

## U.S. IMPORTERS' QUESTIONNAIRE

### CERTAIN COATED PAPER SUITABLE FOR HIGH-QUALITY PRINT GRAPHICS USING SHEET-FED PRESSES FROM CHINA AND INDONESIA

This questionnaire must be received by the Commission by no later than August 2, 2010

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty investigations concerning certain coated paper suitable for high-quality print graphics using sheet-fed presses ("certain coated paper") from China and Indonesia (Inv. Nos. 701-TA-470-471 and 731-TA-1169-1170 (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 certain coated paper suitable for high-quality print graphics using sheet-fed presses ("certain coated paper") (as defined in the instruction booklet) at any time since January 1, 2007?

*Please note that the product definition includes some types of paper products that may be referred to in the industry as "paperboard," "digital coated paper," or "coated label paper." Products also covered can include both coated free-sheet and coated groundwood. Please read the definition of "certain coated paper" in the instruction booklet for a complete description of the products covered by these investigations.*

*Included in the scope of these investigations is coated multi-ply paperboard in sheets entered under HTS subheadings 4810.92.12 and 4810.92.14 that has a GE brightness level of 80 or higher; weighing not more than 340 grams per square meter, regardless of grade or finish; whether or not surface-colored, surface decorated, printed (except final content printed text or graphics), embossed, or perforated; and irrespective of dimensions.*

☐ **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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

### CERTIFICATION

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

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

*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.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Phone: ( )

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Fax ( )

\_\_\_\_\_  
E-mail address

**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 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

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

☐ No ☐ Yes--List the following information

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

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain coated paper?

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

- I-6. Please indicate the nature of your firm's importing operations on certain coated paper. More than one answer may be applicable.

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

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

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

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

Foreign trade zones      ☐ No                      ☐ Yes

Bonded warehouses      ☐ No                      ☐ Yes

I-9. Does your firm participate in “paper directed buy” (PDB) programs (see definition in the instruction booklet) in its sales of imported certain coated paper?

☐ No                      ☐ Yes–Please specify below:

(a) Provide the names of the foreign paper sources (imports) that you use in these programs:

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(b) Report the names of your end-use customers that participated in these programs in 2009-10:

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(c) Please provide the volume and value of your firm’s U.S. commercial shipments that occurred pursuant to PDB programs.

Quantity ( <i>in short tons</i> ) and value ( <i>in \$1,000</i> )					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>U.S. commercial shipments made pursuant to PDB programs:</b>					
Quantity of shipments					
Value of shipments					

I-10. Please indicate whether your firm imports certain coated paper under the TIB (temporary importation under bond) program.

☐ No                      ☐ Yes

I-11. 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**

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

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

Company contact: \_\_\_\_\_  
 Name and title  
 ( ) \_\_\_\_\_  
 Phone number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the importation of certain coated paper since January 1, 2007?

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

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II-3. Has your firm imported or arranged for the importation of certain coated paper from China or Indonesia for delivery after June 30, 2010?

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

Imports from China:		Date of delivery
Quantity of imports	short tons	
Value of imports		
Imports from Indonesia:		
Quantity of imports	short tons	
Value of imports		

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

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

II-5a. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of certain coated paper imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

*Please note that the unit of measure for quantity is short tons and the unit of measure for value is THOUSANDS of dollars. Further note that imports and commercial shipments are subdivided into those imports and shipments that are of sheeter rolls or final sheet.*

**CHINA**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total imports (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total imports (value)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total commercial shipments (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total commercial shipments (value)					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
U.S. shipments through PDB programs (quantity)					
<sup>1</sup> Please identify the foreign producers: _____					
<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 each of the periods noted above: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> —Please note that the <b>quantities</b> 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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5b. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of certain coated paper imported from Indonesia by your firm during the specified periods. (See definitions in the instruction booklet.)

