

## U.S. PURCHASERS' QUESTIONNAIRE

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

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

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning certain coated paper suitable for high-quality print graphics using sheet-fed presses ("certain coated paper") from China and Indonesia (Inv. Nos. 701-TA-470-471 and 731-TA-1169-1170 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Nancy Bryan (202-205-2088, [nancy.bryan@usitc.gov](mailto:nancy.bryan@usitc.gov)).**

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm purchased certain coated paper or paperboard suitable for high-quality print graphics using sheet-fed presses ("certain coated paper") or participated in paper directed buy programs (as defined in the instruction booklet) from any source at any time since January 1, 2007?

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

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

### CERTIFICATION

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

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

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

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

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

\_\_\_\_\_  
Date

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

\_\_\_\_\_  
Signature

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

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

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

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

☐ No ☐ Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation / Extent of Ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

☐ No ☐ Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation / Extent of Ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

II-1. Who should be contacted regarding the requested purchase information?

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

Name and title

Please indicate the means by which you may be contacted by the staff of the U.S. International Trade Commission regarding the confidential information submitted in response to this request.

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

Phone number ( ) \_\_\_\_\_

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

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) and inventories of certain coated paper. Report based on delivery date, not order date.

<b>(Quantity in short tons, value in \$1,000)</b>			
<b>Item</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Purchases of certain coated paper produced in the United States:</b>			
Quantity			
Value			
<b>End-of-period inventories of certain coated paper produced in the United States (Quantity):</b>			
<b>Purchases of certain coated paper produced in China:</b>			
Quantity			
Value			
<b>End-of-period inventories of certain coated paper produced in China (Quantity):</b>			
<b>Purchases of certain coated paper produced in Indonesia:</b>			
Quantity			
Value			
<b>End-of-period inventories of certain coated paper produced in Indonesia (Quantity):</b>			
<b>Purchases of certain coated paper produced in all other countries<sup>1</sup></b>			
Quantity			
Value			
<b>End-of-period inventories of certain coated paper produced in all other countries (Quantity):</b>			
<sup>1</sup> Please identify these other countries: _____			

**PART II.--PURCHASES--Continued**

II-3. (a) Please characterize your firm's level of inventories during normal business operations.

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(b) How has the level of your firm's inventories changed since 2007?

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II-4. (a) If the relative shares of your firm's total purchases of certain coated paper from different sources (both domestic and foreign) have changed since 2007, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

(b) If there have been other changes in your firm's sourcing patterns since 2007, such as the use of different suppliers, please describe these changes and explain the reasons for the changes.

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II-5. If your firm has purchased certain coated paper from only one country, please explain the reasons for doing so.

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**PART II.--PURCHASES--Continued**

II-6. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for certain coated paper since 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain coated paper that each of these suppliers accounted for in 2009.

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

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

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

Company contact: \_\_\_\_\_  
Name and title

Please indicate the means by which you may be contacted by the staff of the U.S. International Trade Commission regarding the confidential information submitted in response to this request.

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

Phone number ( ) \_\_\_\_\_

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

III-2. Which of the following best describes your firm as a purchaser of certain coated paper (check all that apply, noting the specific end uses if known)?

☐ **END USER—Commercial printer using certain coated paper** (please describe final product: \_\_\_\_\_)

☐ **END USER—Publisher using certain coated paper** (please describe final product: \_\_\_\_\_)

☐ **DISTRIBUTOR** ( \_\_\_\_\_)

☐ **Other** ( \_\_\_\_\_)

III-3. (a) If your firm is a distributor of certain coated paper, what are the major types of consumers to which you sell certain coated paper?

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

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

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

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

III-4. If your firm is a distributor of certain coated paper, do you participate in paper directed buy (PDB) programs (see definition in Instructions) with the end-use customers (i.e., customers of printers) of certain coated paper?

