U.S. PURCHASERS' QUESTIONNAIRE

HARDWOOD PLYWOOD FROM CHINA

This questionnaire must be received by the Commission by <u>August 10, 2017</u>

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty investigations concerning hardwood plywood from China (Inv. Nos. 701-TA-565 and 731-TA-1341 (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)). Further information on this questionnaire can be obtained from Lauren Gamache (202-205-3489, lauren.gamache@usitc.gov).

Name of firm

City	State Zip Code	
Website		
Has your firm purchase any time since January	ed hardwood plywood (as defined on next page) from <u>any</u> source 1, 2014?	e (domestic or foreign) a
NO (Sign the	e certification below and promptly return only this page of the question	nnaire to the Commission)
YES (Comple	ete all parts of the questionnaire, and return the entire questionnaire to	the Commission)
=	CERTIFICATION nerein supplied in response to this questionnaire is complete stand that the information submitted is subject to audit and	
ge and belief and unders g this certification I also on provided in this questission on the same or sidersigned, acknowledged ag or other proceedings I (a) for developing or nand evaluations relatings; or (ii) by U.S. governoersonnel will sign appropressions.	perein supplied in response to this questionnaire is complete stand that the information submitted is subject to audit and also grant consent for the Commission, and its employees as stionnaire and throughout this proceeding in any other important merchandise. The that information submitted in response to this request for a may be disclosed to and used: (i) by the Commission, its emmaintaining the records of this or a related proceeding, or (b), and the programs, personnel, and operations of the Commission in the comment employees and contract personnel, solely for cyberseculopriate nondisclosure agreements.	verification by the Coming contract personnel, or injury proceedings contract and through the contract and through the contract and offices, and in internal investigation mission including under
ge and belief and unders g this certification I als on provided in this ques hission on the same or si dersigned, acknowledge ng or other proceedings I (a) for developing or n and evaluations relatin 3; or (ii) by U.S. govern	terein supplied in response to this questionnaire is complete stand that the information submitted is subject to audit and a less grant consent for the Commission, and its employees as stionnaire and throughout this proceeding in any other important important in the important important in the important information submitted in response to this request for a may be disclosed to and used: (i) by the Commission, its emmaintaining the records of this or a related proceeding, or (by the programs, personnel, and operations of the Commission in the comment employees and contract personnel, solely for cybersecular.	verification by the Common of contract personnel, of contract personnel, of contract personnel, of contract and through the contract and contract an
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PART I.—GENERAL INFORMATION

<u>Background.</u>-- This proceeding was instituted in response to petitions filed on November 18, 2016, on behalf of the Coalition for Fair Trade in Hardwood Plywood, which is comprised of Columbia Forest Products (Greensboro, North Carolina); Commonwealth Plywood Inc. (Whitehall, New York); Roseburg Forest Products Co. (Roseburg, Oregon); States Industries Inc. (Eugene, Oregon); and Timber Products Com. (Springfield, Oregon). Antidumping and/or countervailing duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes affirmative determinations of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at

https://www.usitc.gov/investigations/701731/2017/hardwood_plywood_china/final.htm

Hardwood plywood covered by these investigations is as follows:

The merchandise subject to these investigations is hardwood and decorative plywood, and certain veneered panels as described below. For purposes of this proceeding, hardwood and decorative plywood is defined as a generally flat, multilayered plywood or other veneered panel, consisting of two or more layers or plies of wood veneers and a core, with the face and/or back veneer made of non-coniferous wood (hardwood) or bamboo. The veneers, along with the core may be glued or otherwise bonded together. Hardwood and decorative plywood may include products that meet the American National Standard for Hardwood and Decorative Plywood, ANSI/HPVA HP-1-2016 (including any revisions to that standard).

For purposes of these investigations, a "veneer" is a slice of wood regardless of thickness which is cut, sliced or sawed from a log, bolt, or flitch. The face and back veneers are the outermost veneer of wood on either side of the core irrespective of additional surface coatings or covers as described below.

