

## U.S. PRODUCERS' QUESTIONNAIRE

### CERTAIN LIGHTWEIGHT THERMAL PAPER FROM CHINA AND GERMANY

**This questionnaire must be received by the Commission by no later than August 15, 2008**

*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 duty and antidumping investigations concerning certain lightweight thermal paper from China and Germany (Inv. Nos. 701-TA-451 and 731-TA-1126-1127 (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)).

|  |
|--|
| <b>Name of firm</b> _____  |
| <b>Address</b> _____   |
| <b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____   |
| <b>World Wide Web address</b> _____  |
| Has your firm produced certain lightweight thermal paper ("certain LW thermal paper") (as defined in the instruction booklet) at any time since January 1, 2005? For purposes of this questionnaire, you should consider your firm a "producer" if your firm makes and coats base paper, just coats base paper, or performs conversion operations (i.e., slitting and/or printing operations). |
| <input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission.)   |
| <input type="checkbox"/> <b>YES</b> (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. (If you do not consent to such use, please note the certification accordingly.)*

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

|   |  |                                |
|---|--|--------------------------------|
| _____<br><i>Name of Authorized Official</i> | _____<br><i>Title of Authorized Official</i> | _____<br><i>Date</i>           |
| _____<br><i>Signature</i>                   | _____<br><i>Phone: ( )</i>                   | _____<br><i>E-mail address</i> |
|   | _____<br><i>Fax ( )</i>                      |                                |

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

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

\_\_\_\_\_hours \_\_\_\_\_dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

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

China:

Support     Oppose     Take no position

Germany:

Support     Oppose     Take no position

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

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

No       Yes--List the following information

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

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

No       Yes--List the following information

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain LW thermal paper?

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

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

Further information on this part of the questionnaire can be obtained from Christopher Cassise (202-708-5408, [chris.cassise@usitc.gov](mailto:chris.cassise@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 number 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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of certain LW thermal paper since January 1, 2005?

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

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

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

No       Yes--List the following information.

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

| (Quantity in short tons)   |                |      |      |              |      |
|--|----------------|------|------|--------------|------|
| Item   | Calendar years |      |      | January-June |      |
|  | 2005           | 2006 | 2007 | 2007         | 2008 |
| Annual capacity for all products   |                |      |      |              |      |
| Production of:   |                |      |      |              |      |
| LW thermal paper (subject product) <sup>1</sup>                            |                |      |      |              |      |
| Other point of sale thermal paper over 70 g/m <sup>2</sup> in basis weight |                |      |      |              |      |
| Other thermal paper  |                |      |      |              |      |
| Other _____  |                |      |      |              |      |
| Other _____  |                |      |      |              |      |

<sup>1</sup> Reported production of LW thermal paper should equal production reported in question II-9 below.

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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

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

II-5. Does your firm produce other products using the same production and related workers employed to produce certain LW thermal paper?

No             Yes--List the following information.

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

Products produced using the same workers and share of total production in 2007 (in percent):

| <u>Product</u>                  | <u>Percent</u> | <u>Product</u> | <u>Percent</u> |
|---------------------------------|----------------|----------------|----------------|
| <u>Certain LW thermal paper</u> | _____          | _____          | _____          |
| _____                           | _____          | _____          | _____          |
| _____                           | _____          | _____          | _____          |
| _____                           | _____          | _____          | _____          |

II-6. Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain LW thermal paper?

No             Yes--Name firm(s): \_\_\_\_\_

II-7. Does your firm produce certain LW thermal paper in a foreign trade zone (FTZ)?

No             Yes--Identify FTZ(s): \_\_\_\_\_.

II-8. Since January 1, 2005, has your firm imported certain LW thermal paper? Your firm "imports" only if your firm ordinarily is the U.S. importer of record or consignee.

No             Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-9a. **U.S. producers of jumbo rolls:** Report your firm's production capacity, production, shipments, inventories, and employment related to the production of jumbo rolls of certain LW thermal paper in your U.S. establishment(s) during the specified periods. *U.S. producers of jumbo rolls are producers who conduct coating operations in the United States. Coaters that also perform conversion operations, such as slitting and packaging, on the jumbo rolls that they produce in the United States should report data for all operations (both coating and conversion) in this table, and should not complete table II-9b. Table II-9b is reserved for those firms who exclusively slit and package jumbo rolls that are purchased or imported.*

