

U.S. IMPORTERS' QUESTIONNAIRE

SOFTWOOD LUMBER PRODUCTS FROM CANADA

This questionnaire must be received by the Commission by July 26, 2017
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 countervailing duty and antidumping investigations concerning softwood lumber from Canada (Inv. No. 701-TA-566 and 731-TA-1342 (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 firm's possession (19 U.S.C. § 1333(a)).

| |
|--|
| Name of firm _____ |
| Address _____ |
| City _____ State _____ Zip Code _____ |
| Website _____ |
| Has your firm imported softwood lumber (as defined on next page) from any country at any time since January 1, 2014? |
| <input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission) |
| <input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission) |
| Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: SWLBR) |

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 means of 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 |
| _____ Signature | Phone: _____ | _____ Email address |
| | Fax: _____ | |

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on November 25, 2016, by *The Committee Overseeing Action for Lumber International Trade Investigations or Negotiations*. Countervailing and antidumping 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 an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at

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

Softwood lumber covered by these investigations is defined as follows: (1) coniferous wood, sawn, or chipped lengthwise, sliced or peeled, whether or not planed, sanded or finger-jointed, of a thickness exceeding six millimeters; (2) coniferous wood siding, flooring, and other coniferous wood (other than moldings and dowel rods), including strips and friezes for parquet flooring, that is continuously shaped (tongued, grooved, rebated, chamfered, V-jointed, beaded, molded, rounded) along any of its edges, ends, or faces, whether or not planed, whether or not sanded, or whether or not end-jointed; (3) coniferous drilled and notched lumber and angle cut lumber; (4) coniferous lumber stacked on edge and fastened together with nails, whether or not with plywood sheathing; and (5) Components or parts of semi-finished or unassembled finished products made from subject merchandise that would otherwise meet the definition of the scope above are within the scope of these investigations. Products conforming to the scope that may be classified by U.S. Customs and Border Protection ("Customs") as stringers, radius cut box-spring-frame components, fence pickets, truss components, pallet components, and door and window frame parts, are included within the scope of these investigations.

Softwood lumber products that are subject to these investigations are currently classifiable under the following ten-digit HTSUS subheadings: 4407.10.01.01; 4407.10.01.02; 4407.10.01.15; 4407.10.01.16; 4407.10.01.17; 4407.10.01.18; 4407.10.01.19; 4407.10.01.20; 4407.10.01.42; 4407.10.01.43; 4407.10.01.44; 4407.10.01.45; 4407.10.01.46; 4407.10.01.47; 4407.10.01.48; 4407.10.01.49; 4407.10.01.52; 4407.10.01.53; 4407.10.01.54; 4407.10.01.55; 4407.10.01.56; 4407.10.01.57; 4407.10.01.58; 4407.10.01.59; 4407.10.01.64; 4407.10.01.65; 4407.10.01.66; 4407.10.01.67; 4407.10.01.68; 4407.10.01.69; 4407.10.01.74; 4407.10.01.75; 4407.10.01.76; 4407.10.01.77; 4407.10.01.82; 4407.10.01.83; 4407.10.01.92; 4407.10.01.93; 4409.10.05.00; 4409.10.10.20; 4409.10.10.40; 4409.10.10.60; 4409.10.10.80; 4409.10.20.00; 4409.10.90.20; 4409.10.90.40; and 4418.90.25.00.

Subject merchandise may also be classified as stringers, square cut box-spring-frame components, fence pickets, truss components, pallet components, and door and window frame parts under the following ten-digit HTSUS subheadings: 4415.20.40.00; 4415.20.80.00; 4418.90.46.05; 4418.90.46.20; 4418.90.46.40; 4418.90.46.95; 4421.90.70.40; 4421.90.94.00; and 4421.90.97.80.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing softwood lumber (as defined above) into the United States from a foreign manufacturer or through its selling agent.

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 (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

PLEASE NOTE: If the January-June 2017 data (cells shaded a flesh color throughout this questionnaire) is not available when the questionnaire is due on **July 26, 2017**, please re-submit only the pages of the questionnaire with the January-June 2017 when the data is available, but no later than **9:00am August 11, 2017**. Submissions prior to that date, if possible, are appreciated. Please re-submit the pages of the questionnaire with a cover letter indicating the submission is to provide the interim data and **DO NOT** make changes to any other part of the questionnaire, unless changes were requested by USITC staff. This does not extend the deadline for the rest of the questionnaire, which is July 26, 2017.

