

## U.S. PRODUCERS' QUESTIONNAIRE

### UNCOATED PAPER FROM AUSTRALIA, BRAZIL, CHINA, INDONESIA, AND PORTUGAL

This questionnaire must be received by the Commission by **September 17, 2021**  
*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the countervailing duty and antidumping duty orders concerning uncoated paper from Australia, Brazil, China, Indonesia, and Portugal (Inv. Nos. 701-TA-528-529 and 731-TA-1264-1268 (Review)). 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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
Website \_\_\_\_\_

Has your firm produced uncoated paper in the United States (as defined on the next page) at any time since January 1, 2015?

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

☐ **YES** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the Commission **Drop Box** by clicking on the following link:

<https://dropbox.usitc.gov/oinv/> (PIN: **PAPER**)

#### 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 means of 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 proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

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

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

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.**--On March 3, 2016, the Department of Commerce (“Commerce”) issued antidumping duty orders on imports of uncoated paper from Australia, Brazil, China, Indonesia, and Portugal and countervailing duty orders on imports of uncoated paper from China and Indonesia. On February 1, 2021, the Commission instituted reviews pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the orders would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make affirmative determinations, the orders will remain in place. If either the Commission or Commerce makes a negative determinations, Commerce will revoke the orders. Questionnaires and other information pertinent to this proceeding are available at [https://usitc.gov/investigations/701731/2021/certain\\_uncoated\\_paper\\_australia\\_brazil\\_china/first\\_review\\_full.htm](https://usitc.gov/investigations/701731/2021/certain_uncoated_paper_australia_brazil_china/first_review_full.htm).

**Uncoated paper** covered by these reviews includes uncoated paper in sheet form; weighing at least 40 grams per square meter but not more than 150 grams per square meter; that either is a white paper with a GE brightness level of 85 or higher or is a colored paper; whether or not surface-decorated, printed (except as described below), embossed, perforated, or punched; irrespective of the smoothness of the surface; and irrespective of dimensions (Certain Uncoated Paper).

Uncoated paper includes (a) uncoated free sheet paper that meets this scope definition; (b) uncoated ground wood paper produced from bleached chemi-thermo-mechanical pulp (BCTMP) that meets this scope definition; and (c) any other uncoated paper that meets this scope definition regardless of the type of pulp used to produce the paper.

In reporting data for uncoated paper in this questionnaire, include any merchandise subject to an affirmative U.S. Department of Commerce determination of anti-circumvention. This would include uncoated paper that is 83+/-1 percent bright from Australia, Brazil, the People's Republic of China, Indonesia, and Portugal per *Certain Uncoated Paper From Australia, Brazil, the People's Republic of China, Indonesia, and Portugal: Affirmative Final Determination of Circumvention of the Antidumping and Countervailing Duty Orders*, 82 Fed. Reg. 41610 (Sept. 1, 2017).

Specifically excluded from the scope of these orders are (1) paper printed with final content of printed text or graphics and (2) lined paper products, typically school supplies, composed of paper that incorporates straight horizontal and/or vertical lines that would make the paper unsuitable for copying or printing purposes. For purposes of this scope definition, paper shall be considered “printed with final content” where at least one side of the sheet has printed text and/or graphics that cover at least five percent of the surface area of the entire sheet.

Uncoated paper is currently imported under statistical reporting numbers 4802.56.1000, 4802.56.2000, 4802.56.3000, 4802.56.4000, 4802.56.6000, 4802.56.7020, 4802.56.7050 (since 1/1/2019), 4802.56.7090 (since 1/1/2019), 4802.57.1000, 4802.57.2000, 4802.57.3000, and 4802.57.4000. Prior to 1/1/2019, uncoated paper was also imported under HTS statistical reporting numbers 4802.56.7040. Some imports of subject merchandise may also be classified under 4802.62.1000, 4802.62.2000, 4802.62.3000, 4802.62.5000, 4802.62.6120 (since 1/1/2017), 4802.62.6140 (since 1/1/2017), 4802.69.1000, 4802.69.2000, 4802.69.3000, 4811.90.8050 and 4811.90.9080. Prior to 1/1/2017, uncoated paper was also imported under HTS statistical reporting numbers 4802.62.6020 and 4802.62.6040. While HTSUS subheadings are provided for convenience and customs purposes, the written description of the scope of the orders is dispositive.