| Quantity (in short tons) and value (in \$1,000)  |                |      |      |              |      |
|--|----------------|------|------|--------------|------|
| Item   | Calendar years |      |      | January-June |      |
|  | 2005           | 2006 | 2007 | 2007         | 2008 |
| Average production capacity <sup>1</sup> (quantity)  |                |      |      |              |      |
| Beginning-of-period inventories (quantity)   |                |      |      |              |      |
| Production (quantity)  |                |      |      |              |      |
| <b>U.S. shipments:</b>   |                |      |      |              |      |
| <b>Commercial shipments:</b>   |                |      |      |              |      |
| Quantity of commercial shipments   |                |      |      |              |      |
| Value of commercial shipments  |                |      |      |              |      |
| <b>Internal consumption:</b>   |                |      |      |              |      |
| Quantity of internal consumption   |                |      |      |              |      |
| Value <sup>2</sup> of internal consumption   |                |      |      |              |      |
| <b>Transfers to related firms:</b>   |                |      |      |              |      |
| Quantity of transfers  |                |      |      |              |      |
| Value <sup>2</sup> of transfers  |                |      |      |              |      |
| <b>Export shipments:<sup>3</sup></b>   |                |      |      |              |      |
| Quantity of exports  |                |      |      |              |      |
| Value of exports   |                |      |      |              |      |
| End-of-period inventories <sup>4</sup> (quantity)  |                |      |      |              |      |
| <b>Channels of distribution:</b>   |                |      |      |              |      |
| U.S. shipments to distributors (quantity)  |                |      |      |              |      |
| U.S. shipments to end users (quantity)   |                |      |      |              |      |
| <b>Employment data:</b>  |                |      |      |              |      |
| Average number of PRWs (number)  |                |      |      |              |      |
| Hours worked by PRWs (1,000 hours)   |                |      |      |              |      |
| Wages paid to PRWs (value)   |                |      |      |              |      |
| <sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).<br><hr/>           |                |      |      |              |      |
| <sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, <i>et cetera</i> ) and provide value data using that basis for 2005, 2006, 2007, below:<br><hr/> |                |      |      |              |      |
| <sup>3</sup> Identify your principal export markets: _____<br>   |                |      |      |              |      |
| <sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?<br>   |                |      |      |              |      |
| <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____  |                |      |      |              |      |

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

II-9b. **U.S. converters:** Report your firm's production capacity, production, shipments, inventories, and employment related to the conversion of jumbo rolls into downstream certain LW thermal paper products in your U.S. establishment(s) during the specified periods. *This table is for those firms who exclusively slit and package jumbo rolls that are purchased or imported. Coaters that also perform slitting and packaging operations on jumbo rolls they produce in the United States should use table II-9a.*

| Quantity (in short tons) and value (in \$1,000)  |                |      |      |              |      |
|--|----------------|------|------|--------------|------|
| Item   | Calendar years |      |      | January-June |      |
|  | 2005           | 2006 | 2007 | 2007         | 2008 |
| Average production capacity <sup>1</sup> (quantity)  |                |      |      |              |      |
| Beginning-of-period inventories (quantity)   |                |      |      |              |      |
| <b>Production from--</b>   |                |      |      |              |      |
| U.S. produced jumbo rolls (quantity)   |                |      |      |              |      |
| Foreign-sourced jumbo rolls (quantity)   |                |      |      |              |      |
| <b>U.S. shipments:</b>   |                |      |      |              |      |
| <b>Commercial shipments:</b>   |                |      |      |              |      |
| Quantity of commercial shipments   |                |      |      |              |      |
| Value of commercial shipments  |                |      |      |              |      |
| <b>Internal consumption:</b>   |                |      |      |              |      |
| Quantity of internal consumption   |                |      |      |              |      |
| Value <sup>2</sup> of internal consumption   |                |      |      |              |      |
| <b>Transfers to related firms:</b>   |                |      |      |              |      |
| Quantity of transfers  |                |      |      |              |      |
| Value <sup>2</sup> of transfers  |                |      |      |              |      |
| <b>Export shipments:<sup>3</sup></b>   |                |      |      |              |      |
| Quantity of exports  |                |      |      |              |      |
| Value of exports   |                |      |      |              |      |
| End-of-period inventories <sup>4</sup> (quantity)  |                |      |      |              |      |
| <b>Channels of distribution:</b>   |                |      |      |              |      |
| U.S. shipments to distributors (quantity)  |                |      |      |              |      |
| U.S. shipments to end users (quantity)   |                |      |      |              |      |
| <b>Employment data:</b>  |                |      |      |              |      |
| Average number of PRWs (number)  |                |      |      |              |      |
| Hours worked by PRWs (1,000 hours)   |                |      |      |              |      |
| Wages paid to PRWs (value)   |                |      |      |              |      |
| <sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).<br><hr/>           |                |      |      |              |      |
| <sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, <i>et cetera</i> ) and provide value data using that basis for 2005, 2006, 2007, below:<br><hr/> |                |      |      |              |      |
| <sup>3</sup> Identify your principal export markets: _____.<br>  |                |      |      |              |      |
| <sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?<br>   |                |      |      |              |      |
| <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____  |                |      |      |              |      |