The core of hardwood and decorative plywood consists of the layer or layers of one or more material(s) that are situated between the face and back veneers. The core may be composed of a range of materials, including but not limited to hardwood, softwood, particleboard, or medium-density fiberboard (MDF).

All hardwood plywood is included within the scope of these investigations regardless of whether or not the face and/or back veneers are surface coated or covered and whether or not such surface coating(s) or covers obscures the grain, textures, or markings of the wood. Examples of surface coatings and covers include, but are not limited to: ultra-violet light cured polyurethanes; oil or oil-modified or water based polyurethanes; wax; epoxy-ester finishes; moisture-cured urethanes; paints; stains; paper; aluminum; high pressure laminate; MDF; medium density overlay (MDO); and phenolic film. Additionally, the face veneer of hardwood plywood may be sanded; smoothed or given a "distressed" appearance through such methods as hand-scraping or wire brushing. All hardwood plywood is included within the scope even if it is trimmed; cut-to-size; notched; punched; drilled; or has underwent other forms of minor processing.

All hardwood and decorative plywood is included within the scope of these investigations, without regard to dimension (overall thickness, thickness of face veneer, thickness of back veneer, thickness of core, thickness of inner veneers, width, or length). However, the most common panel sizes of hardwood

and decorative plywood are $1219 \times 1829 \text{ mm}$ (48 x 72 inches), $1219 \times 2438 \text{ mm}$ (48 x 96 inches), and $1219 \times 3048 \text{ mm}$ (48 x 120 inches).

Subject merchandise also includes hardwood and decorative plywood that has been further processed in a third country, including but not limited to trimming, cutting, notching, punching, drilling, or any other processing that would not otherwise remove the merchandise from the scope of the investigations if performed in the country of manufacture of the in-scope product.

The scope of the investigations excludes the following items: (1) structural plywood (also known as "industrial plywood" or "industrial panels") that is manufactured to meet U.S. Products Standard PS 1-09, PS 2-09, or PS 2-10 for Structural Plywood (including any revisions to that standard or any substantially equivalent international standard intended for structural plywood), and which has both a face and a back veneer of coniferous wood; (2) products which have a face and back veneer of cork; (3) multilayered wood flooring, as described in the antidumping duty and countervailing duty orders on Multilayered Wood Flooring from the People's Republic of China, Import Administration, International Trade Administration. See Multilayered Wood Flooring from the People's Republic of China, 76 FR 76,690 (Dec. 8, 2011) (amended final determination of sales at less than fair value and antidumping duty order), and Multilayered Wood Flooring from the People's Republic of China, 76 FR 76.693 (Dec. 8, 2011) (countervailing duty order), as amended by Multilayered Wood Flooring from the People's Republic of China: Amended Antidumping and Countervailing Duty Orders, 77 FR 5,484 (Feb.3, 2012); (4) multilayered wood flooring with a face veneer of bamboo or composed entirely of bamboo; (5) plywood which has a shape or design other than a flat panel, with the exception of any minor processing described above; (6) products made entirely from bamboo and adhesives (also known as "solid bamboo"); and (7) Phenolic Film Faced Plyform (PFF), also known as Phenolic Surface Film Plywood (PSF), defined as a panel with an "Exterior" or "Exposure 1" bond classification as is defined by The Engineered Wood Association, having an opaque phenolic film layer with a weight equal to or greater than 90g/m3 permanently bonded on both the face and back veneers and an opaque, moisture resistant coating applied to the edges.