**Reporting of information.**--If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

**Confidentiality.**--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all of your files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

**D-GRIDS tool.**--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage ([https://www.usitc.gov/trade\\_remedy/question.htm](https://www.usitc.gov/trade_remedy/question.htm)) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

- I-1. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

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 50 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

- I-2a. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

**"Establishment"**--Each facility of a firm involved in the production of uncoated paper, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments Covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: _____			

I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm:	
Lead attorney(s):	

I-3. **Position regarding continuation of order.**--Does your firm support or oppose continuation of the following antidumping and countervailing duty orders currently in place for uncoated paper?

Country	Order type	Support	Oppose	Take no position
Australia	Antidumping duty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brazil	Antidumping duty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	Antidumping duty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	Countervailing duty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	Antidumping duty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	Countervailing duty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Portugal	Antidumping duty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

☐ No      ☐ Yes--List the following information, relating to the ultimate parent/owner.

Firm name	Country	Extent of ownership (percent)

- I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing uncoated paper into the United States or that are engaged in exporting uncoated paper to the United States?

☐ No                      ☐ Yes--List the following information.

Firm name	Country	Affiliation

- I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of uncoated paper?

☐ No                      ☐ Yes--List the following information.

Firm name	Country	Affiliation

- I-7. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for uncoated paper?

No	Yes	If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

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

Further information on this part of the questionnaire can be obtained from Calvin Chang (202-205-3062, [calvin.chang@usitc.gov](mailto:calvin.chang@usitc.gov)). **Supply all data requested on a calendar-year basis.**

- II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part II.

Name	
Title	
Email	
Telephone	

II-2a. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of uncoated paper since January 1, 2015.

<i>Check as many as appropriate.</i>	<i>If checked, please describe the nature, date(s), and significance of any such reported changes as well as the business reasons for them; leave completely blank if not applicable</i>
<input type="checkbox"/> Plant openings	
<input type="checkbox"/> Plant closings	
<input type="checkbox"/> Relocations	
<input type="checkbox"/> Expansions	
<input type="checkbox"/> Acquisitions	
<input type="checkbox"/> Consolidations	
<input type="checkbox"/> Contractions or re-purposing	
<input type="checkbox"/> Prolonged shutdowns or production curtailments	
<input type="checkbox"/> Revised labor agreements	
<input type="checkbox"/> Other (e.g., technology)	



**II-2b. COVID-19 pandemic.—**

- (i) Since January 1, 2020, has the COVID-19 pandemic or have any government actions taken to contain the spread of the COVID-19 virus resulted in changes in your firm's supply chain arrangements, production, employment, or shipments relating to uncoated paper?

<b>No</b>	<b>Yes</b>	<b>If yes, describe these changes including a separate discussion of the (a) supply chain impact, (b) production and shipments impact, and (c) employment impact of the COVID-19 pandemic.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- (ii) Has your firm experienced a reversal (partial or full) of the adverse impact of the COVID-19 pandemic to your firm's supply chain arrangements, production, employment, and shipments relating to uncoated paper?

<b>No</b>	<b>Yes</b>	<b>If yes, when did the reversal begin? Are operations back to pre-pandemic normal? What are your expectations of how these market developments might evolve in the foreseeable future as the United States recovers from COVID-19 pandemic?</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- II-2c. Anticipated changes in operations.—**Does your firm anticipate any changes in in the character of its operations or organization relating to the production of uncoated paper in the future (including any plans to divest uncoated paper machinery or re-purpose uncoated paper machinery to other products)?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentations that address this issue. Additionally, report whether you currently manufacture or anticipate manufacturing other products at these facility(ies), and if so, identify those products.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-3a. **Production using same (sheeting) machinery.**--Please report your firm's production of products made on the same equipment and machinery (e.g., sheeting equipment) used to produce uncoated paper, and the combined production capacity on this shared equipment and machinery in the periods indicated.

**"Overall sheeting capacity" or "capacity"** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

Note.--If your firm does not produce any out-of-scope merchandise on the same machinery and equipment as scope merchandise then the "overall production capacity" numbers reported in this question should be exactly equal to the "average production capacity" numbers reported in question II-5. If, however, your firm does produce out-of-scope merchandise using the same machinery and equipment as scope merchandise, then the "average sheeting capacity" reported in question II-5 should exclude the portion of "overall sheeting capacity" that was used to produce this out-of-scope merchandise.

