U.S. PURCHASERS' QUESTIONNAIRE

MULTILAYERED WOOD FLOORING 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 review of the countervailing and antidumping duty orders concerning multilayered wood flooring from China (Inv. Nos. 701-TA-476 and 731-TA-1179 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov).

City	StateZip Code
Website	
Has your firm purchase foreign) at any time sin	ed multilayered wood flooring (as defined on the next page) <u>from any source</u> (domestic or nee January 1, 2011?
NO (Sign the	e certification below and promptly return only this page of the questionnaire to the Commission)
YES (Comple	ete all parts of the questionnaire, and return the entire questionnaire to the Commission)
' -	re via the Commission <i>Drop Box</i> by clicking on the following link: <u>c.gov/oinv/</u> . (PIN: MLWF)
	CERTIFICATION
dge and belief and unders of this certification I als ation provided in this que	nerein supplied in response to this questionnaire is complete and correct to the best stand that the information submitted is subject to audit and verification by the Commi so grant consent for the Commission, and its employees and contract personnel, to estionnaire and throughout this proceeding in any other import-injury proceedings or
dge and belief and unders of this certification I als ation provided in this que ted by the Commission on undersigned, acknowledge ding or other proceedings nel (a) for developing or r s, and evaluations relatir lix 3; or (ii) by U.S. govern	perein supplied in response to this questionnaire is complete and correct to the best stand that the information submitted is subject to audit and verification by the Commission grant consent for the Commission, and its employees and contract personnel, to estionnaire and throughout this proceeding in any other import-injury proceedings of the same or similar merchandise. The that information submitted in response to this request for information and through a may be disclosed to and used: (i) by the Commission, its employees and Offices, and maintaining the records of this or a related proceeding, or (b) in internal investigationing to the programs, personnel, and operations of the Commission including under the ament employees and contract personnel, solely for cybersecurity purposes. I understand
dge and belief and unders of this certification I als ation provided in this que ted by the Commission on undersigned, acknowledge ding or other proceedings nel (a) for developing or r s, and evaluations relatir lix 3; or (ii) by U.S. govern	perein supplied in response to this questionnaire is complete and correct to the bestand that the information submitted is subject to audit and verification by the Commission grant consent for the Commission, and its employees and contract personnel, to estionnaire and throughout this proceeding in any other import-injury proceedings of the same or similar merchandise. The that information submitted in response to this request for information and through a may be disclosed to and used: (i) by the Commission, its employees and Offices, and maintaining the records of this or a related proceeding, or (b) in internal investigations and the programs, personnel, and operations of the Commission including under
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PART I.—GENERAL INFORMATION

<u>Background</u>.--On December 8, 2011, the Department of Commerce ("Commerce") issued a countervailing duty order and an antidumping duty order on imports of multilayered wood flooring from China. On November 1, 2016, the Commission instituted reviews pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the orders would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make an affirmative determination, the orders will remain in place. If either the Commission or Commerce makes a negative determination, Commerce will revoke the order. Questionnaires and other information pertinent to this proceeding are available at

https://www.usitc.gov/investigations/701731/2016/multilayered wood flooring china/first review ful l.htm

<u>Multilayered wood flooring</u> covered by these reviews is composed of an assembly of two or more layers or plies of wood veneer(s)¹ in combination with a core.² The several layers, along with the core, are glued or otherwise bonded together to form a final assembled product. Multilayered wood flooring is often referred to by other terms, e.g., "engineered wood flooring" or "plywood flooring." Regardless of the particular terminology, all products that meet the description set forth herein are intended for inclusion within the definition of subject merchandise.

