

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN LIGHTWEIGHT THERMAL PAPER FROM CHINA, GERMANY, AND KOREA

Return completed questionnaire to (in hard copy or CD format):

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than October 3, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning certain lightweight thermal paper from China, Germany, and Korea (Inv. Nos. 701-TA-451 and 731-TA-1126-1128 (Preliminary)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported certain lightweight thermal paper ("certain LW thermal paper") (as defined in the instruction booklet) from any country at any time since January 1, 2004?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission.)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above.)</p>
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CERTIFICATION

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

By submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

No Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain LW thermal paper from China, Germany, or Korea into the United States or which are engaged in exporting certain LW thermal paper from China, Germany, or Korea to the United States?

No Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Christopher Cassise (202-708-5408, chris.cassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the production of certain LW thermal paper since January 1, 2004?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of certain LW thermal paper from China, Germany, or Korea for delivery after June 30, 2007?

No Yes--Indicate when such orders are to be delivered and the quantities and values involved.

Imports from China:		Date of delivery
Quantity of imports		
Value of imports		
Imports from Germany:		
Quantity of imports		
Value of imports		
Imports from Korea:		
Quantity of imports		
Value of imports		

II-4. If your firm also produces certain LW thermal paper in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5a. **IMPORTS OF JUMBO ROLLS FROM CHINA**.--Report your firm's imports and your firm's shipments and inventories of certain LW thermal paper during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and Korea, and for all other sources combined.**

CHINA

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (quantity)					
Imports:²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ² of internal cons/transfers					
Export shipments:³					
Quantity of exports					
Value of exports					
End-of-period inventories⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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 2004-2006 below: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5b. **IMPORTS OF JUMBO ROLLS FROM GERMANY.**—Report your firm’s imports and your firm’s shipments and inventories of certain LW thermal paper during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and Korea, and for all other sources combined.**

GERMANY

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ² of internal cons/transfers					
Export shipments: ³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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 2004-2006 below: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5c. **IMPORTS OF JUMBO ROLLS FROM KOREA.**—Report your firm’s imports and your firm’s shipments and inventories of certain LW thermal paper during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and Korea, and for all other sources combined.**

KOREA

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ² of internal cons/transfers					
Export shipments: ³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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 2004-2006 below: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5d. **IMPORTS OF JUMBO ROLLS FROM ALL OTHER SOURCES**.--Report your firm's imports and your firm's shipments and inventories of certain LW thermal paper during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and Korea, and for all other sources combined.**

ALL OTHER SOURCES COMBINED¹

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (quantity)					
Imports:²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ² of internal cons/transfers					
Export shipments:³					
Quantity of exports					
Value of exports					
End-of-period inventories⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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 2004-2006 below: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5e. **IMPORTS OF SLITTED CERTAIN LW THERMAL PAPER FROM CHINA.**— Report your firm's imports and your firm's shipments and inventories of slitted certain LW thermal paper imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and Korea, and for all other sources combined.**

CHINA

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (quantity)					
Imports: ²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ³ of internal cons/transfers					
Export shipments: ⁴					
Quantity of exports					
Value of exports					
End-of-period inventories ⁵ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the countries: _____ _____ _____					
² Identify the foreign producers, if known: _____ _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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 2004, 2005, and 2006 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5f. **IMPORTS OF SLITTED CERTAIN LW THERMAL PAPER FROM GERMANY.**– Report your firm’s imports and your firm’s shipments and inventories of slitted certain LW thermal paper imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and Korea, and for all other sources combined.**

GERMANY

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ³ of internal cons/transfers					
Export shipments: ⁴					
Quantity of exports					
Value of exports					
End-of-period inventories ⁵ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the countries: _____ _____ _____					
² Identify the foreign producers, if known: _____ _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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 2004, 2005, and 2006 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5g. **IMPORTS OF SLITTED CERTAIN LW THERMAL PAPER FROM KOREA.**— Report your firm's imports and your firm's shipments and inventories of slitted certain LW thermal paper imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and Korea, and for all other sources combined.**