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

<b>Quantity (in short tons)</b>								
<b>Item</b>	<b>Calendar year</b>						<b>January-June</b>	
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2020</b>	<b>2021</b>
<b>Overall sheeting capacity<sup>1</sup></b>								
<b>Production of:</b>								
Uncoated paper <sup>2</sup>	0	0	0	0	0	0	0	0
Sheets over 150 gsm but otherwise matching the definition of uncoated paper								
Coated paper								
Other products <sup>3</sup>								
<b>Total</b>	0	0	0	0	0	0	0	0
<sup>1</sup> The overall sheeting capacity reported is based on operating _____ hours per week, _____ weeks per year. <sup>2</sup> Data entered for production of uncoated paper will populate here once reported in question II-5. <sup>3</sup> Please identify the paper products your firm can produce on the sheeter equipment: _____.								

II-3b. **Operating parameters.**--The production capacity reported in II-3a is based on the following operating parameters:

<b>Hours per week</b>	<b>Weeks per year</b>

- II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.

- II-3d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

- II-3e. **Product shifting.**—

- (i) Is your firm able to switch production (capacity) between uncoated paper and other products using the same equipment and/or labor?

No	Yes	If yes—(i.e., have produced other products or are able to produce other products) Please identify other actual or potential products:
<input type="checkbox"/>	<input type="checkbox"/>	

- (ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-4a. **Conversion operations.**—Does your firm primarily convert purchased sheeted rolls to uncoated paper (as reflected in questions II-5)?

<b>No</b>	<b>Yes</b>	<b>If yes</b> —Please describe the nature and extent of the following items in relation to your firm's conversion operations <u>in the United States</u> .	
<input type="checkbox"/>	<input type="checkbox"/>	Capital investments	
		Technical expertise	
		Value added	
		Employment	
		Quantity, type and source of parts	
		Costs and activities	

II-4b. **Conversion-only operations' complexity and importance.**--On a scale of 1 to 5, please provide your firm's subjective opinion as to the complexity, intensity, and importance of converting activities. 1 is considered minimally complex, intense or important, while 5 is considered extremely complex, intense, and important.

<b>1: Minimally complex, intense, and important</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5: Extremely complex, intense, and important</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Please describe the reason for your rating.</b>				

- II-5. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of uncoated paper in its U.S. establishment(s) during the specified periods.

**"Average sheeting capacity" or "capacity"** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**"Commercial (non-retail) U.S. shipments"**--Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment. For the purposes of this questionnaire, commercial U.S. shipments should include (a) sales to distributors, (b) sales to retailers, and (c) commercial sales to end users; but should not include retail level sales made to individual customers through your firm's own retail establishments (either brick-and-mortar stores or online order fulfillment centers).

**"Internal consumption/ including product shipped to own firm's retail establishments"**--Product consumed internally by your firm, which includes merchandise that your firm transferred to your own firm's retail establishments (i.e., shipped to either a bricks-and-mortar store or to an online order fulfillment center). Such transactions are to be valued at fair market value and not the total value of final downstream processed merchandise in the case of internal consumption, nor the retail sale value in the case of your firm owning and operating its own retail establishments or using a third-party fulfillment center to place retail level sales.

**"Transfers to related firms"** –Shipments made to related firms. Such transactions are valued at fair market value.

**"Related firm"** –A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

**"Export shipments"** –Shipments to destinations outside the United States, including shipments to related firms.

**"Inventories"**— Finished goods inventory, not raw materials or work-in-progress.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.*

II-5. **Production, shipment, and inventory data.** --Continued

Quantity (in short tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2015	2016	2017	2018	2019	2020	2020	2021
<b>Average sheeting capacity<sup>1</sup></b> (Quantity) (A)								
<b>Beginning-of-period inventories</b> (Quantity) (B)								
<b>Production</b> (Quantity). – Using internally produced rolls (C)								
Using purchases of domestic rolls (D)								
Using purchases of imported rolls <sup>2</sup> (E)								
Total production of uncoated paper (f)	0	0	0	0	0	0	0	0
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (G)								
Value (H)								
<b>Internal consumption/including for own retail level sale:<sup>3</sup></b>								
Quantity (I)								
Value (J)								
<b>Transfers to related firms:<sup>3</sup></b>								
Quantity (K)								
Value (L)								
<b>Export shipments:<sup>4</sup></b>								
Quantity (M)								
Value (N)								
<b>End-of-period inventories</b> (Quantity) (O)								

<sup>1</sup> The production capacity 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). \_\_\_\_\_.