All multilayered wood flooring is included within the definition of subject merchandise, without regard to: dimension (overall thickness, thickness of face ply, thickness of back ply, thickness of core, and thickness of inner plies; width; and length); wood species used for the face, back and inner veneers; core composition; and face grade. Multilayered wood flooring included within the definition of subject merchandise may be unfinished (i.e., without a finally finished surface to protect the face veneer from wear and tear) or "prefinished" (i.e., a coating applied to the face veneer, including, but not exclusively, oil or oil-modified or water-based polyurethanes, ultra-violet light cured polyurethanes, wax, epoxyester finishes, moisture-cured urethanes and acid-curing formaldehyde finishes.) The veneers may be also soaked in an acrylicimpregnated finish. All multilayered wood flooring is included within the definition of subject merchandise regardless of whether the face (or back) of the product is smooth, wire brushed, distressed by any method or multiple methods, or hand-scraped. In addition, all multilayered wood flooring is included within the definition of subject merchandise regardless of whether or not it is manufactured with any interlocking or connecting mechanism (for example, tongueand-groove construction or locking joints). All multilayered wood flooring is included within the definition of the subject merchandise regardless of whether the product meets a particular industry or similar standard.

The core of multilayered wood flooring may be composed of a range of materials, including but not limited to hardwood or softwood veneer, particleboard, medium-density fiberboard (MDF), high-density fiberboard (HDF), stone and/or plastic composite, or strips of lumber placed edge-to-edge.

Multilayered wood flooring products generally, but not exclusively, may be in the form of a strip, plank, or other geometrical patterns (e.g., circular, hexagonal). All multilayered wood flooring products are included within this definition regardless of the actual or nominal dimensions or form of the product.

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¹ A "veneer" is a thin slice of wood, rotary cut, sliced, or sawed from a log, bolt, or flitch. Veneer is referred to as a ply when assembled.

² Commerce interprets this language to refer to wood flooring products with a minimum of three layers.

Specifically excluded from the scope are cork flooring and bamboo flooring, regardless of whether any of the sub-surface layers of either flooring are made from wood. Also excluded is laminate flooring. Laminate flooring consists of a top wear layer sheet not made of wood, a decorative paper layer, a corelayer of high-density fiberboard, and a stabilizing bottom layer.

Imports of the subject merchandise are provided for under the following statistical reporting numbers of the Harmonized Tariff Schedule of the United States ("HTSUS"):

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4412.31.0520; 4412.31.0540; 4412.31.0560; 4412.31.2510; 4412.31.2520; 4412.31.4040; 4412.31.4050; 4412.31.4060; 4412.31.4070; 4412.31.5125; 4412.31.5135; 4412.31.5155; 4412.31.5165; 4412.31.3175; 4412.31.6000; 4412.31.9100; 4412.32.0520; 4412.32.0540; 4412.32.0560; 4412.32.2510; 4412.32.2520; 4412.32.3125; 4412.32.3135; 4412.32.3155; 4412.32.3165; 4412.32.3175; 4412.32.3185; 4412.32.5600; 4412.39.1000; 4412.39.3000; 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; 4412.94.1030; 4412.94.1050; 4412.94.3105; 4412.94.3111; 4412.94.3121; 4412.94.3131; 4412.94.3141; 4412.94.3160; 4412.94.3171; 4412.94.4100; 4412.94.5100; 4412.99.6000; 4412.94.7000; 4412.99.3140; 4412.99.3120; 4412.99.3130; 4412.99.3140; 4412.99.3150; 4412.99.3160; 4412.99.3170; 4412.99.3110; 4412.99.5710; 4412.99.5710; 4412.99.6000; 4412.99.7000; 4412.99.8000; 4412.99.9000; 4412.99.5710; 4412.99.6000; 4412.99.7000; 4412.99.8000; 4412.99.9000; 4412.99.5710; 4412.99.6000; 4412.99.7000; 4412.99.8000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 4412.99.9000; 44
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The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

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

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

<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 of your files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in

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

I-1. <u>OMB statistics.</u>--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 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

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

I-2. <u>Establishments covered.</u>--Provide the name and address of establishment(s) covered by this questionnaire, if different from that listed on the cover page. Firms operating more than one establishment should combine the data for all establishments into a single report.

including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

"Establishment"--Each facility of a firm involved in the purchase of multilayered wood flooring,