☐ N/A      ☐ No      ☐ Yes—Please provide responses to the following questions:

(a) Provide the names of the paper sources (i.e., U.S. mills and/or import suppliers) that you use in these programs and how long your contracts are with each of them, if any.

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(b) Report the names of the end-use customers that participated in these programs with your firm in 2009 and 2010 and how long your contracts are with each of them, if any.

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(c) Are there any restrictions on the paper sources (i.e., U.S. mills and/or import suppliers) that you can use in these programs? Please identify these restrictions below (e.g., contractual relationship with current paper source, country of origin of paper source, unwillingness or inability of supplier to engage in such programs, transportation costs or other logistical concerns, etc.) and how difficult it would be to overcome these restrictions. Please be as specific as possible.

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

III-4. (d) Please identify which paper sources (i.e., U.S. mills and/or import suppliers) your firm contacted before choosing a paper source for your PDB programs.

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(e) What factors did your firm consider when choosing the paper source for your PDB programs?

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(f) Describe the reasons why your firm chooses to participate in PDB programs. Please include in your response any benefits your firm receives from participating in such programs (e.g., cost savings, price stability, favorable contract terms, etc.).

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III-5. If your firm is a printer that uses certain coated paper, do you participate in PDB programs (see definition in Instructions) with your customers, your distributors, U.S. mills, or importers?

☐ N/A      ☐ No      ☐ Yes—Please provide responses to the following questions:

(a) Provide the names of end-use customers that participated in these programs with your firm in 2009 and 2010 and how long your contracts are with each of them, if any.

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(b) Provide the names of the distributors, U.S. mills, and importers that participated in these programs with your firm in 2009 and how long your contracts are with each of them, if any.

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

- III-5. (c) Are there any restrictions on the paper sources (i.e., U.S. mills and/or import suppliers) that you can use in these programs? Please identify these restrictions below (e.g., contractual relationship with current paper source, country of origin of paper source, unwillingness of supplier to engage in such programs, transportation costs or other logistical concerns, etc.) and how difficult it would be to overcome these restrictions. Please be as specific as possible.

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- (d) Please identify which paper sources (i.e., U.S. mills, distributors, and/or import suppliers) your firm contacted before choosing a paper source for your PDB programs.

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- (e) What factors did your firm consider when choosing the paper source (i.e., U.S. mills, distributors, and/or import suppliers) for your PDB programs?

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- (f) Describe the reasons why your firm chooses to participate in PDB programs. Please include in your response any benefits your firm receives from participating in such programs (e.g., cost savings, price stability, favorable contract terms, etc.).

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

- III-6. If your firm is an end user of certain coated paper, list in order of quantity of certain coated paper consumed, the top 3 products for which your firm purchases certain coated paper as a component part or input. Please indicate what percentage of the total cost is accounted for by certain coated paper.

Product you produce	Percent of cost accounted for by certain coated paper

- III-7. (a) How has the demand for your firm's final products incorporating certain coated paper changed since January 1, 2007?

☐ Increased                      ☐ No change                      ☐ Decreased

- (b) Has this had any effect on your firm's demand for certain coated paper?

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

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- III-8. (a) Can other products be substituted for certain coated paper?

☐ No                      ☐ Yes--Please list these substitute products in order of importance.

- (i) \_\_\_\_\_
- (ii) \_\_\_\_\_
- (iii) \_\_\_\_\_

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

- III-8. (b) For each possible substitute for certain coated paper, please give examples of applications and end uses for which they are substitutes.

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- (c) Have changes in the prices of these products affected the price for certain coated paper?

- ☐ No ☐ Yes--To what degree do changes in their prices affect the price for certain coated paper? Does this effect have a time lag? If so, how long is the time lag for each substitute certain coated paper? Does this vary by type of certain coated paper or final end use?

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- III-9. Have you actually switched your purchases of certain coated paper to any of the substitutes listed above in question III-8 (a) since 2007 (e.g., digital or on-line media)?

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

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- III-10. Are you aware whether the certain coated paper you are purchasing is U.S.-produced or imported?