<sup>2</sup> Identify the source(s) of your firm's imports of and/or purchases of imported rolls: \_\_\_\_\_.

<sup>3</sup> Internal consumption and transfers to related firms must be valued at fair market value. Does your firm use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_ (however, provide the data above at fair market value).

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

II-5. **Production, shipment, and inventory data.**—Continued.

**RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.**—Generally, the data reported for the end-of-period inventories (i.e., line O) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line F), less total shipments (i.e., lines G, I, K, and M). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Item	Calendar year						January-June	
	2015	2016	2017	2018	2019	2020	2020	2021
B + C + D + E – G – I – K – M – O = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.								

II-6. **Channels of distribution.**—Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by channel of distribution.

Quantity (in short tons)								
Item	Calendar year						January-June	
	2015	2016	2017	2018	2019	2020	2020	2021
<b>Channels of distribution:</b>								
U.S. shipments—								
To paper merchants/distributors (P)								
To retailers (Q)								
To end users (R)								

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines P through R) in each time period equal the quantity reported for U.S. shipments (i.e., lines G, I, and K) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar year						January-June	
	2015	2016	2017	2018	2019	2020	2020	2021
P + Q + R – G – I – K = zero ("0"), if not revise.	0	0	0	0	0	0	0	0

II-7. **U.S. shipments by brand.**-- Report your firm's U.S. shipments of uncoated paper by type of branding.

**Manufacturer/mill branded.**-- Uncoated paper sold with the manufacturer's (e.g., your firm's) own brand name(s).

**Retailer branded (private label).**-- Uncoated paper sold under the brand name(s) of entities other than those of the manufacturer (e.g., the purchasers' brand name(s)).

**Unbranded (white box).**--Uncoated paper sold with no brand name.

Quantity (in short tons)	
Item	Calendar year 2020
<b>U.S. shipments:</b>	
Manufacturer/mill branded (S)	
Retailer branded (private label) (T)	
Unbranded (white box) (U)	

**RECONCILIATION OF U.S. SHIPMENTS BY BRAND.**--Please ensure that the quantity reported for U.S. shipments by brand (i.e., lines S through Y) in 2020 equals the quantity reported for U.S. shipments in question II-5 (i.e., lines G, I, and K) in that year. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar year 2020
S + T + U – G – I – K should equal zero ("0"), revise if not.	0



- II-8. **Employment data.**--Report your firm's employment-related data related to the production of uncoated paper and provide an explanation for any trends in these data.

**"Production and Related Workers" (PRWs)** includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12.

For the January to June period, calculate similarly and divide by 6. If your firm had the same number of PRWs in all calendar year and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods, regardless of whether the interim periods are Jan-Mar (Q1), Jan-June (Q1+Q2), or Jan-Sept (Q1+Q2+Q3)."

**"Hours worked"** includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Calendar year						January-June	
	2015	2016	2017	2018	2019	2020	2020	2021
<b>Employment data:</b>								
Average number of PRWs ( <i>number</i> )								
Hours worked by PRWs ( <i>1,000 hours</i> )								
Wages paid to PRWs ( <i>\$1,000</i> )								

Explanation of trends:

--

- II-9. **Transfers to related firms.**--If your firm reported transfers to related firms in question II-5, please identify the firm(s) and 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.

--

- II-10. **Purchases.**--Has your firm purchased uncoated paper produced in the United States or in other countries since January 1, 2015? (Do not include imports for which your firm was the importer of record. These should be reported in an importer questionnaire).

**“Purchase”** – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

**“Import”** –A transaction to buy from a foreign supplier where your firm is the importer of record.

No	Yes	If yes-- Report such purchases in the table below and explain the reasons for your firm's purchases:
<input type="checkbox"/>	<input type="checkbox"/>	

*Note:* If your firm served as the importer of record for any purchases from foreign suppliers, either for your own account or as a service for another entity, those purchases are to be considered "imports" not "purchases" and **should not** be included in the table below

II-10. **Purchases.**—Continued.

