

**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 November 14, 2006**

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 (Preliminary) and 731-TA-1107-1109 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced <b>coated free sheet paper</b> (as defined in the instruction booklet) at any time since January 1, 2003?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

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

\_\_\_\_\_  
*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 45 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) 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 determinations in the investigations are affirmative and 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.

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

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

Further information on this part of the questionnaire can be obtained from **Debra Baker** (tel. no. - 202-205-3180; e-mail - Debra.Baker@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 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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of **coated free sheet paper** since January 1, 2003?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-3a. Please complete the following grid to identify overlaps in your firm's production of coated free sheet paper to **(1) uncoated free sheet paper**, **(2) coated groundwood paper**, and **(3) kraft paper**. (See definitions in the instruction booklet.)

<b>(1) Uncoated free sheet paper</b>	
<i>Please place an "X" in the box at the right of each statement if the statement describes your firm's operations. Only <u>one</u> statement should apply to your firm's operations and be checked.</i>	<i>Place 'X' in box, as appropriate</i>
Firm does not produce uncoated free sheet paper at <u>any</u> of its plants.	
Firm produces uncoated free sheet paper but <u>only</u> in separate plants than those where it produces coated free sheet paper.	
Firm produces uncoated free sheet paper in at least one plant where it <u>also</u> produces coated free sheet paper. However, there is no overlap in the common machinery and equipment. Identify common plants: _____	
Firm produces uncoated free sheet paper in at least one plant where it <u>also</u> produces coated free sheet paper. There is at least some overlap in common machinery and equipment. <sup>1</sup> Identify common plants: _____	
<sup>1</sup> If your firm checked this item you also should provide a response to question II-3b below. You should also provide a response to question II-3b below if your firm produces <u>any</u> other products on common equipment and machinery.	

<b>(2) Coated groundwood paper</b>	
<i>Please place an "X" in the box at the right of each statement if the statement describes your firm's operations. Only <u>one</u> statement should apply to your firm's operations and be checked.</i>	<i>Place 'X' in box, as appropriate</i>
Firm does not produce coated groundwood paper at <u>any</u> of its plants.	
Firm produces coated groundwood paper but <u>only</u> in separate plants than those where it produces coated free sheet paper.	
Firm produces coated groundwood paper in at least one plant where it <u>also</u> produces coated free sheet paper. However, there is no overlap in the common machinery and equipment. Identify common plant(s): _____	
Firm produces coated groundwood paper in at least one plant where it <u>also</u> produces coated free sheet paper. There is at least some overlap in common machinery and equipment. <sup>1</sup> Identify common plant(s): _____	
<sup>1</sup> If your firm checked this item you also should provide a response to question II-3b below. You should also provide a response to question II-3b below if your firm produces <u>any</u> other products on common equipment and machinery.	

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

II-3a. *Continuation of question.*

<b>(3) Kraft paper</b>	
<i>Please place an "X" in the box at the right of each statement if the statement describes your firm's operations. Only <u>one</u> statement should apply to your firm's operations and be checked.</i>	<i>Place 'X' in box, as appropriate</i>
Firm does not produce kraft paper at <u>any</u> of its plants.	
Firm produces kraft paper but <u>only</u> in separate plants than those where it produces coated free sheet paper.	
Firm produces kraft paper in at least one plant where it <u>also</u> produces coated free sheet paper. However, there is no overlap in the common machinery and equipment. Identify common plants: _____	
Firm produces kraft paper in at least one plant where it <u>also</u> produces coated free sheet paper. There is at least some overlap in common machinery and equipment. <sup>1</sup> Identify common plants: _____	
<sup>1</sup> If your firm checked this item you also should provide a response to question II-3b below. You should also provide a response to question II-3b below if your firm produces <u>any</u> other products on common equipment and machinery.	

