

NOT CONFIDENTIAL

ANTI-DUMPING COMMISSION INVESTIGATION ADC 242
NEWSPRINT EXPORTED FROM
FRANCE AND THE REPUBLIC OF KOREA

RESPONSE TO COMMISSION'S EMAIL OF 17 NOVEMBER 2014

4 DECEMBER 2014

The Commission asked, on November 17, 2014, "whether Bowater has attempted to gain contracts as a supplier of newsprint to *newspaper publishers* in Australia. If this is the case, can you provide details regarding these tenders?" (italics in original request). Subsequently, the Commission clarified that it was requesting information only for the period from January 1, 2012 to date, and only in reference to "the main newspaper publishers such as Fairfax, News Ltd., APN and Western Australian Newspapers."

Bowater [REDACTED] to customers in Australia. Instead, it makes 100 percent recycled newsprint available [REDACTED]

[REDACTED] [information about approach to sales]. Bowater is [REDACTED] [REDACTED]

[REDACTED] [information about approach to sales] The main Australian newspaper publishers communicate how much newsprint they want and then consider tenders that are not made in an open competition.

Since January 1, 2012, Bowater has [REDACTED]
[REDACTED] On the [REDACTED] occasions since 1 January 2012 when the possibility of a sale has arisen, Bowater [REDACTED]

[REDACTED]
[REDACTED].

[REDACTED]

[REDACTED]

[REDACTED]

[Confidential information concerning offers to supply newsprint to end-users in Australia]

[REDACTED] has not responded since January 1, 2012 [REDACTED] Bowater to any request for tenders by [REDACTED] because [REDACTED] [internal commercial information].

This experience demonstrates that Bowater Korea has [REDACTED]
[REDACTED]
[REDACTED]. [Confidential information concerning outcomes of offers to supply newsprint to end-users in Australia] There is no indication that Bowater was ever advised of [REDACTED] tenders such that there might have been competing bids, nor was Bowater informed of [REDACTED] tenders. Instead, Bowater [REDACTED]. Competitors, particularly Norske Skog, without apparent knowledge of Bowater's tender (because Bowater certainly was not informed of theirs) [REDACTED].

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