

*Confidential Business Information*  
**WOOD FLOORING AND HARDWOOD PLYWOOD:  
COMPETITIVE CONDITIONS AFFECTING THE U.S. INDUSTRIES  
PRODUCERS' QUESTIONNAIRE**

**Return  
completed  
questionnaire to:**

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Industries, Natural Resources and Metals Division, Room 511-A  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than October 30, 2007**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its investigation concerning wood flooring and/or hardwood plywood (inv. No. 332-487). The information requested in the questionnaire is requested under the authority of section 332(g) of the Tariff Act of 1930 (19 U.S.C. § 1332(g)). This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

**Name of firm** \_\_\_\_\_

**Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_ **Zip code**

**World Wide Web address** \_\_\_\_\_

Has your firm produced wood flooring and/or hardwood plywood (as defined in the instruction booklet) at any time since January 1, 2002?

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

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. Section 332(g) provides that the Commission may not release information which the Commission considers to be confidential business information, unless the party submitting the confidential business information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information. The Senate Committee on Finance, the requestor of this investigation, has requested that the Commission provide a nonconfidential (public) report.*

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

\_\_\_\_\_  
**Name and Title of Authorized Official**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Signature of Authorized Official**

( ) \_\_\_\_\_  
**Phone**

( ) \_\_\_\_\_  
**Fax**

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

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**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 Industries, Natural Resources and Metals Division, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. 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-2. 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>
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I-3. Does your firm or any related firms, either domestic or foreign, engage in importing solid or engineered wood flooring and/or hardwood plywood into the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Product</u>
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I-4. Does your firm or any related firms, either domestic or foreign, engage in exporting solid or engineered wood flooring and/or hardwood plywood into the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Product</u>
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I-5. Does your firm or any related firms, either domestic or foreign, engage in the production of wood flooring and/or hardwood plywood ?

No                      Yes--List the following information.

Firm name

Address

Affiliation

I-6. Who should be contacted regarding the information in this questionnaire?

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

Phone No.

E-mail address

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Further information on this questionnaire can be obtained from Cynthia Foreso (202-205-3348) or Gail Burns (202-205-2501).

**PART II.-CAPACITY, SHIPMENTS, SALES, COSTS, AND RELATED INFORMATION**

II-1. Please identify your firm's primary product of manufacture of the subject products (see list in question II-2):

\_\_\_\_\_.

II-2. Please identify products manufactured by your firm in addition to the one shown above. If your firm produces both hardwood plywood and solid and/or engineering flooring in separate operations, you may copy this form and send in separate forms for each type of operation.

- Hardwood veneer
- Hardwood plywood
- Hardwood lumber
- Solid wood flooring
- Engineered wood flooring
- Other \_\_\_\_\_
- Other \_\_\_\_\_
- Other \_\_\_\_\_

II-3-a. On the following table, please report your firm's average annual maximum production capacity for solid and engineered wood flooring and/or hardwood plywood for 2002-06 and the periods January-June 2006 and 2007.

Please describe the basis for your average maximum production capacity (number of worker shifts per day and days per week) and indicate whether or not that basis has changed during the period of investigation. You may also describe to what extent your actual operating experience differs from maximum production capability.

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Item	2002	2003	2004	2005	2006	Jan.-June 2006	Jan.-June 2007
	<i>(1,000 square feet)</i>						
Solid wood flooring							
Engineered wood flooring							
Hardwood plywood							

II-3-b. Can shipments be expanded or contracted easily in response to changes in demand?

Yes

No

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II-3-c. Please estimate the total current cost for constructing and equipping a manufacturing facility for the products your firm produces. Please respond for each product your company manufactures.

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II-4. On the following table, please report the quantity and the net sales value of your firm's annual shipments of all solid and engineered wood flooring and/or hardwood plywood for 2002-06 and January-June 2006 and 2007.

