

PRODUCERS' 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)).

<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 coated free sheet 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 that accompanied this questionnaire 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.</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 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 50 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) (i.e., manufacturing plants for **coated free sheet paper** only) 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. Do you support or oppose the petition? Please explain.

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 determination in the investigation is affirmative and an antidumping and/or countervailing duty orders are 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.

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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. 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.

Imported or exported from (subject source): _____ **By (complete following)**

<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 **coated free sheet paper**?

No Yes--List the following information. Also please request that your related firm **COMPLETE AND RETURN THE ENCLOSED FOREIGN PRODUCERS' QUESTIONNAIRE**

<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. production activities.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Debra Baker** (tel. no. - 202-205-3180; e-mail - 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 (Debra.Baker@usitc.gov) 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

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

II-2a. Since January 1, 2004 has your firm experienced any (1) plant openings, relocations, expansions, acquisitions, consolidations, or closures; (2) prolonged shutdowns or curtailment of production because of strikes, equipment failure, shortages of materials, or any other reason; or (3) any other change in the character of your operations relating to the production of **coated free sheet paper**?

No to all Yes--Supply details as to the time, nature, and significance of such changes below (and attach additional pages if necessary).

(A) Plant changes (the addition, removal, rebuilding, or changeover (i.e., from producing subject merchandise to nonsubject merchandise or vice versa) of paper machines (please ensure that these changes are reflected as necessary in the capacity figures provided in response to question II-9).

Date	Machine location and number	Description of change	Annual effective change in capacity, if any (<i>short tons</i>)

(B) Other plant changes (other than listed above)--

(C) Prolonged shutdowns or production curtailment not related to machine closures (specify reason)--

(D) For each machine closure, prolonged shutdown, or production curtailment identified above, please provide the specific reason(s) for your decision, including when the decision was made.

(E) Any other changes--

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

II-2b. Has your firm experienced any organizational changes in the structure of its operations relating to the ownership, production, or marketing 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. Does your firm produce other products on the *same equipment and machinery* used in the production of **coated free sheet paper**?

No Yes--List the following information.

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

Capacity for products produced on same equipment and production of those products (2004-06):

Quantity (in short tons)

Item	Calendar years		
	2004	2005	2006
Annual capacity for all products			
Production of:			
Subject product ¹			
Uncoated free sheet paper ¹			
Other product ²			
Other product ³			
All products			

¹ Record overlap between the subject product (coated free sheet paper) and uncoated free sheet paper if the only substantial difference between the two products (in equipment utilized) is that uncoated paper is not subject to the application of kaolin or a similar coating.

² Please identify: _____.

³ Please identify: _____.

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

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 **coated free sheet paper**?

No Yes--List the following information.

Basis for allocation of employment 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>
Coated free sheet paper	_____	_____	_____
Uncoated free sheet paper	_____	_____	_____

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 **coated free sheet paper**?

No Yes--Name firm: _____

II-7. Since January 1, 2004, has your firm arranged for an unrelated firm to coat (**uncoated**) **free sheet paper** manufactured by your firm on the unrelated firm's off-line coating machines?

No Yes--Name firm: _____

II-8. Does your firm produce **coated free sheet paper** in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-9. Since January 1, 2004, has your firm imported **coated free sheet paper**?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **coated free sheet paper** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ² of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					

¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year
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, etc.) and provide value data using that basis for 2004, 2005, and 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?

Yes No--Please explain: _____.

PART II--TRADE AND RELATED INFORMATION--Continued

II-11a. Please explain the methodology used to calculate production capacity, and explain any changes in reported capacity. (Use additional pages as necessary.) Please ensure that the changes to your capacity reported in question II-2a are reflected in both your answer to this question and in the capacity figures that your firm reported in question II-10.

II-11b. Report, by paper machine, your firm's capacity to produce **coated free sheet paper** in 2006.

