

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

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than November 14, 2006

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

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

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

Email address

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 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, and/or Korea** into the United States or which are engaged in exporting **coated free sheet paper** from **China, Indonesia, and/or Korea** to the United States? Please indicate the subject source (i.e., China, Indonesia, and/or Korea) of the U.S. imports or exports to the United States.

No Yes—List the following information.

<u>Imported or exported from (subject source):</u>		<u>By (complete following)</u>
<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>
_____	_____	_____
_____	_____	_____

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

Importer of record Takes title to the imported product(s)

Consignee of the imported product(s) Customs broker or freight forwarder

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

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

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports **coated free sheet paper** under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No Yes—Please specify. _____

PART II. TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Debra Baker** (tel. no. - 202-205-3180 or e-mail - Debra.Baker@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of **coated free sheet paper** since January 1, 2003?

No

Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of **coated free sheet paper** from **China, Indonesia, and/or Korea** for delivery after September 30, 2006?

No

Yes—Indicate, for each subject source, when such orders are to be delivered and the quantities involved.

From China: _____

From Indonesia: _____

From Korea: _____

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

PART II. TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **coated free sheet paper** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed below and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China Indonesia Korea All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2003	2004	2005	2005	2006
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS: ²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003, 2004, and 2005 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No—Please explain: _____

PART II. TRADE AND RELATED INFORMATION—Continued

II-6. **U.S. SHIPMENTS OF IMPORTS by source and type of product.**—Report, by type of product, the quantity your firm's U.S. shipments of **coated free sheet paper** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed below. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China Indonesia Korea All other sources combined

Item	Calendar years			January-September	
	2003	2004	2005	2005	2006
Quantity of U.S. SHIPMENTS (in short tons)					
1. Coated free sheet paper <u>in rolls</u> that is:					
Coated on one side only ¹					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper <u>in rolls</u>					
2. Coated free sheet paper <u>in sheets</u> that is:					
Coated on one side only ²					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper <u>in sheets</u>					
3. All other coated free sheet paper (not counted above) ³					
TOTAL coated free sheet paper ⁴					
Value of U.S. SHIPMENTS (in \$1,000)					
1. Coated free sheet paper <u>in rolls</u> that is:					
Coated on one side only ¹					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper <u>in rolls</u>					
2. Coated free sheet paper <u>in sheets</u> that is:					
Coated on one side only ²					
Coated on both sides (i.e., double-sided coated)					
Total coated free sheet paper <u>in sheets</u>					
3. All other coated free sheet paper (not counted above) ³					
TOTAL coated free sheet paper ⁴					
¹ Please identify the end-uses for this product (i.e., rolls coated on one side only): _____					
² Please identify the end-uses for this product (i.e., sheets coated on one side only): _____					
³ Please identify (and describe) these products: _____					
⁴ Reconciliation of data. —Note that the quantities and values reported above should, for each subject source, equal U.S. shipments (i.e., the total of commercial shipments, internal consumption, and transfers) reported in response to question II-5. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART III.—PRICING AND RELATED INFORMATION

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

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section III-A.—PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments of coated free sheet paper to unrelated U.S. customers of the following products imported from China, Indonesia and/or Korea during January 2003-September 2006:

***Product 1.*—Coated free sheet, two-side coated sheets, text weight, 70-100 pounds basis weights, brightness levels 87 and above.**

***Product 2.*---Coated free sheet, two-side coated rolls, text weight, 70-100 pounds basis weights, brightness levels 87 and above.**

***Product 3.*--Coated free sheet, one-side-coated sheet, text weight, 70-100 pound basis weights, brightness levels of 83 and above.**

Please report separately for each product and for each country from which you import coated free sheet paper; photocopy the following page as necessary. In addition, please report separately for (1) merchant sales (e.g., sales to distributors) and (2) direct sales (e.g., sales to printers). Check the appropriate box at the top of the next page and photocopy the page as necessary.

Please note that total dollar values should be reported on both an f.o.b., U.S. point of shipment basis and on a delivered basis. F.o.b. data should NOT include U.S.-inland transportation costs while delivered data SHOULD include U.S.-inland transportation costs to your customers facility. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China, Indonesia, Korea, and/or any nonsubject source and sold by your firm to unrelated U.S. customers. Also complete a separate page for each country you import from. Report separately for merchant sales (i.s., sales to U.S. distributors) and for direct sales (i.e., sales to U.S. endusers/printers)

Merchant Sales Direct Sales
 Product 1 Product 2 Product 3

China Indonesia Korea Other: Please specify _____

<i>(Quantity in short tons, value in dollars)</i>			
Period of shipment	Quantity	F.o.b. value ²	Delivered value ³
2003:			
January-March			
April-June			
July-September			
October-December			
2004:			
January-March			
April-June			
July-September			
October-December			
2005:			
January-March			
April-June			
July-September			
October-December			
2006:			
January-March			
April-June			
July-September			
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:			
² Net f.o.b values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment (i.e., do not include U.S-inland transportation costs).			
³ Net delivered values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S-inland transportation costs).			

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

Section III-B.--PRICE-RELATED QUESTIONS

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

III-B-1. Please describe how your firm determines the prices that it charges for sales of coated free sheet paper (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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

III-B-3. What are your firm's typical sales terms for coated free sheet paper imported from China, Indonesia, and/or Korea (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its coated free sheet paper imported from China, Indonesia, and/or Korea in 2005 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-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 III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-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? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of coated free sheet paper?

Source	Share of 2005 sales	Lead time
From inventory		
Produced to order		
Total	100%	

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

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

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

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

III-B-10. Describe the end uses of the coated free sheet paper that you import from China, Indonesia, and/or Korea. For each end-use product, what percentage of the total cost is accounted for by coated free sheet paper?

<u>End use</u>	<u>Share of total cost accounted for by coated free sheet paper (percent)</u>
_____	_____
_____	_____
_____	_____

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

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

III-B-11. (a) Please list in order of importance any products that may be substituted for coated free sheet paper.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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

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

III-B-12. How has the demand within the United States (and outside the United States if known) for coated free sheet paper changed since January 1, 2003? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-B-13. Have there been any significant changes in the product range or marketing of coated free sheet paper since January 1, 2003?

No Yes--Please describe.

III-B-14. Does your firm sell coated free sheet paper over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of coated free sheet paper in 2005 accounted for by internet sales.

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

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

III-B-15. Is coated free sheet 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 products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

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

¹ For any country-pair producing coated free sheet paper which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for coated free sheet paper imported from China, Indonesia, and/or Korea during January 2003-September 2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of coated free sheet paper from China, Indonesia, and/or Korea that each of these customers accounted for in 2005.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					