*Please note that the unit of measure for quantity is short tons and the unit of measure for value is THOUSANDS of dollars. Further note that imports and commercial shipments are subdivided into those imports and shipments that are of sheeter rolls or final sheet.*

**INDONESIA**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Beginning-of-period inventories (quantity)</b>					
<b>Imports:<sup>1</sup></b>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total imports (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total imports (value)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total commercial shipments (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total commercial shipments (value)					
<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> (quantity)</b>					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
U.S. shipments through PDB programs (quantity)					
<sup>1</sup> Please identify the foreign producers: _____					
<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 each of the periods noted above: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> —Please note that the <b>quantities</b> 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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

- II-6. **IMPORTS FROM NONSUBJECT SOURCES (COUNTRIES OTHER THAN CHINA AND INDONESIA)**.—Report your firm's imports and your firm's shipments and inventories of certain coated paper imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)  
***Please note that the unit of measure for quantity is short tons and the unit of measure for value is THOUSANDS of dollars. Further note that imports and commercial shipments are subdivided into those imports and shipments that are of sheeter rolls or final sheet.***

**NONSUBJECT COUNTRIES (COUNTRIES OTHER THAN CHINA AND INDONESIA)**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total imports (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total imports (value)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Of sheeter rolls (quantity)					
Of final sheet (quantity)					
Total commercial shipments (quantity)					
Of sheeter rolls (value)					
Of final sheet (value)					
Total commercial shipments (value)					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
U.S. shipments through PDB programs (quantity)					
<sup>1</sup> Please identify the foreign producers: _____					
<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 each of the periods noted above: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> —Please note that the <b>quantities</b> 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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



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

II-7. **Negligibility of U.S. Imports from Indonesia.** Report your firm's monthly U.S. imports from Indonesia.

*Please note that the product definition includes some types of paper products that may be referred to in the industry as "paperboard," "digital coated paper," or "coated label paper." Products also covered can include both coated free-sheet and coated groundwood. Please read the definition of "certain coated paper" in the instruction booklet for a complete description of the products covered by these investigations.*

*Included in the scope of these investigations is coated multi-ply paperboard in sheets entered under HTS subheadings 4810.92.12 and 4810.92.14 that has a GE brightness level of 80 or higher; weighing not more than 340 grams per square meter, regardless of grade or finish; whether or not surface-colored, surface decorated, printed (except final content printed text or graphics), embossed, or perforated; and irrespective of dimensions.*

Month	U.S. imports from Indonesia (monthly volume in short tons)
September 2008	
October 2008	
November 2008	
December 2008	
January 2009	
February 2009	
March 2009	
April 2009	
May 2009	
June 2009	
July 2009	
August 2009	

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

Further information on this part of the questionnaire can be obtained from **Nancy Bryan, Economist** (202-205-2088, e-mail [nancy.bryan@usitc.gov](mailto:nancy.bryan@usitc.gov)).

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

Company contact: \_\_\_\_\_

Name and title

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_ E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. commercial shipments of its imported certain coated paper from China, Indonesia, and your top two other country sources to unrelated U.S. customers of the following products during January 2007-June 2010. Report the requested pricing data separately for each country in the tables on the following pages.

**Product 1.**—Coated paper, two-side coated sheets, 70-100 pounds text basis weights, GE brightness levels equal to or above 86 but less than 90.

***\*\*\*For product 1 only, please report separately for non-PDB sales and PDB sales (please see Instructions).***

**Product 2.**— Coated paper, two-side coated sheets, 70-100 pounds text basis weights, GE brightness levels equal to or above 90 but less than 96.

**Product 3.**— Coated paper, one-side coated sheets, 70-100 pounds text basis weights, GE brightness levels equal to or greater than 83.

**Product 4.**— Coated paper, two-side coated sheets, 80-100 pounds cover basis weights, GE brightness levels equal to or greater than 86 but less than 90.

**Product 5.** — Coated paper, two-side coated sheets, 80-100 pounds cover basis weights, GE brightness levels equal to or greater than 90 but less than 96.

