

IMPORTERS' QUESTIONNAIRE
CERTAIN TISSUE PAPER PRODUCTS AND CREPE PAPER PRODUCTS FROM CHINA

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 8, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain tissue paper products and crepe paper products from China (inv. No. 731-TA-1070 (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)).

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

Has your firm imported certain tissue paper products and crepe paper products (as defined in the instruction booklet) from any country at any time since January 1, 2001?

- 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 this investigation 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 this investigation 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 this investigation 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 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 tissue paper products and/or crepe paper products from China into the United States or which are engaged in exporting tissue paper products and/or crepe paper products from China 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 tissue paper products and/or crepe paper products?

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 tissue paper products and/or crepe paper products. 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 tissue paper products and/or crepe paper products 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 tissue paper products and/or crepe paper products into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes Product _____

Bonded warehouses No Yes Product _____

I-9. Please indicate whether your firm imports tissue paper products and/or crepe paper products under the TIB (temporary importation under bond) program.

No Yes Product _____

I-10. To your knowledge, have the products subject to this investigation 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 Fred Forstall (202-205-3443 or alfred.forstall@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 tissue paper products and/or crepe paper products since January 1, 2001?

No Yes—Supply details as to the time, nature, and significance of such changes.
Use additional pages as necessary.

II-3. Has your firm imported or arranged for the importation of tissue paper products and/or crepe paper products from China for delivery after September 30, 2004?

No Yes—Indicate when such orders are to be delivered and the quantities involved.

Tissue paper _____

Crepe paper _____

II-4. If your firm also produces tissue paper products and/or crepe paper products 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-6. Comparability of domestically produced bulk tissue paper products and consumer tissue paper products (see definitions in the instructions booklet). Please identify the similarities and differences, if any, between bulk tissue paper products and consumer tissue paper products (the products) with respect to the following factors: (a) characteristics, uses, and interchangeability--describe the physical properties and specific, representative end uses of the products, including the degree, if any, to which there are overlapping end uses for the products; (b) channels of distribution--describe specific end-use or customer requirements for the products and the channel(s) of distribution through which they are sold; (c) price--provide a discussion and specific examples of prices for the products. Use additional pages as necessary.

(a) Characteristics, uses, and interchangeability: _____

(b) Channels of distribution: _____

(c) Price: _____

(d) Since January 1, 2001, has your firm imported bulk tissue paper products, consumer tissue paper products, or both?

PART II. TRADE AND RELATED INFORMATION—Continued

II-7. Please estimate the share (by quantity) of your firm's U.S. imports of consumer tissue paper in 2003 accounted for by the following. (Note: these categories are not mutually exclusive.)

(a) Specialty products (See definitions in the instruction booklet.)

China: _____ percent Other: _____ percent

(b) Club packs (See definitions in the instruction booklet.)

China: _____ percent Other: _____ percent

(c) Resealable polybags

China: _____ percent Other: _____ percent

II-8. Please estimate the share (by quantity) of your firm's U.S. imports of bulk tissue paper in 2003 accounted for by the following. (Note: these categories are not mutually exclusive.)

(a) Half-ream quantities China: _____ percent Other: _____ percent

(b) Quire-folds China: _____ percent Other: _____ percent

(c) Resealable polybags China: _____ percent Other: _____ percent

II-9. Of your firm's U.S. imports of bulk tissue paper:

(a) What is the average basis weight? China: _____ Other: _____

(b) On what basis is the bulk tissue paper sold?

China: Area (e.g. square meters/feet) Weight Other _____

Other: Area (e.g. square meters/feet) Weight Other _____

(c) Report the total weight of your firm's U.S. imports of bulk tissue paper products..

	Calendar years			January-September	
	2001	2002	2003	2003	2004
Weight (in short tons)					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-10. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **bulk tissue paper products** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire 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

All other sources combined¹

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS: ²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO RETAILERS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS/FINAL CONSUMERS (<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 2001, 2002, and 2003 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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-11. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **consumer tissue paper products** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire 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

All other sources combined¹

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
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 RETAILERS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS/FINAL CONSUMERS (<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 2001, 2002, and 2003 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? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-12. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **crepe paper products** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire 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

All other sources combined¹

(Quantity in 1,000 square meters, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS:²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO RETAILERS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS/FINAL CONSUMERS (<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 2001, 2002, and 2003 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-13. **IMPORTS FROM CHINA BY MONTH.**—Report your firm's imports of the subject merchandise from China for the specified months indicated below.

Month	Quantity of U.S. imports from China, by form / product (1,000 square meters)		
	Bulk tissue paper	Consumer tissue paper	Crepe paper
September 2003			
October 2003			
November 2003			
December 2003			
January 2004			
February 2004			
March 2004			
April 2004			
May 2004			
June 2004			
July 2004			
August 2004			

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250 or amelia.preece@usitc.gov).

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

Check here , if your U.S. firm imports tissue paper products or crepe paper products from China and sells these imported products to unrelated U.S. companies. Report the selling price data requested in section III-A.1 and then proceed to section III-B.

Check here , if your U.S. firm imports tissue paper products or crepe paper products from China and either sells these products to U.S. consumers or uses these products in connection with sales of other products to U.S. consumers. Report the purchase price data requested in section III-A.2 and then proceed to section III-B.

Section III-A-1.-SELLING 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 to unrelated U.S. companies of the following products imported from China during January 2001-September 2004:

- Product 1.**-- Tissue paper, folds, 40 sheets (20"x24-26"), white, in poly bag or band
- Product 2.**-- Tissue paper, folds, 5 sheets (20"x24-26"), solid color sheets other than specialty tissue paper products (see definition in instruction booklet), in poly bag or band
- Product 3.**-- Tissue paper, folds, 8 sheets(18"x26"), 4 print and 4 solid color sheets other than specialty tissue paper products (see definition in instruction booklet), in poly bag or band.
- Product 4.**-- Tissue paper, reams, 480-500 sheets, 20"x30", white
- Product 5.**-- Crepe paper, streamers, 1.75-2.00" width x 81 feet

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 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-1. SELLING PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and sold by your firm to unrelated U.S. companies.