Item	Quantity (in short tons)								
	Calendar year						January-June		
	2015	2016	2017	2018	2019	2020	2020	2021	
<b>Purchases from U.S. importers<sup>1</sup> of uncoated paper from—</b>									
Australia									
Brazil									
China									
Indonesia									
Portugal									
All other sources									
<b>Purchases from domestic producers<sup>2</sup></b>									
<b>Purchases from other sources<sup>3</sup></b>									
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. <sup>2</sup> Please list the name of the U.S. producer(s) from which your firm purchased this product: _____. <sup>3</sup> Please list the name of the firm(s) from which your firm purchased this product: _____.									

II-11. **Direct imports.**--Since January 1, 2015, has your firm imported uncoated paper?

**"Importer"** – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

<b>No</b>	<b>Yes</b>	
<input type="checkbox"/>	<input type="checkbox"/>	If yes-- <b><u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u></b>

II-12. **Toll production.**--Since January 1, 2015, has your firm been involved in a toll agreement regarding the production of uncoated paper?

**"Toll agreement"**--Agreement between two firms whereby the first firm ("tollee") furnishes the raw materials and the second firm ("toller") uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

<b>No</b>	<b>Yes</b>	<b>If yes-- Please describe the toll arrangement(s), name the firm(s) involved, estimate the percent of the tolled products quantity as a share of your firm's 2020 U.S. shipments.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**II-13. Foreign trade zones--**

- (a) **Firm's FTZ operations**--Does your firm produce uncoated paper in and/or admit uncoated paper into a foreign trade zone (FTZ)?

**“Foreign trade zone”** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No	Yes	If yes-- Describe the nature of your firm's operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) **Other firms' FTZ operations**--To your knowledge, do any firms in the United States import uncoated paper into a foreign trade zone (FTZ) for use in distribution of uncoated paper and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

**For questions II-14 and II-15, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

- II-14. **Effect of orders**--Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of uncoated paper from Australia, Brazil, China, Indonesia, and Portugal in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order(s).

--

- II-15. **Likely impact of revocation.**--Would your firm anticipate any changes in the character of its operations or organization, including its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of uncoated paper in the future if the countervailing duty and antidumping duty orders on uncoated paper from Australia, Brazil, China, Indonesia, and Portugal were to be revoked?

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentations that address this issue.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- II-16. **Other explanations:**--If your firm would like to explain further a response to a question in Part II for which a narrative box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Joanna Lo (202-205-1888, [joanna.lo@usitc.gov](mailto:joanna.lo@usitc.gov)).

- III-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part III.

Name	
Title	
Email	
Telephone	

- III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

- A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
If your firm's fiscal year changed during the data-collection period, explain below:

Note.--Please note that we are requesting that firms report their financial data on a calendar year basis.

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include uncoated paper:

2. Does your firm prepare profit/loss statements for uncoated 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, ☐ 10 Qs,  
☐ Monthly, ☐ quarterly, ☐ semi-annually, ☐ annually
4. Accounting basis: ☐ U.S. GAAP, ☐ IFRS, ☐ cash, ☐ tax, or ☐ other comprehensive basis of accounting (specify) \_\_\_\_\_

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes uncoated paper, as well as specific statements and worksheets) used to compile these data.*

- III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.). If your firm uses standard cost, how often does your firm review variances from standard cost (e.g. monthly, yearly)?

--

- III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses. Please also describe the method and types of documents/records used to compile your financial data.

--

- III-5. **Product listing.**--Please list the products your firm produces in the facilities in which it produces uncoated paper, and provide the share of net sales accounted for by these products in 2020.

Products	Share of sales in 2020
Uncoated paper	%
	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of uncoated paper from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

☐ Yes--Continue to question III-7.      ☐ No--Continue to question III-8

III-7a. **Inputs from related suppliers.**--Please identify the inputs used in the production of uncoated paper that your firm purchases from related suppliers and that are reflected in question III-9a. For "Share of total COGS" please report this information by relevant input on the basis of 2020. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS in 2020
<b>Input valuation method used:</b>		

III-7b. **Inputs from related suppliers at cost.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7a, were reported in III-9a (financial results on uncoated paper) in a manner consistent with the firm's accounting books and records.