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

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-11. Other than direct imports, has your firm otherwise purchased certain LW thermal paper since January 1, 2005? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods. Report both purchases of jumbo rolls and pre-slit rolls, and indicate next to each figure reported whether the figure is for jumbo rolls or pre-slit rolls.<sup>1</sup>

| <i>(Quantity in short tons, value in \$1,000)</i>  |                |      |      |              |      |
|--|----------------|------|------|--------------|------|
| Item   | Calendar years |      |      | January-June |      |
|  | 2005           | 2006 | 2007 | 2007         | 2008 |
| <b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CERTAIN LW THERMAL PAPER FROM--</b>  |                |      |      |              |      |
| <b>China:</b>  |                |      |      |              |      |
| <i>Quantity</i>  |                |      |      |              |      |
| <i>Value</i>   |                |      |      |              |      |
| <b>Germany:</b>  |                |      |      |              |      |
| <i>Quantity</i>  |                |      |      |              |      |
| <i>Value</i>   |                |      |      |              |      |
| <b>All other countries:</b>  |                |      |      |              |      |
| <i>Quantity</i>  |                |      |      |              |      |
| <i>Value</i>   |                |      |      |              |      |
| <b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>  |                |      |      |              |      |
| <i>Quantity</i>  |                |      |      |              |      |
| <i>Value</i>   |                |      |      |              |      |
| <b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>   |                |      |      |              |      |
| <i>Quantity</i>  |                |      |      |              |      |
| <i>Value</i>   |                |      |      |              |      |
| <sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.   |                |      |      |              |      |
| <hr/>  |                |      |      |              |      |
| <sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. |                |      |      |              |      |
| <hr/>  |                |      |      |              |      |
| <hr/>  |                |      |      |              |      |



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

II-12. **COMPARABILITY OF CERTAIN LW THERMAL PAPER IN JUMBO ROLL FORM AND CONVERTED FORM.**--Please describe the differences and similarities in certain LW thermal paper in jumbo roll form and converted form for the following factors:

**(a) Whether the upstream article is dedicated to the production of the downstream article (i.e., what percentage of jumbo rolls is used in the production of downstream products):**

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**(b) Whether there are perceived to be separate markets for the upstream and downstream articles:**

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**(c) Differences in the physical characteristics and functions of the upstream and downstream articles:**

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**(d) Differences in the cost or value of the vertically differentiated articles:**

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**(e) Significance and extent of the processes used to transform the upstream into the downstream article:**

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

II-13. **COMPARABILITY OF CERTAIN LW THERMAL PAPER AND OTHER THERMAL PAPER.**--Please describe the differences and similarities in certain LW thermal paper and other thermal paper (see definitions for each in the instructions) for the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical/chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two thermal paper products. Use additional pages as necessary.

***CERTAIN LW THERMAL PAPER vs. OTHER THERMAL PAPER***

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**Business Proprietary**

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

II-14. Please provide a discussion of the technical expertise involved in your firms' U.S. production-related activities, by stage of production (e.g., paper production, blending, coating, slitting). Use additional pages as necessary.

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II-15. If your firm is a coater, what percentage, by weight, of the paper you coated in 2007 was made from base paper that your firm or an affiliated company produced? Also provide separate percentages for 48 and 55 gram paper.

\_\_\_\_\_ %      \_\_\_\_\_ % (48 gram)      \_\_\_\_\_ % (55 gram)

II-16. Does your firm produce certain LW thermal paper with a basis weight of 48 g/m<sup>2</sup>?

No       Yes—On what date did your firm commence production of this product?  
\_\_\_\_\_

II-17. Please provide the quantity and value of your firm's U.S. shipments of certain LW thermal paper by basis weight whether in jumbo roll or slitted form.

| <b>(Quantity in short tons, value in \$1,000)</b>                               |                       |             |             |                     |             |
|---|-----------------------|-------------|-------------|---------------------|-------------|
| <b>Item</b>   | <b>Calendar years</b> |             |             | <b>January-June</b> |             |
|   | <b>2005</b>           | <b>2006</b> | <b>2007</b> | <b>2007</b>         | <b>2008</b> |
| <b>Jumbo rolls</b>  |                       |             |             |                     |             |
| <b>U.S. shipments of 45 g/m<sup>2</sup> or 48 g/m<sup>2</sup> thermal paper</b> |                       |             |             |                     |             |
| Quantity of U.S. shipments  |                       |             |             |                     |             |
| Value of U.S. shipments   |                       |             |             |                     |             |
| <b>U.S. shipments of 55 g/m<sup>2</sup> gram thermal paper</b>                  |                       |             |             |                     |             |
| Quantity of U.S. shipments  |                       |             |             |                     |             |
| Value of U.S. shipments   |                       |             |             |                     |             |
| <b>Slit rolls</b>   |                       |             |             |                     |             |
| <b>U.S. shipments of 45 g/m<sup>2</sup> or 48 g/m<sup>2</sup> thermal paper</b> |                       |             |             |                     |             |
| Quantity of U.S. shipments  |                       |             |             |                     |             |
| Value of U.S. shipments   |                       |             |             |                     |             |
| <b>U.S. shipments of 55 g/m<sup>2</sup> gram thermal paper</b>                  |                       |             |             |                     |             |
| Quantity of U.S. shipments  |                       |             |             |                     |             |
| Value of U.S. shipments   |                       |             |             |                     |             |

***Business Proprietary***

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, mary.klir@usitc.gov ).

III-1. Who should be contacted regarding the requested financial information?

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

( ) \_\_\_\_\_  
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
If your fiscal year changed during the period examined, explain below: \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include certain LW thermal paper: \_\_\_\_\_
- 2. Does your firm prepare profit/loss statements for certain LW thermal paper:  
 Yes  No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,  unaudited,  annual reports,  10Ks,  10Qs,  
 Monthly,  quarterly,  semi-annually,  annually
- 4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain LW thermal paper, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, *et cetera*).