U.S. Purchasers' Questionnaire - Multilayered Wood Flooring I-3. Ownership.--Is your firm owned, in whole or in part, by any other firm? Yes--List the following information. **Extent of ownership** Firm name Address (percent) I-4. Related importers/exporters.--Does your firm have any related firms, either domestic or foreign, that import multilayered wood flooring into the United States or that export multilayered wood flooring to the United States? Yes--List the following information. **Affiliation** Firm name Country I-5. Related producers.--Does your firm have any related firms, either domestic or foreign, that produce multilayered wood flooring? Yes--List the following information. No **Affiliation** Firm name and country Country I-6. Business plan. -- Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for multilayered wood flooring? If yes, please provide these documents. If you are not providing the No Yes requested documents, please explain why not.

PART II.--PURCHASES

<u>Contact information</u>.--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

PLEASE NOTE: For the remainder of this questionnaire, references to sources in China that are called "nonsubject" refer to multilayered wood flooring produced by 2 firms: Layo and Yuhua Timber. All other sources in China are called "subject" sources.

II-1. Purchases.—

(a) Please estimate your firm's total U.S. purchases of multilayered wood flooring in 2016. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire.)

(b) Estimate the percentage of the quantity of your firm's purchases of multilayered wood flooring in 2016 that were produced in each of the specified countries.

Multilayered wood flooring produced in:	Share of quantity of 2016 purchases (percent)
United States	%
China - subject	%
China - nonsubject	%
All other countries: ¹	%
Sources unknown	%
Total (should sum to 100.0%)	0.0 %
¹ Please identify these countries:	

II-2. <u>Purchases from one country only</u>.--If your firm has purchased multilayered wood flooring from only one country, please explain the reasons for doing so.

1			

II-3.

<u>Purchas</u>	ses before and	after order			
(a)	Did your firm	d your firm purchase multilayered wood flooring from sources in China before 2011?			
	Noskip to	o (c) Yes			
(b)		r pattern of purchasing multilayered wood flooring from subject sources ged since 2011?			
	No, ou	ur pattern of purchasing is essentially unchanged.			
	Yes, w	ve discontinued purchases from China because of the order.			
	Yes, w	ve reduced purchases from China because of the order.			
		out we changed the pattern of purchases from China for reasons other the order (please explain below).			
(c)		ern of purchasing multilayered wood flooring from nonsubject Chinese ged since 2011?			
	Nonsubject China				
		We did not purchase from this nonsubject foreign source before or after the order.			
		No, our pattern of purchasing is essentially unchanged.			
		Yes, we increased purchases from nonsubject foreign sources because of the order.			
		Yes, but we changed our pattern of purchases from nonsubject foreign sources for reasons other than the order (please explain below).			

II-3.	Purchases be	fore and	after	order	. –
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(d)	Has your pattern of purchasing multilayered wood flooring from nonsubject foreign
	sources other than China changed since 2011?

Nonsubject sources other than China	
	We did not purchase from this nonsubject foreign source before or after the order.
	No, our pattern of purchasing is essentially unchanged.
	Yes, we increased purchases from nonsubject foreign sources because of the order.
	Yes, but we changed our pattern of purchases from nonsubject foreign sources for reasons other than the order (please explain below).

II-4. Changes in purchasing patterns.--Please indicate how the shares of your firm's purchases of multilayered wood flooring from different sources have changed since January 1, 2011.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States						
China - subject						
China - nonsubject						
All other sources						
Sources unknown						

II-5. <u>Supplier identification.</u>--Please list your firm's <u>FIVE</u> largest suppliers for multilayered wood flooring since January 1, 2011. If any of these suppliers is a U.S. importer of record from whom you purchase, report (if known) the name(s) and origin(s) of the foreign producer(s) associated with those imports. Also, provide the share of the quantity of your firm's total purchases of multilayered wood flooring that each of these suppliers accounted for in 2016.

No.	Supplier's name (include producer of multilayered wood flooring, if known, and is not the supplier)	City and state	Share of quantity of 2016 purchases
1			%
2			%
3			%
4			%
5			%

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1.	Firm typeWhich of the following best describes your firm as a purchaser of multilayered wood
	flooring (check all that apply)?

