

U.S. PRODUCERS' 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 produced certain lightweight thermal paper ("certain LW thermal paper") (as defined in the instruction booklet) 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>

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 40 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. Do you support or oppose the petition?

China:

Support Oppose Take no position

Germany:

Support Oppose Take no position

Korea:

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in these investigations is affirmative and an antidumping and/or countervailing duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping and/or countervailing duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No--I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

PART I.--GENERAL INFORMATION--Continued

I-4. 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-5. 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain LW thermal paper?

<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; curtailment of production because of shortages of materials; 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. Does your firm produce other products on the same equipment and machinery used in the production of certain LW thermal paper?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

(Quantity in short tons)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Annual capacity for all products					
Production of:					
LW thermal paper (subject product) ¹					
Other point of sale thermal paper over 70 g/m ² in basis weight					
Other thermal paper					
Other _____					
Other _____					

¹ Reported production of LW thermal paper should equal production reported in question II-9 below.

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

PART II.--TRADE AND RELATED INFORMATION—Continued

II-5. Does your firm produce other products using the same production and related workers employed to produce certain LW thermal paper?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Certain LW thermal paper</u>	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain LW thermal paper?

No Yes--Name firm(s): _____

II-7. Does your firm produce certain LW thermal paper in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2004, has your firm imported certain LW thermal paper?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION—Continued

II-9a. **U.S. producers of jumbo rolls:** Report your firm's production capacity, production, shipments, inventories, and employment related to the production of jumbo rolls of certain LW thermal paper in your U.S. establishment(s) during the specified periods. *U.S. producers of jumbo rolls are producers who conduct coating operations in the United States. Coaters that also perform conversion operations, such as slitting and packaging, on the jumbo rolls that they produce in the United States should report data for all operations (both coating and conversion) in this table, and should not complete table II-9b. Table II-9b is reserved for those firms who exclusively slit and package jumbo rolls that are purchased or imported.*

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, <i>et cetera</i>) and provide value data using that basis for 2004, 2005, 2006, below: <hr/>					
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-9b. **U.S. converters:** Report your firm's production capacity, production, shipments, inventories, and employment related to the conversion of jumbo rolls into downstream certain LW thermal paper products in your U.S. establishment(s) during the specified periods. *This table is for those firms who exclusively slit and package jumbo rolls that are purchased or imported. Coaters that also person slitting and packaging operations on jumbo rolls they produce in the United States should use table II-9a.*

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production from--					
U.S. produced jumbo rolls (quantity)					
Foreign-sourced jumbo rolls (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, <i>et cetera</i>) and provide value data using that basis for 2004, 2005, 2006, below: <hr/>					
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-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11. Other than direct imports, has your firm otherwise purchased certain LW thermal paper since January 1, 2004? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF CERTAIN LW THERMAL PAPER FROM--					
China:					
<i>Quantity</i>					
<i>Value</i>					
Germany:					
<i>Quantity</i>					
<i>Value</i>					
Korea:					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

PART II.--TRADE AND RELATED INFORMATION—Continued

II-12. **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:

PART II.--TRADE AND RELATED INFORMATION—Continued

II-13a. **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-13b. **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:

Business Proprietary

PART II.--TRADE AND RELATED INFORMATION—Continued

II-14. Please provide the quantity and value of your firm's U.S. commercial shipments of certain LW thermal paper 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. commercial shipments of jumbo rolls					
Quantity of commercial shipments					
Value of commercial shipments					

II-15. Please provide a discussion of the technical expertise involved in your firms' U.S. production-related activities, by stage of production (e.g., paper production, blending, coating, slitting). Use additional pages as necessary.

II-16. Does your firm produce certain LW thermal paper with a basis weight of 48 g/m²?

No Yes—On what date did your firm commence production of this product?

II-17. Please provide the quantity of your firm's production and the quantity and value of your firm's U.S. shipments of other thermal paper (defined as thermal paper not included in the definition of certain LW thermal paper).