Item	2002	2003	2004	2005	2006	Jan.-June 2006	Jan.-June 2007
<b>Solid wood flooring:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>Engineered wood flooring:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>Hardwood plywood:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							



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II-6-a. For your 2006 shipments of solid and engineered wood flooring and/or hardwood plywood, please estimate the percentage of your shipments that had cores of —

HDF \_\_\_\_\_ MDF \_\_\_\_\_ Particleboard \_\_\_\_\_ Solid/lumber \_\_\_\_\_ Veneer \_\_\_\_\_

During the last five years, have these percentages changed substantially (5 percent or more)? If so please explain how.

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II-6b. For your 2006 shipments of both solid and engineered wood flooring, please estimate the percentage of shipments by type:

Strip \_\_\_\_\_ Plank \_\_\_\_\_ Wide width plank \_\_\_\_\_ Parquet \_\_\_\_\_

During last five years, has this percentage changed? If so please explain how.

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II-6c. For your 2006 shipments of hardwood plywood, please estimate the percentage of shipments accounted for by architectural grades (i.e., AA, A, B): \_\_\_\_\_.

During the last five years, has this percentage changed? If so please explain how.

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II-7. Please estimate the percentage of total solid and engineered wood flooring and/or hardwood plywood shipments by type of finish for the time period indicated.

Year	Unfinished	Prefinished	Total
	<i>(in percent)</i>		
<b>Wood flooring - Engineered:</b>			
2002			100%
2003			100%
2004			100%
2005			100%
2006			100%
January-June 2006			100%
January-June 2007			100%
<b>Wood flooring - Solid:</b>			
2002			100%
2003			100%
2004			100%
2005			100%
2006			100%
January-June 2006			100%
January-June 2007			100%
<b>Hardwood plywood:</b>			
2002			100%
2003			100%
2004			100%
2005			100%
2006			100%
January-June 2006			100%
January-June 2007			100%



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II-8. Please indicate for your firm's solid and engineered wood flooring and/or hardwood plywood operations during 2002-2006 and the periods January-June 2006 and 2007 the average annual number of full-time production-oriented employees and the average number of non-production-oriented employees.

<b>Year</b>	<b>Number of full-time production-oriented employees</b>	<b>Other non-production-oriented employees</b>
<b>Solid wood flooring:</b>		
2002		
2003		
2004		
2005		
2006		
January-June 2006		
January-June 2007		
<b>Engineered wood flooring:</b>		
2002		
2003		
2004		
2005		
2006		
January-June 2006		
January-June 2007		
<b>Hardwood plywood:</b>		
2002		
2003		
2004		
2005		
2006		
January-June 2006		
January-June 2007		

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II-9. Considering your firm's purchases of raw materials for the manufacture of the subject products, please estimate the percentage of total purchase values of each type of raw material accounted for in 2006 (items should total 100%):

**For solid wood flooring:**

Logs \_\_\_\_\_%                      Lumber \_\_\_\_\_%

During the last five years, have these percentages changed substantially (5 percent or more)? If so please explain how.

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**For engineered wood flooring:**

Logs \_\_\_\_\_%    Veneer \_\_\_\_\_%    Platforms \_\_\_\_\_%

During the last five years, have these percentages changed substantially (5 percent or more)? If so please explain how.

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**For hardwood plywood:**

Logs \_\_\_\_\_%    Veneer \_\_\_\_\_%    Platforms \_\_\_\_\_%

During the last five years, have these percentages changed substantially (5 percent or more)? If so please explain how.

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II-10. Considering the value of your firms' total purchases of raw materials for the manufacture of the subject products, in 2006, please estimate the percentage of total purchases accounted for by raw materials, by country of origin. During 2002-06, have these percentages changed substantially (5 percent or more)?

**For solid wood flooring:**

United States \_\_\_\_\_ %  
Canada \_\_\_\_\_ %  
Other (please specify countries):  
\_\_\_\_\_  
\_\_\_\_\_ %  
\_\_\_\_\_  
\_\_\_\_\_ %  
\_\_\_\_\_  
\_\_\_\_\_

**For engineered wood flooring:**

United States \_\_\_\_\_ %  
Canada \_\_\_\_\_ %  
Other (please specify countries):  
\_\_\_\_\_  
\_\_\_\_\_ %  
\_\_\_\_\_  
\_\_\_\_\_ %  
\_\_\_\_\_  
\_\_\_\_\_