KOREA

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ³ of internal cons/transfers					
Export shipments: ⁴					
Quantity of exports					
Value of exports					
End-of-period inventories ⁵ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the countries: _____ _____ _____					
² Identify the foreign producers, if known: _____ _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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 2004, 2005, and 2006 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ <u>Reconciliation of data.</u> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5h. **IMPORTS OF SLITTED CERTAIN LW THERMAL PAPER FROM ALL OTHER SOURCES.**— Report your firm's imports and your firm's shipments and inventories of slitted certain LW thermal paper imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and Korea, and for all other sources combined.**

ALL OTHER SOURCES COMBINED¹

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ³ of internal cons/transfers					
Export shipments: ⁴					
Quantity of exports					
Value of exports					
End-of-period inventories ⁵ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the countries: _____ _____ _____					
² Identify the foreign producers, if known: _____ _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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 2004, 2005, and 2006 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ <u>Reconciliation of data.</u> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6. **COMPARABILITY OF CERTAIN LW THERMAL PAPER IN JUMBO ROLL FORM AND CONVERTED FORM.**--Please describe the differences and similarities in certain LW thermal paper in jumbo roll form and converted form for the following factors:

(a) Whether the upstream article is dedicated to the production of the downstream article (i.e., what percentage of jumbo rolls is used in the production of downstream products):

(b) Whether there are perceived to be separate markets for the upstream and downstream articles:

(c) Differences in the physical characteristics and functions of the upstream and downstream articles:

(d) Differences in the cost or value of the vertically differentiated articles:

(e) Significance and extent of the processes used to transform the upstream into the downstream article:

II-7. Please provide the quantity and value of your firm's U.S. shipments of imports of certain LW in jumbo roll form (i.e., sales of jumbo rolls to unrelated firms on the merchant market).

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
U.S. shipments of imports of jumbo rolls					
<i>Quantity</i> of U.S. shipments					
<i>Value</i> of U.S. shipments					

II-8. Please provide the quantity and value of your firm's U.S. shipments of imports of other nonsubject point-of-sale thermal paper > 70 g/m².

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
U.S. shipments of imports of other point-of-sale thermal paper > 70 g/m²:					
<i>Quantity</i> of U.S. shipments					
<i>Value</i> of U.S. shipments					

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

II-9a. **COMPARABILITY OF CERTAIN LW THERMAL PAPER AND OTHER THERMAL PAPER**..--Please describe the differences and similarities in certain LW thermal paper and other thermal paper (see definitions for each in the instructions) for the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical/chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two thermal paper products. Use additional pages as necessary.

CERTAIN LW THERMAL PAPER vs. OTHER THERMAL PAPER

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

II-9b. **COMPARABILITY OF CERTAIN LW THERMAL PAPER AND OTHER THERMAL PAPER**..--Please describe the differences and similarities in certain LW thermal paper and other thermal paper (see definitions for each in the instructions) for the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical/chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two thermal paper products. Use additional pages as necessary.

CERTAIN LW THERMAL PAPER vs. OTHER POINT-OF-SALE THERMAL PAPER > 70 g/m²

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088, nancy.bryan@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from **any country** during **January 2004-June 2007**:

Product 1.--Thermal paper in jumbo rolls, with a basis weight of 55 g/m² (+/- 2 g/m²), not top-coated. Brands Appleton Alpha 400-2.3; Hansol HSK-55; Kanzaki P300; Koehler KT55F20; Mitsubishi F5041; or equivalent.

Product 2.--Thermal paper in jumbo rolls, with a basis weight of 48 g/m² (+/- 2 g/m²), not top coated. Brands Alpha 400-2.1; Hansol HSK-48; Koehler KT-48; Mitsubishi P5045; or equivalent.

