

**IMPORTERS' QUESTIONNAIRE**  
**COATED FREE SHEET PAPER FROM CHINA, INDONESIA, AND KOREA**

*Return completed questionnaire to:*

**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 August 7, 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 coated free sheet paper from China, Indonesia, and Korea (inv. Nos. 701-TA-444-446 (Final) and 731-TA-1107-1109 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm "imported" **coated free sheet paper** (as defined in the instruction booklet) from any country at any time since January 1, 2004? Prior to answering this questionnaire, please review question I-7 (within this questionnaire) and the instruction booklet to determine whether your firm is the importer of record, consignee, and/or purchaser. Note that this questionnaire is not intended to be answered by purchasers of coated free sheet paper; a separate purchaser questionnaire has been issued by the Commission in the final phase of these investigations.

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission). If the instruction booklet has become separated from the questionnaire, please contact Debra Baker (Debra.Baker@usitc.gov) for another copy.

**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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation 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 this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation 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.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_ ( ) \_\_\_\_\_  
*Phone Fax*

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

**PART I. GENERAL QUESTIONS**

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 page 3 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 **coated free sheet paper** from **China, Indonesia, and/or Korea** into the United States or which are engaged in exporting **coated free sheet paper** from **China, Indonesia, and/or Korea** to the United States? Please indicate the subject source (i.e., China, Indonesia, and/or Korea) of the U.S. imports or exports to the United States.

No  Yes—List the following information.

<u>Imported or exported from (subject source):</u>		<u>By (complete following)</u>
<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I. GENERAL QUESTIONS**—Continued

I-5. Does your firm have any related firms, either domestic or foreign (in any country), which are engaged in the production of **coated free sheet paper**?

No                       Yes—List the following information.

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

Clarify the nature of the relationship between the related firm(s) and your U.S. importing activities.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

I-6. Please check the box below that best describes the nature of your firm's **coated free sheet paper** operations from January 1, 2004 to June 30, 2007. More than one answer may be applicable.

- |  |   |
|--|---|
| <input type="checkbox"/> Trading company related to foreign manufacturer | <input type="checkbox"/> Independent mill agent     |
| <input type="checkbox"/> Independent paper broker                        | <input type="checkbox"/> Paper merchant/distributor |

**PART I. GENERAL QUESTIONS** -Continued

I-7a. Please check the box below that describes how your firm was listed on the customs entry documentation filed in connection with your firm's imports of **coated free sheet paper** from January 1, 2004 to June 30, 2007. *More than one answer may be applicable.* As indicated in the instruction booklet, the **importer of record** is the firm responsible for paying any import duty; the **consignee** of the imported product is that firm listed as the consignee on U.S. Customs documentation.

- Importer of record
- Takes title to the imported product(s)
- Consignee of the imported product(s)
- Customs broker or freight forwarder

Firm not listed as the importer OR consignee on U.S. customs documents for some or all entries since it purchases **coated free sheet paper** from another firm (which could be a trading company related to a foreign manufacturer or its mill agent). Note that this importer questionnaire is not intended to be completed by a purchaser of **coated free sheet paper** (see definitions in the instruction booklet). Separate purchaser questionnaires have been issued by the Commission in this final phase of the investigations. Please contact James Fetzer (202-708-5403) for a purchaser questionnaire. Further, if your firm BOTH imported and purchased coated free sheet paper from January 1, 2004 to June 30, 2007, your firm should only include data on its imported product in this questionnaire. Do NOT include data on your purchased product. Please list below the importers and/or consignees from which your firm purchased **coated free sheet paper** from January 1, 2004 to June 30, 2007:

Importer/consignee name, address, telephone, and individual to contact:

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I-7b. If your firm is the consignee of **coated free sheet paper** but is not the importer OR, alternatively, is the importer but is not the consignee for any part of the period from January 1, 2004 to June 30, 2007, please contact Debra Baker (202-205-3180) for additional assistance in completing the questionnaire. Depending on the nature of your relationship with your firm's importers/consignees, we will assist your firm in working with your importer/consignee(s) to determine which firm can most accurately provide the data requested in this questionnaire to the Commission. One goal will be to prevent double-counting by importers and consignees that have both received questionnaires.