Distributor	Big box/Retail home center	Other retailer	Builder	Other end user	Describe "other"

If your firm is a distributor of multilayered wood flooring, please answer questions III-2 and III-3.

III-2.	Competition for salesDo you compete for sales to your customers with the manufacturers or
	importers from which you purchase multilayered wood flooring?

No	Yes	If yes, please describe.

III-3.	Types of customersWhat are the major types of consumers to which you sell multilayered
	wood flooring?

firm is o	a retailer or e	nd user (of multilayeı	red wood floorin	g, please answer ques	tions III-4 and
End us	es.—					
(a)				e construction, ir your firm purcha	nstallation for remodeli ses.	ng, etc.) of the
(b)		-	_	ne end uses of m uture changes?	ultilayered wood floori	ng since Janua
Chang	ges in end use	s No	Yes		Explain	
_	ges since ry 1, 2011					
Antici	pated change	s 🗆				
Demar	nd for end use	e produc	<u>:ts</u>			
(a)	Has the den		•	inal products inc	orporating multilayere	d wood floorin
	Increased	N	o change	Decreased	Fluctuated	
(b)	Has this had	any effe	ect on your fi	irm's demand fo	r multilayered wood flo	ooring?
	No	Yes			Explain	
	-					

S. Pı	urchasers' Question	nnaire - I	Multi	ilayer	ed W	/ood Flo	poring	5	Page 12
-6.	Substitutes.—								
	(a) Can other	r produc	cts be	e subs	stitut	ed for n	nultila	ıyerec	d wood flooring?
	☐ No	[Ye	:sPl€	ease f	fill out t	:he tal	ole.	
		En	d use	e in w	/hich	this			nanges in the price of this substitute ed the price for multilayered wood flooring?
	Substitute			itute			No	Yes	Explanation
				Yes				Explain	
	future cha		No	ves					Fynlain
	Changes since Ja 1, 2011	nuary							
	Anticipated chan	nges							
	acceptano multilaye	nce of, or ered woo es has be	r man od flo een n	nufact ooring more	turing g? If so inten	g improv o, pleas ise. Not	vemer se expl te the	nts to, lain w reaso	es in the popularity/market o, products that can be substituted for where competition from these on(s) for the change(s), along with
	Substitute	popula	rity		No	Yes			Explain
	Changes in populacceptance since	•							
	Changes in manu substitutes since		_						

III-7. <u>Demand trends.</u>-- Indicate how demand within the United States and outside of the United States (if known) for multilayered wood flooring has changed since January 1, 2011, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors		
Demand since January 1, 2011							
Within the United States: overall							
for use in: New construction							
Renovation/replacement							
Outside the United States: overall							
for use in: New construction							
Renovation/replacement							
		Antici	pated futu	re demand			
Within the United States: overall							
for use in: New construction							
Renovation/replacement							
Outside the United States: overall							
for use in: New construction							
Renovation/replacement							

III-8. Market studies.--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss multilayered wood flooring supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 2011 to the present and forecasts for the future.

U.S. Purchasers' Questionnaire - Multilayered	wood	Flooring
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III-9.	Country preferencesDo you or your customers ever specifically order multilayered wood
	flooring from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain. If including China, please distinguish between subject and nonsubject sources.

III-10. <u>Importance of purchasing domestic product.</u>--Please fill out the table below, estimating the percentage of your firm's total 2016 purchases of multilayered wood flooring that required multilayered wood flooring produced in the United States.

	Estimated percentage of your firm's total 2016 purchases of multilayered wood flooring
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-11. Conditions of competition.--

(a) Is the multilayered wood flooring market subject to business cycles (other than general economy-wide conditions), regulations, and/or other conditions of competition distinctive to multilayered wood flooring?