Excluded from the scope of these investigations are wooden furniture goods that, at the time of importation, are fully assembled and are ready for their intended uses. Also excluded from the scope of these investigations is "ready to assemble" ("RTA") furniture. RTA furniture is defined as (A) furniture packaged for sale for ultimate purchase by an end-user that, at the time of importation, includes 1) all wooden components (in finished form) required to assemble a finished unit of furniture, 2) all accessory parts (e.g., screws, washers, dowels, nails, handles, knobs, adhesive glues) required to assemble a finished unit of furniture, and 3) instructions providing guidance on the assembly of a finished unit of furniture; (B) unassembled bathroom vanity cabinets, having a space for one or more sinks, that are imported with all unassembled hardwood and hardwood plywood components that have been cut-to-final dimensional component shape/size, painted or stained prior to importation, and stacked within a singled shipping package, except for furniture feet which may be packed and shipped separately; or (C) unassembled bathroom vanity linen closets that are imported with all unassembled hardwood and hardwood plywood components that have been cut-to-final dimensional shape/size, painted or stained prior to importation, and stacked within a single shipping package, except for furniture feet which may be packed and shipped separately.

Excluded from the scope are kitchen cabinets that, at the time of importation, are fully assembled and are ready for their intended uses. Also excluded from the scope of the investigations are RTA kitchen cabinets. RTA kitchen cabinets are defined as kitchen cabinets packaged for sale for ultimate purchase

by an end-user that, at the time of importation, includes 1) all wooden components (in finished form) required to assemble a finished unit of cabinetry, 2) all accessory parts (e.g., screws, washers, dowels, nails, handles, knobs, hooks, adhesive glues) required to assemble a finished unit of cabinetry, and 3) instructions providing guidance on the assembly of a finished unit of cabinetry.

Excluded from the scope of these investigations are finished table tops, which are table tops imported in finished form with pre-cut or drilled openings to attach the underframe or legs. The table tops are ready for use at the time of import and require no further finishing or processing.

Excluded from the scope of these investigations are finished countertops that are imported in finished form and require no further finishing or manufacturing.

Excluded from the scope of these investigations are laminated veneer lumber door and window components with (1) a maximum width of 44 millimeters, a thickness from 30 millimeters to 72 millimeters, and a length of less than 2413 millimeters (2) water boiling point exterior adhesive, (3) a modulus of elasticity of 1,500,000 pounds per square inch or higher, (4) finger-jointed or lap-jointed core veneer with all layers oriented so that the grain is running parallel or with no more than 3 dispersed layers of veneer oriented with the grain running perpendicular to the other layers; and (5) top layer machined with a curved edge and one or more profile channels throughout.

Imports of hardwood plywood are primarily entered under the following Harmonized Tariff Schedule of the United States (HTSUS) subheadings: 4412.10.0500; 4412.31.0520; 4412.31.0540; 4412.31.0560; 4412.31.0620; 4412.31.0640; 4412.31.0660; 4412.31.2510; 4412.31.2520; 4412.31.2610; 4412.31.2620; 4412.31.4040; 4412.31.4050; 4412.31.4060; 4412.31.4075; 4412.31.4080; 4412.31.4140; 4412.31.4150; 4412.31.4160; 4412.31.4180; 4412.31.5125; 4412.31.5135; 4412.31.5155; 4412.31.5165; 4412.31.5175; 4412.31.5235; 4412.31.5255; 4412.31.5265; 4412.31.5275; 4412.31.6000; 4412.31.6100; 4412.31.9100; 4412.31.9200; 4412.32.0520; 4412.32.0540; 4412.32.0565; 4412.32.0570; 4412.32.0620; 4412.32.0640; 4412.32.0670; 4412.32.3155; 4412.32.3255; 441

Imports of hardwood plywood may also enter under HTSUS subheadings 4412.39.4011; 4412.39.4012; 4412.39.4019; 4412.39.4031; 4412.39.4032; 4412.39.4039; 4412.39.4051; 4412.39.4052; 4412.39.4059; 4412.39.4061; 4412.39.4062; 4412.39.4069; 4412.39.5010; 4412.39.5030; 4412.39.5050; 4412.99.6000; 4412.99.7000; 4412.99.8000; 4412.99.9000; 4412.10.9000; 4412.94.5100; 4412.94.9500; and 4412.99.9500. While the HTSUS subheadings are provided for convenience and customs purposes, the written description of the scope of these investigations is dispositive.