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.

Valid number error messages.--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Fred Ruggles (202-205-3187, fred.ruggles@usitc.gov).

I-1. **OMB statistics.**--Please report below 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. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

“Establishment”--Each facility of a firm involved in the importation of softwood lumber, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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| |
|--|

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

| Firm name | Address | Extent of ownership (percent) |
|-----------|---------|----------------------------------|
| | | |
| | | |
| | | |

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing softwood lumber from Canada into the United States or that are engaged in exporting softwood lumber from Canada to the United States?

No Yes--List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |
| | | |

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of softwood lumber?

No Yes--List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |
| | | |

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on softwood lumber. More than one answer may be applicable.

| Importer of record | Takes title to the imported product(s) | Consignee of the imported products(s) | Customs broker or freight forwarder |
|--------------------------|--|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

I-7. **Consignee.**--If your firm is an importer of record of softwood lumber but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

| Firm name | Address | Contact person and phone number |
|-----------|---------|---------------------------------|
| | | |
| | | |
| | | |

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters softwood lumber into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports softwood lumber under the TIB (temporary importation under bond) program.

“Foreign trade zone” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

“Bonded warehouse” is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

“Temporary Importation under Bond (“TIB”) program” is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

| Item | No | Yes |
|----------------------------------|--------------------------|--------------------------|
| Foreign trade zones | <input type="checkbox"/> | <input type="checkbox"/> |
| Bonded warehouses | <input type="checkbox"/> | <input type="checkbox"/> |
| Temporary importation under bond | <input type="checkbox"/> | <input type="checkbox"/> |

I-9. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187, fred.ruggles@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |
| Fax | |

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of softwood lumber since January 1, 2014.

| <i>(check as many as appropriate)</i> | | <i>(If checked, please describe; leave blank if not applicable)</i> |
|---------------------------------------|---|---|
| <input type="checkbox"/> | Office/warehouse openings | |
| <input type="checkbox"/> | Office/warehouse closings | |
| <input type="checkbox"/> | Relocations | |
| <input type="checkbox"/> | Expansions | |
| <input type="checkbox"/> | Acquisitions | |
| <input type="checkbox"/> | Consolidations | |
| <input type="checkbox"/> | Prolonged shutdowns or importation curtailments | |
| <input type="checkbox"/> | Revised labor agreements | |
| <input type="checkbox"/> | Other (e.g., technology) | |

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of softwood lumber for delivery after June 30, 2017?

“Arranged imports” are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No Yes—Fill out the table below.

| Quantity (in mbf) | | | | |
|--------------------------|----------------------|---------------------|---------------------|---------------------|
| Period/Source | Jul-Sept 2017 | Oct-Dec 2017 | Jan-Mar 2018 | Apr-Jun 2018 |
| Canada | | | | |
| Other sources | | | | |

II-4. **Reasons for importing if producer.**--If your firm also produces softwood lumber in the United States, please indicate the reasons for importing this product. If your firm’s reasons differ by source, please elaborate.

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Definitions

“Imports” –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

“Import quantities” –Quantities reported should be net of returns.

“Import values” –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States). If your firm establishes entered value based on freight from the mill to a customer or reload and does not differentiate in its books and records between international and U.S. inland freight, report import value as you report entered value.

“U.S. commercial shipments” – Shipments made within the United States as a result of an arm’s length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

“Internal consumption” –Product consumed internally by your firm. Such transactions are valued at fair market value.

“Transfers to related firms” –Shipments made to related domestic firms. Such transactions are valued at fair market value.

“Related firm” –A firm that your firm solely or jointly owns, manages, or otherwise controls.

“Export shipments” – Shipments to destinations outside the United States, including shipments to related firms.

“Inventories” --Finished goods inventory, not raw materials or work in progress.

“mbf” –1,000 board feet.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-5a. **U.S. imports from Canada.**—Report your firm’s imports and your firm’s shipments and inventories of softwood lumber imported from Canada by your firm during the specified periods.