Check all di apply.	istinctive conditions that	Please describe.
	No	Skip to question III=12.
	Yes-Business cycles (e.g. seasonal business)	
	Yes-Regulations	
	Yes-Other distinctive conditions of competition	

Imports from all other sources

U.S. Pu	ırchasers' Que	estionnaire -	Multila	yere	d Wood	d Floori	ng		Page 15
III-11.	<u>Conditions</u>	of competiti	<u>on</u>						
		ave there be vered wood f	-				-	es or conditions of cor	npetition for
	No	Yes	If yes, d	escril	be.				
III-12.	know, do yo	-	s, make	purc	hasing	_		ften does your firm, a ing multilayered wood	•
		Always	Usua	lly	Some	times	Never	If at least someting	nes, explain.
			Dec	cision	based	on pro	ducer		
Your firm									
Your cust	omers								
			Decisio	n bas	sed on	country	y of origir	า	
Your firm									
Your cust	omers								
III-13.		of supply ce January 1					•	vood flooring in the U.e changes?	S. market
A	vailability in t	the U.S. mar	ket	No	Yes		e explain, e changes	noting the countries	and reasons
Chang	es since Janu	ary 1, 2011:		•	•	•			
U.Sp	roduced prod	luct							
Imports from subject sources in China									
Impor	ts from all oth	ner sources							
Antici	pated change	es:			•	•			
U.Sp	roduced prod	luct							
Impor	ts from subje	ct sources in	China						

ПC	Durchacare'	Questionnaire -	Multilayorod	Mood Election	٠.
U.S.	Purchasers	Questionnaire -	· iviuitiiavered	I WOOD FIOOTIF	18

	No	Yes	the ti	•	ncluding Chi			size/species/finis i between subjec	
				_			-	ing customers on s or renew existin	
			tc.)?	s than the qua	antity promis	•		eet timely shipmo	_
	ıstomer		tc.)?	• •	antity promis	•			_
	istomer ommitm	ents, e	tc.)?	s than the qua	antity promis	•			_
COI	No	Yes	tc.)?	s than the qua	antity promis	•			_
COI	No urchasin	Ye:	tc.)?	es, please desc	entity promis	ed, been una	able to m		ent
col	No urchasin H	Ye:	tc.)?	es, please deso	entity promis	ed, been una	able to m	eet timely shipmo)?

U.S. Pu	rchasers	rchasers' Questionnaire - Multilayered Wood Flooring Page 17				
III-17.				ntactedHow many suppliers do you generally contact before making a and firms.		
III-18.		_		Do your purchases of multilayered wood flooring usually involve upplier and purchaser?		
		No	Yes	If yes, explain the factors you generally negotiate and note whether your firm quotes competing prices during negotiations.		
III-19.	Change	in suppl	iersHa	as your firm changed suppliers since January 1, 2011?		
		No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.		
III-20.	New su	<u>ippliers</u>	-			
	(a)	-		of any new suppliers, either foreign or domestic, that have entered the nuary 1, 2011?		
		No	Yes	If yes, please identify the firms and their countries.		
	(b)	Do you	expect n	new multilayered wood flooring suppliers to enter the U.S. market?		
		No	Yes	If yes, please explain.		

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III-21.	Supplier qualification Do you require your suppliers (whether domestic or foreign) to be or to
	become certified or qualified to sell multilayered wood flooring to your firm, including but not
	limited to voluntary industry-standard certifications such as Forest Stewardship Council (FSC)?

If yes, provide the following information.

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

No	Yes	Number of days	Process	Factors

III-22.	Failure to certifySince January 1, 2011, have any domestic or foreign producers failed in their
	attempts to certify or qualify their multilayered wood flooring with your firm or have any
	producers lost their approved status?

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

III-23. <u>Traceability regulations</u>. --Does your firm require your suppliers to demonstrate compliance with traceability regulations such as the Lacey Act or other similar regulations?

No	Yes	Please explain.

III-24. <u>Major purchasing factors.</u>--Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase multilayered wood flooring (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-25. <u>Purchasing factors.</u>—Please rate the importance of the following factors in your firm's purchasing decisions for multilayered wood flooring.

