

PRODUCERS' QUESTIONNAIRE
CERTAIN LINED PAPER SCHOOL SUPPLIES FROM CHINA, INDIA, AND INDONESIA

Return completed questionnaire to:

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

So as to be received by the Commission by no later than May 1, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning certain lined paper school supplies from China, India, and Indonesia (inv. Nos. 701-TA-442-443 and 731-TA-1095-1097 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>At any time since January 1, 2003, has your firm produced (1) certain lined paper school supplies (as defined in the instruction booklet), (2) other lined paper products (as defined in the instruction booklet), or (3) out-sized lined paper products (as defined in the instruction booklet)?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

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

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

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

On China: Support Oppose Take no position

On India: Support Oppose Take no position

On Indonesia: Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping and/or countervailing duties order are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petitions to the U.S. Customs and Border Protection for possible distribution of any antidumping and/or countervailing duties that may be collected. If you wish to waive business proprietary treatment of your response **to this question only** in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

PART I.--GENERAL QUESTIONS--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 lined paper school supplies from China, India, or Indonesia into the United States or which are engaged in exporting certain lined paper school supplies from China, India, or Indonesia 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 (1) certain lined paper school supplies ("CLPSS"), (2) other lined paper products ("OLPP"), or (3) out-sized lined paper products ("OSLPP")?

No Yes--List the following information.

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

I-7. Since January 1, 2003, has your firm acted as a broker, sales representative, middleman, agent, etc. for foreign firms that produce certain lined paper school supplies; i.e., does your firm arrange for direct imports by U.S. customers of certain lined paper school supplies produced by foreign firms?

No Yes--Please contact Jai Motwane (jai.motwane@usitc.gov/202-205-3176) as soon as possible to provide separate data relating to such arranged/brokered sales.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jai Motwane (202-205-3176 or jai.motwane@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
 Name and title

_____ Phone No. _____ E-mail address

II-2. Since January 1, 2003, 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 (1) CLPSS, (2) OLPP, or (3) OSLPP?

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 lined paper school supplies?

No Yes--List the following information.

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

Other products produced on same equipment and share of total production in 2005 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Certain lined paper school supplies	_____	_____	_____
Other lined paper products	_____	_____	_____
Out-sized lined paper products	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

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 lined paper school supplies?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2005 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Certain lined paper school supplies	_____	_____	_____
Other lined paper products	_____	_____	_____
Out-sized lined paper products	_____	_____	_____

II-6. Please identify the types of lined paper products produced by your firm. Indicate the percentage of your firm's total sales of lined paper products (by value) accounted for by each product in 2005.

<u>Product</u>	<u>Share of 2005 sales value (%)</u>
----------------	--------------------------------------

Certain lined paper products:

Notebooks	_____
Composition books	_____
Loose-leaf filler paper	_____
Other (define: _____)	_____
Other (define: _____)	_____
Other (define: _____)	_____

Other lined paper products:

Legal pads	_____
Steno pads	_____
Trademark excluded products	_____
Other (define: _____)	_____
Other (define: _____)	_____

Out-sized lined paper products:

Products smaller than 5 x 7 inches	_____
Products larger than 15 x15 inches	_____

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

II-7. Does your firm produce loose-leaf filler paper?

No Yes--Please indicate the most common package size sold by your firm (e.g., 150-count, 300-count, etc.)

II-8. Since January 1, 2003, has your firm (or any member of your organization) filed an application for Trade Adjustment Assistance (TAA) relating to the production of CLPSS, OLPP, or OSLPP?

No Yes--Please describe the nature and outcome of your firm or member's application. If available, attach a copy of your application and any correspondence from TAA administrators.

II-9. Since January 1, 2003, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CLPSS, OLPP, or OSLPP?

No Yes--Name firm: _____

II-10. Does your firm produce CLPSS, OLPP, or OSLPP in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-11. Since January 1, 2003, has your firm imported CLPSS, OLPP, or OSLPP?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

NOTE: THIS QUESTIONNAIRE ASKS THAT YOUR FIRM REPORT TRADE AND RELATED INFORMATION ON THE BASIS OF UNITS. A "UNIT" (OR "EACH") IS ONE NOTEBOOK, ONE PAD, OR ONE PACKAGE OF FILLER PAPER. NOTEBOOKS OR PADS SOLD IN WRAPPED PACKAGES OF THREE OR FIVE, FOR INSTANCE, SHOULD BE REPORTED AS THREE OR FIVE UNITS, RESPECTIVELY, NOT AS ONE. PLEASE CONTACT JALMOTWANE@USITC.GOV (202-205-3176) SHOULD YOU HAVE ANY QUESTIONS IN THIS REGARD.