<u>Purchaser</u>.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing hardwood plywood from another firm that produces, imports, or otherwise distributes hardwood plywood.

<u>Reporting of information</u>.-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

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

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

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of hardwood plywood and your responses to the questions in part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

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

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

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

W	ashington, DC 20436.		
by	this questionnaire, if diffe		of your U.S. establishment(s) covered over page. Firms operating more than ishments into a single report.
in		ty of a firm involved in the <u>pur</u> perated in conjunction with (v	chase of hardwood plywood, whether or not physically separate
<u>O</u>	wnershipIs your firm ow	ned, in whole or in part, by an	y other firm?
	No YesList	the following information.	
F	Firm name	Address	Extent of ownership (percent)
fo		ood plywood into the United S	elated firms, either domestic or States or which export hardwood
	No YesList	the following information.	
F	Firm name	Country	Affiliation
	roduce hardwood plywood	?	s, either domestic or foreign, which
	No YesList	the following information.	
F	Firm name	Country	Affiliation

Business Proprietary

S. Purchasers' Questionnaire - H	lardwood plywood		Page 7
venture, or other type of in hardwood plywood, such	using Chinese hardwood plywood related party with production facilit as cabinets?		
		Is product imported United States?	ed into the
Firm name	Type of product produced	Yes	No
ART IIPURCHASES ontact informationPlease iden			

staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. Purchases.—

(a) Report your firm's total U.S. purchases of hardwood plywood. Please report separately for your purchases from U.S. producers and importers, and your imports for which your firm was the importer of record.

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

"Import" – A transaction to buy from a foreign supplier in which your firm is the importer of record.

	2014	2015	2016	
Item	Quanti	ty (in 1,000s of squ	are feet)	
Purchases of hardwood plywood produced				
in				
United States				
China				
All other countries ¹				
Sources unknown				
Total purchases	0	0	0	
Imports of hardwood plywood from				
China				
All other countries ¹				
Sources unknown				
Total Imports	0	0	0	
¹ Please identify these countries:				

(b) Please indicate your firm's purchases in 2016 of each species identified below, by country source.

Species of hardwood plywood	United States	China	Other sources ¹	Comments
Maple				
Red oak				
Birch				
Cherry				
Walnut				
Other:				
Total (should sum to 100%)	0.0%	0.0%	0.0%	
¹ Please identify these countri	es:	•	1	1

II-2.	Changes in purchasing patternsPlease indicate how the shares of your firm's purchases of
	hardwood plywood from different sources have changed since January 1, 2014.

	Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
	United States						
	China						
	All other countries ¹						
	Sources unknown						
	¹ Please identify the	se countries	:				
II-3	. Purchases from one country onlyIf your firm has purchased hardwood plywood from only one country, please explain the reasons for doing so.						

II-4. <u>Supplier identification.</u>—Please list your firm's <u>FIVE</u> largest suppliers for hardwood plywood since January 1, 2014. Also, provide the share of the quantity of your firm's total purchases of hardwood plywood that each of these suppliers accounted for in 2016.

No.	Supplier's name	City and state	Share of quantity of 2016 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of hardwood plywood (check one)?

Distributor	Big box retailer / Home center	Other retailer	Builder	Other end user	Describe other

If your firm is a distributor of hardwood plywood, please answer questions III-2 and III-3.

III-2. <u>Competition for sales.</u>--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases hardwood plywood?

No	Yes	If yes, please describe.

III-3.	Types of customers What are the major type	s of	consumer	s to	which y	our firm/	sells h	ardwood
	plywood?							

If your firm is an end user of hardwood plywood, please answer questions III-4 through III-6.

III-4. End uses.--

(a) List the top 3 products your firm makes using hardwood plywood and estimate the percent of your <u>total production cost</u> that is accounted for by hardwood plywood and by other inputs (such as labor, energy, and other raw materials).