Factor	Very important	Somewhat important	Not important
Ability to meet regulations (e.g., Lacey, CARB)			
Advertising support programs			
Availability			
Board width availability			
Certifications (FSC, PEFC, SFI, etc.)			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Minimum quantity requirements			
Face thickness			
Finish availability (smooth, types of distressed finishes)			
Finish quality			
Packaging			
Price			
Product consistency			
Product range			
Quality meets industry standards			
Quality exceeds industry standards			
Rebate programs			
Reliability of supply			
Species			
Technical support/service			
U.S. transportation costs			

U.S. Pu	Purchasers' Questionnaire - Multilayered Wood Flooring Page 20 Quality characteristicsWhat characteristics does your firm consider when determining the quality of multilayered wood flooring?							
III-26.	· · · · · · · · · · · · · · · · · · ·							
III-27.	Minimum qualityHow meet minimum quality			-		_	_	ountries
	Source		Always	Us	sually	Sometimes	Rarely or never	Don't know
	United States							
	China – subject sources	;						
	China – nonsubject sou	rces						
	Other:							
III-28. Frequency of decisions based on priceHow often does your firm purchase the multila wood flooring that is offered at the lowest price?					tilayered			
	Always		Usually		So	metimes	Ne	ever
		l					_	7

- III-29. <u>Promotional Activities</u>.--Please indicate whether the specified rebate program or other incentive was associated with your purchases of multilayered wood flooring below for each specified source from whom your firm purchased multilayered wood flooring, noting how those incentive impacted your purchasing decisions. In each box, report one of the following:
 - 1 Not offered
 - 2 Offered, minimal impact on purchasing decisions
 - 3 Offered, moderate impact on purchasing decisions
 - 4 Offered, substantial impact on purchasing decisions

Activity	United States	China – subject	China – nonsubject	Other nonsubject
Supplier				
Direct rebate ¹				
Indirect rebate ²				
Advertising support				
Samples				
Other incentives				
Cumulative impact of all incentives				
¹ Rebates associated dir ² Rebates associated with wood flooring.				

	flooring purchasing decisions.
III-30.	<u>Choice of product not based on price</u> If you purchased multilayered wood flooring 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, and if including China, report separately for China – subject sources and China – nonsubject sources).

III-32.

III-31.	Price leadersA 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
	significant impact on prices. A price leader is not necessarily the lowest-priced supplier.

Please list the names of any firms you considered price leaders in the multilayered wood flooring market since January 1, 2011.

Firm	Describe how the firm(s) exhibited price leadership
Chan	ges in U.S. industry
(a)	Please identify and discuss any improvements/changes in the U.S. multilayered wood flooring industry since January 1, 2011 and explain the factors, including the order(s) under review, that were responsible for each improvement/change.
(b)	Please discuss any improvements/changes that you anticipate in the future in the U.S. multilayered wood flooring industry. Identify the time period and causes for these improvements/changes.

III-33. <u>Effect of revocation.</u>—What do you think will be the likely effects of any revocation of the countervailing duty order and antidumping duty orders for imports of multilayered wood flooring from subject sources in China? As appropriate, please discuss any potential effects of revocation of the countervailing duty order and antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring.

Activities of your firm	
Entire U.S. market	

PART IV.-- PRODUCT COMPARISIONS

IV-1. <u>Country knowledge.</u>--Please indicate the countries of origin for multilayered wood flooring for which your firm has actual marketing/pricing knowledge.

United States	China – subject	China – nonsubject	Other countries	Other countries (specify)

IV-2. <u>Interchangeability</u>.--Is multilayered wood flooring produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

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

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	China-subject	China-nonsubject	Other countries				
United States							
China-subject							
China-nonsubject							
For any country-pair producing multilayered wood flooring that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:							

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 multilayered wood flooring 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-subject	China-nonsubject	Other countries
United States			
China-subject			
China-nonsubject			

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

IV-4. <u>Factor country comparisons.</u>—For the factors listed below, please rate how multilayered wood flooring produced in each source you identified in your response to the first question in Part IV compares with multilayered wood flooring produced in each of the other sources you identified.