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

II-12. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of (1) certain lined paper school supplies, (2) other lined paper products, and (3) out-sized lined paper products in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) Please report separately for each of the three product categories. (Copy this page as necessary).

Certain lined paper school supplies. Other lined paper products. Out-sized lined paper products.

<i>(Quantity in 1,000 units, value in \$1,000)</i>			
Item	Calendar years		
	2003	2004	2005
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ² of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)			
U.S. SHIPMENTS TO RETAILERS (<i>quantity</i>)			
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (<i>1,000 hours</i>)			
WAGES PAID TO PRWs (<i>value</i>)			

¹ 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).

² 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, etc.) and provide value data using that basis for 2003, 2004, and 2005 below:

³ Identify your principal export markets: _____
⁴ **Reconciliation of data.**--Please note that the **quantities** 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?
 Yes No--Please explain: _____

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

II-13. If you reported transfers to related firms in question II-12, 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.

II-14. Please report your firm's capacity and production for lined paper products for the following six-month periods:

Quantity (1,000 units)						
Product	2003		2004		2005	
	Jan.-June	July-Dec.	Jan.-June	July-Dec.	Jan.-June	July-Dec.
<i>Certain lined paper school supplies:</i>						
Capacity						
Production						
<i>Other lined paper products:</i>						
Capacity						
Production						
<i>Out-sized lined paper products:</i>						
Capacity						
Production						
<i>All lined paper products (total):</i>						
Capacity						
Production						

II-15. Does your firm produce fashion notebooks (as defined in the instruction booklet)?

No

Yes--Please provide the data requested on the following page for your firm's production, shipments, employment, revenues, and expenses relating to your U.S. operations on fashion notebooks.

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

II-16. Report the following data relating to your firm's U.S. operations on fashion notebooks.

<i>(Quantity in 1,000 units, value in \$1,000)</i>			
Item	Calendar years		
	2003	2004	2005
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>			
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
PRODUCTION <i>(quantity)</i>			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ¹ of transfers to related firms			
EXPORT SHIPMENTS:²			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES³ <i>(quantity)</i>			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs <i>(1,000 hours)</i>			
WAGES PAID TO PRWs <i>(value)</i>			
FINANCIAL INFORMATION:⁴			
Net sales:⁵			
<i>Quantity</i>			
<i>Value</i>			
Cost of goods sold <i>(value)</i>			
Gross profit or (loss) <i>(value)</i>			
Selling, general, and administrative expenses <i>(value)</i>			
Operating income or (loss) <i>(value)</i>			
Capital expenditures <i>(value)</i>			
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ <hr/> ³ <u>Reconciliation of data.</u> --Please note that the quantities 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ <hr/> ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.			

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

II-17. Other than direct imports, has your firm otherwise purchased certain lined paper school supplies since January 1, 2003? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 units, value in \$1,000)</i>			
Item	Calendar years		
	2003	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
CHINA:			
<i>Quantity</i>			
<i>Value</i>			
INDIA:			
<i>Quantity</i>			
<i>Value</i>			
INDONESIA:			
<i>Quantity</i>			
<i>Value</i>			
BRAZIL:			
<i>Quantity</i>			
<i>Value</i>			
ALL OTHER COUNTRIES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>			
² 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 III.--FINANCIAL INFORMATION

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

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____

 Phone No. _____ Fax No. _____

 E-mail address _____ Company web 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 subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: 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 ___ 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 lined paper school supplies, other lined paper products, and/or out-sized lined paper products, 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, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses. If your responses vary between domestic production and import operations, please so indicate.

PART III.--FINANCIAL INFORMATION

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain lined paper school supplies (as defined in the instruction booklet), and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

III-6. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of certain lined paper school supplies (as defined in the instruction booklet) from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

III-7. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-6 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No Yes--Complete question III-8 below.

III-8. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of certain lined paper school supplies (as defined in the instruction booklet). For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9a. Domestic operations on certain lined paper school supplies (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the certain lined paper school supply operations of your U.S. establishment(s).¹ **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.** Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 or mary.klir@usitc.gov before completing this section of the questionnaire.

(Quantity in 1,000 units, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² 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.