II-3b. Does your firm produce other products on the same equipment and machinery used in the production of **coated free sheet paper**? *Base your answer on your firm's actual production practices and not on whether it would be technologically feasible to produce other products on common equipment and machinery.*

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 (2003-05):

**Quantity (in short tons)**

Item	Calendar years		
	2003	2004	2005
Annual capacity for all products			
Production of:			
Subject product <sup>1</sup>			
Uncoated free sheet paper <sup>1</sup>			
Coated groundwood paper			
Kraft paper			
Other <sup>2</sup>			
All products			
See (and answer) notes on next page.			

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

II-3b. *Continuation of question (notes apply to grid on previous page).*

<sup>1</sup> 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. However, further clarify in the grid below whether or not the coating equipment is integrated into the same line as the paper machinery.

<sup>2</sup> Please describe: \_\_\_\_\_.

Equipment configuration	Estimated percent
Total production in 2005 (in percent) of coated free sheet paper where the coating equipment is integrated	
Total production in 2005 (in percent) of coated free sheet paper where the coating equipment is <u>not</u> integrated (i.e., is coated on coating machines that are not integrated into the paper machinery production line)	

II-3c. Please discuss the additional raw materials, machinery, and manufacturing steps required to coat free sheet paper.

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Please discuss any differences (if any) in the machinery used to coat free sheet paper on one side compared to that used to coat free sheet paper on two sides. Is the same machinery generally used for both one-sided and two-sided coating? Also discuss the length of time and adjustments that must be made to switch machinery from one-side coating to two-side coating.

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Finally, provide the value added to the cost of the production of free sheet paper in 2005 by--

	<i>Value (\$1,000)</i>	<i>Share of the total cost of production (percent)</i>
<u>One-sided</u> coating--		
<u>Two-sided</u> coating--		

II-3d. Please discuss the use of "swing" machines that are capable of producing either groundwood paper or free sheet paper without significant down time and/or major retooling. In your answer, please address whether or not your firm operates such machinery and the conditions under which it might acquire such machinery.

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

II-3e. **COMPARABILITY OF uncoated free sheet paper AND coated free sheet paper (i.e, the subject product).**—Since January 1, 2003, has your firm produced **uncoated free sheet paper**?

No

Yes--Please describe the differences and similarities between **uncoated free sheet paper** and **coated free sheet paper** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

II-3f. **COMPARABILITY OF coated groundwood paper AND coated free sheet paper (i.e, the subject product).**—Since January 1, 2003, has your firm produced **coated free sheet paper**?

No

Yes--Please describe the differences and similarities between **coated groundwood paper** and **coated free sheet paper** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

II-3g. **COMPARABILITY OF kraft paper AND coated free sheet paper.**--Since January 1, 2003, has your firm produced **kraft paper**?

No

Yes--Please describe the differences and similarities between **kraft paper** and **coated free sheet paper** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

II-3h. **COMPARABILITY OF one-sided coated free sheet paper AND two-sided coated free sheet paper.**—Since January 1, 2003, has your firm produced **both one-sided AND two-sided coated free sheet paper**?

No

Yes--Please describe the differences and similarities between **one-sided AND two-sided coated free sheet paper** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

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

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

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 2005 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product (specify below)</u>	<u>Percent</u>
<b>Coated free sheet paper</b>	_____	_____	_____
<b>Uncoated free sheet paper</b>	_____	_____	_____
<b>Coated groundwood paper</b>	_____	_____	_____
<b>Kraft paper</b>	_____	_____	_____

II-6. Since January 1, 2003, 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. Does your firm produce **coated free sheet paper** in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 2003, 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-9. 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-September	
	2003	2004	2005	2005	2006
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <i>quantity</i> )					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>PRODUCTION</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> <sup>2</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )					
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )					
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/>					
<p><sup>2</sup> 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 2003, 2004, and 2005 below:</p> <hr/>					
<p><sup>3</sup> Identify your principal export markets: _____</p>					
<p><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 production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