Product 3.--Thermal paper in slit rolls, with a basis weight of 55 g/m² (+/- 2 g/m²), not top-coated, measuring 3-1/8 inch by 230 feet.

Product 4.--Thermal paper in slit rolls, with a basis weight of 55 g/m² (+/- 2 g/m²), not top-coated, measuring 3-1/8 inch by 273 feet.

Please report separately for (1) sales to distributors, (2) sales to end users, and (3) sales to converters.

Please report quantity in m.s.f., or thousands of square feet.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2a. Complete this table for each of the specified products¹ imported from **China** and sold by your firm to unrelated U.S. customers.

CHINA

(Quantity in msf ² , value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value ³						
Sales to distributors								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
Sales to end users								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								

¹ Pricing product definitions are provided on the first page of section III.
² Thousands of square feet.
³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:
 Product 1: _____
 Product 2: _____
 Product 3: _____
 Product 4: _____

Table continued on following page.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2a. Complete this table for each of the specified products¹ imported from **China** and sold by your firm to unrelated U.S. customers.

CHINA

(Quantity in msf,² value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value³	Quantity	Value³	Quantity	Value³	Quantity	Value³
Sales to converters								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
¹ Pricing product definitions are provided on the first page of section III. ² Thousands of square feet. ³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____								

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2b. Complete this table for each of the specified products¹ imported from **Germany** and sold by your firm to unrelated U.S. customers.

GERMANY

(Quantity in msf, ² value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value ³						
Sales to distributors								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
Sales to end users								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								

¹ Pricing product definitions are provided on the first page of section III.
² Thousands of square feet.
³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____
 Product 2: _____
 Product 3: _____
 Product 4: _____

Table continued on following page.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2b. Complete this table for each of the specified products¹ imported from **Germany** and sold by your firm to unrelated U.S. customers.

GERMANY

(Quantity in msf,² value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value³	Quantity	Value³	Quantity	Value³	Quantity	Value³
Sales to converters								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
¹ Pricing product definitions are provided on the first page of section III. ² Thousands of square feet. ³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____								

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2c. Complete this table for each of the specified products¹ imported from **Korea** and sold by your firm to unrelated U.S. customers.

KOREA

(Quantity in msf, ² value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value ³						
Sales to distributors								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
Sales to end users								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								

¹ Pricing product definitions are provided on the first page of section III.
² Thousands of square feet.
³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____
 Product 2: _____
 Product 3: _____
 Product 4: _____

Table continued on following page.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2c. Complete this table for each of the specified products¹ imported from **Korea** and sold by your firm to unrelated U.S. customers.

KOREA

(Quantity in msf,² value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value³	Quantity	Value³	Quantity	Value³	Quantity	Value³
Sales to converters								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
¹ Pricing product definitions are provided on the first page of section III. ² Thousands of square feet. ³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____								

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2d. Complete this table for each of the specified products¹ imported from a **nonsubject country** and sold by your firm to unrelated U.S. customers.

OTHER (please identify nonsubject country): _____

(Quantity in msf, ² value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value ³						
Sales to distributors								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
Sales to end users								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								

¹ Pricing product definitions are provided on the first page of section III.
² Thousands of square feet.
³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:
 Product 1: _____
 Product 2: _____
 Product 3: _____
 Product 4: _____

Table continued on following page.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2d. Complete this table for each of the specified products¹ imported from a **nonsubject country** and sold by your firm to unrelated U.S. customers.

OTHER (please identify nonsubject country): _____

(Quantity in msf, ² value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value ³						
Sales to converters								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
¹ Pricing product definitions are provided on the first page of section III. ² Thousands of square feet. ³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____								

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2e. Complete this table for each of the specified products¹ imported from a **second nonsubject country** and sold by your firm to unrelated U.S. customers.

OTHER (please identify nonsubject country): _____

(Quantity in msf, ² value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value ³						
Sales to distributors								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
Sales to end users								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								

¹ Pricing product definitions are provided on the first page of section III.

