **Substitutes.**--

(a) Can other products be substituted for cased pencils?

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 cased pencils?		
			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 cased pencils since January 1, 2011? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since January 1, 2011	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Availability of supply.**--Has the availability of cased pencils in the U.S. market changed since January 1, 2011? Do you anticipate any future changes? Note: Nonsubject imports include imports from Beijing FILA Dixon Stationary Company.

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2011:</b>			
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"/>	
<b>Anticipated changes:</b>			
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-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for cased pencils has changed since January 1, 2011, 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, 2011</b>					
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"/>	
<b>Anticipated future demand</b>					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	



III-14. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of cased pencils since January 1, 2011? Do you anticipate any future changes?

<b>Changes in product range, product mix, or marketing</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since January 1, 2011	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

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

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question III-17.
<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 cased pencils since January 1, 2011?

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

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply cased pencils since January 1, 2011 (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.)?

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

III-17. **Raw materials.**-- Indicate how cased pencils raw material prices have changed since January 1, 2011, and how you expect they will change in the future.

<b>Raw materials prices</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explain, noting how raw material price changes have affected your firm's selling prices for cased pencils.</b>
Changes since January 1, 2011	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Price comparisons.**--Please compare market prices of cased pencils in U.S. and non-U.S. markets if known. Provide information as to time periods and regions for any price comparisons.

III-19. **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 cased pencils 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 2011 to the present and forecasts for the future.

III-20. **Interchangeability**.--Are cased pencils produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? If your answer differs for China (all other firms) and China (Beijing FILA Dixon Stationary Company), please explain.

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 cased pencils that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

III-21. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, etc.) between cased pencils produced in the United States and in other countries a significant factor in your firm's sales of the products? If your answer differs for China (all other firms) and China (Beijing FILA Dixon Stationary Company), please explain.

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	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 sales of cased pencils, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

III.22 **Bundling sales of cased pencils with other products.**--Does your firm bundle the sales of cased pencils with other products?

No	Yes	Estimated share of your sales of cased pencils in 2016 that were sold in a bundle	Describe the other products that are included in typical bundled sales
<input type="checkbox"/>	<input type="checkbox"/>		

III-23. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the USITC foreign producer questionnaire form. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.

The screenshot shows the 'Region and Language' dialog box with the 'Administrative' tab selected. The 'Format' dropdown is set to 'Italian (Italy)'. Under 'Date and time formats', the settings are: Short date: dd/MM/yyyy, Long date: dddd d MMMM yyyy, Short time: HH:mm, Long time: HH:mm:ss, and First day of week: lunedì. The 'Examples' section shows: Short date: 03/11/2015, Long date: martedì 3 novembre 2015, Short time: 10:35, and Long time: 10:35:44. At the bottom, there are 'OK', 'Cancel', and 'Apply' buttons, along with a link to 'Go online to learn about changing languages and regional formats'.

The screenshot shows the 'Region and Language' dialog box with the 'Administrative' tab selected. The 'Format' dropdown is set to 'English (United States)'. Under 'Date and time formats', the settings are: Short date: M/d/yyyy, Long date: dddd, MMMM dd, yyyy, Short time: h:mm tt, Long time: h:mm:ss tt, and First day of week: Sunday. The 'Examples' section shows: Short date: 8/6/2015, Long date: Thursday, August 06, 2015, Short time: 2:47 PM, and Long time: 2:47:25 PM. At the bottom, there are 'OK', 'Cancel', and 'Apply' buttons, along with a link to 'Go online to learn about changing languages and regional formats'.

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: [https://usitc.gov/investigations/701731/2016/cased\\_pencils\\_china/fourth\\_review\\_full.htm](https://usitc.gov/investigations/701731/2016/cased_pencils_china/fourth_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:** PENCIL

- **E-mail.**—E-mail the MS Word questionnaire to [jordan.harriman@usitc.gov](mailto:jordan.harriman@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 import 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.