

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

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than August 7, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning coated free sheet paper from China, Indonesia, and Korea (inv. Nos. 701-TA-444-446 (Final) and 731-TA-1107-1109 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena** or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from James Fetzer (202-708-5403).

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

Has your firm purchased coated free sheet paper (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2004?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

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

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

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

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

No Yes--List the following information.

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

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

PART II.--PURCHASES

II-1. Report, as indicated below, the value of your firm's purchases (either directly or through a sales agent or broker) of the following types of coated free sheet paper in calendar year 2006. Report based on delivery date, not order date.

(Quantity in 2006 in short tons, value in 2006 in \$1,000)					
Source	Coated free sheet paper in--				
	Web rolls	Sheeter rolls	Sheets	All other ¹	Total
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF PRODUCT PRODUCED IN CHINA:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF PRODUCT PRODUCED IN INDONESIA:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF PRODUCT PRODUCED IN KOREA (from firms other than Hankuk Paper Mfg. Co., Ltd; Hansol Paper Co., Ltd; and Moorim Paper Co. Ltd./Moorim SP Co. Ltd.):					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF PRODUCT PRODUCED IN KOREA (from Hankuk Paper Mfg. Co., Ltd; Hansol Paper Co., Ltd; and/or Moorim Paper Co. Ltd./Moorim SP Co. Ltd.):					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please identify these products: _____					
² Please identify these countries: _____					

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of coated free sheet paper from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased coated free sheet paper from only one country, please explain the reasons for doing so.

II-4. Identify the range of brightness levels of your coated free sheet paper below, indicating if your answer varies based on the type of coated free sheet paper.

II-5. Identify the range of basis weights of your coated free sheet paper below, indicating if your answer varies based on the type of coated free sheet paper.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of coated free sheet paper (check all that apply, noting the specific end uses if known)?

END USER/CONVERTER (_____)

DISTRIBUTOR (_____)

RETAILER (_____)

Other (_____)

III-2. (a) If your firm is an end user or converter of coated free sheet paper, which of the following printers does your firm use?

Sheet-fed press only Web-fed press only

Both a web-offset press and a sheet-fed process--Please provide the number of each type of press that your firm uses(_____)

Other (_____)

(b) Does your firm have the capability of converting web rolls into sheets?

(c) If your firm uses a sheet-fed press, do you use web rolls on your press? Please explain.

No Yes-- ____ percent of your web roll purchases in 2006.

(d) If your firm uses a web-fed process, do you use sheeter rolls on the web press? Please explain.

No Yes-- ____ percent of your sheeter roll purchases in 2006.

(e) If your firm uses a web-fed press, do you use sheets on your press? Please explain.

No Yes-- ____ percent of your sheet purchases in 2006.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-3. (a) If your firm uses both sheet-presses *and* web-fed presses, identify the types of jobs run on each type of press (i.e., describe the type of publication).

Sheet-fed press: _____

Web-fed press: _____

(b) Describe the factors that your firm considers when deciding which type of press (web-fed or sheet-fed) and/or form of paper (web roll, sheet roll, or sheet) to use (e.g., volume considerations, price, production costs, etc.).

III-4. (a) If your firm is a distributor or reseller of coated free sheet paper, what are the major types of consumers to which you sell coated free sheet paper?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase coated free sheet paper?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-5. If your firm is an end user/converter of coated free sheet paper, list in order of quantity of coated free sheet paper consumed, the top 3 products for which your firm purchases coated free sheet paper as a component part or input. Please indicate what percentage of the total cost is accounted for by coated free sheet paper.

<u>Product you produce</u>	<u>Percent of cost accounted for by CFS</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-6. (a) How has the demand for your firm's final products incorporating coated free sheet paper changed since January 1, 2004?

Increased Unchanged Decreased

(b) Has this had any effect on your firm's demand for coated free sheet paper? What factors have accounted for these changes in demand?

III-7. (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—Please explain.

III-8. Are you aware whether the coated free sheet paper you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-9. Do you know the manufacturer of the coated free sheet paper that you purchase?

Always Usually Sometimes Never

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-10. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always Usually Sometimes Never

III-11. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No Yes—Please explain.

III-12. How many suppliers do you generally contact before making a purchase?

III-13. How frequently do you change suppliers?

III-14. Have you changed suppliers since January 1, 2004?

- No Yes—Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

III-15. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last three years?

- No Yes--Please identify the firms.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-16. (a) What is the approximate share of your imports of coated free sheet paper in 2006 that were:

Purchased from U.S. producers of CFS paper: _____ percent of total imports.
Identify the firms, if known: _____

Purchased from U.S. importers: _____ percent of total imports.
Identify the firms, if known: _____

Purchased from other U.S. brokers (other than U.S. importers): _____ percent of total imports.
Identify the firms, if known: _____

Purchased directly from foreign producers/exporters in China, Indonesia, or Korea: _____ percent of total imports.
Identify the firms, if known: _____

Arranged for by foreign firms (other than producers in China, Indonesia or Korea): _____ percent of total imports.
Identify the firms, if known: _____

(b) Have these percentages changed over time since January 2004?