² Thousands of square feet.

³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

Table continued on following page.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2e. Complete this table for each of the specified products¹ imported from a **second nonsubject country** and sold by your firm to unrelated U.S. customers.

OTHER (please identify nonsubject country): _____

<i>(Quantity in msf,² value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value ³						
Sales to converters								
2004: January-March								
April-June								
July-Sept.								
October-Dec.								
2005: January-March								
April-June								
July-Sept.								
October-Dec.								
2006: January-March								
April-June								
July-Sept.								
October-Dec.								
2007: January-March								
April-June								
¹ Pricing product definitions are provided on the first page of section III. ² Thousands of square feet. ³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____								

PART III.--PRICING AND RELATED INFORMATION--Continued

Please note that questions in this section refer to imports from China, Germany, and Korea. If your firm imports certain LW thermal paper from more than one of the subject countries and your response to any question differs depending on the country of origin, please report separately for each country and note this in your response.

III-3. Please describe how your firm determines the prices that it charges for sales of certain LW thermal paper (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc).

III-5. What are your firm's typical sales terms for certain LW thermal paper imported from China, Germany, and/or Korea (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

III-6. Approximately what share of your firm's sales of its certain LW thermal paper imported from China, Germany, and/or Korea in 2006 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long term contracts	_____
Short term contracts	_____
Spot sales	_____

III-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet-or-release provision? _____

III-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain LW thermal paper?

<u>Source</u>	<u>Share of sales,</u> <u>2006</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

III-10. (a) What is the approximate percentage of the total delivered cost of certain LW thermal paper that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser

(c) What proportion of your sales occurs within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-11. What is the geographic market area in the United States served by your firm's certain LW thermal paper? (check all that apply)

- Northeast Mid-Atlantic Midwest Southeast
 Southwest Rocky Mountains West Coast Northwest
 National Other (describe: _____)

III-12. Describe the end uses of the certain LW thermal paper that you import from China, Germany, and/or Korea. For each end-use product, what percentage of the total cost is accounted for by certain LW thermal paper?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____

III-13. What percentage of your sales of certain LW thermal paper were top-coated in:

2004 _____% 2005 _____% 2006 _____% Jan-June 2006 _____% Jan-June 2007 _____%

III-14. (a) Please list in order of importance any products that may be substituted for certain LW thermal paper.

- (i) _____
- (ii) _____
- (iii) _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-14. (b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain LW thermal paper?

No Yes-- To what degree do changes in their prices affect the price for certain LW thermal paper? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain LW thermal paper or final end use?

III-15. How has the demand within the United States (and outside the United States if known) for certain LW thermal paper changed since January 1, 2004? What principal factors affect changes in demand?

Increase No Change Decrease

III-16. Have there been any significant changes in the product range or marketing of certain LW thermal paper since January 1, 2004?

No Yes-- Please describe.

III-17. Does your firm sell certain LW thermal paper over the internet?

No Yes-- Please describe, noting the estimated percentage of your firm's total sales of certain LW thermal paper in 2006 accounted for by internet sales..

PART III.--PRICING AND RELATED INFORMATION--Continued

III-19. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, manufacturers' ability and willingness to print information on the back of the paper, approval of the paper by IBM and/or Epson, flexibility in producing different roll widths, etc.) between certain LW thermal paper produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "O" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States	China	Germany	Korea	Other countries
United States					
China					
Germany					
Korea					

¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of certain LW thermal paper, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III.--PRICING AND RELATED INFORMATION--Continued

III-20. Please identify below the names and addresses of your firm's 10 largest customers for certain LW thermal paper during 2004-2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain LW thermal paper from China, Germany, and/or Korea that each of these customers accounted for in 2006.

No.	Customer's Name	Street address (not P.O. box), city, state, and zip code	Contact Person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					