	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should
Product(s) your firm produces	Hardwood plywood		Other inputs		sum to 100.0% across)
	%	+	%		0.0 %
	%	+	%	Ш	0.0 %
	%	+	%	=	0.0 %

III-4. **End uses.--**Continued.

(b) Please estimate your firm's share of purchases in 2016 by source and intended end use.

	Share of purchases in 2016 (percent)				
ltem	United States	China	All other sources ¹		
Purchases used for / sold to :					
Cabinetry					
Furniture					
Fixtures (store/retail)					
RV/mobile home					
Underlayment					
Architectural work					
Miscellaneous and unknown end					
uses					
Total (should each sum to 100%)	0	0	0		
¹ Please identify these countries:					

<u>RECONCILIATION.</u>--Please ensure that the quantities reported for U.S. purchases (whether or not your firm was the importer or record) in this question reconcile with the data provide in question II-1. The calculated fields below sum the data in this question and subtract the data from question II-1, and therefore if they reconcile the calculations below should be returning zeroes ("0"). If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Purchases in 2016 from		
Reconciliation	United States	China	All other sources ¹
Data from III-1b minus data from II-1 = should equal zero ("0"), if			
not revise.	0	0	0

- III-4. **End uses.--**Continued.
 - (c) <u>If your firm is a cabinet manufacturer</u>, please estimate your firm's share of purchases of hardwood plywood for cabinets from each source, for each cabinetry application, in 2016.

	Share of purchases in 2016 (percent)				
Cabinet application	United States	China	All other sources ¹		
Exposed exterior:					
To be sanded/stained					
To be painted					
To be laminated					
Interior surfaces:					
To be sanded/stained					
To be painted					
To be laminated					
Тор:					
Bottom:					
Back:					
Shelving:					
Other ():					
Total (should each sum to 100%)	0	0	0		
¹ Please identify these countries:					

III-5. Lamination.--

(a) What share of your firm's 2016 purchases, by country source, were laminated?

United States	China	Other sources ¹	Comments
%	%	%	
¹ Please identify these	countries:		

(b) Does your firr	n laminate hardwood plywood that it has purchased? If yes,
No	Yes Please estimate the share of your firm's 2016 purchases that were laminated by your firm.

United States	China	Other sources ¹	Comments		
%	%	%			
¹ Please identify these countries:					

	- '			
U.S	. Purchasers'	Questionnaire	 Hardwood 	plywood

III-6	6. <u>Demand for end use products</u>							
	(a)		nand for your firm's final products incorporating hardwood plywood ice January 1, 2014?					
		Increase	d No cl	Io change Decre		Fluct	uated	
	(b)	Has this ha	d any effect	d any effect on your firm's demand for hardwood plywood?				
		No	Yes			Explain		
111-7	7. <u>Substit</u>	utes						
	(a) Can otl	ner products	be substitu	ted for hardy	wood plywo	od?		
		☐ No	Yes	Please fill o	out the table			
			End use	in which this	əf		n the price of this substitute ice for hardwood plywood?	
	Substit	ute	substit	ute is used	No Y	es	Explanation	
1.								
2.								
3.								
(b) If your firm reported that other products can be substituted for hardwood plywood, please indicate how the demand for these products has changed since January 1, 2014?								
		e how the do			s has change	ed since Janua		
1.	indicat	e how the do	emand for th	nese product	s has change	ed since Janua	ary 1, 2014?	
1.	indicat	e how the do	emand for th	nese product	s has change	ed since Janua	ary 1, 2014?	
	indicat	e how the do	emand for th	nese product	s has change	ed since Janua	ary 1, 2014?	