CANADA

| Quantity (<i>in mbf</i>), value (<i>in \$1,000</i>) | | | | | |
|---|----------------|------|------|--------------|------|
| Item | Calendar years | | | January-June | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period inventories (<i>quantity</i>) (A) | | | | | |
| Imports: ¹ <i>Quantity</i> (B) | | | | | |
| <i>Value</i> (C) | | | | | |
| U.S. shipments: Commercial shipments: <i>Quantity</i> (D) | | | | | |
| <i>Value</i> (E) | | | | | |
| Internal consumption/ company transfers: <i>Quantity</i> (F) | | | | | |
| <i>Value</i> ² (G) | | | | | |
| Export shipments: ³ <i>Quantity</i> (H) | | | | | |
| <i>Value</i> (I) | | | | | |
| End-of-period inventories (<i>quantity</i>) (J) | | | | | |
| Channels of distribution: Commercial U.S. shipments: To wholesalers/distributors (<i>quantity</i>) (K) | | | | | |
| To retailers (<i>quantity</i>) (L) | | | | | |
| To other (<i>quantity</i>) (M) | | | | | |

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm’s principal export markets: _____.

II-5a. **U.S. imports from Canada.–Continued**

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation | Calendar years | | | January- June | |
|---|----------------|------|------|---------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹ | 0 | 0 | 0 | 0 | 0 |
| ¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____. | | | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. 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.

| Reconciliation item | Calendar years | | | January- June | |
|---|----------------|------|------|---------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| K + L+M– D = zero ("0"), if not revise. | 0 | 0 | 0 | 0 | 0 |

II-5b. **Pressure treatment and species: Canada.**—Report your firm’s commercial U.S. shipments of imports from Canada by pressure treatment and species in 2016.

CANADA

| Item | Calendar year 2016 | | |
|-------------------------------------|--------------------|----------------------|-------|
| | Pressure treated | Not pressure treated | Total |
| | Quantity (in mbf) | | |
| Commercial U.S. shipments.-- | | | |
| Southern yellow pine (N) | | | 0 |
| Douglas fir (O) | | | 0 |
| Spruce pine fir (P) | | | 0 |
| Hem fir (Q) | | | 0 |
| Cedars/ redwoods (R) | | | 0 |
| Other species (S) | | | 0 |
| Total | 0 | 0 | 0 |

***RECONCILIATION OF COMMERCIAL SHIPMENTS.**—Please ensure that the sum of the quantities reported for commercial U.S. shipments (i.e., lines N through S) across both data-entry columns equals the commercial U.S. shipments (i.e., line D) in 2016 in part "a". 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.*

| Reconciliation item | Total 2016 |
|--|------------|
| $N + O + P + Q + R + S - D = \text{zero ("0")}$, if not revise. | 0 |

Optional: Narrative relating to reported data above.

II-5c. **Dried state and species: Canada.**—Report your firm’s commercial U.S. shipments of imports from Canada by dried state (green/unseasoned vs. kiln-dried) and species in 2016.

CANADA

| Item | Calendar year 2016 | | |
|-------------------------------------|----------------------|------------|-------|
| | Green/ unseasoned | Kiln-dried | Total |
| | Quantity (in mbf) | | |
| Commercial U.S. shipments.-- | | | |
| Southern yellow pine (T) | | | 0 |
| Douglas fir (U) | | | 0 |
| Spruce pine fir (V) | | | 0 |
| Hem fir (W) | | | 0 |
| Cedars/ redwoods (X) | | | 0 |
| Other species (Y) | | | 0 |
| Total | 0 | 0 | 0 |

***RECONCILIATION OF COMMERCIAL SHIPMENTS.**—Please ensure that the sum of the quantities reported for commercial U.S. shipments (i.e., lines T through Y) across both data-entry columns equals the commercial U.S. shipments (i.e., line D) in 2016 in part "a". 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.*

| Reconciliation item | Total 2016 |
|--|------------|
| T + U + V + W + X + Y – D = zero ("0"), if not revise. | 0 |

Optional: Narrative relating to reported data above.

II-6a. **U.S. imports from all other sources (AOS).**—Report your firm’s imports and your firm’s shipments and inventories of softwood lumber imported from all other sources (i.e., all import sources except Canada) by your firm during the specified periods.