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

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

III-2a. Report below the quarterly price data for the specified pricing product 1<sup>1</sup> that your firm imported from **China** and sold to unrelated U.S. customers, reported separately by Non-PDB sales and PDB sales (please see Instructions).

**IMPORTS FROM CHINA**

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1 Non-PDB Sales		Product 1 PDB Sales	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2007</b>				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
<b>2008</b>				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
<b>2009</b>				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
<b>2010</b>				
Jan.-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: Product 1: _____				
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.				

Period of shipment	Product 2		Product 3		Product 4		Product 5	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2007</b>								
Jan.-March								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2008</b>								
Jan.-March								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2009</b>								
Jan.-March								
April-June								
July-Sept.								
Oct.-Dec.								
<b>2010</b>								
Jan.-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: Product 2: _____ Product 3: _____ Product 4: _____ Product 5: _____								
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.								

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

III-2c. Report below the quarterly price data for the specified pricing product 1<sup>1</sup> that your firm imported from **Indonesia** and sold to unrelated U.S. customers, reported separately by Non-PDB sales and PDB sales (please see Instructions).

**IMPORTS FROM INDONESIA**

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1 Non-PDB Sales		Product 1 PDB Sales	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2007</b>				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
<b>2008</b>				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
<b>2009</b>				
Jan.-March				
April-June				
July-Sept.				
Oct.-Dec.				
<b>2010</b>				
Jan.-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: Product 1: _____				
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.				

<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

III-2e. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from your largest other country source (country other than China or Indonesia) and sold to unrelated U.S. customers.

**IMPORTS FROM LARGEST OTHER COUNTRY SOURCE**

(Country other than China or Indonesia; please identify: \_\_\_\_\_ )

(Quantity in short tons, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2010</b>										
Jan.-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: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____ Product 5: _____										
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.										

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

III-2f. Report below the quarterly price data for the specified pricing products<sup>1</sup> that your firm imported from your second largest other country source and sold to unrelated U.S. customers.

**IMPORTS FROM YOUR SECOND LARGEST OTHER COUNTRY  
SOURCE**

(Country other than China or Indonesia; please identify: \_\_\_\_\_ )

(Quantity in short tons, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<b>2007</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2008</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2009</b>										
Jan.-March										
April-June										
July-Sept.										
Oct.-Dec.										
<b>2010</b>										
Jan.-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: Product 1: _____ Product 2: _____ Product 3: _____ Product 4: _____ Product 5: _____ <sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.										



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

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

- III-3. (a) Please describe how your firm determines the prices that it charges for sales of its imported certain coated paper from China and/or Indonesia (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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- (b) How have your sales prices for certain coated paper changed since 2007? Please explain what factors contributed to the change in prices.

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- III-4. Please describe your firm's discount policy for sales of its imported certain coated paper from China and/or Indonesia (quantity discounts, annual total volume discounts, *etc.*).

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

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

- III-6. Approximately what share of your firm's total U.S. commercial shipment value of its certain coated paper imported from China and/or Indonesia in 2009 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 2009 commercial shipment value (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

- III-7. Does your firm participate in paper directed buy (PDB) programs (see definition in Instructions) in its sales of coated paper to distributors or printers?

☐ No. Please describe why you do not participate: \_\_\_\_\_

☐ Yes— Please provide responses to the following questions:

- (a) Provide the names of the foreign paper sources (i.e., imports) that you use in these programs.

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- (b) Report the names of the end-use customers that participated in these programs with your firm in 2009 and 2010.

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- III-8. If you sell your firm's imported certain coated paper from China and/or Indonesia 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**

III-9. If you sell your firm's imported certain coated paper from China and/or Indonesia 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-10. If you participate in paper directed buy (PDB) programs, please answer the following questions with respect to provisions of your firm's typical PDB 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-11. What is the average lead time between a customer's order and the date of delivery for your firm's sales of its imported certain coated paper from China and/or Indonesia?