**For hardwood plywood:**

United States \_\_\_\_\_ %  
Canada \_\_\_\_\_ %  
Other (please specify countries):  
\_\_\_\_\_  
\_\_\_\_\_ %  
\_\_\_\_\_  
\_\_\_\_\_ %  
\_\_\_\_\_  
\_\_\_\_\_

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II-11. In the manufacture of the subject products, please indicate whether your firm's purchasing practices for raw materials have been altered in any way by the following factors since 2002:

Factor	No	Yes (Please explain)
<b>For solid wood flooring:</b>		
Availability of raw materials		
Trade measures (tariffs, quotas, etc.)		
Certification programs (FSC, SFI)		
Other factors relating to logs, veneer, or platforms		
<b>For engineered wood flooring:</b>		
Availability of raw materials		
Trade measures (tariffs, quotas, etc.)		
Certification programs (FSC, SFI)		
Other factors relating to logs, veneer, or platforms		
<b>For hardwood plywood:</b>		
Availability of raw materials		
Trade measures (tariffs, quotas, etc.)		
Certification programs (FSC, SFI)		
Other factors relating to logs, veneer, or platforms		

II-12. Please indicate the seasonality of your firm's shipments in 2006 by estimating the percentage of annual shipments occurring in each quarter of the year.

1<sup>st</sup> quarter \_\_\_\_\_ 2<sup>nd</sup> quarter \_\_\_\_\_ 3<sup>rd</sup> quarter \_\_\_\_\_ 4<sup>th</sup> quarter \_\_\_\_\_

During 2002-06, has this pattern changed substantially (5 percent or more)? If so, please explain.

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II-13. Please provide manufacturing costs of goods sold.

Year	Costs of goods sold (including internal consumption and transfers to related firms):		
	Raw materials	Direct labor	Other factory costs <sup>1</sup>
	<i>(Dollars per thousand square feet of product shipped)</i>		
<b>Solid wood flooring:</b>			
2002			
2003			
2004			
2005			
2006			
January-June 2006			
January-June 2007			
<b>Engineered wood flooring:</b>			
2002			
2003			
2004			
2005			
2006			
January-June 2006			
January-June 2007			
<b>Hardwood plywood:</b>			
2002			
2003			
2004			
2005			
2006			
January-June 2006			
January-June 2007			
<sup>1</sup> Include such costs as regulatory compliance, management, and other residual costs.			

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II-14. Please estimate the percentage of your firm's sales of hardwood plywood in 2006 to the following end uses (should total 100%):

- Wholesale distributor: \_\_\_\_\_
- Furniture manufacturer: \_\_\_\_\_
- Cabinet manufacturer: \_\_\_\_\_
- Fixture manufacturer: \_\_\_\_\_
- Manufactured homes/  
recreational vehicle  
manufacturer: \_\_\_\_\_
- Retail building materials  
(e.g., home centers  
and lumber yards): \_\_\_\_\_
- Other: \_\_\_\_\_

II-15. Please estimate the percentage of your firm's sales of solid and engineered wood flooring in 2006 to the following categories of customers (should total 100%):

- Wholesale distributor \_\_\_\_\_
- Home builders (general contractors) \_\_\_\_\_
- Floor covering stores \_\_\_\_\_
- Flooring installers \_\_\_\_\_
- Retail building materials  
(e.g., home centers  
and lumber yards): \_\_\_\_\_
- Other \_\_\_\_\_

II-16. Please list your firm's major competitors for the subject products.

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II-17. For the subject products, what product quality and service factors provide sustainable competitive advantages to your firm?

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II-18. What specific market niches are important to your firm, if any?

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II-19. Please give your opinion on the influence of the following factors for your firm's sales of solid and engineered wood flooring and hardwood plywood (*rate from 0 = no influence to 3 = highly influential, circle one for each factor*).

<b>Factor</b> .....	<u>Level of Influence</u>			
	<b>none</b>			<b>high</b>
Price.....	0	1	2	3
Product quality.....	0	1	2	3
Service.....	0	1	2	3
Product availability.....	0	1	2	3
Business relationship with customer.....	0	1	2	3

II-20. Please list special services, if any, that are typically required by customers in your markets and estimate the average percentage of total cost accounted for by these services.