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Production of other nonsubject thermal paper (quantity):					
Point-of-sale thermal paper > 70g/m ²					
All other thermal paper					
U.S. shipments of point-of-sale thermal paper > 70g/m²:					
Quantity of U.S. shipments					
Value of U.S. shipments					
U.S. shipments of all other nonsubject thermal paper:					
Quantity of U.S. shipments					
Value of U.S. shipments					

Business Proprietary

PART II.--TRADE AND RELATED INFORMATION—Continued

II-18. Please provide the following information on the cost of production for each step performed by your firm in the production of certain LW thermal paper in 2006. If your firm is not an integrated producer and therefore does not perform one or more of the processes below report your purchase prices of the inputs as specified below. Please report your production costs or purchase prices below in the following manner:

U.S. production cost: If your firm does perform the stage of production in the United States then report your cost of production in this column.

Purchase price of U.S. content: If your firm does not perform the stage of production but rather purchases the input from a U.S. producer then report your purchase price in this column.

Purchase price of foreign content: If your firm does not perform the stage of production but rather imports or purchases imports for this input then report your purchase price in this column.

Item	U.S. production cost	Purchase price of U.S. content	Purchase price of foreign content	Total cost
Processing stage	Cost of production or purchase (dollars per short ton)			
Production of jumbo roll certain LW thermal paper				
Uncoated paper production				
Thermal coating production/blending				
Application of coating to base paper				
Other _____				
Subtotal (<i>jumbo roll production</i>)				
Production of slitted certain LW thermal paper				
Slitting of jumbo rolls				
Other finishing operations (e.g., printing)				
Packaging				
Other _____				
Subtotal (<i>conversion operations</i>)				
Total cost of production				
Total production of certain LW thermal paper (<i>short tons</i>)				
Jumbo rolls				
Slitted paper				

Business Proprietary

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, mary.klir@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include certain LW thermal paper: _____
- 2. Does your firm prepare profit/loss statements for certain LW thermal paper:
 Yes No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain LW thermal paper, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, *et cetera*).

Business Proprietary

PART III.--FINANCIAL INFORMATION--Continued

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain LW thermal paper, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Product</u>	<u>Share of sales</u>	<u>Product</u>	<u>Share of sales</u>
_____	_____	_____	_____
_____	_____	_____	_____

III-6. Does your company receive inputs (raw materials, labor, energy or any other services) used in the production of certain LW thermal paper from any related company?

Yes—Continue to question III-7 below. No—Continue to question III-10 below.

III-7. Other products.-- In the space provided below, identify the inputs related to the production of certain LW thermal paper that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related Party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No—Continue to question III-10 below.

Business Proprietary

PART III.--FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11a and III-11b (Operations on certain LW thermal paper); i.e., costs reported in question III-11a and III-11b, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No

III-10. For each annual period for which financial results are reported in question III-11a and III-11b, please provide in the space below details of the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's certain LW thermal paper operations.

Business Proprietary

PART III.--FINANCIAL INFORMATION--Continued

III-11a. U.S. manufacturers' operations on the production of jumbo rolls of certain LW thermal paper.-- Report the revenue and related cost information requested below on the certain LW thermal paper operations of your U.S. establishment(s).¹ **Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.** Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. *Coaters that also perform conversion operations, such as slitting and packaging, on the jumbo rolls that they produce in the United States should report data for all operations (both coating and conversion) in this table, and should not complete table III-11b*

Quantity (in short tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	_____	_____
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS):³					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ COGS should include costs associated with internal consumption and transfers to related firms					

Business Proprietary

PART III.--FINANCIAL INFORMATION--Continued

III-11b. U.S. converters' operations on certain LW thermal paper.--Report the revenue and related cost information requested below on the certain LW thermal paper operations of your U.S. establishment(s).¹ **Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.** Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. *This table is for those firms who exclusively slit and package jumbo rolls that are purchased or imported. Coaters that also perform slitting and packaging operations on jumbo rolls they produce in the United States should use table III-11a.*

Quantity (in short tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	_____	_____
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS):³					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
³ COGS should include costs associated with internal consumption and transfers to related firms

Business Proprietary

PART III.--FINANCIAL INFORMATION--Continued

III-12. For U.S. converters, provide data on the domestic value added to jumbo rolls of certain LW thermal paper purchased from U.S. or foreign sources, then slit and packaged by your firm in the United States. Please provide data for your most recently completed fiscal year, and reconcile these data with your answers in table III-11b.

Foreign Source Value Added		Domestic Source Value Added						Total Value Added
Cost of foreign content ¹	Country source	Cost of U.S. raw material (if applicable) ²	Fabrication (labor/over-head)	SG&A	Repackaging	Other (net)	Total U.S. value added	Total cost (foreign and domestic)
Value in \$1,000								
¹ Please identify the foreign costs reported, including raw materials: _____ _____								
² Please identify the raw materials sourced in the United States: _____ _____								
Note: Purchases from a related firm must be stated at the related firm's actual costs.								

Business Proprietary

PART III.--FINANCIAL INFORMATION--Continued

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain LW thermal paper. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	<u>20__</u>	<u>20__</u>	<u>20__</u>
Assets associated with the production, warehousing, and sale of certain LW thermal paper:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe: _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. Other non-current assets (describe: _____)			
4. Total assets (lines 1.F, 2.C, and 3)			

Business Proprietary

PART III.--FINANCIAL INFORMATION--Continued

III-14a. Capital expenditures and research and development expenditures.—Report your firm's capital expenditures and research and development expenditures on certain LW thermal paper. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-June	
	20__	20__	20__	20__	20__
Capital expenditures					
Research and development expenditures					

III-14b. Please describe the major capital expenditures and research and development expenditures in the data provided above. If the expenditures relate to specific fiscal years or interim periods, please so state.

Capital expenditures:

Research and development expenditures:

For the next two questions, please indicate whether your response differs for particular subject countries (i.e., China, Germany, and Korea).

III-15. Since **January 1, 2004**, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain LW thermal paper from China, Germany, and Korea?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

PART III.--FINANCIAL INFORMATION--Continued

III-16. Does your firm anticipate any negative impact of imports of certain LW thermal paper from China, Germany, and Korea?

PART IV.--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).

IV-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 quantity and value data on your firm's U.S. shipments to unrelated U.S. customers of the following certain LW thermal paper products during **January 2004 to 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. Check the appropriate box at the top of the next page and photocopy the page as necessary.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2a. Complete this page for each of the specified products¹ produced by your firm and sold to unrelated U.S. distributors.

Sales to distributors

(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
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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2b. Complete this page for each of the specified products¹ produced by your firm and sold to unrelated U.S. end users.

Sales to end users

(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
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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2c. Complete this page for each of the specified products¹ produced by your firm and sold to unrelated U.S. converters.

Sales to converters

(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
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 IV.
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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-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.

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

IV-5. What are your firm's typical sales terms for its U.S.-produced certain LW thermal paper (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic certain LW thermal paper usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-6. Approximately what share of your firm's sales of its U.S.-produced certain LW thermal paper 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	_____

IV-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? _____

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued

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

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

IV-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.

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

- | | | | |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe: _____) | | |

IV-12. Describe the end uses of the certain LW thermal paper that you manufacture. 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>
_____	_____
_____	_____
_____	_____
_____	_____

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

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

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

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

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

IV-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?

IV-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

IV-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.

IV-17. Do you offer to supply customer-specific printing on the back of your product?

No Yes—Approximately what percentage of the product you produce contains customer-requested printing on the back? _____ percent.

IV-18. Is your product approved by IBM and/or Epson for use in their printing machines?

No Yes

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

IV-19. In what widths do you offer jumbo rolls to customers?

IV-20. 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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-23. 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 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					

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

IV-25. COMPETITION FROM IMPORTS--LOST SALES.-- **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since **January 1, 2004**: Did your firm lose sales of certain LW thermal paper to imports of these products from China, Germany, or Korea?

No Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved (msf—thousands of square feet)
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>msf</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Competing import price (total value— <i>dollars</i>)