<u>Source</u>	<u>Share of 2009 commercial shipment value (percent)</u>	<u>Lead time</u>
From inventory	_____	_____
Produced in China to order	_____	_____
Produced in Indonesia to order	_____	_____
<b>Total</b>	<b>100 %</b>	

III-12. (a) What is the approximate percentage of the total delivered cost of your firm's certain coated paper imported from China and/or Indonesia 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

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

III-12. (c) What proportion of your sales occur within 100 miles of your importation or storage facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-13. Please indicate the percentage share of your firm's U.S. shipments that was shipped to each of the following geographic markets. Please base your responses to this question on the ultimate delivery destinations for sales to customers in the United States. Please report separately for shipments of imports from each source:

**Imports from China:**

Geographic area	Share of U.S. shipments in 2009 <i>(in percent)</i>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
<b>Central Southwest.</b> —AR, LA, OK, and TX.	
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	
<b>Pacific Coast.</b> —CA, OR, and WA.	
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

**Imports from Indonesia:**

Geographic area	Share of U.S. shipments in 2009 <i>(in percent)</i>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
<b>Central Southwest.</b> —AR, LA, OK, and TX.	
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	
<b>Pacific Coast.</b> —CA, OR, and WA.	
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

**Imports from all other sources:**

Geographic area	Share of U.S. shipments in 2009 <i>(in percent)</i>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
<b>Central Southwest.</b> —AR, LA, OK, and TX.	
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	
<b>Pacific Coast.</b> —CA, OR, and WA.	
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

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

III-14. Describe the end uses of the certain coated paper that your firm imports from China and/or Indonesia. For each end-use product, estimate the percentage of the total cost is accounted for by certain coated paper? Please report any differences in end uses by source (i.e., produced in the United States, imported from China, imported from Indonesia, or imported from all other sources).

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

III-15. (a) Please list in order of importance any products that may be substituted for certain coated paper.

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

(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 coated paper?

☐ No

☐ Yes-- To what degree do changes in their prices affect the price for certain coated 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 coated paper or final end use?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

III-16. Are you aware of any purchasers of certain coated paper that actually switched to purchasing any of the substitutes you listed above (in question IV-14 (a)) since 2007 (e.g., digital or on-line media)?

- ☐ No ☐ Yes—Please describe below the extent to which such a switch to substitute products may be permanent or temporary.

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III-17. (a) How has the demand within the United States for certain coated paper changed since January 1, 2007? What principal factors affect changes in demand?

- ☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

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(b) How has the demand outside the United States (if known) for certain coated paper changed since January 1, 2007? What principal factors affect changes in demand?

- ☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

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(c) How has the recession affected demand for certain coated paper? Please also specify the time periods involved and the effect on prices.

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III-18. Have there been any significant changes in the product range or marketing of certain coated paper in the U.S. market since January 1, 2007?

- ☐ No ☐ Yes-- Please describe.

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

III-19. Since January 1, 2007, 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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### **PART III.--PRICING AND RELATED INFORMATION**

III-20. Is certain coated paper produced in the United States and in other countries interchangeable (*i.e.*, can it physically be used in the same applications) in the U.S. market? Please indicate below, using “A” to indicate that the products from a specified country-pair are always interchangeable, “F” to indicate that the products are frequently interchangeable, “S” to indicate that the products are sometimes interchangeable, “N” to indicate that the products are never interchangeable, and “0” to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

[illegible]





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

III-22. Please identify below the names and addresses of your firm's 10 largest customers for its imported certain coated paper from China and Indonesia since 2007. Please also provide the name, e-mail address, and telephone number of a contact person and the share of your firm's total 2009 commercial shipment value of its imported certain coated paper from China and Indonesia that each of these customers accounted for in 2009.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person and e-mail address</b>	<b>Area code and telephone number</b>	<b>Share of 2009 sales (%)</b>
<b>1</b>					
<b>2</b>					
<b>3</b>					
<b>4</b>					
<b>5</b>					
<b>6</b>					
<b>7</b>					
<b>8</b>					
<b>9</b>					
<b>10</b>					