All Other Sources

(list sources: _____)

| Quantity (in mbf), value (in \$1,000) | | | | | |
|--|----------------|------|------|--------------|------|
| Item | Calendar years | | | January-June | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period inventories (quantity) (A) | | | | | |
| Imports: ¹ Quantity (B) | | | | | |
| Value (C) | | | | | |
| U.S. shipments: Commercial shipments: Quantity (D) | | | | | |
| Value (E) | | | | | |
| Internal consumption/ company transfers: Quantity (F) | | | | | |
| Value ² (G) | | | | | |
| Export shipments: ³ Quantity (H) | | | | | |
| Value (I) | | | | | |
| End-of-period inventories (quantity) (J) | | | | | |
| Channels of distribution: Commercial U.S. shipments: To wholesalers/distributors (quantity) (K) | | | | | |
| To retailers (quantity) (L) | | | | | |
| To other (quantity) (M) | | | | | |

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm’s principal export markets: _____.

II-6a. **U.S. imports from all other sources.**–*Continued*

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation | Calendar years | | | January-June | |
|---|----------------|------|------|--------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹ | 0 | 0 | 0 | 0 | 0 |

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. 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.

| Reconciliation item | Calendar years | | | January-June | |
|--|----------------|------|------|--------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| K + L +M– D = zero ("0"), if not revise. | 0 | 0 | 0 | 0 | 0 |

II-6b. **Pressure treatment and species: All other sources.**—Report your firm’s commercial U.S. shipments of imports from all other sources by pressure treatment and species in 2016.

ALL OTHER SOURCES

| Item | Calendar year 2016 | | |
|-------------------------------------|--------------------|----------------------|-------|
| | Pressure treated | Not pressure treated | Total |
| | Quantity (in mbf) | | |
| Commercial U.S. shipments.-- | | | |
| Southern yellow pine (N) | | | 0 |
| Douglas fir (O) | | | 0 |
| Spruce pine fir (P) | | | 0 |
| Hem fir (Q) | | | 0 |
| Cedars/ redwoods (R) | | | 0 |
| Other species (S) | | | 0 |
| Total | 0 | 0 | 0 |

RECONCILIATION OF COMMERCIAL SHIPMENTS.—Please ensure that the sum of the quantities reported for commercial U.S. shipments (i.e., lines N through S) across both data-entry columns equals the commercial U.S. shipments (i.e., line D) in 2016 in part "a". 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.

| Reconciliation item | Total 2016 |
|--|------------|
| $N + O + P + Q + R + S - D = \text{zero ("0")}$, if not revise. | 0 |

Optional: Narrative relating to reported data above.

II-6c. **Dried state and species: All other sources.**—Report your firm’s commercial U.S. shipments of imports from all other sources by dried state (green/unseasoned vs. kiln-dried) and species in 2016.

ALL OTHER SOURCES

| Item | Calendar year 2016 | | |
|-------------------------------------|----------------------|------------|-------|
| | Green/ unseasoned | Kiln-dried | Total |
| | Quantity (in mbf) | | |
| Commercial U.S. shipments.-- | | | |
| Southern yellow pine (T) | | | 0 |
| Douglas fir (U) | | | 0 |
| Spruce pine fir (V) | | | 0 |
| Hem fir (W) | | | 0 |
| Cedars/ redwoods (X) | | | 0 |
| Other species (Y) | | | 0 |
| Total | 0 | 0 | 0 |

RECONCILIATION OF COMMERCIAL SHIPMENTS.--Please ensure that the sum of the quantities reported for commercial U.S. shipments (i.e., lines T through Y) across both data-entry columns equals the commercial U.S. shipments (i.e., line D) in 2016 in part "a". 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.

| Reconciliation item | Total 2016 |
|--|------------|
| T + U + V + W + X + Y – D = zero ("0"), if not revise. | 0 |

Optional: Narrative relating to reported data above.

II-7. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Andrew Knipe (202-205-2390, andrew.knipe@usitc.gov).

III-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |
| Fax | |

PRICE DATA

III-2. This question requests quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2014 of the following products that your firm imported from Canada and sold in specific market areas:

Product 1.--Douglas Fir ("DF") 2x4, Grade No. #2, random lengths, kiln-dried.

Product 2.--DF, precision end trimmed ("PET") stud, 2x4, Grade No. #2, 9-foot length, kiln-dried.

Product 3.--Spruce Pine Fir ("SPF"), PET stud, 2x4, Grade No. #2, 8-foot length.

Product 4.--SPF 2x4, Grade No. #3 (utility), random lengths.

Product 5.--Western Red Cedar, Industrial Clear (NLGA Grade 203c), 4" x 4" x RL, Green, Rough.