If firm is the consignee but not the importer, list the importer name and address.

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If firm is the importer but not the consignee, list the consignee name and address.

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**PART I. GENERAL QUESTIONS -Continued**

I-8. Please indicate whether your firm enters **coated free sheet paper** into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones       No               Yes

Bonded warehouses       No               Yes

I-9. Please indicate whether your firm imports **coated free sheet paper** under the TIB (temporary importation under bond) program.

No               Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No               Yes—Please specify. \_\_\_\_\_

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

Information on this part of the questionnaire can be obtained from **Debra Baker** (202-205-3180 or Debra.Baker@usitc.gov). Further, you should have been supplied with an instruction booklet. If the instruction booklet has become separated from the questionnaire, please contact Debra Baker for another copy. **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 No. \_\_\_\_\_ 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 importation of **coated free sheet 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 **coated free sheet paper** from **China, Indonesia, and/or Korea** for delivery after June 30, 2007?

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

From China: \_\_\_\_\_  
From Indonesia: \_\_\_\_\_  
From Korea (identify source): \_\_\_\_\_

II-4. If your firm also produces **coated free sheet paper** in the United States, please indicate your reasons for importing this product.

(4a) If your reasons differ by source, please elaborate.

\_\_\_\_\_  
\_\_\_\_\_

(4b) If your firm's importation patterns or volumes have substantially changed during the January 1, 2004 to June 30, 2007 period, please explain.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-5. **U.S. IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **coated free sheet paper** imported by your firm during the specified periods. (See definitions in the instruction booklet.)

If your firm BOTH imports and purchases coated free sheet paper (review your response to question I-7a) report ONLY for the product that your firms imports in this questionnaire; do not include purchased product that is acquired from another U.S. importer/consignee. Additionally, as indicated in the instruction booklet, report data for ALL of your firm's imports of coated free sheet paper meeting the definition of the subject merchandise regardless of whether or not it was imported under the HTS statistical categories listed in the instruction booklet OR under additional HTS statistical categories.

**Report separately for each of the sources listed below. Photocopy as many pages as you need and identify the country for which you are reporting in the box provided.**

- |                                    |   |   |
|------------------------------------|---|---|
| <input type="checkbox"/> China     | <input type="checkbox"/> Korea (except Hankuk, Hansol, or Moorim) | <input type="checkbox"/> Korea (Hansol Paper Co. Ltd.)                          |
| <input type="checkbox"/> Indonesia | <input type="checkbox"/> Korea (Hankuk Paper Mfg. Co.)            | <input type="checkbox"/> Korea (Moorim Paper Co., Ltd. and Moorim SP Co., Ltd.) |

All other sources combined. Please identify these sources:

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>IMPORTS:<sup>1</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO END USERS</b> (quantity)					

<sup>1</sup> Identify the foreign producers, if known: \_\_\_\_\_

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that 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: \_\_\_\_\_

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes     No—Please explain: \_\_\_\_\_

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

II-6. **U.S. shipments of coated free sheet paper by type of product.**—Report, by type of product, the quantity of your firm's U.S. shipments (U.S. commercial shipments plus internal consumption/company transfers) of **coated free sheet paper** imported by your firm during the specified periods.

Report **separately** for each of the sources listed below. Photocopy as many pages as you need and identify the country for which you are reporting in the box provided.

- |                                    |   |  |   |
|------------------------------------|---|--|---|
| <input type="checkbox"/> China     | <input type="checkbox"/> Korea (except Hankuk, Hansol, or Moorim) | <input type="checkbox"/> Korea (Hansol Paper Co. Ltd.) | <input type="checkbox"/> Korea (Moorim Paper Co., Ltd. and Moorim SP Co., Ltd.) |
| <input type="checkbox"/> Indonesia | <input type="checkbox"/> Korea (Hankuk Paper Mfg. Co.)            |  |   |

**All other sources combined. Please identify these sources:** \_\_\_\_\_

Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>Quantity of U.S. SHIPMENTS (in short tons)</b>					
<b>1. Coated free sheet paper in web rolls that is:</b>					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in web rolls					
<b>2. Coated free sheet paper in sheeter rolls that is:</b>					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in sheeter rolls					
<b>3. Coated free sheet paper in sheets that is:</b>					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in sheets					
<b>4. All other coated free sheet paper (not counted above)<sup>1</sup></b>					
<b>TOTAL coated free sheet paper<sup>4</sup></b>					
<b>Value of U.S. SHIPMENTS (in \$1,000)</b>					
<b>1. Coated free sheet paper in web rolls that is:</b>					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in web rolls					
<b>2. Coated free sheet paper in sheeter rolls that is:</b>					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in sheeter rolls					
<b>3. Coated free sheet paper in sheets that is:</b>					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in sheets					
<b>4. All other coated free sheet paper (not counted above)<sup>1</sup></b>					
<b>TOTAL coated free sheet paper<sup>2</sup></b>					

<sup>1</sup> Identify product: \_\_\_\_\_

<sup>2</sup> **Reconciliation of data.**—Note that the **quantities and values** reported above should equal U.S. shipments (i.e., the total of commercial shipments and internal consumption/transfers) reported in response to question II-5. Do the data reported reconcile?

Yes       No—Please explain: \_\_\_\_\_

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

II-7. **U.S. shipments of coated free sheet paper by geographical region.**—Report, by type of product, the quantity of your firm’s U.S. shipments (U.S. commercial shipments plus internal consumption/company transfers) **in 2006** of **coated free sheet paper** imported by your firm to the specified geographical regions.

**Report separately for each of the sources listed below. Photocopy as many pages as you need and identify the country for which you are reporting in the box provided.**

- China       Korea (except Hankuk, Hansol, or Moorim)       Korea (Hansol Paper Co. Ltd.)  
 Indonesia       Korea (Hankuk Paper Mfg. Co.)       Korea (Moorim Paper Co., Ltd. and Moorim SP Co., Ltd.)  
 **All other sources combined. Please identify these sources:** \_\_\_\_\_

Item	Coated free sheet paper in--				
	Web rolls	Sheeter rolls	Sheets	All other	Total
<b>Quantity of U.S. SHIPMENTS (in short tons) in calendar year 2006</b>					
East region <sup>1</sup>					
Gulf region <sup>2</sup>					
Midwest region <sup>3</sup>					
Western region <sup>4</sup>					
All other regions <sup>5</sup>					
Total					

<sup>1</sup> The **East region** consists of Connecticut, Delaware, Georgia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Vermont, Virginia, and West Virginia.  
<sup>2</sup> The **Gulf region** consists of Florida, Alabama, Louisiana, Mississippi, Oklahoma, and Texas.  
<sup>3</sup> The **Midwest region** consists of Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, Ohio, Tennessee, and Wisconsin.  
<sup>4</sup> The **Western region** consists of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.  
<sup>5</sup> Identify region: \_\_\_\_\_

**Reconciliation of data.**--Note that the **quantities** reported above should equal U.S. shipments (i.e., the total of commercial shipments, internal consumption, and transfers) reported in response to question II-5. Do the data reported reconcile?

- Yes       No—Please explain: \_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

**II-8. U.S. IMPORTS BY HTS STATISTICAL REPORTING NUMBER.**

Report separately for each of the sources listed below. Photocopy as many pages as you need and identify the country for which you are reporting in the box provided.

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> China  | <input type="checkbox"/> Korea (except Hankuk, Hansol, or Moorim) | <input type="checkbox"/> Korea (Hansol Paper Co. Ltd.)                          |
| <input type="checkbox"/> Indonesia  | <input type="checkbox"/> Korea (Hankuk Paper Mfg. Co.)            | <input type="checkbox"/> Korea (Moorim Paper Co., Ltd. and Moorim SP Co., Ltd.) |
| <input type="checkbox"/> All other sources combined. Please identify these sources: _____ |   |   |

As indicated below, please identify, by checking the appropriate box(es), the HTS statistical reporting numbers used by your firm (or your customs broker) to enter your firm's U.S. imports of **coated free sheet paper** since January 1, 2004. Note that more than one category (box) may apply.

**BOX 1**  U.S. imports of subject merchandise entered either entirely or in part under the HTS statistical reporting numbers identified in the instruction booklet (i.e., under 4810.13.1900; 4810.13.2010; 4810.13.2090; 4810.13.5000; 4810.13.7040; 4810.14.1900; 4810.14.2010; 4810.14.2090; 4810.14.5000; 4810.14.7040; 4810.19.1900; 4810.19.2010; and/or 4810.19.2090).

**BOX 2**  U.S. imports of subject merchandise entered either entirely or in part under HTS statistical reporting numbers 4811.59.2000 and/or 4811.90.8000. Note that, as of 2007, HTS statistical reporting number 4811.90.8000 was further classified into 4811.90.8020 and 4811.90.80.40.

**BOX 3**  U.S. imports of subject merchandise entered either entirely or in part under HTS statistical reporting numbers other than those identified above. Identify these HTS statistical reporting numbers in the following space:

\_\_\_\_\_

If your firm checked either BOX 2 and/or BOX 3 above, please provide your firm's U.S. imports of **coated free sheet paper** (i.e., subject merchandise) only entered under HTS statistical reporting numbers other than those listed in the instruction booklet (and shown in BOX 1 above). Note that the volume of U.S. imports reported here should ALSO be reported in response to question II-5.

<b>(Quantity in short tons, value in \$1,000)</b>					
	<b>Calendar years</b>			<b>January-June</b>	
	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2006</b>	<b>2007</b>
<b>IMPORTS:</b>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					

**PART II. TRADE AND RELATED INFORMATION—Continued**

II-9. **U.S. IMPORTS BY MONTH**---Report your firm's U.S. imports of **coated free sheet paper** imported by your firm in **Indonesia (ONLY)** during the specified months. As indicated in the instruction booklet, report data for ALL of your firm's imports of coated free sheet paper meeting the definition of the subject merchandise regardless of whether or not it was imported under the HTS statistical categories listed in the instruction booklet OR under additional HTS statistical categories. Do NOT report U.S. imports by month for coated free sheet paper imported from countries other than Indonesia.

<b>Year</b>	<b>2005:</b>			<b>2006:</b>		
<b>Month</b>	<b>October</b>	<b>November</b>	<b>December</b>	<b>January</b>	<b>February</b>	<b>March</b>
Quantity (short tons)						
<b>Year</b>	<b>2006:</b>					
<b>Month</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>
Quantity (short tons)						

II-10. **SEASONALITY IN DEMAND.**--Is the **coated free sheet paper** imported by your firm sold on a seasonal basis and/or are there variations in seasonal demand?

No       Yes--Supply details as to the timing, nature, and significance of the seasonality in demand. Please be specific as to whether the seasonality in demand impacts the timing of your firm's U.S. imports and/or U.S. shipments and/or your firm's inventory levels. Please also address the extent to which seasonality impacts the comparison of data on your firm's partial-year U.S. imports and/or U.S. shipments to data on its full-year U.S. imports and/or shipments.

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

**Section III-A. PRICE DATA** *Continued*

**COPY THIS PAGE AS NECESSARY.** (1) Complete a separate page for each of the specified products<sup>1</sup> imported. (2) Also complete a separate page for imports from China, Indonesia, Korea (except Hankuk, Hansol, and Moorim), Korea (Hankuk), Korea (Hansol), and Korea (Moorim), and/or each nonsubject country sold by your firm to unrelated U.S. customers. (3) Finally, report separately for merchant sales (i.s., sales to U.S. distributors) and for direct sales (i.e., sales to U.S. end users/printers)

**1. Product:**                      Product 1     Product 2     Product 3     Product 4

**2. Source:**

China                       Korea (except Hankuk, Hansol, or Moorim)                       Korea (Hansol Paper Co. Ltd.)  
 Indonesia                 Korea (Hankuk Paper Mfg. Co.)     Korea (Moorim Paper Co., Ltd. and Moorim SP Co., Ltd.)