Yes	No	If no--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a:
<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Tolling operations.**--During January 2015 to June 2021, did your firm convert paper rolls into uncoated paper:

<input type="checkbox"/>	For your own customers only.—Continue to question III-9a.
<input type="checkbox"/>	Under a toll agreement only (see question II-5 for definitions).--Contact Joanna Lo at <a href="mailto:Joanna.lo@usitc.gov">Joanna.lo@usitc.gov</a> .
<input type="checkbox"/>	Both under a toll agreement and for your own customers.--Contact Joanna Lo at <a href="mailto:Joanna.lo@usitc.gov">Joanna.lo@usitc.gov</a> .



III-9a. **Operations on uncoated paper.**--Report the revenue and related cost information requested below on the uncoated paper operations of your firm's 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. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records.

If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Joanna Lo at [Joanna.lo@usitc.gov](mailto:Joanna.lo@usitc.gov) before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2015	2016	2017	2018	2019	2020	2020	2021
<b>Net sales quantities:</b> <sup>2</sup>								
Commercial sales ("CS")								
Internal consumption ("IC")								
Transfers to related firms ("Transfers")								
Total net sales quantities	0	0	0	0	0	0	0	0
<b>Net sales values:</b> <sup>2</sup>								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales values	0	0	0	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3</sup>								
Raw materials								
Energy								
Direct labor								
Other factory costs								
Total COGS	0	0	0	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses</b>								
<b>Operating income (loss)</b>	0	0	0	0	0	0	0	0
<b>Other expenses and income:</b>								
Interest expense								
All other expense and income items, net <sup>4</sup>								
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0	0	0	0
<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.

<sup>2</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.

<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

<sup>4</sup> If the total reported amount is net other expenses, report as a positive number. If the total reported amount is net other income, report as a negative number. Please check the calculated "Net income or (loss) before income taxes" to ensure proper reporting of these items.

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

- III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a (i.e., total net sales quantities and values, total COGS, gross profit (or loss), operating profit (or loss), and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

<b>Yes</b>	<b>No</b>	<b>If no</b> --If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. Also, check signs of the line item "All other expense and income items, net." If the net value of the all other items reported here is an expense/loss, it should be reported as a positive number. If the net value is an income/gain it should be reported as a negative value. If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-9c. **Raw materials.**--Please report the share of total raw material costs in 2020 (reported in III-9a) for the following raw material inputs:

Input	Share of total raw material costs (percent)	Procurement method	
		Primarily produced by your firm	Primarily purchased by your firm
Wood fiber		<input type="checkbox"/>	<input type="checkbox"/>
Pulp		<input type="checkbox"/>	<input type="checkbox"/>
Chemicals <sup>1</sup>		<input type="checkbox"/>	<input type="checkbox"/>
Other material inputs <sup>2</sup>		<input type="checkbox"/>	<input type="checkbox"/>
Total (should sum to 100 percent)	0.0		
<sup>1</sup> Please list the chemicals used in the production of uncoated paper and provide the share of the total raw material costs accounted for by these chemicals:			
<sup>2</sup> Please indicate any other notable "other" raw materials not expressly identified above and provide the share of the total raw material costs that they account for:			

- III-10. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in question III-9a; i.e., if an aggregate nonrecurring item has been allocated to question III-9a, only the allocated value amount included in question III-9a should be reported in the schedule below.

Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-9a.

Item	Calendar year						January-June	
	2015	2016	2017	2018	2019	2020	2020	2021
	Value (\$1,000)							
Nonrecurring item 1								
Nonrecurring item 2								
Nonrecurring item 3								
Nonrecurring item 4								
Nonrecurring item 5								
Nonrecurring item 6								
Nonrecurring item 7								

**Nonrecurring item:** In this table please provide a brief description of each nonrecurring item reported above and indicate the specific line item in table III-9a where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the nonrecurring item
Nonrecurring item 1		
Nonrecurring item 2		
Nonrecurring item 3		
Nonrecurring item 4		
Nonrecurring item 5		
Nonrecurring item 6		
Nonrecurring item 7		

- III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in question III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10 identify where these items are reported in question III-9a.

--

III-12a. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of uncoated paper. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for uncoated paper in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a.

**Note:** Total assets should reflect net assets (after any accumulated depreciation and allowances deducted) and should be allocated to the subject products if these assets are also related to other products.