\_\_\_\_\_  
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***Business Proprietary***

**PART III.--FINANCIAL INFORMATION--Continued**

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain LW thermal paper, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

| <u>Product</u> | <u>Share of sales</u> | <u>Product</u> | <u>Share of sales</u> |
|----------------|-----------------------|----------------|-----------------------|
| _____          | _____                 | _____          | _____                 |
| _____          | _____                 | _____          | _____                 |

III-6. Does your company receive inputs (raw materials, labor, energy or any other services) used in the production of certain LW thermal paper from any related company?

Yes—Continue to question III-7 below.       No—Continue to question III-10 below.

III-7. Other products.-- In the space provided below, identify the inputs related to the production of certain LW thermal paper that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

| <u>Input</u> | <u>Related Party</u> |
|--------------|----------------------|
| _____        | _____                |
| _____        | _____                |
| _____        | _____                |
| _____        | _____                |

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below.       No—Continue to question III-10 below.

**PART III.--FINANCIAL INFORMATION--Continued**

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11a and III-11b (Operations on certain LW thermal paper); i.e., costs reported in question III-11a and III-11b, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes       No

III-10. For each annual period for which financial results are reported in question III-11a and III-11b, please provide in the space below details of the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's certain LW thermal paper operations.

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**Business Proprietary**

**PART III.--FINANCIAL INFORMATION--Continued**

III-11a. U.S. manufacturers' operations on the production of jumbo rolls of certain LW thermal paper.-- Report the revenue and related cost information requested below on the certain LW thermal paper operations of your U.S. establishment(s).<sup>1</sup> **Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.**<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. *Coaters that also perform conversion operations, such as slitting and packaging, on the jumbo rolls that they produce in the United States should report data for all operations (both coating and conversion) in this table, and should not complete table III-11b*

| Item   | Fiscal years ended-- |      |      | January-June |      |
|--|----------------------|------|------|--------------|------|
|  | 20__                 | 20__ | 20__ | 2007         | 2008 |
| <b>Net sales quantities:</b> <sup>3</sup>  |                      |      |      |              |      |
| Commercial sales   |                      |      |      |              |      |
| Internal consumption   |                      |      |      |              |      |
| Transfers to related firms   |                      |      |      |              |      |
| Total net sales quantities   |                      |      |      |              |      |
| <b>Net sales values:</b> <sup>3</sup>  |                      |      |      |              |      |
| Commercial sales   |                      |      |      |              |      |
| Internal consumption   |                      |      |      |              |      |
| Transfers to related firms   |                      |      |      |              |      |
| Total net sales values   |                      |      |      |              |      |
| <b>Cost of goods sold (COGS):</b> <sup>4</sup>   |                      |      |      |              |      |
| Raw materials  |                      |      |      |              |      |
| Direct labor   |                      |      |      |              |      |
| Other factory costs  |                      |      |      |              |      |
| Total COGS   |                      |      |      |              |      |
| <b>Gross profit or (loss)</b>  |                      |      |      |              |      |
| <b>Selling, general, and administrative (SG&amp;A) expenses:</b>   |                      |      |      |              |      |
| Selling expenses   |                      |      |      |              |      |
| General and administrative expenses  |                      |      |      |              |      |
| Total SG&A expenses  |                      |      |      |              |      |
| <b>Operating income (loss)</b>   |                      |      |      |              |      |
| <b>Other income and expenses:</b>  |                      |      |      |              |      |
| Interest expense   |                      |      |      |              |      |
| All other expense items  |                      |      |      |              |      |
| All other income items   |                      |      |      |              |      |
| All other income or expenses, net  |                      |      |      |              |      |
| <b>Net income or (loss) before income taxes</b>  |                      |      |      |              |      |
| <b>Depreciation/amortization included above</b>  |                      |      |      |              |      |
| <sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.<br><sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.<br><sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.<br><sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms. |                      |      |      |              |      |

**Business Proprietary**

**PART III.--FINANCIAL INFORMATION--Continued**

III-11b. U.S. converters' operations on certain LW thermal paper.--Report the revenue and related cost information requested below on the certain LW thermal paper operations of your U.S. establishment(s).<sup>1</sup> **Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.**<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. *This table is for those firms who exclusively slit and package jumbo rolls that are purchased or imported. Coaters that also perform slitting and packaging on the jumbo rolls they produce in the United States should use table III-11a.*