Please note that values should be on a delivered basis and should include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates) but should include transportation costs to the indicated market.

For each month, report the quantity and value sold only on the date indicated, usually the first Tuesday of that month. Sales should be reported on the basis of day of sale (order), not day delivered.

During January 2014-June 2017, did your firm import from Canada and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

| | |
|--------------------------|---|
| <input type="checkbox"/> | Yes. --Please complete the following pricing data table(s) as appropriate. |
| <input type="checkbox"/> | No. --Skip to question III-2c. |

III-2a. **Price data.**--Report below price data¹ for pricing products² imported from Canada and sold by your firm.

Report data in mbf and actual dollars (not 1,000s of dollars).

For each month, report the quantity and value sold only on the date indicated, usually the first Tuesday of that month.

Canada

| <i>(Quantity in mbf, value in dollars)</i> | | | | | | |
|--|-----------|-------|-----------|-------|-----------|-------|
| Day of reported sales | Product 1 | | Product 2 | | Product 3 | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| 2014: | | | | | | |
| January 7, 2014 | | | | | | |
| February 4, 2014 | | | | | | |
| March 4, 2014 | | | | | | |
| April 1, 2014 | | | | | | |
| May 6, 2014 | | | | | | |
| June 3, 2014 | | | | | | |
| July 1, 2014 | | | | | | |
| August 5, 2014 | | | | | | |
| September 2, 2014 | | | | | | |
| October 7, 2014 | | | | | | |
| November 4, 2014 | | | | | | |
| December 2, 2014 | | | | | | |
| 2015: | | | | | | |
| January 6, 2015 | | | | | | |
| February 3, 2015 | | | | | | |
| March 3, 2015 | | | | | | |
| April 7, 2015 | | | | | | |
| May 5, 2015 | | | | | | |
| June 2, 2015 | | | | | | |
| July 7, 2015 | | | | | | |
| August 4, 2015 | | | | | | |
| September 1, 2015 | | | | | | |
| October 6, 2015 | | | | | | |
| November 3, 2015 | | | | | | |
| December 1, 2015 | | | | | | |

Table continued on next page.

III-2a. **Price data.--Continued.**

Report data in mbf and actual dollars (not 1,000s of dollars).

For each month, report the quantity and value sold only on the date indicated, usually the first Tuesday of that month.

Canada

| <i>(Quantity in mbf, value in dollars)</i> | | | | | | |
|--|-----------|-------|-----------|-------|-----------|-------|
| Day of reported sales | Product 1 | | Product 2 | | Product 3 | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| 2016: | | | | | | |
| January 5, 2016 | | | | | | |
| February 2, 2016 | | | | | | |
| March 1, 2016 | | | | | | |
| April 5, 2016 | | | | | | |
| May 3, 2016 | | | | | | |
| June 7, 2016 | | | | | | |
| July 5, 2016 | | | | | | |
| August 2, 2016 | | | | | | |
| September 6, 2016 | | | | | | |
| October 4, 2016 | | | | | | |
| November 1, 2016 | | | | | | |
| December 6, 2016 | | | | | | |
| 2017: | | | | | | |
| January 3, 2017 | | | | | | |
| February 7, 2017 | | | | | | |
| March 7, 2017 | | | | | | |
| April 4, 2017 | | | | | | |
| May 2, 2017 | | | | | | |
| June 6, 2017 | | | | | | |

¹ Values should reflect the final net amount paid to your firm (i.e., should be net of all deductions for discounts or rebates) but should include transportation costs to the indicated market.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

III-2a. **Price data.--Continued.**

Report data in mbf and actual dollars (not 1,000s of dollars).

For each month, report the quantity and value sold only on the date indicated, usually the first Tuesday of that month.