- ☐ Always ☐ Usually ☐ Sometimes ☐ Never

- III-11. Do you know the manufacturer of the certain coated paper that you purchase?

- ☐ Always ☐ Usually ☐ Sometimes ☐ Never

- III-12. To your knowledge, are your customers aware of and/or interested in the country of origin of the goods you supply them?

- ☐ Always ☐ Usually ☐ Sometimes ☐ Never

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

III-13. Is buying certain coated paper that are produced in the United States an important factor in your firm's purchases of certain coated paper (please check ALL that apply)?

- ☐ No
- ☐ Yes--Purchases of domestic certain coated paper are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of your purchases of certain coated paper.
- ☐ Yes--Purchases of domestic certain coated paper are not required by law or regulation, but are requested by your customers. This involves \_\_\_\_ percent of your purchases of certain coated paper.
- ☐ Yes--Purchases of domestic certain coated paper are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of your purchases of certain coated paper.

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III-14. **Conditions of competition.**--

- (a) Is the certain coated paper market subject to business cycles or conditions of competition (such as seasonality) distinctive to certain coated paper?
- ☐ No                      ☐ Yes--Please explain and provide estimates of the duration of any such cycle.

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- (b) Has the emergence of new markets for certain coated paper since 2007 affected the business cycles or conditions of competition distinctive to certain coated paper?

☐ No                      ☐ Yes--Please explain any such changes.

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

III-15. Have you made significant changes in your purchasing patterns (e.g., frequency) since 2007?

☐ No ☐ Yes-- Please describe.

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III-16. How many suppliers do you generally contact before making a purchase?

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III-17. Have you changed suppliers since 2007?

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

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III-18. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2007?

☐ No ☐ Yes--Please identify the firms.

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III-19. Have any suppliers, either foreign or domestic, refused or been unable to offer you the supply you requested since 2007?

☐ No ☐ Yes--Please identify below the firms; the time periods involved; and the reason the firm provided for its inability to supply your firm.

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

III-20. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the certain coated paper they sell to your firm?

☐ No

☐ Yes--\_\_\_\_\_ percent of purchases in 2009

☐ Yes--All purchases

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

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III-21. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-22. Since 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their certain coated 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.

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

III-23. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for certain coated paper.

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
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 offered .....	<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"/>
Willingness or ability of supplier to engage in paper-directed-buy programs .....	<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-23. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain coated paper for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's certain coated paper line, traditional supplier, etc.).

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

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

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

Other factors or comments: \_\_\_\_\_

III-24. What characteristics does your firm consider when determining the quality of certain coated paper?

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III-25. If you purchased certain coated paper from one source although comparable certain coated 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 and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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III-26. How often does your firm purchase the certain coated paper that is offered at the lowest price?

☐ Always

☐ Usually

☐ Sometimes

☐ Never

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

III-27. Do you believe there have been price leaders in the certain coated paper market since 2007? If so, please list the names of any firms you considered price leaders in the certain coated paper market since 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 certain coated paper type.

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III-28. Please describe how the above firm(s) exhibited price leadership.

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**PART IV.—CERTAIN COATED PAPER COMPARISONS**

IV-1. Who should be contacted regarding the requested information on certain coated paper comparisons?

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

Name and title

Please indicate the means by which you may be contacted by the staff of the U.S. International Trade Commission regarding the confidential information submitted in response to this request.

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

Phone number ( ) \_\_\_\_\_

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

IV-2. Please indicate the countries of origin for certain coated paper for which your firm has actual marketing/pricing knowledge.