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II-21. Please explain how the markets for solid and engineered wood flooring and hardwood plywood have changed and what significant trends there have been over the last 5 years.

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II-22. Does your firm export solid and engineered wood flooring and/or hardwood plywood? If yes, please indicate in the table below the level of exports, by Harmonized Tariff Schedule (HTS) number for exports (Schedule B) for 2002-2006 and for the periods January-June 2006 and 2007 (please note that the HTS numbers changed as of Jan. 1, 2007).

Item	2002	2003	2004	2005	2006	Jan.- June 2006	Jan.- June 2007
<b>SOLID WOOD FLOORING:</b>							
<b>HTS subheading 4409.20:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4409.29:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4418.30:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4418.71:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4418.90:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							



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Item	2002	2003	2004	2005	2006	Jan.- June 2006	Jan.- June 2007	
<b>ENGINEERED WOOD FLOORING:</b>								
<b>HTS subheading 4412.10:</b>								
Quantity (1,000 square feet)	[REDACTED]							
Value (1,000 dollars)	[REDACTED]							
<b>HTS subheading 4412.13:</b>								
Quantity (1,000 square feet)							[REDACTED]	
Value (1,000 dollars)							[REDACTED]	
<b>HTS subheading 4412.14:</b>								
Quantity (1,000 square feet)							[REDACTED]	
Value (1,000 dollars)							[REDACTED]	
<b>HTS subheading 4412.22:</b>								
Quantity (1,000 square feet)							[REDACTED]	
Value (1,000 dollars)							[REDACTED]	
<b>HTS subheading 4412.23:</b>								
Quantity (1,000 square feet)							[REDACTED]	
Value (1,000 dollars)							[REDACTED]	
<b>HTS subheading 4412.29:</b>								
Quantity (1,000 square feet)							[REDACTED]	
Value (1,000 dollars)							[REDACTED]	
<b>HTS subheading 4412.31:</b>								
Quantity (1,000 square feet)	[REDACTED]							
Value (1,000 dollars)	[REDACTED]							
<b>HTS subheading 4412.32:</b>								
Quantity (1,000 square feet)	[REDACTED]							
Value (1,000 dollars)	[REDACTED]							
<b>HTS subheading 4412.94:</b>								
Quantity (1,000 square feet)	[REDACTED]							
Value (1,000 dollars)	[REDACTED]							
<b>HTS subheading 4412.99:</b>								
Quantity (1,000 square feet)	[REDACTED]							
Value (1,000 dollars)	[REDACTED]							
Item	2002	2003	2004	2005	2006	Jan.- June 2006	Jan.- June 2007	
<b>ENGINEERED WOOD FLOORING – Continued:</b>								
<b>HTS subheading 4418.71:</b>								
Quantity (1,000 square feet)	[REDACTED]							
Value (1,000 dollars)	[REDACTED]							
<b>HTS subheading 4418.72:</b>								

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Quantity (1,000 square feet)	
Value (1,000 dollars)	
<b>HTS subheading 4418.79:</b>	
Quantity (1,000 square feet)	
Value (1,000 dollars)	

Item	2002	2003	2004	2005	2006	Jan.- June 2006	Jan.- June 2007
<b>HARDWOOD PLYWOOD:</b>							
<b>HTS subheading 4412.10:</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4412.13</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4412.14</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4412.22</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4412.23</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
Item	2002	2003	2004	2005	2006	Jan.- June 2006	Jan.- June 2007

<b>HARDWOOD PLYWOOD – Continued:</b>							
<b>HTS subheading 4412.29</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4412.31</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4412.32</b>							
Quantity (1,000 square feet)							
Value (1,000 dollars)							
<b>HTS subheading 4412.94</b>							
Quantity (1,000 square feet)							

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Value (1,000 dollars)		
<b>HTS subheading 4412.99</b>		
Quantity (1,000 square feet)		
Value (1,000 dollars)		

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**PART III.–CERTIFICATION PROGRAMS**

III-1. Does your firm have a general policy requiring purchase of legal and/or sustainable timber? If yes, does your policy define what is meant by 'legal timber'?