Canada

| <i>(Quantity in mbf, value in dollars)</i> | | | | |
|--|-----------|-------|-----------|-------|
| Day of reported sales | Product 4 | | Product 5 | |
| | Quantity | Value | Quantity | Value |
| 2014: | | | | |
| January 7, 2014 | | | | |
| February 4, 2014 | | | | |
| March 4, 2014 | | | | |
| April 1, 2014 | | | | |
| May 6, 2014 | | | | |
| June 3, 2014 | | | | |
| July 1, 2014 | | | | |
| August 5, 2014 | | | | |
| September 2, 2014 | | | | |
| October 7, 2014 | | | | |
| November 4, 2014 | | | | |
| December 2, 2014 | | | | |
| 2015: | | | | |
| January 6, 2015 | | | | |
| February 3, 2015 | | | | |
| March 3, 2015 | | | | |
| April 7, 2015 | | | | |
| May 5, 2015 | | | | |
| June 2, 2015 | | | | |
| July 7, 2015 | | | | |
| August 4, 2015 | | | | |
| September 1, 2015 | | | | |
| October 6, 2015 | | | | |
| November 3, 2015 | | | | |
| December 1, 2015 | | | | |

Table continued on next page.

III-2a. **Price data.--Continued.**

Report data in mbf and actual dollars (not 1,000s of dollars).

For each month, report the quantity and value sold only on the date indicated, usually the first Tuesday of that month.

Canada

| <i>(Quantity in mbf, value in dollars)</i> | | | | |
|--|-----------|-------|-----------|-------|
| Day of reported sales | Product 4 | | Product 5 | |
| | Quantity | Value | Quantity | Value |
| 2016: | | | | |
| January 5, 2016 | | | | |
| February 2, 2016 | | | | |
| March 1, 2016 | | | | |
| April 5, 2016 | | | | |
| May 3, 2016 | | | | |
| June 7, 2016 | | | | |
| July 5, 2016 | | | | |
| August 2, 2016 | | | | |
| September 6, 2016 | | | | |
| October 4, 2016 | | | | |
| November 1, 2016 | | | | |
| December 6, 2016 | | | | |
| 2017: | | | | |
| January 3, 2017 | | | | |
| February 7, 2017 | | | | |
| March 7, 2017 | | | | |
| April 4, 2017 | | | | |
| May 2, 2017 | | | | |
| June 6, 2017 | | | | |

¹ Values should reflect the final net amount paid to your firm (i.e., should be net of all deductions for discounts or rebates) but should include transportation costs to the indicated market.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

Product 5:

III-2b. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

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

III-2c. **Unable to provide data.** – If you were unable to provide pricing data above, please indicate why you were unable to do so.

| Did not produce the product | Did not track transactions by day of sale (order) | Pricing information does not contain this level of detail | Other | If other, describe |
|-----------------------------|---|---|--------------------------|--------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

III-3. **Price setting.**--How does your firm determine the prices that it charges for sales of softwood lumber (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

| Transaction by transaction | Contracts | Set price lists | Other | If other, describe |
|----------------------------|--------------------------|--------------------------|--------------------------|--------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-4. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

| Quantity discounts | Annual total volume discounts | No discount policy | Other | Describe |
|--------------------------|-------------------------------|--------------------------|--------------------------|----------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for softwood lumber imported from Canada?

| Net 30 days | Net 60 days | 2/10 net 30 days | Other | Other (specify) |
|--------------------------|--------------------------|--------------------------|--------------------------|-----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

(b) On what basis are your firm's prices of imported softwood lumber from Canada usually quoted (*check one*)?

| Delivered | F.o.b. | If f.o.b., specify point |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of softwood lumber imported from Canada in 2016 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

| Item | Type of sale | | | | Total (should sum to 100.0%) |
|---------------------|---|--|--|------------------------------------|------------------------------|
| | Long-term contracts (multiple deliveries for more than 12 months) | Annual contracts (multiple deliveries for 12 months) | Short-term contracts (multiple deliveries for less than 12 months) | Spot sales (for a single delivery) | |
| Share of 2016 sales | % | % | % | % | 0.0 % |

III-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for softwood lumber from Canada (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual contract basis).

| Typical sales contract provisions | Item | Short-term contracts (multiple deliveries for less than 12 months) | Annual contracts (multiple deliveries for 12 months) | Long-term contracts (multiple deliveries for more than 12 months) |
|--|--------------------|--|--|---|
| Average contract duration | <i>No. of days</i> | | 365 | |
| Price renegotiation (during contract period) | <i>Yes</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>No</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Fixed quantity and/or price | <i>Quantity</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>Price</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>Both</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Meet or release provision | <i>Yes</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | <i>No</i> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Not applicable | | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-8. **Lead times.**--What share of sales of your firm's softwood lumber imported from Canada is from inventory vs. produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of softwood lumber?