III-8. Hardwood p	olywood grades
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¹ Please identify these countries:

(a) Is there a standardized grading system for hardwood plywood?								
Source	No	Yes			Explain	l		
United States								
China								
All other sources ¹								
¹ Please ide	ntify these	countries:						
(b)	(b) Does this grading system include the following specifications?							
				United	States	Ch	hina	
Specification				No	Yes	No	Yes	
Composition of	core mate	rials						
Thickness of th	e veneer							
Other: ()								
(c)	(c) Are higher grades typically more expensive than lower grades for the same veneer thickness?							
Source No Yes					Explain	1		
United States			,					
China								
All other sources ¹								

II-9. [Demand	trends
II-9. C	Demand	trends.

(a) Indicate how demand within the United States and outside of the United States (if known) for hardwood plywood has changed since January 1, 2014. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States					
Outside the United States					

(b) Indicate how demand within the United States, by application, for hardwood plywood has changed since January 1, 2014. Explain any trends and describe the principal factors that have affected these changes in demand.

				Fluctuate with no	
	Overall	No	Overall	clear	
Application	increase	change	decrease	trend	Explanation and factors
Overall U.S. market					
Cabinetry					
Fixtures (store/retail)					
Underlayment					
Furniture					
RV/Mobile homes					
Architectural uses					
Other:					

III-9. **Demand trends.--** continued.

(c) Indicate how demand within the United States, by species and/or faces, for hardwood plywood has changed since January 1, 2014. Explain any trends and describe the principal factors that have affected these changes in demand.

Species	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Maple					
Red oak					
Birch					
Cherry					
Walnut					
Other:					

III-9.	Demand	trends	continued

(d) If your firm is a cabinet manufacturer, please indicate how demand within the United States, by appearance, for hardwood plywood has changed since January 1, 2014. Explain any trends and describe the principal factors that have affected these changes in demand.

Appearance	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
U.Sproduced hardwood pl	ywood		I		
Painted/opaque					
Natural wood-grain stained					
HPL/TFL European- style laminate					
Chinese hardwood plywood	I				
Painted/opaque					
Natural wood-grain stained					
HPL/TFL European- style laminate					
Hardwood plywood from al	l other cou	ntries			
Painted/opaque					
Natural wood-grain stained					
HPL/TFL European- style laminate					

III-10. Country preferences.--

(a) Do you or your customers ever specifically order hardwood plywood from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.

III-11.	Importance of purchasing domestic productPlease fill out the table below, estimating the
	percentage of your firm's total 2016 purchases of hardwood plywood that required hardwood
	plywood produced in the United States.

	Estimated percentage of your firm's total 2016 purchases of hardwood plywood
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain:)	%
Total (should sum to 100.0%)	0.0 %

III-12. Conditions of competition.--

(a) Is the hardwood plywood market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to hardwood plywood?

Check all that apply.		Please describe.
	No	Skip to question III-11.
	Yes-Business cycles (e.g. seasonal business)	
	Yes-Other distinctive conditions of competition	

(b) Have there been any changes in the business cycles or conditions of competition for hardwood plywood since January 1, 2014?

No	Yes	If yes, describe.

U.S. Pur	chasers'	Questionnaire	- Hardwood	plywood
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III-13.	Decisions	based on p	roduce	r and coun	try-of-orig	<u>in</u> How o	often does y	our firm,	and if I	known,
	do your c	ustomers,	make	purchasing	decisions	involving	hardwood	plywood	based	on its
	producer o	or country c	of origin	ı?						

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
		D	ecision based o	on produ	cer
Your firm					
Your customers					
		Decis	ion based on c	ountry of	origin
Your firm					
Your customers					
Availability of since January		as the avail	ability of hardv	vood plyv	wood in the U.S. market changed

III-14.

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
U.Sproduced product			
Subject imports			
Nonsubject imports			

III-15. Supply constraints.--Has any firm refused, declined, or been unable to supply your firm with hardwood plywood since January 1, 2014 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.

III-16. Availability of specific product types.--Are certain grades/veneers/sizes of hardwood plywood only available from certain country sources?

No	•	Yes	If yes, please identify the countries and the grade/type/size.