| Item   | Fiscal years ended-- |      |      | January-June |      |
|--|----------------------|------|------|--------------|------|
|  | 20__                 | 20__ | 20__ | 2007         | 2008 |
| <b>Net sales quantities:</b> <sup>3</sup>  |                      |      |      |              |      |
| Commercial sales   |                      |      |      |              |      |
| Internal consumption   |                      |      |      |              |      |
| Transfers to related firms   |                      |      |      |              |      |
| Total net sales quantities   |                      |      |      |              |      |
| <b>Net sales values:</b> <sup>3</sup>  |                      |      |      |              |      |
| Commercial sales   |                      |      |      |              |      |
| Internal consumption   |                      |      |      |              |      |
| Transfers to related firms   |                      |      |      |              |      |
| Total net sales values   |                      |      |      |              |      |
| <b>Cost of goods sold (COGS):</b> <sup>4</sup>   |                      |      |      |              |      |
| Raw materials  |                      |      |      |              |      |
| Direct labor   |                      |      |      |              |      |
| Other factory costs  |                      |      |      |              |      |
| Total COGS   |                      |      |      |              |      |
| <b>Gross profit or (loss)</b>  |                      |      |      |              |      |
| <b>Selling, general, and administrative (SG&amp;A) expenses:</b>   |                      |      |      |              |      |
| Selling expenses   |                      |      |      |              |      |
| General and administrative expenses  |                      |      |      |              |      |
| Total SG&A expenses  |                      |      |      |              |      |
| <b>Operating income (loss)</b>   |                      |      |      |              |      |
| <b>Other income and expenses:</b>  |                      |      |      |              |      |
| Interest expense   |                      |      |      |              |      |
| All other expense items  |                      |      |      |              |      |
| All other income items   |                      |      |      |              |      |
| All other income or expenses, net  |                      |      |      |              |      |
| <b>Net income or (loss) before income taxes</b>  |                      |      |      |              |      |
| <b>Depreciation/amortization included above</b>  |                      |      |      |              |      |
| <sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.<br><sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.<br><sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.<br><sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms. |                      |      |      |              |      |



**Business Proprietary**

**PART III.--FINANCIAL INFORMATION--Continued**

III-12. For U.S. converters – Value added: For the reported raw material costs in question III-11b, please provide the percentage of total raw material costs that reflect U.S. content (raw material inputs purchased from U.S. producers) and the percentage of total raw material costs that reflect foreign content (directly imported or purchased imports of raw material inputs) for your most recently completed fiscal year.

| <b>(Percent)</b>   |                                |
|--|--------------------------------|
| <b>Item</b>  | <b>Fiscal year ended--20__</b> |
|  |                                |
| <b>Raw material costs:</b>   |                                |
| U.S. content – jumbo rolls   |                                |
| U.S. content - other than jumbo rolls <sup>1</sup>                                       |                                |
| Foreign content <sup>2</sup>   |                                |
| Total  | 100                            |
| <sup>1</sup> Please identify the other raw materials sourced in the United States: _____ |                                |
| <sup>2</sup> Please identify the raw materials and the country source(s): _____          |                                |

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain LW thermal paper. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs). Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

| <b>Value (in \$1,000)</b>  |                             |      |      |
|--|-----------------------------|------|------|
| <b>Item</b>  | <b>Fiscal years ended--</b> |      |      |
|  | 20__                        | 20__ | 20__ |
| <b>Assets associated with the production, warehousing, and sale of certain LW thermal paper:</b> |                             |      |      |
| <b>1. Current assets:</b>  |                             |      |      |
| A. Cash and equivalents  |                             |      |      |
| B. Accounts receivable, net  |                             |      |      |
| C. Inventories (finished goods)  |                             |      |      |
| D. Inventories (raw materials and work in process)   |                             |      |      |
| E. Other (describe: _____)   |                             |      |      |
| F. Total current assets (lines 1.A. through 1.E.)  |                             |      |      |
| <b>2. Property, plant, and equipment</b>   |                             |      |      |
| A. Original cost of property, plant, and equipment   |                             |      |      |
| B. Less: Accumulated depreciation  |                             |      |      |
| C. Equals: Book value of property, plant, and equipment  |                             |      |      |
| <b>3. Other non-current assets (describe: _____)</b>   |                             |      |      |
| <b>4. Total assets (lines 1.F, 2.C, and 3)</b>   |                             |      |      |

**Business Proprietary**

**PART III.--FINANCIAL INFORMATION--Continued**

III-14a. Capital expenditures and research and development expenditures.—Report your firm’s capital expenditures and research and development expenditures on certain LW thermal paper. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| Item   | Fiscal years ended-- |           |           | January-June |             |
|--|----------------------|-----------|-----------|--------------|-------------|
|  | <u>20</u>            | <u>20</u> | <u>20</u> | <b>2007</b>  | <b>2008</b> |
| <b>Capital expenditures</b>                  |                      |           |           |              |             |
| <b>Research and development expenditures</b> |                      |           |           |              |             |

III-14b. Please describe the major capital expenditures and research and development expenditures in the data provided above. If the expenditures relate to specific fiscal years, please so state.

Capital expenditures:

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Research and development expenditures:

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For the next two questions, please indicate whether your response differs for particular subject countries.

III-15. Since **January 1, 2005**, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts, or the scale of its capital investments as a result of imports of certain LW thermal paper from China and Germany?

No                       Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) \_\_\_\_\_

III-16. Does your firm anticipate any negative impact of imports of certain LW thermal paper from China and Germany?

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

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088, nancy.bryan@usitc.gov).