PART III.--FINANCIAL INFORMATION--Continued

III-9b. Total operations on certain lined paper school supplies (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the certain lined paper school supply **operations of your U.S. establishment(s) AND resale of imported 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. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 or mary.klir@usitc.gov before completing this section of the questionnaire.

(Quantity in 1,000 units, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Less discounts, returns, allowances, and prepaid freight.			

PART III.--FINANCIAL INFORMATION

III-10. Raw material costs.—Based on your response to question III-9a, please list the major components of certain lined paper school supplies' (as defined in the instruction booklet) raw material costs, as well as the percentage of total certain lined paper school supplies' raw material costs each component accounted for during your three most recently completed fiscal years.

(Percent of total raw material costs for each fiscal year)			
Raw materials	Fiscal years ended--		
	_____	_____	_____
1.			
2.			
3.			
4.			
5.			

III-11. Other factory costs.—Based on your response to question III-9a, please list the major components of certain lined paper school supplies' (as defined in the instruction booklet) other factory costs, as well as the percentage of total certain lined paper school supplies' other factory costs each component accounted for during your three most recently completed fiscal years.

(Percent of total other factory costs for each fiscal year)			
Other factory costs	Fiscal years ended--		
	_____	_____	_____
1.			
2.			
3.			
4.			
5.			

PART III.--FINANCIAL INFORMATION--Continued

III-12a. Domestic operations on other lined paper products (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the other lined paper product operations of your U.S. establishment(s).¹ **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.** Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 or mary.klir@usitc.gov before completing this section of the questionnaire.

(Quantity in 1,000 units, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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.			

PART III.--FINANCIAL INFORMATION--Continued

III-12b. Total operations on other lined paper products (as defined in the instruction booklet)--Report the revenue and related cost information requested below on the other lined paper product **operations of your U.S. establishment(s) AND resale of imported 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. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 or mary.klir@usitc.gov before completing this section of the questionnaire.

(Quantity in 1,000 units, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Less discounts, returns, allowances, and prepaid freight.			

PART III.--FINANCIAL INFORMATION

III-13. Raw material costs.—Based on your response to question III-12a, please list the major components of other lined paper products' (as defined in the instruction booklet) raw material costs, as well as the percentage of total other lined paper products' raw material costs each component accounted for during your three most recently completed fiscal years.

(Percent of total raw material costs for each fiscal year)			
Raw materials	Fiscal years ended--		
	_____	_____	_____
1.			
2.			
3.			
4.			
5.			

III-14. Other factory costs.—Based on your response to question III-12a, please list the major components of other lined paper products' (as defined in the instruction booklet) other factory costs, as well as the percentage of total other lined paper products' other factory costs each component accounted for during your three most recently completed fiscal years.

(Percent of total other factory costs for each fiscal year)			
Other factory costs	Fiscal years ended--		
	_____	_____	_____
1.			
2.			
3.			
4.			
5.			

PART III.--FINANCIAL INFORMATION--Continued

III-15a. Domestic operations on out-sized lined paper products (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the out-sized lined paper products operations of your U.S. establishment(s).¹ **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.** Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 or mary.klir@usitc.gov before completing this section of the questionnaire.

(Quantity in 1,000 units, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² 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.

PART III.--FINANCIAL INFORMATION--Continued

III-15b. Total operations on out-sized lined paper products (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the out-sized lined paper products **operations of your U.S. establishment(s) AND resale of imported 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. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 or mary.klir@usitc.gov before completing this section of the questionnaire.

(Quantity in 1,000 units, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			

¹ Less discounts, returns, allowances, and prepaid freight.

PART III.--FINANCIAL INFORMATION

III-16. Raw material costs.—Based on your response to question III-15a, please list the major components of out-sized lined paper products' (as defined in the instruction booklet) raw material costs, as well as the percentage of total out-sized lined paper products' raw material costs each component accounted for during your three most recently completed fiscal years.

(Percent of total raw material costs for each fiscal year)			
Raw materials	Fiscal years ended--		
	_____	_____	_____
1.			
2.			
3.			
4.			
5.			

III-17. Other factory costs.—Based on your response to question III-15a, please list the major components of out-sized lined paper products' (as defined in the instruction booklet) other factory costs, as well as the percentage of total out-sized lined paper products' other factory costs each component accounted for during your three most recently completed fiscal years.

(Percent of total other factory costs for each fiscal year)			
Other factory costs	Fiscal years ended--		
	_____	_____	_____
1.			
2.			
3.			
4.			
5.			