U.S. Pur	rchasers' (Questio	nnaire - F	Hardwood ply	ywood		Page 20
III-17.	<u>Purchasi</u>	ng frequ	uency				
	(a) H	How free	quently d	oes your firm	n make purc	hases of h	ardwood plywood (check one)?
Daily	Weekl	у М	onthly	Quarterly	Annually	Other	If other, specify
	(b) H	las this	purchasir	ng frequency	changed sin	ce Januar	y 1, 2014?
		No	Yes I	f yes, please	describe.		
					(
III-18.				<mark>tacted</mark> How reen a			your firm generally contact before
III-19.		_		oes your firm oplier and pur		s of hardw	vood plywood usually involve
		No				-	n generally negotiates and note ing prices during negotiations.
III-20.	Change i	n suppl	iers Has	s your firm ch	anged supp	iers since	January 1, 2014?
		No		f yes, please dropped, and			hether the firm was added or change.
III-21.	-		•	aware of any January 1, 20		rs, either	foreign or domestic, that have
	No	Yes	If yes,	please identi	fy the firms	•	

III-22.	Supplier qualificationDo you require your suppliers to be or to become certified or qualified
	to sell hardwood plywood to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

No	Number of days	Process and factors

III-23. <u>Failure to certify</u>.--Since January 1, 2014, have any domestic or foreign producers failed in their attempts to certify or qualify their hardwood plywood with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

III-24. <u>Major purchasing factors.</u>--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase hardwood plywood (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Ple	ease list any other factors that are very important in your purchase decisions:

III-26.

III-25. <u>Purchasing factors.</u>--Please rate the importance of the following factors in your firm's purchasing decisions for hardwood plywood.

Factor	Very important	Somewhat important	Not important
Availability			
Core species			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Face veneer, thickness			
Face veneer, grade			
Face veneer, wood species			
Minimum quantity requirements			
Overall plywood thickness			
Packaging			
Price			
Product consistency			
Product range			
Quality meets industry standards			
Quality exceeds industry standards			
Reliability of supply			
Technical support/service			

U.S. Purchasers	' Questionnaire	- Hardwood	plywood
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III-27.	Minimum qualityHow often does hardwood plywood from the following countries meet
	minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States					
China					
Other:					
Francisco of decisions based on price. How often decay of the based on the bandward					

III-28.	Frequency of decisions based on priceHow ofte	en does your firm purchase the hardwood
	plywood that is offered at the lowest price?	

Always	Usually	Sometimes	Never

III-29.	Choice of product not based on priceIf you purchased hardwood plywood from one country
	source although a comparable product was available from another country source at a lower
	price, please explain your reasons for doing so (please specify by country).

|--|--|--|--|

III-30. <u>Price leaders.</u>— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader is not necessarily the lowest-priced supplier.

Please list the names of any firms or countries you considered price leaders in the hardwood plywood market since January 1, 2014.

Firm(s)	Describe how the firm(s) exhibited price leadership

III_21	Durchasing subject	imports rather than	domestic products.—
111-31.	Purchasing subject	imports rather than	aomestic products.—

(a)	Since January 2014, did your firm purchase imports of hardwood plywood from China
	instead of U.Sproduced hardwood plywood?

	Yes	No
Source	(also respond to parts (b) and (c))	(If "No", skip to next question)
China		

(b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product?

Source	Yes	No
China		

(c) If you responded "Yes" to part (a), was price a primary reason for purchasing subject imports rather than domestic product?

Source	Yes	If Yes, estimate the quantity of imports purchased instead of domestic product since January 2014 (in 1,000 square feet)	No	If No, please indicate the reason your firm purchased imports instead of domestic product
China				

III-32. U.S. producers and import competition.--

(a) Since January 1, 2014, in connection with a sale or offer to sell hardwood plywood to your firm, did U.S. producers reduce their prices of domestically produced hardwood plywood in order to compete with lower-priced imports of hardwood plywood from the subject countries?