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

Company contact:

\_\_\_\_\_  
Name and title

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

Phone number

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

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's purchases and your firm's U.S. shipments to unrelated U.S. customers of the following certain LW thermal paper products during **January 2005 to June 2008**:

**Product 1.**--Thermal paper in jumbo rolls, with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of greater than 50 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, not printed on the non-thermal coated side, standard sensitivity.

**Product 2.**-- Thermal paper in jumbo rolls, with a target caliper of less than 2.2 (less than 55.9 microns), with a target basis weight of up to 50 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, not printed on the non-thermal coated side, standard sensitivity.

**Product 3.**— Thermal paper in jumbo rolls, with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of greater than 50 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, not printed on the non-thermal coated side, "high" sensitivity.

**Product 4.**— Thermal paper in slit rolls, with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of greater than 50 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 230 (+/- 10) feet, printed with one color on the non-thermal coated side.

**Product 5.**— Thermal paper in slit rolls, with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of greater than 50 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 230 (+/- 10) feet, without printing on the non-thermal coated side.

**Product 6.**— Thermal paper in slit rolls, with a target caliper of 2.2 to 2.5 mils (55.9 to 63.5 microns), with a target basis weight of greater than 50 g/m<sup>2</sup> and up to 60 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 273 (+/- 10) feet, without printing on the non-thermal coated side.

**Product 7.**— Thermal paper in slit rolls, with a target caliper of less than 2.2 (less than 55.9 microns), with a target basis weight of up to 50 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 230 (+/- 10) feet, without printing on the non-thermal coated side.

**Product 8.**— Thermal paper in slit rolls, with a target caliper of less than 2.2 (less than 55.9 microns), with a target basis weight of up to 50 g/m<sup>2</sup>, not top-coated, white/non-colored paper, black image color, standard sensitivity, measuring 3-1/8 (+/- 1/16) inch by 273 (+/- 10) feet, without printing on the non-thermal coated side.

Please report quantity in m.s.f., or thousands of square feet.

Please note that total dollar values should reflect the FINAL NET amount (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

Please report separately for:

(1) sales on an f.o.b. basis, from your U.S. point of shipment, *not* including U.S.-inland transportation costs. Any transportation costs from the last location where your manufacturing activities take place (i.e., coating line or slitting/printing facility) to a distribution warehouse *should not* be included in the f.o.b. price.

(2) sales on a delivered basis to your final customer, including U.S.-inland transportation costs to your customer's facility.

**CONVERTERS SHOULD ALSO FILL OUT AND RETURN A PURCHASERS' QUESTIONNAIRE**

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

IV-2. Complete this page for each of the specified products<sup>1</sup> produced by your firm and sold to unrelated U.S. customers, both on an f.o.b. and delivered basis.

**Products 1-4**

| <i>(Quantity in msf,<sup>2</sup> value in dollars)</i> |                        |                           |                              |                        |                           |                              |
|--|------------------------|---------------------------|------------------------------|------------------------|---------------------------|------------------------------|
|  | Quantity               | F.o.b. Value <sup>3</sup> | Delivered Value <sup>4</sup> | Quantity               | F.o.b. Value <sup>3</sup> | Delivered Value <sup>4</sup> |
|  | Product 1 <sup>5</sup> |                           |                              | Product 2 <sup>5</sup> |                           |                              |
| <b>2005:</b> Jan-Mar                                   |                        |                           |                              |                        |                           |                              |
| April-June   |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec  |                        |                           |                              |                        |                           |                              |
| <b>2006:</b> Jan-Mar                                   |                        |                           |                              |                        |                           |                              |
| April-June   |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec  |                        |                           |                              |                        |                           |                              |
| <b>2007:</b> Jan-Mar                                   |                        |                           |                              |                        |                           |                              |
| April-June   |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec  |                        |                           |                              |                        |                           |                              |
| <b>2008:</b> Jan-Mar                                   |                        |                           |                              |                        |                           |                              |
| April-June   |                        |                           |                              |                        |                           |                              |
|  | Product 3 <sup>5</sup> |                           |                              | Product 4 <sup>5</sup> |                           |                              |
| <b>2005:</b> Jan-Mar                                   |                        |                           |                              |                        |                           |                              |
| April-June   |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec  |                        |                           |                              |                        |                           |                              |
| <b>2006:</b> Jan-Mar                                   |                        |                           |                              |                        |                           |                              |
| April-June   |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec  |                        |                           |                              |                        |                           |                              |
| <b>2007:</b> Jan-Mar                                   |                        |                           |                              |                        |                           |                              |
| April-June   |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec  |                        |                           |                              |                        |                           |                              |
| <b>2008:</b> Jan-Mar                                   |                        |                           |                              |                        |                           |                              |
| April-June   |                        |                           |                              |                        |                           |                              |

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Thousands of square feet.

<sup>3</sup> Net f.o.b. values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>4</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, 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).

<sup>5</sup> For each of the products for which you are reporting data, identify the producer of the product and model number, and, if available, provide the production information and manufacturer's specifications for that product used in the normal course of business:

Product 1: \_\_\_\_\_ Product 2: \_\_\_\_\_ Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product in the space provided above, including identification of the producer of the product and the model number, and, if available, provide the product information sheet and manufacturer's specifications for that product used in the normal course of business.

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

IV-2. Complete this page for each of the specified products<sup>1</sup> produced by your firm and sold to unrelated U.S. customers, both on an f.o.b. and delivered basis.

**Products 5-8**

| (Quantity in msf, <sup>2</sup> value in dollars) |                        |                           |                              |                        |                           |                              |
|--|------------------------|---------------------------|------------------------------|------------------------|---------------------------|------------------------------|
|  | Quantity               | F.o.b. Value <sup>3</sup> | Delivered Value <sup>4</sup> | Quantity               | F.o.b. Value <sup>3</sup> | Delivered Value <sup>4</sup> |
|  | Product 5 <sup>5</sup> |                           |                              | Product 6 <sup>5</sup> |                           |                              |
| <b>2005:</b> Jan-Mar                             |                        |                           |                              |                        |                           |                              |
| April-June                                       |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec                                      |                        |                           |                              |                        |                           |                              |
| <b>2006:</b> Jan-Mar                             |                        |                           |                              |                        |                           |                              |
| April-June                                       |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec                                      |                        |                           |                              |                        |                           |                              |
| <b>2007:</b> Jan-Mar                             |                        |                           |                              |                        |                           |                              |
| April-June                                       |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec                                      |                        |                           |                              |                        |                           |                              |
| <b>2008:</b> Jan-Mar                             |                        |                           |                              |                        |                           |                              |
| April-June                                       |                        |                           |                              |                        |                           |                              |
|  | Product 7 <sup>5</sup> |                           |                              | Product 8 <sup>5</sup> |                           |                              |
| <b>2005:</b> Jan-Mar                             |                        |                           |                              |                        |                           |                              |
| April-June                                       |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec                                      |                        |                           |                              |                        |                           |                              |
| <b>2006:</b> Jan-Mar                             |                        |                           |                              |                        |                           |                              |
| April-June                                       |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec                                      |                        |                           |                              |                        |                           |                              |
| <b>2007:</b> Jan-Mar                             |                        |                           |                              |                        |                           |                              |
| April-June                                       |                        |                           |                              |                        |                           |                              |
| July-Sept  |                        |                           |                              |                        |                           |                              |
| October-Dec                                      |                        |                           |                              |                        |                           |                              |
| <b>2008:</b> Jan-Mar                             |                        |                           |                              |                        |                           |                              |
| April-June                                       |                        |                           |                              |                        |                           |                              |

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Thousands of square feet.

<sup>3</sup> Net f.o.b. values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>4</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, 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).

<sup>5</sup> For each of the products for which you are reporting data, identify the producer of the product and model number, and, if available, provide the production information and manufacturer's specifications for that product used in the normal course of business:

Product 5: \_\_\_\_\_ Product 6: \_\_\_\_\_ Product 7: \_\_\_\_\_ Product 8: \_\_\_\_\_

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product in the space provided above, including identification of the producer of the product and the model number, and, if available, provide the product information sheet and manufacturer's specifications for that product used in the normal course of business.

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

IV-3. Please describe how your firm determines the prices that it charges for sales of certain LW thermal 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.

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IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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IV-5. What are your firm's typical sales terms for its U.S.-produced certain LW thermal paper (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of domestic certain LW thermal paper usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

IV-6. Approximately what share of your firm's sales of its U.S.-produced certain LW thermal paper in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

| <u>Type of sale</u>  | <u>Share of sales (percent)</u> |
|----------------------|---------------------------------|
| Long term contracts  | _____                           |
| Short term contracts | _____                           |
| Spot sales           | _____                           |

IV-7. 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? \_\_\_\_\_

IV-8. 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? \_\_\_\_\_

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

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced certain LW thermal paper?

| <u>Source</u>     | <u>Share of sales,<br/>2007</u> | <u>Lead time</u> |
|-------------------|---------------------------------|------------------|
| From inventory    | _____                           | _____            |
| Produced to order | _____                           | _____            |
| <b>Total</b>      | <b>100 %</b>                    | _____            |

IV-10. (a) What was the approximate percentage of the total delivered cost of certain LW thermal paper from your firm's U.S. point of shipment that was accounted for by U.S. inland transportation costs in:

2005 \_\_\_\_\_%    2006 \_\_\_\_\_%    2007 \_\_\_\_\_%    Jan-June 2008 \_\_\_\_\_%

(b) What is your firm's U.S. point of shipment? (check one)

Production facility

Distribution center

(c) Who generally arranges the transportation to your customers' locations? (check one)

Your firm     or purchaser

(d) What proportion of your sales occurs within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-11. What is the geographic market area in the United States served by your firm's certain LW thermal paper? (check all that apply)

Northeast

Mid-Atlantic

Midwest

Southeast

Southwest

Rocky Mountains

West Coast

Northwest

National

Other (describe: \_\_\_\_\_)

IV-12. Describe the end uses of the certain LW thermal paper that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain LW thermal paper?

| <u>End use</u> | <u>Share of total cost (percent)</u> |
|----------------|--------------------------------------|
| _____          | _____                                |
| _____          | _____                                |
| _____          | _____                                |
| _____          | _____                                |

IV-13. What percentage of your sales of certain LW thermal paper were top-coated in:

2005 \_\_\_\_\_%    2006 \_\_\_\_\_%    2007 \_\_\_\_\_%    Jan-June 2008 \_\_\_\_\_%

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

IV-14. What percentage of your sales of certain LW thermal paper were of a basis weight of 48 g/m<sup>2</sup> in:

2005 \_\_\_\_\_%    2006 \_\_\_\_\_%    2007 \_\_\_\_\_%    Jan-June 2008 \_\_\_\_\_%

IV-15. (a) Please list in order of importance any products that may be substituted for certain LW thermal paper.

