

PRODUCERS' QUESTIONNAIRE
CERTAIN LINED PAPER SCHOOL SUPPLIES FROM CHINA, INDIA, AND INDONESIA

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 September 23, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning certain lined paper school supplies from China, India, and Indonesia (inv. Nos. 701-TA-442-443 and 731-TA-1095-1097 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena** or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>At any time since January 1, 2002, has your firm produced (1) certain lined paper school supplies (as defined in the instruction booklet) or (2) other lined paper products (as defined in the instruction booklet)?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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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

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition? Please explain.

On China: Support Oppose Take no position

On India: Support Oppose Take no position

On Indonesia: 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 duties order 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 petitions to the U.S. 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 only** in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

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

PART I.--GENERAL QUESTIONS--Continued

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain lined paper school supplies from China, India, or Indonesia into the United States or which are engaged in exporting certain lined paper school supplies from China, India, or Indonesia to the United States?

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of (1) certain lined paper school supplies or (2) other lined paper products?

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 Jai Motwane (202-205-3176 or jai.motwane@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. Since January 1, 2002, 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 (1) certain lined paper school supplies or (2) other lined paper products?

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain lined paper school supplies?

No Yes--List the following information.

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

Other products produced on same equipment and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Certain lined paper school supplies	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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 certain lined paper school supplies?

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 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Certain lined paper school supplies	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2002, has your firm produced lined paper of the type covered by the scope of the petition (as defined in the instruction booklet)?

No Yes--Briefly describe your production process for lined paper, and indicate your firm's production of lined paper (in 1,000 pounds) in the below periods.

2002	2003	2004	Jan.-June 2004	Jan.-June 2005
_____	_____	_____	_____	_____

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

II-7. Since January 1, 2002, has your firm produced books (e.g., notebooks, neatbooks, or composition books) containing lined paper of the type covered by the scope of the petition?

No

Yes--Briefly describe your production process for books containing lined paper, and indicate your firm's production of such books (in 1,000 units) in the below periods.

2002	2003	2004	Jan.-June 2004	Jan.-June 2005
_____	_____	_____	_____	_____

II-8. Since January 1, 2002, has your firm produced any other products covered by the scope of the petition (as defined in the instruction booklet)?

No

Yes--List, and briefly describe your production process for, these other products. Indicate your firm's production of these products (in 1,000 units) in the below periods.

2002	2003	2004	Jan.-June 2004	Jan.-June 2005
_____	_____	_____	_____	_____

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

II-9. Please describe the technical expertise involved in your firm's production of (1) certain lined paper school supplies and (2) other lined paper products. Please identify raw materials used in the production of these products, and indicate whether these materials are obtained from U.S. or foreign sources.

II-10. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain lined paper school supplies or the production of other lined paper products?

No Yes--Name firm: _____

II-11. Does your firm produce certain lined paper school supplies or other lined paper products in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-12. Since January 1, 2002, has your firm imported either certain lined paper school supplies or other lined paper products?

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

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

II-13. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of (1) certain lined paper school supplies and (2) other lined paper products in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) Please report separately for certain lined paper school supplies (as defined in the scope of the petition), and for other lined paper products. (Copy this page as necessary).

<input type="checkbox"/>
<input type="checkbox"/>

Certain lined paper school supplies (within the scope of the petition).
 Other lined paper products (with dimensions between 5 x 7 and 15 x 15 inches).

<i>(Quantity in 1,000 units, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2002	2003	2004	2004	2005
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. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

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 2002, 2003, and 2004 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-14. If you reported data in question II-13 for other lined paper products, please identify the top five of these products below (based on the value of your 2004 shipments), and indicate each product's share of your total 2004 shipments of other lined paper products (by value).

<u>Lined paper product:</u>	<u>Share of 2004 shipments</u> (by value)
_____	_____percent
_____	_____percent
_____	_____percent
_____	_____percent
_____	_____percent

II-15. If you reported transfers to related firms in question II-13, 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.

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

II-16. If your firm produced or purchased other lined paper products (as defined in the instruction booklet), please describe the differences and similarities between these products and those included in the scope of the petition (i.e., certain lined paper school supplies) 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 product categories; (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 two categories of products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two product categories (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two product categories. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

II-17. Other than direct imports, has your firm otherwise purchased certain lined paper school supplies since January 1, 2002? (See definitions in the instruction booklet.)

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

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2002	2003	2004	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
INDIA:					
<i>Quantity</i>					
<i>Value</i>					
INDONESIA:					
<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/> <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/> <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Pedersen (202-205-3247 or mary.pedersen@usitc.gov).

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 certain lined paper school supplies, 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 certain lined paper school supplies (as defined in the instruction booklet), 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

III-6. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of certain lined paper school supplies (as defined in the instruction booklet) from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

III-7. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-6 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No Yes—Complete question III-8 below.

III-8. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of certain lined paper school supplies (as defined in the instruction booklet). For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART III.--FINANCIAL INFORMATION

III-9. Product mix.--Please list the different types of certain lined paper school supplies (as defined in the instruction booklet) which accounted for the majority of your sales values during your three most recently completed fiscal years, in chronological order from left to right, as well as the percentage of sales value each product accounted for during these periods.

Specific type of lined paper school supplies:	Percentage of net sales value accounted for by these types of lined paper school supplies during fiscal year		
	_____	_____	_____
1.			
2.			
3.			
4.			
5.			