Value (in \$1,000)						
Item	Calendar year					
	2015	2016	2017	2018	2019	2020
Total assets (net)						

III-12b. **Description of asset values.**—Please provide explanations if there are any substantial changes in total asset value during the period; e.g., due to write-offs, major purchases, and revaluations. Also describe the main asset categories (both current and long-term) in the above response.

--

III-13a. **Capital expenditures and research and development (“R&D”) expenses.**--Report your firm’s capital expenditures and research and development expenses for uncoated paper.

Value (in \$1,000)								
Item	Calendar year						January-June	
	2015	2016	2017	2018	2019	2020	2020	2021
Capital expenditures								
R&D expenses								

III-13b. **Description of reported capital expenditures.**-- Please describe the nature, focus, and significance of your firm’s reported capital expenditures. If no capital expenditure data were reported, please explain the reason.

--

III-13c. **Description of reported R&D expenses.**-- Please describe the nature, focus, and significance of your firm’s reported R&D expenses. If no R&D expenses were reported, please explain where R&D costs, if any, are incurred for your industry.

--

- III-14. **Data consistency and reconciliation.**--Please note that we are requesting your firm's financial data for questions III-9a, III-12a, and III-13a on a calendar year basis. Please confirm that your firm reported these data on a calendar-year basis:

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-5 (including export shipments) as long as they are reported on the same calendar year basis.

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in Part II equal the quantities and values reported for total net sales in Part III of this questionnaire in each time period. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Full year data						Partial year periods	
	2015	2016	2017	2018	2019	2020	2020	2021
<b>Quantity:</b> Trade data from question II-5 (lines D, F, H, and J) less financial total net sales quantity data from question III-9a, = zero ("0").	0	0	0	0	0	0	0	0
<b>Value:</b> Trade data from question II-5 (lines E, G, I, and K) less financial total net sales value data from question III-9a, = zero ("0").	0	0	0	0	0	0	0	0

Do these data in question III-9a reconcile with data in question II-5?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

**PART IV.--PRICING AND MARKET FACTORS**

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

- IV-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part IV.

Name	
Title	
Email	
Telephone	

**PRICE DATA**

- IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers of the following product produced by your firm.

**Product 1.**-- Uncoated paper, weighing 20 lb. (75 gsm), with dimensions of 8 1/2 x 11 inches, and with GE brightness greater than 90 white and plain (i.e., not altered through processes such as surface-decorating, printing, embossing, perforating, punching, or watermarking)

**Please note that values should be delivered and should include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts, rebates, or other price adjustments in the form of cash or in-kind, including those provided directly or indirectly and/or after the sale occurred).**

- (a) During January 2015 -June 2021, did your firm produce and sell to unrelated U.S. customers the above listed product (or any products that were competitive with this product)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-3.

IV-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing product 1<sup>2</sup> produced and sold by your firm.

Report data in **actual short tons** and **actual dollars** (not 1,000s).

<b>(Quantity in short tons, value in dollars)</b>		
<b>Period of shipment</b>	<b>Product 1</b>	
	<b>Quantity</b>	<b>Value</b>
<b>2015:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2016:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2017:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2018:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2019:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2020:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2021:</b>		
January-March		
April-June		

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), delivered. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

<sup>2</sup> Pricing product 1 is defined on the first page of Part IV.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

IV-2c. **Price data checklist.**--Please check that the pricing data in question IV-2b have been correctly reported.

Are the price data reported above:	<b>✓ if Yes</b>
In actual dollars ( <b>not</b> \$1,000) and short tons?	<input type="checkbox"/>
Delivered (i.e., includes U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have discounts, rebates, returns, and other price adjustments been credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Quantities do not exceed commercial shipments in question II-5 in each year?	<input type="checkbox"/>
Explanation(s) for any boxes not checked:	

IV-2d. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.*



- IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of uncoated paper (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contract negotiations	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-4. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	Payments in kind	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-5. **Pricing terms.**--On what basis are your firm's prices of domestic uncoated paper usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced uncoated paper in 2020 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2020 sales	%	%	%	%	0.0 %

- IV-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for U.S.-produced uncoated paper (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	No. of days		365	
Price renegotiation (during contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	Quantity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Both	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs <sup>1</sup>	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<sup>1</sup> Please identify the indexes used:				

IV-8. **Lead times.**--What is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced uncoated paper?