If yes, does this policy apply to *all* the timber purchased, or just the timber to supply those markets/customers that demand it?

III-2 Does your firm require its suppliers to provide evidence that the timber and downstream products they supply have been produced from legally harvested logs? Please explain.

III-3 Does your firm require its suppliers to provide evidence of reconciliation of their log inputs with verified legal supplies? If yes, what official documentation (e.g., log transport permits) is used for this purpose, and do your suppliers make checks to avoid risks of forgeries?

III-4 Do your suppliers' chain of custody and traceability system(s) provide for controls to detect unauthorized and possibly illegal supplies entering the supply chain? If yes, what are those controls?

III-5 Are sufficient records kept of your entire production to permit external audits of the sources and uses of timber to be carried out?

III-6 Are any external audits carried out to check the accuracy of information provided by your suppliers? Please explain.

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III-7           What percentage of your firm's 2006 production (in value terms) of flooring and hardwood plywood is certified by the each of the following certification programs?

Sustainable Forestry Initiative (SFI)	_____
Program for Endorsement of Forest Certification (PEFC)	_____
Forest Stewardship Council (FSC)	_____
Canadian Standards Association (CSA)	_____
Other	_____

*Confidential Business Information***PART IV.--****PRICING AND RELATED INFORMATION**

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

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

Phone No.

E-mail address

This section requests annual price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during 2002-2006 and during the periods January-June 2006 and 2007 (the product numbers are to be written on the next page(s):

**HARDWOOD PLYWOOD:**

**Product 1.**–Birch face and back, grade B-4, veneer core, 4x8 feet, ¼ inch thick

**Product 2.**–Birch face and back, grade B-2, veneer core, 4x8 feet, ½ inch thick

**Product 3.**–Birch face and back, grade B-2, veneer core, 4x8 feet, ¾ inch thick

**Product 4.**–Birch face and back, grade C-3, veneer core, 4x8 feet, ¾ inch thick

**Product 5.**–Birch face and back, grade D-3, veneer core, 4x8 feet, ¾ inch thick

**Product 6.**–Oak face and back, grade B-2, veneer core, 4x8 feet, ¾ inch thick

**Product 7.**–Oak face and back, grade C-3, veneer core, 4x8 feet, ¾ inch thick

**Product 8.**–Maple face and back, grade B-2, veneer core, 4x8 feet, ¾ inch thick

**Product 9.**–Maple face and back, grade C-3 veneer core, 4x8 feet, ¾ inch thick

**Product 10.**–Various species, grade overlay & better, veneer core, 4x8 feet, 3.4 mm thick

**SOLID WOOD FLOORING:**

**Product 11.**–Red oak, prefinished, 2¼ inches wide, ¾ inch thick, random lengths

**Product 12.**–White oak, unfinished, 2¼ inches wide, ¾ inch thick, random lengths

**Product 13.**–Oak, prefinished, 3¼ inches wide, ¾ inch thick, random lengths

**Product 14.**–Principal exotic species (please provide product specifications on the following page), prefinished or unfinished, any width, random lengths

**ENGINEERED WOOD FLOORING:**

**Product 15.**–Oak, prefinished, face ply greater than 1 mm thick, 3 inches wide, ¾ inch thick, random lengths

**Product 16.**–Oak, prefinished, face ply less than 1 mm thick, 3 inches wide, ¾ inch thick, random lengths

**Product 17.**–Various species, prefinished, hand scraped, 5 inches wide, ½ inch thick, random lengths

**Product 18.**–Various species, prefinished, sawn face on a plywood core, 3 inches wide, ⅝ inch thick, random lengths

**Product 19.**–Principal exotic species (please provide product specifications on the following page), prefinished, face ply greater than 1 mm thick, any width, any thickness, random lengths

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

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**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm; fill in the product number from the previous page.

**Product No.** \_\_\_\_\_ (specify)

<b>(Quantity in square feet, value in dollars)</b>		
<b>Period of shipment</b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>
<b>2002</b>		
<b>2003</b>		
<b>2004</b>		
<b>2005</b>		
<b>2006</b>		
<b>January-June 2006</b>		
<b>January-June 2007</b>		

<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, or if this page is for products 14, 17, 18, or 19 provide a description of your product and fill in the quantities and values above:

<sup>2</sup> 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.