**Other source (individually). Please identify the source:** \_\_\_\_\_

**3. Channel:**                      Merchant Sales     Direct Sales

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	F.o.b. value <sup>2</sup>
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2006:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2007:</b>		
January-March		
April-June		

<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

<sup>2</sup> Net f.o.b 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 (i.e., do not include U.S-inland transportation costs).

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

**Section III-B.--PRICE-RELATED QUESTIONS**

**Please note that questions in this section refer to imports from China, Indonesia, subject Korea (firms other than Hankuk, Hansol, and Moorim), nonsubject Korea (Hankuk, Hansol, and Moorim), and all other countries. If your firm imports coated free sheet paper from more than one of these sources and your response to any question differs depending on the country of origin (and, in the case of Korea, subject or nonsubject source), please report separately for each country/source and note this in your response.**

III-B-1. Please describe how your firm determines the prices that it charges for sales of coated free sheet 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.

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III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-B-3. What are your firm's typical sales terms for imported coated free sheet paper (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what share of your firm's sales of its imported coated free sheet paper in 2006 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries up to but not including 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. 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? \_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. 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? \_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of coated free sheet paper?

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

- III-B-8. (a) What is the approximate percentage of the total delivered cost of coated free sheet paper in *sheet form* that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) What is the approximate percentage of the total delivered cost of coated free sheet paper in *web roll form* that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (c) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).
- (d) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-9. Describe the end uses of the coated free sheet paper that you import. For each end-use product, what percentage of the total cost is accounted for by coated free sheet paper?

<u>End use</u>	<u>Share of total cost accounted for by coated free sheet paper (percent)</u>
_____	_____
_____	_____
_____	_____

III-B-10. (a) Please list in order of importance any products that may be substituted for coated free sheet paper.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(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 coated free sheet paper?  
 No       Yes—To what degree do changes in their prices affect the price for coated free sheet 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 coated free sheet paper or final end use?

\_\_\_\_\_

\_\_\_\_\_

III-B-11. How has the demand within the United States (and outside the United States if known) for coated free sheet paper changed since January 1, 2004? What principal factors affect changes in demand?

Increased                       Unchanged                       Decreased

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-12. Have there been any significant changes in the product range or marketing of coated free sheet paper since January 1, 2004?

- No             Yes--Please describe.

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III-B-13. Does your firm sell coated free sheet paper over the internet?

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

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III-B-14. Since January 1, 2004, have you ever (a) put any customers on allocation (or on a reservation system, "controlled order entry" system, or any other measure that limited the quantity that customer could order), or (b) been unable to supply all of your customers' needs, or (c) observed shortages in your market areas?

- No             Yes--Please identify the dates, products involved, and nature of each event.

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III-B-15. (a) Do you sell heat set web offset rolls to customers for use in sheet-fed presses?

- No             Yes--Please explain.

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(b) Do you sell sheeter rolls to customers for use in web offset presses?

- No             Yes--Please explain.

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(c) Do you sell sheets to customers for use in web offset presses?

- No             Yes--Please explain.

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





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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-18. If orders are imposed that limit the availability of imports from China, Indonesia and/or Korea in the U.S. market, how will this affect your sourcing decisions?

Import from non-subject sources (please specify sources) I

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Other (please specify) I

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for coated free sheet paper imported from China, Indonesia, subject Korea (firms other than Hankuk, Hansol, and Moorim), and nonsubject Korea (Hankuk, Hansol, and Moorim) during January 2004-June 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of coated free sheet paper from China, Indonesia, and/or 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					