Source	Yes (also respond to question part (b))	No (If "No", skip to next question)	Don't know
China			

U.S. Purchasers' Questionnaire - Hardwood plywoo	U.S.	Purchasers'	Questionnaire -	Hardwood	plywoo
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- III-33. <u>U.S. producers and import competition</u>.--Continued.
 - (b) If your firm responded "yes", please provide an estimate of the reduction in U.S. producers' prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

Source	Estimated reduction in U.S. prices (percent)	Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors
China	%	

III-34. <u>Underlayment.</u>--At the time that your firm purchases its hardwood plywood, do you know whether or not it will be used for underlayment? Please describe (species type, veneer thickness, and overall thickness).

No	Yes	Describe (species type, veneer thickness, and overall thickness)

PART IV.—PRODUCT COMPARISONS

IV-1. <u>Country knowledge.</u>--Please indicate the countries of origin for hardwood plywood for which your firm has actual pricing knowledge.

United States	China	Canada	Ecuador	Indonesia	Malaysia	Russia	All other countries ¹
¹ Please identify these countries:							

IV-2. Interchangeability.--

Please indicate A, F, S, N, or 0 in the tables below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = no familiarity with products from a specified country-pair
- (a) Is hardwood plywood produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Country-pair	China	All other countries ¹
United States		
China		

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

(b) Is hardwood plywood with the following physical characteristics interchangeable (i.e., can they physically be used in the same applications) in the specified applications?

Physical characteristic	Front-facing cabinetry	Side-facing cabinetry	Non-cabinetry applications
Bamboo core vs. other core			
Face veneer thickness of <0.5 mm vs. face veneer of >=0.5 mm			

For any characteristic and end use application pair that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:

¹ Identify specific countries included in the comparisons: If the "All other countries" comparisons differ by country, please explain:

IV-2. <u>Interchangeability.--</u>Continued.

If your firm is a cabinet manufacturer, please answer questions (c) through (d).

(c) If your firm uses both domestic and imported hardwood plywood in your cabinets, does your firm's application vary by country source?

No	Yes	If yes, please describe the difference in application.

(d)	Please describe other attributes (if not listed in question IV-2(b)) that determine the
	application (i.e., front-facing or back-facing cabinetry, etc.) of hardwood plywood.

IV-3. <u>Factors other than price</u>.--Are differences other than price (*e.g.*, 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 purchases of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = no familiarity with products from a specified country-pair

Country-pair	China	All other countries ¹		
United States				
China				
For any country-pair for which factors other than price always or frequently are a significant factor in				

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

If the "All other countries" comparisons differ by country, please explain:

¹ Identify specific countries included in the comparisons:

IV-4. **Factor country comparisons.**--For the factors listed below, please rate how hardwood plywood produced in each country you identified in your response to the first question in part IV compares with hardwood plywood produced in each of the other countries you identified.

	Product from United States compared to product from China			Product from <u>United States</u> compared to product from <u>all</u> other countries ²			Product from <u>China</u> compared to product from <u>all</u> <u>other countries²</u>		
Factor	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Core species									
Delivery terms				Ó					
Delivery time									
Discounts offered									
Extension of credit									
Face veneer, thickness									
Face veneer, grade									
Face veneer, wood species									
Minimum quantity requirements									
Overall plywood thickness									
Packaging									
Price ¹									
Product consistency									
Product range									
Quality meets industry standards									
Quality exceeds industry standards									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country. ² Identify specific countries included in the comparisons: If the "All other countries" comparisons differ by country, please explain:									

PART V.—ADDITIONAL INFORMATION

V-1.	<u>Other explanations</u> If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.



HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a "fillable" form in MS Word format on the Commission's website at:

https://www.usitc.gov/investigations/701731/2017/hardwood_plywood_china/final.htm

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

• <u>Upload via Secure Drop Box</u>.—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission's secure upload facility:

Web address: https://dropbox.usitc.gov/oinv/ Pin: HWPW

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

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

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