Source	Share of 2020 sales	Lead time (average number of days)
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

IV-9. **Shipping information.**--

- (a) Who generally arranges the transportation to your firm's customers' locations?  
☐ Your firm    ☐ Purchaser (*check one*)
- (b) Indicate the approximate percentage of your firm's sales of uncoated paper that are delivered the following distances from your firm's production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %

IV-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its U.S.-produced uncoated paper since January 1, 2015 (check all that apply)?

Geographic area	✓ if applicable
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, and VI.	<input type="checkbox"/>

IV-11. **Inland transportation costs.**—What is the approximate percentage of the cost of U.S.-produced uncoated paper that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent

IV-12. **End uses.**--Have there been any changes in the end uses of uncoated paper since January 1, 2015 and/or do you anticipate any future changes?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Substitutes.**--Have there been any changes in the number or types of products that can be substituted for uncoated paper since January 1, 2015 and/or do you anticipate any future changes?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Availability of supply.**--Has the availability of uncoated paper in the U.S. market changed since January 1, 2015 and/or do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes (including the COVID-19 pandemic).
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Australia, Brazil, China, Indonesia, and Portugal	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-15. **Effect of electronic media on demand for uncoated paper.**--Has the increased use of electronic media reduced U.S. demand and demand outside the United States for uncoated paper since January 1, 2015, and do you anticipate use of electronic media will decrease demand in the future? If so, estimate the average percentage decline in demand for uncoated paper because of use of electronic media, and provide further explanation.

Market	No	Yes	Average percent reduction per year	Explain, including any changes in percentage
<b>Demand since January 1, 2015</b>				
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	%	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	%	
<b>Anticipated future demand</b>				
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	%	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	%	

- IV-16. **Effect of factors other than electronic media on demand for uncoated paper.**—Have factors other than electronic media (including the COVID-19 pandemic) influenced demand for uncoated paper since January 1, 2015, and do you expect these (or other) factors to influence demand in the future?

Market	No	Yes	List factors and explain why/how demand has changed
<b>Demand since January 1, 2015</b>			
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>			
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-17. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of uncoated paper since January 1, 2015 and/or do you anticipate any future changes?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-18. **Conditions of competition.**--Is the uncoated paper market subject to business cycles and/or other conditions of competition distinctive to uncoated paper?

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question IV-19.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

- IV-19. **Supply constraints.**--Has your firm refused, declined, or been unable to supply uncoated paper since January 1, 2015 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-20. **Raw materials.**-- Indicate how uncoated paper raw material prices have changed since January 1, 2015, and how you expect they will change in the future.

Raw materials prices	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for uncoated paper.
Changes since January 1, 2015	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-21. **Price comparisons.**--Please compare market prices of uncoated paper in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

--

- IV-22. **Export constraints.**--Describe how easily your firm can shift its sales of uncoated paper between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting uncoated paper between the U.S. and alternative country markets within a 12-month period.

--

- IV-23. **Barriers to trade.**--Are your firm's exports of uncoated paper subject to any tariff or non-tariff barriers to trade in other countries?

No	Yes	If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2015, or that are expected to occur in the future.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-24. **Interchangeability.**—Is uncoated paper produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or O in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

O = *no familiarity* with products from a specified country-pair

Country-pair	Australia	Brazil	China	Indonesia	Portugal	Other countries
United States						
Australia						
Brazil						
China						
Indonesia						
Portugal						

For any country-pair producing uncoated paper that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:



- IV-25. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between uncoated paper produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

O = *no familiarity* with products from a specified country-pair

Country-pair	Australia	Brazil	China	Indonesia	Portugal	Other countries
United States						
Australia						
Brazil						
China						
Indonesia						
Portugal						

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

- IV-26. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[https://usitc.gov/investigations/701731/2021/certain\\_uncoated\\_paper\\_australia\\_brazil\\_china/first\\_review\\_full.htm](https://usitc.gov/investigations/701731/2021/certain_uncoated_paper_australia_brazil_china/first_review_full.htm).

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/>      **Pin:** **PAPER**

- **E-mail.**—E-mail the MS Word questionnaire to [calvin.chang@usitc.gov](mailto:calvin.chang@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not produce this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

**Parties to this proceeding.**—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.