III-10. Raw material costs.--Please list the major components of certain lined paper school supplies (as defined in the instruction booklet) raw material costs, as well as the percentage of total certain lined paper school supplies raw material costs each component accounted for during your most recently completed fiscal year.

Raw materials	Share of total raw material costs
_____	_____
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on certain lined paper school supplies (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the certain lined paper school supply 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 Mary Pedersen at (202) 205-3247 before completing this section of the questionnaire.

(Quantity in 1,000 units, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2004	2005
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					
Less: revenue from scrap sales (paper, wire, etc.)					
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. Operations on other lined paper products (as defined in the instruction booklet)--Report the revenue and related cost information requested below on the other lined paper products 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 Mary Pedersen at (202) 205-3247 before completing this section of the questionnaire.

(Quantity in 1,000 units, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2004	2005
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					
Less: revenue from scrap sales (paper, wire, etc.)					
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

Note: Question III-13 should be filled out ONLY if your firm provided financial data in III-12.

III-13. Product mix.--Please list the major types of other lined paper products, based on your sales values of these products during your three most recently completed fiscal years, in chronological order from left to right, as well as the percentage of sales value each product accounted for during these periods.

Specific type of other lined paper and paper products:	Percentage of net sales value accounted for by these types of other lined paper and paper products during fiscal year		
	_____	_____	_____
1.			
2.			
3.			
4.			
5.			

III-14. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain lined paper school supplies (as defined in the instruction booklet). If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>			
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 (Finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Property, plant, and equipment (PP&E)			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of PP&E			
3. Other (describe _____)			
4. Other (describe _____)			
5. Total assets (lines 1.F., 2.C., 3, and 4)			

PART III.--FINANCIAL INFORMATION--Continued

III-15. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures. Provide data for your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>					
Item	Fiscal years ended--			Jan.-June	
	_____	_____	_____	2004	2005
Certain lined paper school supplies:					
Capital expenditures					
Research and development expenditures					
Other lined paper products:					
Capital expenditures					
Research and development expenditures					

III-16. Since January 1, 2002, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain lined paper school supplies (as defined in the instruction booklet) from India, Indonesia, and China?

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

III-17. Does your firm anticipate any negative impact of imports of certain lined paper school supplies (as defined in the instruction booklet) from India, Indonesia, and China?

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

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088).

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 to unrelated U.S. customers of the following products during January 2002-June 2005:

Product 1.—70-sheet count 10.5" X 8.0" wirebound notebook with paperboard cover and backing, no pockets/folders, or fashion graphics

Product 2.—150-sheet count 10.5" X 8.0" package of filler paper--college ruled or wide ruled

Product 3.—180-sheet count 10.5" x 8.0" 5-subject wirebound notebook with paperboard cover and backing

Product 4.—200-sheet count 10.5"-11.0" x 8.0" 5-subject wirebound notebook with plastic cover and pocket-dividers

Product 5.—100-sheet count 9.75" x 7.5" composition book

Product 6.—50-sheet count 11.75" x 8.5" letter pad bound at the top, with cardboard backing, no cover

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total net 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. **For multi-packs, report each item in the pack as an individual unit.**

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6

(Quantity in units, value in dollars)			
Period of shipment	Quantity	Gross F.o.b Value	Net F.o.b Value ¹
2002:			
January-March			
April-June			
July-September			
October-December			
2003:			
January-March			
April-June			
July-September			
October-December			
2004:			
January-March			
April-June			
July-September			
October-December			
2005:			
January-March			
April-June			

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain lined paper school supplies (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 certain lined paper school supplies (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic certain lined paper products 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 certain lined paper school supplies in 2004 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 certain lined paper school supplies?

Source	Share of 2004 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 certain lined paper school supplies 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 certain lined paper school supplies?

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

IV-B-10. Describe the end uses of the certain lined paper school supplies that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain lined paper school supplies?

<u>End use</u>	<u>Share of total cost accounted for by certain lined paper school supplies (percent)</u>
_____	_____
_____	_____

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

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

IV-B-11. (a) Please list in order of importance any products that may be substituted for certain lined paper school supplies.

(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 certain lined paper school supplies?

No Yes--To what degree do changes in their prices affect the price for certain lined paper school supplies? 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 lined paper school supplies or final end use?

IV-B-12. How has the demand within the United States (and outside the United States if known) for certain lined paper school supplies changed since January 1, 2002? What principal factors affect changes in demand?

Increased Unchanged Decreased

IV-B-13. Have there been any significant changes in the product range or marketing of certain lined paper school supplies since January 1, 2002?

No Yes--Please describe.

IV-B-14. Does your firm sell certain lined paper school supplies over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of certain lined paper school supplies in 2004 accounted for by internet sales.

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

Section IV-C.--CUSTOMER IDENTIFICATION

IV-C-1. Please identify below the names and addresses of your firm's 10 largest customers for certain lined paper school supplies during 2002-June 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain lined paper school supplies that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

Section IV-C.--CUSTOMER IDENTIFICATION

IV-C-2. Please identify below the names and addresses of your firm's 10 largest customers for other lined paper products during 2002-June 2005. 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 other lined paper products that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 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

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, 2002: Did your firm lose sales of certain lined paper school supplies to imports of these products from China, India, and Indonesia?

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>units</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)