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IV-2. Please describe how your firm determines the prices that it charges for sales of solid and engineered wood flooring and/or hardwood plywood (e.g., 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-3. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-4. What are your firm's typical sales terms for its U.S.-produced solid and engineered wood flooring and/or hardwood plywood (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic solid and engineered wood flooring and/or hardwood plywood usually quoted (e.g., f.o.b. warehouse, or delivered)?  
\_\_\_\_\_

IV-5. Approximately what share of your firm's sales of its U.S.-produced solid and engineered wood flooring and/or hardwood plywood in 2006 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)?

<b>Solid wood flooring</b>	
<b>Type of sale</b>	<b>Share of sales (percent)</b>
Long-term contracts	
Short-term contracts	
Spot sales	

<b>Engineered wood flooring</b>	
<b>Type of sale</b>	<b>Share of sales (percent)</b>
Long-term contracts	
Short-term contracts	
Spot sales	

<b>Hardwood plywood</b>	
<b>Type of sale</b>	<b>Share of sales (percent)</b>
Long-term contracts	
Short-term contracts	
Spot sales	

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



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- (a) What is the average duration of a contract? \_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_

IV-7. 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? \_\_

IV-8 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 solid and engineered wood flooring and/or hardwood plywood?

<b>Solid wood flooring</b>		
<b>Source</b>	<b>Share of 2006 sales</b>	<b>Lead time</b>
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

<b>Engineered wood flooring</b>		
<b>Source</b>	<b>Share of 2006 sales</b>	<b>Lead time</b>
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

<b>Hardwood plywood</b>		
<b>Source</b>	<b>Share of 2006 sales</b>	<b>Lead time</b>
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-9 How has the demand within the United States (and outside the United States if known) for solid and engineered wood flooring and/or hardwood plywood changed since January 1, 2002? What principal factors affected the changes in demand?

- Increased       Unchanged       Decreased

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IV-10a. Is **solid wood flooring** produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same flooring applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Indonesia	Brazil	China	Malaysia	Russia	Canada
United States							
Indonesia							
Brazil							
China							
Malaysia							
Russia							
Canada							

<sup>1</sup> For any country-pair producing solid wood flooring which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

IV-10b. Is **engineered wood flooring** produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same flooring applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Indonesia	Brazil	China	Malaysia	Russia	Canada
United							

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IV-10b. Is **engineered wood flooring** produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same flooring applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

States							
Indonesia							
Brazil							
China							
Malaysia							
Russia							
Canada							

<sup>1</sup> For any country-pair producing engineered wood flooring which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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IV-10c. Is **hardwood plywood** produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Indonesia	Brazil	China	Malaysia	Russia	Canada
United States							
Indonesia							
Brazil							
China							
Malaysia							
Russia							
Canada							

<sup>1</sup> For any country-pair producing hardwood plywood which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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IV-11a. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between **solid wood flooring** 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.<sup>1</sup>

Country-pair	United States	Indonesia	Brazil	China	Malaysia	Russia	Canada
United States							
Indonesia							
Brazil							
China							
Malaysia							
Russia							
Canada							

<sup>1</sup> For any country-pair producing solid wood flooring which is *sometimes* or *never* significant, please explain:

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IV-11b. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between **engineered wood flooring** 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.<sup>1</sup>

Country-pair	United States	Indonesia	Brazil	China	Malaysia	Russia	Canada
United States							
Indonesia							
Brazil							
China							
Malaysia							
Russia							
Canada							

<sup>1</sup> For any country-pair producing engineered wood flooring which is *sometimes or never* significant, please explain:

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IV-11c. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between **hardwood plywood** 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.<sup>1</sup>

Country-pair	United States	Indonesia	Brazil	China	Malaysia	Russia	Canada
United States							
Indonesia							
Brazil							
China							
Malaysia							
Russia							
Canada							

<sup>1</sup> For any country-pair producing hard wood plywood which is *sometimes* or *never* significant, please explain: