# 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).

Address _			
City		State	Zip Code
Website _			
	irm purchased hardwood plywood (a ince January 1, 2014?	s defined on next	: page) from <u>any</u> source (domestic or foreign)
	(Sign the certification below and pr	omptly return <b>only</b>	this page of the questionnaire to the Commission)
	(Sign the certification below and pr		
			ne entire questionnaire to the Commission)

#### CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

Name of Authorized Official	Title of Authorized Official	Date
	Phone:	
Signature		Email address
	Fax	

#### PART I.—GENERAL INFORMATION

**Background.**-- 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 x 1829 mm (48 x 72 inches), 1219 x 2438 mm (48 x 96 inches), and 1219 x 3048 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 or stained prior to importation, and stacked within a single shipping package, except for furniture feet which may be packed and shipped separately; or 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; 4412.31.0660; 4412.31.2510; 4412.31.2520; 4412.31.2610; 4412.31.2620; 4412.31.0620; 4412.31.4050; 4412.31.4060; 4412.31.2510; 4412.31.2520; 4412.31.2610; 4412.31.4150; 4412.31.4160; 4412.31.4160; 4412.31.4160; 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; 4412.32.2510; 4412.32.2525; 4412.32.2530; 4412.32.2610; 4412.32.2630; 4412.32.3125; 4412.32.3135; 4412.32.3155; 4412.32.3165; 4412.32.3175; 4412.32.3185; 4412.32.3265; 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.

*Purchaser*.--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.

**Confidentiality**.--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.

**Verification**.--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. **<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 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.

I-2. <u>Establishments covered</u>.-- Provide the name and address of your U.S. 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.

"<u>Establishment</u>"--Each facility of a firm involved in the <u>purchase</u> of hardwood plywood, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.



- I-3. **Ownership.--**Is your firm owned, in whole or in part, by any other firm?
  - No

Yes--List the following information.

I	Firm name	Address	Extent of ownership (percent)

I-4. **<u>Related importers/exporters.</u>--**Does your firm have any related firms, either domestic or foreign, which import hardwood plywood into the United States or which export hardwood plywood to the United States?

No

Yes--List the following information.

Firm name	Country	Affiliation

I-5. **<u>Related producers.--</u>**Does your firm have any related firms, either domestic or foreign, which produce hardwood plywood?

No Yes--List the following information.

Firm name	Country	Affiliation

I-6. **Related party production using Chinese hardwood plywood.**--Does your firm, subsidiary, joint venture, or other type of related party with production facilities in China that have used Chinese hardwood plywood, such as cabinets?

Yes--List the following information.

		Is product imported into the United States?	
Firm name	Type of product produced	Yes	No

#### PART II.--PURCHASES

No

<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	

#### 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	Quantity (in 1,000s of square feet)		
Purchases of hardwood plywood produced			
in			
United States			
China			
All other countries <sup>1</sup>			
Sources unknown			
Total purchases	0	0	0
Imports of hardwood plywood from			
China			
All other countries <sup>1</sup>			
Sources unknown			
Total Imports	0	0	0
<sup>1</sup> 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 <sup>1</sup>	Comments	
Maple					
Red oak					
Birch					
Cherry					
Walnut					
Other:					
Total (should sum to 100%)	0.0%	0.0%	0.0%		
<sup>1</sup> Please identify these countries:					

II-2. **Changes in purchasing patterns.--**Please 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 <sup>1</sup>						
Sources unknown						
<sup>1</sup> Please identify these countries:						

II-3. **Purchases from one country only**.--If your firm has purchased hardwood plywood from only one country, please explain the reasons for doing so.



II-4. **Supplier identification.--**Please list your firm's **FIVE** 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. **<u>Types of customers</u>.--**What are the major types of consumers to which your firm sells hardwood 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				<b>Total</b> (should	
Product(s) your firm produces	Hardwood plywood		Other inputs		sum to 100.0% across)	
	%	+	%	=	0.0 %	
	%	+	%	=	0.0 %	
	%	+	%	=	0.0 %	

#### Page 11

#### 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)				
Item	United States	China	All other sources <sup>1</sup>		
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	(		
<sup>1</sup> 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 <sup>1</sup>	
Data from III-1b minus data from II-1 = should equal zero ("0"), if				
not revise.	0	0	0	

#### Page 12

#### 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 <sup>1</sup>			
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			
<sup>1</sup> 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 <sup>1</sup>	Comments		
%	%	%			
<sup>1</sup> Please identify these countries:					

(b) Does your firm 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 <sup>1</sup>	Comments			
%	%	%				
<sup>1</sup> Please identify these countries:						

#### III-6. Demand for end use products.--

(a) Has the demand for your firm's final products incorporating hardwood plywood changed since January 1, 2014?

Increased	No change	Decreased	Fluctuated

(b) Has this had any effect on your firm's demand for hardwood plywood?

No	Yes	Explain

#### III-7. Substitutes.--

(a) Can other products be substituted for hardwood plywood?

No

Yes--Please fill out the table.

		End use in which this		Have changes in the price of this substitute affected the price for hardwood plywood?			
	Substitute	substitute is used	No	Yes	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?

	Substitute	Increased	No change	Decreased	Fluctuated	Explanation
1.						
2.						
3.						

## III-8. Hardwood plywood grades.--

(a) Is there a standardized grading system for hardwood plywood?

Source	No	Yes	Explain	
United States				
China				
All other sources <sup>1</sup>				
<sup>1</sup> Please identify these countries:				

## (b) Does this grading system include the following specifications?

	United	l States	Ch	ina
Specification	No	Yes	No	Yes
Composition of core materials				
Thickness of the veneer				
Other: ( )				

# (c) Are higher grades typically more expensive than lower grades for the same veneer thickness?

Source	No	Yes	Explain	
United States				
China				
All other sources <sup>1</sup>				
<sup>1</sup> Please identify these countries:				

#### III-9. 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.

	Overall	Νο	Overall	Fluctuate with no 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			Ĺ		
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.

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
ywood				
ł				
l other cou	ntries			
	increase ywood	increase change ywood	increase change decrease ywood    ywood	Overall increaseNo changeOverall decreasewith no clear trendywoodIII

#### 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. <u>Importance of purchasing domestic product</u>.--Please 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	%
<b>Purchases that were required by law or regulation to be domestic product</b> ( <i>e.g.,</i> 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 a	ll 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.

III-13. **Decisions based on producer and country-of-origin.--**How often does your firm, and if known, do your customers, make purchasing decisions involving hardwood plywood based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.	
	Decision based on producer					
Your firm						
Your customers						
		Decis	ion based on c	ountry of	origin	
Your firm						
Your customers						

III-14. **Availability of supply.--**Has the availability of hardwood plywood in the U.S. market changed since January 1, 2014?

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

III-15. <u>Supply constraints</u>.--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.

#### III-17. Purchasing frequency.--

(a) How frequently does your firm make purchases of hardwood plywood (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify

(b) Has this purchasing frequency changed since January 1, 2014?

No	Yes	If yes, please describe.

- III-18. <u>Number of suppliers contacted</u>.--How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_\_ and \_\_\_\_\_ firms
- III-19. **Supplier negotiations.--**Does your firm's purchases of hardwood plywood usually involve negotiations between supplier and purchaser?

No	If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.

III-20. Change in suppliers.--Has your firm changed suppliers since January 1, 2014?

Νο	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.

III-21. <u>New suppliers</u>.--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2014?

No	Yes	If yes, please identify the firms.

III-22. <u>Supplier qualification</u>.--Do 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. **Failure to certify.--**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-25. **Purchasing factors.--**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. transportation costs			

III-26. <u>Quality characteristics</u>.--What characteristics does your firm consider when determining the quality of hardwood plywood?

III-27. <u>Minimum quality</u>.--How 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:					

III-28. <u>Frequency of decisions based on price</u>.--How often does your firm purchase the hardwood plywood that is offered at the lowest price?

Always	Usually	Sometimes	Never

- III-29. <u>Choice of product not based on price</u>.--If 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. **Price leaders.** 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-31. Purchasing subject imports rather than domestic products.-

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

#### III-33. U.S. producers and import competition.--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 <sup>1</sup>
<sup>1</sup> Please	<sup>1</sup> 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 <sup>1</sup>				
United States						
China						
For any country-pair producing hardwood plywood that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:						
<sup>1</sup> Identify specific countries included in the comparisons: If the "All other countries" comparisons differ by country, please explain:						

(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:

# IV-2. Interchangeability.--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. Factors other than price.--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 <sup>1</sup>				
United States						
China						
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> 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:

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

IV-4. <u>Factor country comparisons</u>.--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 <u>United States</u> compared to product from <u>China</u>		Product from <u>United States</u> compared to product from <u>all</u> <u>other countries<sup>2</sup></u>		Product from <u>China</u> compared to product from <u>all</u> <u>other countries<sup>2</sup></u>				
Factor	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
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	Ľ								
Overall plywood thickness									
Packaging	þ								
Price <sup>1</sup>									
Product consistency									
Product range									
Quality meets industry standards									
Quality exceeds industry standards									
Reliability of supply									
Technical support/service									
U.S. transportation costs <sup>1</sup>									
<sup>1</sup> 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.									

<sup>2</sup> Identify specific countries included in the comparisons:

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

# PART V.—ADDITIONAL INFORMATION

V-1. **Other explanations.--**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: <u>https://www.usitc.gov/investigations/701731/2017/hardwood\_plywood\_china/final.ht</u> m

**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 <u>lauren.gamache@usitc.gov</u>; 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.

**Parties to this proceeding**.—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.