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

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-11. **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 of **coated free sheet paper** produced in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Item	Calendar years			January-September	
	2003	2004	2005	2005	2006
<b>Quantity of U.S. SHIPMENTS (in short tons)</b>					
1. Coated free sheet paper <u>in rolls</u> that is:					
Coated on one side only <sup>1</sup>					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper <u>in rolls</u>					
2. Coated free sheet paper <u>in sheets</u> that is:					
Coated on one side only <sup>2</sup>					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper <u>in sheets</u>					
3. All other coated free sheet paper (not counted above) <sup>3</sup>					
TOTAL coated free sheet paper <sup>4</sup>					
<b>Value of U.S. SHIPMENTS (in \$1,000)</b>					
1. Coated free sheet paper <u>in rolls</u> that is:					
Coated on one side only <sup>1</sup>					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper <u>in rolls</u>					
2. Coated free sheet paper <u>in sheets</u> that is:					
Coated on one side only <sup>2</sup>					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper <u>in sheets</u>					
3. All other coated free sheet paper (not counted above) <sup>3</sup>					
TOTAL coated free sheet paper <sup>4</sup>					
<sup>1</sup> Please identify the end-uses for this product (i.e. rolls coated on one side only): _____					
<sup>2</sup> Please identify the end-uses for this product (i.e., sheets coated on one side only): _____					
<sup>3</sup> Please identify (and describe) these products and their end-uses: _____					
<sup>4</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities and values</b> reported above should equal U.S. shipments (i.e., the total of commercial shipments, internal consumption, and transfers) reported in response to question II-9. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

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

II-12. Other than direct imports, has your firm otherwise purchased **coated free sheet paper** since January 1, 2003?  
(See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2003	2004	2005	2005	2006
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF coated free sheet paper FROM--</b>					
<b>China:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>Indonesia:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>Korea:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. _____ _____					
<sup>2</sup> 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. _____ _____					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee (202-205-3186 or justin.jee@usitc.gov).

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

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

Name and title	
_____	Ext. _____
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.

<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 profits or losses on inputs purchased from related parties that are 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/loss component. In other words, purchases from related firms must be at cost, not transfer prices. Reasonable methods for determining and eliminating the associated profit/loss 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 (or list below) a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs, restructuring charges, etc.

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**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).<sup>1</sup> Do not report resales of coated free sheet papers. 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.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2005	2006
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials:					
Wood fiber/kraft paper internally sourced					
Wood fiber sourced from affiliates					
Wood fiber purchased from unrelated parties					
Kraft paper sourced from affiliates					
Kraft paper purchased from unrelated parties					
Other raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> 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.

<i>(Value in \$1,000)</i>			
Value of	Fiscal years ended--		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of coated free sheet paper:</b>			
<b>1. Current assets:</b>			
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.)			
<b>2. Non-current assets:</b>			
A. Original cost of property, plant, and equipment (PPE)			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
D. All other non-current			
<b>3. Total assets (lines 1.E, 2.C., and 2.D.)</b>			

**PART III.--FINANCIAL INFORMATION--Continued**

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.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2005	2006
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

III-14. Since January 1, 2003, 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:

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**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 products<sup>1</sup> 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 endusers/printers)

Merchant Sales

Direct Sales

Product 1  Product 2  Product 3

(Quantity in short tons, value in dollars)			
Period of shipment	Quantity	F.o.b. value <sup>2</sup>	Delivered value <sup>3</sup>
<b>2003:</b>			
January-March			
April-June			
July-September			
October-December			
<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			

<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).

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do 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.

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

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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 more than 12 months), (2) short-term contract basis (multiple deliveries up to 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 2005 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of coated free sheet paper that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

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

(c) 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.

IV-B-9. What is the geographic market area in the United States served by your firm's coated free sheet paper?

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



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

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

IV-B-10. 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-11. (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-12. How has the demand within the United States (and outside the United States if known) for coated free sheet paper changed since January 1, 2003? 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-13. Have there been any significant changes in the product range or marketing of coated free sheet paper since January 1, 2003?

- No       Yes--Please describe.

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IV-B-14. 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.

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**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 2003-September 2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of coated free sheet paper that each of these customers accounted for in 2005.

No.	Customer's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 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, 2003:** 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
- 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	Product	Date of quote	Quantity ( <i>Short tons</i> )	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)