Product 1 Product 2 Product 3 Product 4 Product 5

<i>(Quantity in packs, value in dollars)</i>		
Period of shipment	Quantity	FOB Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
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		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² 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.		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A-2. PURCHASE PRICE DATA—Continued

This section requests quantity and value data for your firm's direct import purchases of tissue paper or crepe paper products imported from China during January 2001-March 2004 and sold to U.S. consumers. Values should be landed, duty-paid net values at the U.S. port of entry (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods).

- Product 1.**-- Tissue paper, folds, 40 sheets (20"x24-26"), white, in poly bag or band
- Product 2.**-- Tissue paper, folds, 5 sheets (20"x24-26"), solid color sheets other than specialty tissue paper products (see definition in instruction booklet), in poly bag or band
- Product 3.**-- Tissue paper, folds, 8 sheets(18"x26"), 4 print and 4 solid color sheets other than specialty tissue paper products (see definition in instruction booklet), in poly bag or band.
- Product 4.**-- Tissue paper, reams, 480-500 sheets, 20"x30", white
- Product 5.**-- Crepe paper, streamers, 1.75-2.00" width x 81 feet

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A-2. PURCHASE PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and sold by your firm to U.S. consumers or used in connection with sales of other products to U.S. consumers. .

Product 1 Product 2 Product 3 Product 4 Product 5

<i>(Quantity in packs, value in dollars)</i>		
Period of shipment	Quantity	Delivered Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
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		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed duty-paid at the U.S. port of entry		

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

Section III-B.--PRICE-RELATED QUESTIONS

PLEASE NOTE THAT THE QUESTIONS IN THIS SECTION OF THE QUESTIONNAIRE (PAGES 15-21) REFER TO BOTH TISSUE PAPER PRODUCTS AND CREPE PAPER PRODUCTS. IF THE ANSWERS TO THE QUESTIONS IN THIS SECTION DIFFER BY PRODUCT TYPE (I.E., TISSUE PAPER OR CREPE PAPER), OR IF THE ANSWERS DIFFER BY END USER (I.E., CONSUMER TISSUE PAPER OR BULK TISSUE PAPER (AS DEFINED IN THE INSTRUCTION BOOKLET)), PLEASE COPY THESE PAGES AS NECESSARY AND CHECK THE APPROPRIATE BOXES BELOW.

- Consumer tissue paper products**
- Bulk tissue paper products**
- Crepe paper products**

III-B-1. Please describe how your firm determines the prices that it charges for sales of tissue paper products and/or crepe paper products (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 tissue paper products and/or crepe paper products imported from China (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 tissue paper products and/or crepe paper products imported from China in 2003 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	

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

Section III-B.--PRICE-RELATED QUESTIONS

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? _____

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 tissue paper products and/or crepe paper products?

Source	Share of 2003 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 tissue paper products and/or crepe paper products 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.

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-9. What is the geographic market area in the United States served by your firm's tissue paper products and/or crepe paper products?

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

III-B-10. (a) Please list in order of importance any products that may be substituted for tissue paper products and/or crepe paper products.

(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 tissue paper products and/or crepe paper products?

- No Yes--To what degree do changes in their prices affect the prices for tissue paper products and/or crepe paper products? 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 tissue paper product and/or crepe paper product or final end use?

III-B-11. How has the demand within the United States (and outside the United States if known) for tissue paper products and/or crepe paper products changed since January 1, 2001? What principal factors affect changes in demand?

- Unchanged Increased Decreased

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

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

III-B-12. Have there been any significant changes in the product range or marketing of tissue paper products and/or crepe paper products since January 1, 2001?

- No Yes--Please describe.

III-B-13. (a) Does your firm sell tissue paper products and/or crepe paper products over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of tissue paper products and/or crepe paper products in 2003 accounted for by internet sales.

III-B-14. Please report the total number of distinct products represented by your firm's imports of the subject product. A product is considered distinct based on differences in the number and/or size of sheets in the package and/or the combination of different colors and/or patterns.

	Bulk tissue	Consumer tissue	Crepe paper
2003			
January-September 2004			

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

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

III-B-15. (b) For each internet sale/reverse auction in which your firm participated, please provide the following information (attach additional pages if necessary):

a) What was the name of the company sponsoring the auction? _____

b) When did the auction take place? _____

c) Which tissue paper products and/or crepe paper products were being purchased through the auction?

d) When were the tissue paper products and/or crepe paper products to be shipped to the purchaser?

e) What were the quantities of each tissue paper product and/or crepe paper product being purchased?

f) What were your opening and final bids on each tissue paper product and/or crepe paper product?

g) Who was the winning bidder and what was the winning bid, if known, on each tissue paper product and/or crepe paper product? _____

h) If your firm did not win, please explain why you did not bid any lower.

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

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

III-B-16. Are tissue paper products and/or crepe paper products 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 "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair producing tissue paper products and/or crepe paper products 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-B.--PRICE-RELATED QUESTIONS--Continued

III-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between tissue paper products and/or crepe paper products produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of tissue paper products and/or crepe paper products, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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 tissue paper products and crepe paper products imported from China during January 2001-September 2004. 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 tissue paper products and crepe paper products from China that each of these customers accounted for in 2003 (**copy this page if necessary**).

Bulk tissue paper products Consumer tissue paper products

Crepe paper products

19	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
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