PART III.--FINANCIAL INFORMATION--Continued

III-18. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain lined paper school supplies (as defined in the instruction booklet). 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) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>			
Value of	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
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.)			
2. Property, plant, and equipment (PP&E)			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of PP&E			
3. Other (describe_____)			
4. Other (describe_____)			
5. Total assets (lines 1.F., 2.C., 3, and 4)			

PART III.--FINANCIAL INFORMATION--Continued

III-19. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Certain lined paper school supplies:			
Capital expenditures			
Research and development expenditures			
Other lined paper products:			
Capital expenditures			
Research and development expenditures			
Out-sized lined paper products:			
Capital expenditures			
Research and development expenditures			

III-20. Since January 1, 2003, 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 capital investments as a result of imports of certain lined paper school supplies from India, Indonesia, and China? If your response differs by source, please so indicate.

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

III-21. Does your firm anticipate any negative impact of imports of certain lined paper school supplies (as defined in the instruction booklet) from India, Indonesia, and China? If your response differs by source, please so indicate.

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

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

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2003-December 2005:

Product 1.--70-sheet count 10.5" x 8.0" wirebound notebook with paperboard cover and backing, no pockets/folders, and no fashion graphics

Product 2.--150-sheet count 10.5" x 8.0" package of filler paper--college ruled or wide ruled

Product 3.--180-sheet count 10.5" x 8.0" 5-subject wirebound notebook with paperboard cover and backing and no fashion graphics

Product 4.--100-sheet count 9.75" x 7.5" composition book with a marbelized cover and no fashion graphics

Product 5.--50-sheet count 11.75" x 8.5" letter pad bound at the top, with cardboard backing, no cover

Product 6.--80-sheet count 10.0" x 8.5" wire bound or plastic coil bound fashion notebook¹ with polyolefin or paperboard cover

¹ A "fashion notebook" is one which incorporates one or more of the following design elements on the front cover: photographs, drawings, multiple color designs including three or more colors, flocking, glitter, rhinestones, or three-dimensional or holographic images.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total net dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm. **For multi-packs, report each item in the pack as an individual "each."**

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6

<i>(Quantity in eaches, value in dollars)</i>		
Period of shipment	Quantity	Net F.o.b Value ¹
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

Section IV-B.--PRICE-RELATED QUESTIONS

Although the questions below pertain to certain lined paper school supplies, if your answers differ materially by country or product (CLPSS, OLPP, OSLPP), please respond separately for each country and product.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain lined paper school supplies (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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain lined paper school supplies (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic certain lined paper products usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced certain lined paper school supplies in 2005 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) In the last 2 years, how often was a meet or release provision activated? _____

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

Section IV-B.--PRICE-RELATED QUESTIONS

Although the questions below pertain to certain lined paper school supplies, if your answers differ materially by country or product (CLPSS, OLPP, OSLPP), please respond separately for each country and product.

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) In the last 2 years, how often was a meet or release provision activated? _____

IV-B-7. (a) 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 lined paper school supplies?

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

(b) Do you have back-to-school or other periodic supply agreements which call for the phased delivery of products over a given period of time? If so, please indicate how this impacts your response above.

IV-B-8. (a) What is the approximate percentage of the total delivered cost of certain lined paper school supplies that is accounted for by U.S. inland transportation costs? _____ percent.

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

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

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

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

Although the questions below pertain to certain lined paper school supplies, if your answers differ materially by country or product (CLPSS, OLPP, OSLPP), please respond separately for each country and product.

IV-B-9. What is the geographic market area in the United States served by your firm's certain lined paper school supplies?

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

IV-B-10. Describe the end uses of the certain lined paper school supplies that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain lined paper school supplies?

<u>End use</u>	<u>Share of total cost accounted for by CLPSS (percent)</u>

IV-B-11. (a) Please list in order of importance any products that may be substituted for certain lined paper school supplies.

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

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

(c) Have changes in the prices of these products affected the price for certain lined paper school supplies?

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

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

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

Although the questions below pertain to certain lined paper school supplies, if your answers differ materially by country or product (CLPSS, OLPP, OSLPP), please respond separately for each country and product.

IV-B-12. How has the demand within the United States (and outside the United States if known) for certain lined paper school supplies changed since January 1, 2003? What principal factors affect changes in demand?

- Increased
- Unchanged
- Decreased

IV-B-13. Have there been any significant changes in the product range or marketing of certain lined paper school supplies since January 1, 2003?

- No
- Yes--Please describe.