Machine location/ machine number	Date		Cost of most recent re-build or substantial modification (if any) in \$1,000	Annual capacity (short tons)	Does machine incorporate on-line coating capacity?		
	Original installation	Most recent re-build ¹			Yes (check)	Partial ² (check)	No ² (check)

¹ Include here any substantial modifications to a machine. Further, for each machine, please identify the modification:

² Please explain, addressing the mechanism/procedures that your firm uses to coat the uncoated paper:

II-12. If you reported transfers to related firms in question II-10, 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-13. **SEASONALITY IN DEMAND.**--Is the **coated free sheet paper** produced 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. production 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. production and/or shipments to data on its full-year U.S. production and/or shipments.

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

II-14. **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 plus transfers to related firms) of **coated free sheet paper** produced in your U.S. establishment(s) during the specified periods.

Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Quantity of U.S. SHIPMENTS (in short tons)					
1. Coated free sheet paper in web rolls that is:					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in web rolls					
2. Coated free sheet paper in sheeter rolls that is:					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in sheeter rolls					
3. Coated free sheet paper in sheets that is:					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in sheets					
4. All other coated free sheet paper (not counted above)¹					
TOTAL coated free sheet paper⁴					
Value of U.S. SHIPMENTS (in \$1,000)					
1. Coated free sheet paper in web rolls that is:					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in web rolls					
2. Coated free sheet paper in sheeter rolls that is:					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in sheeter rolls					
3. Coated free sheet paper in sheets that is:					
Coated on one side only					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper in sheets					
4. All other coated free sheet paper (not counted above)¹					
TOTAL coated free sheet paper²					

¹ Identify product: _____

² Reconciliation of data.--Note that the **quantities and values** reported above should equal U.S. shipments (i.e., the total of commercial shipments, internal consumption, and transfers) reported in response to question II-10. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-15. **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 plus transfers to related firms) **in 2006** of coated free sheet paper produced in your U.S. establishment(s) to the specified geographical regions.

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

¹ 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.

² The **Gulf region** consists of Florida, Alabama, Louisiana, Mississippi, Oklahoma, and Texas.

³ The **Midwest region** consists of Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, Ohio, Tennessee, and Wisconsin.

⁴ The **Western region** consists of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

⁵ 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-10. Do the data reported reconcile?

Yes

No--Please explain: _____

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

II-16. Other than direct imports, has your firm otherwise purchased **coated free sheet 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 PRODUCT FROM--					
China:					
<i>Quantity</i>					
<i>Value</i>					
Indonesia:					
<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/> <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/> <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Justin Jee** (202-205-3186 or justin.jee@usitc.gov). Further, you should have been supplied with an instruction booklet. If the instruction booklet has become separated from the questionnaire, please contact Justin Jee for another copy.

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____

 Phone No. _____ Fax No. _____

 E-mail address _____ Company web 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 subject merchandise: _____
- 2. Does your firm prepare profit/loss statements for the subject merchandise: 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 ___ 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 **coated free sheet 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, etc.).

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 **coated free sheet paper**, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

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

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

III-7. In the space provided below, identify the inputs related to the production of **coated free sheet 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.

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-11 (Operations on coated free sheet paper); i.e., costs reported in question III-11, 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--please contact **Justin Jee** at 202-205-3186

III-10. For each annual and interim period for which financial results are reported in question III-11, please attach a separate schedule that identifies (1) period-specific non-recurring charges, and any gains or losses associated with hedging or option contracts associated with CFS operations; (2) the amount of such charges or gains/losses; (3) the expense/cost line items where the associated charges or gains/losses are included; and, (4) a brief description of the charge(s) and gains/losses. 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 **coated free sheet paper** operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on coated free sheet paper.--Report the revenue and related cost information requested below on the **coated free sheet 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. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
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 (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (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.

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of **coated free sheet 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 sales or costs) that is consistent with your cost allocations in the previous question. 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)			
Value of	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (including raw materials, WIP, and FG)			
D. All other current			
E. Total current assets (lines 1.A. through 1.D.)			
2. Non-current assets:			
A. Original cost of property, plant, and equipment (PPE)			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE			
D. All other non-current			
E. Total non-current assets (lines 2.C. and 2.D.)			
3. Total assets (lines 1.E and 2.E)			

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **coated free sheet paper**. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. In addition, please provide descriptions of your capital expenditures (*e.g.*, upgrades to production equipment, environmental compliance, or other) in the space provided (attach separate schedules as needed).