☐ United States

☐ China

☐ Indonesia

☐ Other countries (Please specify: \_\_\_\_\_)

**PART IV.— CERTAIN COATED PAPER COMPARISONS --*Continued***

IV-3. Is certain coated paper produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the certain coated paper from a specified country-pair is *always* interchangeable, “F” to indicate that the certain coated paper is *frequently* interchangeable, “S” to indicate that the certain coated paper is *sometimes* interchangeable, “N” to indicate that the certain coated paper is *never* interchangeable, and “0” to indicate *no familiarity* with certain coated paper from a specified country-pair.<sup>1</sup>

Country-pair	China	Indonesia	Other countries
United States			
China			
Indonesia			
Other countries			

<sup>1</sup> For any country-pair producing certain coated paper which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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**PART IV.— CERTAIN COATED PAPER COMPARISONS --Continued**

IV-4. Do you or your customers ever specifically order certain coated paper from one country in particular over other possible sources of supply?

- ☐ No                      ☐ Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why certain coated paper from these countries are preferred over certain coated paper from other countries (please note the specific certain coated paper in your response).

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IV-5. Are certain grades/types/sizes/varieties of certain coated paper available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

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**PART IV.— CERTAIN COATED PAPER COMPARISONS --Continued**

- IV-6. (a) For the factors listed below, please rate how certain coated paper produced in each country you identified in your response to question IV-2 compare with certain coated paper produced in each of the other countries you identified (including the United States, China, and Indonesia). Please type an "X" for each quality in each comparison indicating whether the certain coated paper from the first source is superior, comparable, or inferior compared with the certain coated paper from the second source.

Quality	Certain coated paper from the United States compared to certain coated paper from China			Certain coated paper from the United States compared to certain coated paper from Indonesia			Certain coated paper from China compared to certain coated paper from Indonesia		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<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"/>
Delivery terms .....	<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"/>
Delivery time .....	<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"/>
Discounts offered .....	<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"/>
Extension of credit.....	<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"/>
Price <sup>1</sup> .....	<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"/>
Minimum quantity requirements.....	<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"/>
Packaging.....	<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"/>
Certain coated paper consistency.....	<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"/>
Quality meets industry standards.....	<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"/>
Quality exceeds industry standards .....	<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"/>
Certain coated paper range .....	<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"/>
Reliability of supply .....	<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"/>
Technical support/service .....	<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"/>
U.S. transportation costs <sup>1</sup> .....	<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"/>
Willingness or ability of supplier to engage in paper-directed-buy programs.	<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"/>
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"/>
_____	<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"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.— CERTAIN COATED PAPER COMPARISONS --Continued**

- IV-6. (b) For the factors listed below, please rate how certain coated paper produced in each country you identified in your response to question IV-2 compare with certain coated paper produced in each of the other countries you identified (including the United States, China, and Indonesia). Please type an "X" for each quality in each comparison indicating whether the certain coated paper from the first source is superior, comparable, or inferior compared with the certain coated paper from the second source.

Quality	Certain coated paper from _____ compared to certain coated paper from _____			Certain coated paper from _____ compared to certain coated paper from _____			Certain coated paper from _____ compared to certain coated paper from _____		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<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"/>
Delivery terms .....	<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"/>
Delivery time .....	<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"/>
Discounts offered .....	<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"/>
Extension of credit.....	<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"/>
Price <sup>1</sup> .....	<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"/>
Minimum quantity requirements.....	<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"/>
Packaging.....	<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"/>
Certain coated paper consistency.....	<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"/>
Quality meets industry standards.....	<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"/>
Quality exceeds industry standards .....	<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"/>
Certain coated paper range .....	<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"/>
Reliability of supply .....	<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"/>
Technical support/service .....	<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"/>
U.S. transportation costs <sup>1</sup> .....	<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"/>
Willingness or ability of supplier to engage in paper-directed-buy programs.	<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"/>
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"/>
_____	<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"/>
_____	<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"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.— CERTAIN COATED PAPER COMPARISONS --Continued**

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

☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

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

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely or never</b>
<b>China</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Indonesia</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject certain coated paper (*i.e.*, certain coated paper from countries other than China and/or Indonesia) meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely or never</b>
COUNTRY (specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
COUNTRY (specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>