IV-B-14. Does your firm sell certain lined paper school supplies over the internet?

- No
- Yes--Please describe, noting the estimated percentage of your firm's total sales of certain lined paper school supplies in 2005 accounted for by internet sales.

IV-B-15. Identify the brightness level of each of your paper products below. If brightness varies within a product category, or changed since January 1, 2003, provide details as to all such differences, and the dates on which you changed the brightness of the product:

Certain lined paper school supplies:

Other lined paper products:

Out-sized lined paper products:

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

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

Although the questions below pertain to certain lined paper school supplies, if your answers differ materially by country or product (CLPSS, OLPP, OSLPP), please respond separately for each country and product.

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

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

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

IF YOU DID NOT INDICATE THAT YOUR ANSWERS DIFFERED MATERIALLY BY COUNTRY OR PRODUCT (CLPSS, OLPP, OSLPP) AS ASKED AT THE TOP OF EACH PAGE IN PART IV-B, CHECK THE BOX BELOW TO CONFIRM THAT THERE ARE NO MATERIAL DIFFERENCES:

I confirm

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

Section IV-C.--DOMESTIC LIKE PRODUCT QUESTIONS

The following questions relate to the degree of similarity or the differences between certain lined paper school supplies (CLPSS), other lined paper products (OLPP), and out-sized lined paper product (OSLPP) in the U.S. market. Please do not give similarities/differences between domestic CLPSS and imported CLPSS. This question does not ask for comparisons of the domestic product with the imported product, but rather for comparisons between the three domestically produced products.

IV-C-1. Please describe any similarities and/or differences in the physical characteristics of U.S.-produced CLPSS, OLPP, and OSLPP.

IV-C-2. Please describe any similarities and/or differences in the uses for U.S.-produced CLPSS, OLPP, and OSLPP in the United States; i.e., are they interchangeable in the home, college, high school, and business context.

IV-C-3. Please describe any similarities and/or differences in the U.S. channels of distribution (e.g., distributors to schools, distributors to offices, retailers/end users, etc.) for CLPSS, OLPP, and OSLPP.

IV-C-4. Please describe, to the best of your knowledge, any similarities and/or differences in customer and producer perceptions of U.S.-produced CLPSS, OLPP, and OSLPP in the U.S. market.

IV-C-5. Please explain whether U.S.-produced CLPSS, OLPP, and OSLPP are made in common (i.e., the same or shared) U.S. manufacturing facilities, using common production processes, and production employees.

IV-C-6. Please describe any similarities and/or differences in the prices of U.S.-produced CLPSS, OLPP, and OSLPP in the U.S. market.

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

Section IV-C.--DOMESTIC LIKE PRODUCT QUESTIONS

IV-C-7. Please describe any similarities and/or differences in the (1) physical characteristics, (2) interchangeability, (3) U.S. channels of distribution, (4) customer and producer perceptions, (5) manufacturing facilities and production processes, and (6) prices for any lined paper or lined paper products with dimensions smaller than 5 x 7 inches and lined paper or lined paper products with the smaller dimension measuring 5 to 15 inches (inclusive) and the larger dimension measuring 7 to 15 inches (inclusive).

(a) Physical characteristics:

(b) Interchangeability:

(c) Channels of distribution:

(d) Customer and producer perceptions:

(e) Manufacturing processes:

(f) Price:

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

Section IV-D.--CUSTOMER IDENTIFICATION

IV-D-1. Please identify below the names and addresses of your firm's 5 largest customers for **certain lined paper school supplies** during 2003-2005. 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 lined paper school supplies that each of these customers accounted for in 2005.

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

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

Section IV-D.--CUSTOMER IDENTIFICATION--Continued

IV-D-2. Please identify below the names and addresses of your firm's 5 largest customers for **other lined paper products** during 2003-2005. 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 other lined paper products that each of these customers accounted for in 2005.

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

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

Section IV-D.--CUSTOMER IDENTIFICATION--Continued

IV-D-3. Please identify below the names and addresses of your firm's 5 largest customers for **out-sized lined paper products** during 2003-2005. 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 out-sized lined paper products that each of these customers accounted for in 2005.

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

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

Section IV-E.--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, 2003: Did your firm lose sales of certain lined paper school supplies to imports of these products from China, India, and Indonesia?

Yes No

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
- 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, contact person, phone and fax numbers	Product	Date of quote	Quantity (eaches)	Rejected U.S. price (total value--dollars)	Country of origin	Accepted import price (total value--dollars)