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
Capital expenditures					
Research and development expenditures					
Description of capital expenditure--	Date --			Amount --	
Description of capital expenditure--	Date --			Amount --	
Description of capital expenditure--	Date --			Amount --	
Description of capital expenditure--	Date --			Amount --	

PART III.--FINANCIAL INFORMATION--Continued

III-14. 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 coated free sheet paper efforts (including efforts to develop a derivative or more advanced version of the coated free sheet paper), or the scale of capital investments as a result of imports of **coated free sheet paper** from **China, Indonesia, and/or Korea**?

No Yes--My firm has experienced actual negative effects as follows with respect to (check all that apply):

	<u>China</u>	<u>Indonesia</u>	<u>Korea</u>
Cancellation, postponement, or rejection of expansion projects	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Denial or rejection of investment proposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduction in the size of capital investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rejection of bank loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowering of credit rating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Problem related to the issue of stocks or bonds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify) _____			

III-15. Does your firm anticipate any negative impact of imports of **coated free sheet paper** from **China, Indonesia, and/or Korea**? *Please be specific as to the subject source or source(s) you are discussing.*

No Yes--My firm anticipates negative effects as follows:

III-16. **SEASONALITY IN DEMAND.**—Please review your firm's response to question II-13. If your firm indicated that the **coated free sheet paper** produced by your firm is sold on a seasonal basis and/or are there variations in seasonal demand, please discuss below the extent to which seasonality impacts the reliability of your firm's partial-year financial data.

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzner (202-708-5403).

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

Company contact: _____
Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments of coated free sheet paper to unrelated U.S. customers of the following products during January 2004-June 2007:

Product 1.—Coated free sheet, two-side coated sheets, 70-100 pounds text basis weights, brightness levels 86-89.

Product 2.—Coated free sheet, two-side coated sheets, 70-100 pounds text basis weights, brightness levels 90-91.

Product 3.—Coated free sheet, two-side coated sheets, 70-100 pounds text basis weights, brightness levels 92-95.

Product 4.—Coated free sheet, two-side coated web rolls, 60-69 pounds text basis weights, brightness levels 86-91.

Product 5.—Coated free sheet, two-side coated web rolls, 70-100 pounds text basis weights, brightness levels 87 and above.

Product 6.—Coated free sheet, two-side coated sheeter rolls, 70-100 pounds text basis weights, brightness levels 87 and above.

Product 7.—Coated free sheet, one-side coated sheets, 70-100 pounds text basis weights, brightness levels 83 and above.

Please report separately for (1) merchant sales (i.e., sales to distributors) and (2) direct sales (i.e., sales to endusers/printers). Check the appropriate box at the top of the next page and photocopy the page as necessary.

Please note that total dollar values should be reported on an f.o.b., U.S. point of shipment basis. F.o.b. data 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

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm to unrelated U.S. customers. Please report separately for merchant sales (i.e., sales to distributors) and for direct sales (i.e., sales to end users/printers)

Merchant Sales

Direct Sales

Product 1

Product 2

Product 3

Product 4

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	F.o.b. value ²
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
2007:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		
² 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

I-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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced coated free sheet paper (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic coated free sheet paper usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced coated free sheet paper in 2005 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	

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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? _____

IV-B-7. 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 coated free sheet paper?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
Total	100%	

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-9. (a) Describe the end uses of the coated free sheet paper that you manufacture. 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>
_____	_____
_____	_____
_____	_____

IV-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?

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-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.

IV-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 2005 accounted for by internet sales.

IV-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.

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

No Yes--Please explain.

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

No Yes--Please explain.

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

No Yes--Please explain.

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for coated free sheet paper 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 shipments of coated free sheet 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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

Instructions for preliminary phase of the investigation: **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 coated free sheet paper to imports of these products from China, Indonesia, or Korea?

Yes No

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, and e-mail address
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- 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, and e-mail address	Product (web, sheet, or sheeter roll)	Date of quote	Quantity (<i>Short tons</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)