Have these percentages changed with respect to orders for delivery in 2007?

(c) What are your reasons for choosing to purchase directly from a foreign supplier versus using a U.S. importer or U.S. broker to arrange the purchase?

III-17. Do you require your suppliers to become certified or prequalified with respect to the quality or other performance characteristics of the coated free sheet paper they sell to your firm?

No Yes— _____ percent of purchases in 2006 Yes—all purchases

Please provide a general description of the certification or qualification process and the time required.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-18. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

III-19. Have you, or do you intend to, qualify suppliers from China, Indonesia, or Korea? If so, which suppliers?

III-20. Since January 1, 2004, have any domestic or foreign producers failed in their attempts to certify or qualify their coated free sheet paper with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

III-21. Is the coated free sheet paper market subject to business cycles and conditions of competition distinctive to the coated free sheet paper market? If yes, please explain and provide estimates of the duration of any such cycles.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-22. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for coated free sheet paper.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts and rebates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brightness of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Basis weight of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strength or stiffness of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Moisture content of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Coating formulations of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Branding potential	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-22. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase coated free sheet paper for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, brightness of paper, paper weight, paper strength, range of supplier's coated free sheet paper line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-23. What characteristics does your firm consider when determining the quality of coated free sheet paper?

III-24. How often does your firm purchase the coated free sheet paper that are offered at the lowest price? If your answer is "sometimes" or "never" please explain why price is not a controlling factor in those situations.

Always

Usually

Sometimes

Never

III-25. Please list the names of any firms you considered price leaders in the coated free sheet paper market during January 2004-June 2007. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific type of coated free sheet paper.

III-26. Please describe how the above firm(s) exhibited price leadership.

III-27. Does your firm purchase coated free sheet paper over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of coated free sheet paper in 2005 accounted for by internet purchases.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-28. Since January 1, 2004, have you ever (a) been put on allocation (or on a reservation system, "controlled order entry" system, or any other measure that limited the quantity that you could order) by a U.S. producer, importer, or distributor or (b) been unable to purchase all of your needs from U.S. producers, importers, or distributors or (c) observed shortages in your market areas?

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

III-29. If orders are imposed that limit the availability of imports from China, Indonesia and/or Korea in the U.S. market, please explain how you expect your purchases to change:

Increase purchases from non-subject sources (please specify sources) I

Increase purchases from U.S. producers I

Other (please specify) I

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-3. Do you or your customers ever specifically order coated free sheet paper from one country in particular over other possible sources of supply?

- No
- Yes--Please identify all relevant countries (including the United States, China, Indonesia, subject Korea (firms other than Hankuk, Hansol, or Moorim), nonsubject Korea (Hankuk, Hansol, or Moorim) and other) from which you or your customers prefer to order, and indicate why coated free sheet paper from these countries is preferred over coated free sheet paper from other countries.

IV-4. Are certain grades/types/sizes (including brightness levels, moisture content, coating formulations) of coated free sheet paper available from only a single source (domestic or foreign, including the United States, China, Indonesia, subject Korea (firms other than Hankuk, Hansol, or Moorim), nonsubject Korea (Hankuk, Hansol, or Moorim) and other)?

- No
- Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased coated free sheet paper from one source although comparable coated free sheet paper were available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States, China, Indonesia, subject Korea (firms other than Hankuk, Hansol, or Moorim), nonsubject Korea (Hankuk, Hansol, or Moorim) and other). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED

PRODUCT--Continued

IV-6. For the factors listed below, rate how coated free sheet paper produced in each country you identified in response to question IV-1 compares with coated free sheet paper produced in each of the other countries you identified (including the United States, China, Indonesia, subject Korea (firms other than Hankuk, Hansol, or Moorim), nonsubject Korea (Hankuk, Hansol, or Moorim) and other foreign countries). Copy this page as necessary to cover all possible combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate coated free sheet paper from China, Indonesia, or Korea superior or inferior to coated free sheet paper from another source.

	compared to		
(specify source)		(specify source)	
	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts and rebates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brightness of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Basis weight of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strength or stiffness of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Moisture content of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Coating formulations of paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Branding potential	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of "U.S. superior" means that the price or transportation costs offered by U.S. firms are lower than those offered by the import supplier.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7. (a) How often does domestically produced coated free sheet paper meet minimum quality specifications for your uses or your customers' uses?

- Always
- Usually
- Sometimes
- Rarely or never

(b) How often does imported subject coated free sheet paper meet minimum quality specifications for your uses or your customers' uses?

CHINA: Always Usually Sometimes Rarely or never

INDONESIA: Always Usually Sometimes Rarely or never

SUBJECT
KOREA: Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject coated free sheet paper meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

PART V.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of coated free sheet paper purchased during 2004-2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of coated free sheet paper that each of these suppliers accounted for in 2006.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 purchases (%)	Type of product
1						
2						
3						
4						
5						