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

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

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

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

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

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

IV-16. (a) How has the demand within the United States (and outside the United States if known) for certain LW thermal paper changed since January 1, 2005? What principal factors affect changes in demand?

- Increase                       No Change                       Decrease

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

(b) Did you experience higher than usual demand at any time since January 1, 2005? If yes, please explain, providing the specific time period (month and year, if possible); the reason for the increase; and the impact on your shipments, lead times and delivery times.

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



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

IV-17. Have there been any significant changes in the product range or marketing of certain LW thermal paper since January 1, 2005?

No             Yes-- Please describe.

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IV-18. Do you offer to supply customer-specific printing on the back of your product?

No             Yes—Approximately what percentage of the product you produce contains customer-requested printing on the back? \_\_\_\_\_ percent.

IV-19. Please list all of the thermal printer manufacturers (e.g., IBM, Epson) that have approved your certain LW thermal paper for use in their machines:

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IV-20. In what widths do you offer jumbo rolls to customers?

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IV-21. In what levels of sensitivity (i.e., “standard” or “high”) do you offer certain LW thermal paper to customers? Please also explain how you identify or distinguish the different levels of sensitivity.

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IV-22. (a) In what calipers do you offer certain LW thermal paper to customers?

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(b) In what basis weights do you offer certain LW thermal paper to customers?

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IV-23. Does your firm sell certain LW thermal paper over the internet?

No             Yes-- Please describe, noting the estimated percentage of your firm's total sales of certain LW thermal paper in 2006 accounted for by internet sales.

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

IV-24. (a) Is certain LW thermal paper in jumbo roll form 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.<sup>1</sup>

| <b>Jumbo Rolls</b>   |               |       |         |                 |
|--|---------------|-------|---------|-----------------|
| <b>Country-pair</b>  | United States | China | Germany | Other countries |
| United States  |               |       |         |                 |
| China  |               |       |         |                 |
| Germany  |               |       |         |                 |
| <sup>1</sup> For any country-pair producing certain LW thermal paper which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: |               |       |         |                 |
|  |               |       |         |                 |
|  |               |       |         |                 |
|  |               |       |         |                 |

(b) Is certain LW thermal paper in slit roll form 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.<sup>1</sup>

| <b>Slit Rolls</b>  |               |       |         |                 |
|--|---------------|-------|---------|-----------------|
| <b>Country-pair</b>  | United States | China | Germany | Other countries |
| United States  |               |       |         |                 |
| China  |               |       |         |                 |
| Germany  |               |       |         |                 |
| <sup>1</sup> For any country-pair producing certain LW thermal paper which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: |               |       |         |                 |
|  |               |       |         |                 |
|  |               |       |         |                 |
|  |               |       |         |                 |



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

IV-26. Please identify below the names and addresses of your firm's 10 largest customers for certain LW thermal paper during 2005-2007. 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 LW thermal paper that each of these customers accounted for in 2007.

| No. | Customer's Name | Street address (not P.O. box), city, state, and zip code | Contact Person | Area code and telephone number | Share of 2007 sales (%) |
|-----|-----------------|--|----------------|--------------------------------|-------------------------|
| 1   |                 |  |                |                                |                         |
| 2   |                 |  |                |                                |                         |
| 3   |                 |  |                |                                |                         |
| 4   |                 |  |                |                                |                         |
| 5   |                 |  |                |                                |                         |
| 6   |                 |  |                |                                |                         |
| 7   |                 |  |                |                                |                         |
| 8   |                 |  |                |                                |                         |
| 9   |                 |  |                |                                |                         |
| 10  |                 |  |                |                                |                         |



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

IV-28. COMPETITION FROM IMPORTS--LOST SALES.-- THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since **January 1, 2005**: Did your firm lose sales of certain LW thermal paper to imports of these products from **China**?

No  Yes

Since **January 1, 2005**: Did your firm lose sales of certain LW thermal paper to imports of these products from **Germany**?

No  Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved (msf—thousands of square feet )
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

| Customer name,<br>contact person,<br>phone and fax<br>numbers | Product | Date of<br>quote | Quantity<br>( <i>msf</i> ) | Rejected<br>U.S. price<br>(total value--<br>dollars) | Country of<br>origin | Competing<br>import price<br>(total<br>value—<br>dollars) |
|---|---------|------------------|----------------------------|--|----------------------|---|
|   |         |                  |                            |  |                      |   |
|   |         |                  |                            |  |                      |   |
|   |         |                  |                            |  |                      |   |
|   |         |                  |                            |  |                      |   |