If you are unfamiliar with the product from a particular source, please leave the boxes for those comparisons blank.

	<u>Ur</u> compa	Product from <u>United States</u> compared to product from <u>China – Subject</u> <u>sources</u>			Product from <u>United States</u> compared to product from <u>China – Nonsubject</u> <u>sources</u>		
Factor	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Ability to meet regulations (e.g., Lacey, CARB)		П	П	П		П	
Advertising support programs							
Availability							
Board width availability							
Certifications (FSC, PEFC, SFI, etc.)							
Delivery terms							
Delivery time							
Discounts offered							
Extension of credit							
Minimum quantity requirements							
Face thickness							
Finish availability (smooth, types of distressed finishes)							
Finish quality							
Packaging							
Price ¹							
Product consistency							
Product range							
Quality meets industry standards							
Quality exceeds industry standards							
Rebate programs							
Reliability of supply							
Species							
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.

IV-4. **Factor country comparisons.--**Continued

If you are unfamiliar with the product from a particular source, please leave the boxes for those comparisons blank.

	Product from <u>United States</u> compared to product from <u>Other nonsubject</u> <u>sources</u>			Product from <u>China – subject</u> <u>sources</u> compared to product from <u>China – Nonsubject</u> <u>sources</u>			
Factor	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Ability to meet regulations (e.g., Lacey, CARB)							
Advertising support programs							
Availability							
Board width availability							
Certifications (FSC, PEFC, SFI, etc.)							
Delivery terms							
Delivery time							
Discounts offered							
Extension of credit							
Minimum quantity requirements							
Face thickness							
Finish availability (smooth, types of distressed finishes)							
Finish quality							
Packaging							
Price ¹							
Product consistency							
Product range							
Quality meets industry standards							
Quality exceeds industry standards							
Rebate programs							
Reliability of supply							
Species							
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.							

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.

IV-4. **Factor country comparisons.--**Continued

If you are unfamiliar with the product from a particular source, please leave the boxes for those comparisons blank.

	_							
	Product from China – subject sources compared to product from Other nonsubject sources			Product from <u>China – nonsubject</u> <u>sources</u> compared to product from <u>Other nonsubject</u> <u>sources</u>				
Factor	Superior	Comparable	Inferior	Superior	Comparable	Inferior		
Ability to meet regulations (e.g., Lacey, CARB)								
Advertising support programs								
Availability								
Board width availability								
Certifications (FSC, PEFC, SFI, etc.)								
Delivery terms								
Delivery time								
Discounts offered								
Extension of credit								
Minimum quantity requirements								
Face thickness								
Finish availability (smooth, types of distressed finishes)								
Finish quality								
Packaging								
Price ¹								
Product consistency								
Product range								
Quality meets industry standards								
Quality exceeds industry standards								
Rebate programs								
Reliability of supply								
Species								
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.								

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.

IV-5.	Change	ge in price							
	(a)	Since January 1, 2011, has there been a change in the price of multilayered wood flooring? If so, has the price of U.Sproduced multilayered wood flooring changed more or less than the price of imported multilayered wood flooring from subject sources in China?							
		No change in price.							
		Prices have o	have changed by the same amount.						
			re of U.Sproduced multilayered wood flooring has changed relative to price of multilayered wood flooring from subject sources in China.						
	(b)	price of multilayere	e price of U.Sproduced multilayered wood flooring has changed relative to the e of multilayered wood flooring from China, the price of U.Sproduced multilayered of flooring is now relatively						
		Higher	Lower						
				than those from subject sources in China.					
PART V	.— <u>ADD</u>	ITIONAL INFORMAT	<u>ION</u>						
V-1.	Other explanationsIf 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/701731/2016/multilayered_wood_flooring_china /first_review_full.htm

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

• <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: MLWF

• E-mail.—E-mail the MS Word questionnaire to craig.thomsen@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 <u>does not </u>**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 you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.