| Source | Share of 2016 sales | Lead time (average number of days) |
|---------------------------------------|----------------------------|---|
| From your firm's U.S. inventory | % | |
| From foreign manufacturers' inventory | % | |
| Produced to order | % | |
| Total (should sum to 100.0%) | 0.0 % | |

III-9. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of softwood lumber imported from Canada that is accounted for by U.S. inland transportation costs? percent.
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser *(check one)*
- (c) When your firm sells softwood lumber imported from Canada, from where is it shipped?
 Point of importation Storage facility *(check one)*
- (d) Please report your firm's commercial U.S. shipments by distances from your firm's U.S. point of shipment in 2016.

| Distance from your firm's U.S. point of shipment | Commercial U.S. shipments in 2016 |
|--|-----------------------------------|
| | Canada |
| | Quantity (mbf) |
| Within 100 miles | |
| 101 to 250 miles | |
| 251 to 500 miles | |
| 501 to 750 miles | |
| 751 to 1,000 miles | |
| Over 1,000 miles | |
| Total | 0 |

RECONCILIATION OF COMMERCIAL U.S. SHIPMENTS.--Please ensure that the sum of the quantities reported for commercial U.S. shipments geographic region above equals the commercial U.S. shipments (i.e., line D) in 2016 in the relevant trade data tables from part II of this questionnaire. 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.

| Reconciliation item | Commercial U.S. shipments in 2016 |
|--|-----------------------------------|
| | Canada |
| Total above in this question minus 2016 data from line D of trade data tables in part II should equal zero ("0"), if not revise. | 0 |

Optional: Narrative relating to reported data above.

III-10. **Geographical shipments.**--Please report your firm's commercial U.S. shipments by U.S. geographic market in 2016.

| Geographic area | Commercial U.S. shipments in 2016 |
|--|-----------------------------------|
| | Canada |
| | Quantity (mbf) |
| Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT. | |
| Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI. | |
| Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV. | |
| Central Southwest. —AR, LA, OK, and TX. | |
| Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY. | |
| Pacific Coast. —CA, OR, and WA. | |
| Other. —All other markets in the United States not previously listed, including AK, HI, PR, and VI. | |
| Total | 0 |

***RECONCILIATION OF COMMERCIAL U.S. SHIPMENTS.**--Please ensure that the sum of the quantities reported for commercial U.S. shipments geographic region above equals the commercial U.S. shipments (i.e., line D) in 2016 in the relevant trade data tables from part II of this questionnaire. 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.*

| Reconciliation item | Commercial U.S. shipments in 2016 |
|--|-----------------------------------|
| | Canada |
| Total above in this question minus 2016 data from line D of trade data tables in part II should equal zero ("0"), if not revise. | 0 |

Optional: Narrative relating to reported data above.

III-11. **End uses.**--List the end uses of the softwood lumber that your firm imports from Canada. For each end-use product, what percentage of the total cost is accounted for by softwood lumber and other inputs?

| End use product | Share of total cost of end-use product accounted for by | | Total (should sum to 100.0% across) |
|-----------------|---|--------------|--|
| | Softwood lumber | Other inputs | |
| | % | % | 0.0 % |
| | % | % | 0.0 % |
| | % | % | 0.0 % |

III-12a. **Substitutes.**--Can other products be substituted for softwood lumber?

No Yes--Please fill out the table.

| Substitute | End use in which this substitute is used | Have changes in the price of this substitute affected the price for softwood lumber? | | |
|------------|--|--|--------------------------|-------------|
| | | No | Yes | Explanation |
| 1. | | <input type="checkbox"/> | <input type="checkbox"/> | |
| 2. | | <input type="checkbox"/> | <input type="checkbox"/> | |
| 3. | | <input type="checkbox"/> | <input type="checkbox"/> | |

III-12b. **Changes in substitutes.**--Has the use of substitute products increased or decreased since January 1, 2014?

| Use of substitutes | No | Yes | If yes, please describe. |
|--------------------|--------------------------|--------------------------|--------------------------|
| Increased | <input type="checkbox"/> | <input type="checkbox"/> | |
| Decreased | <input type="checkbox"/> | <input type="checkbox"/> | |

III-13. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for softwood lumber 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 U.S. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Outside the U.S. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-14. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of softwood lumber since January 1, 2014?

| No | Yes | If yes, please describe. |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-15. **Conditions of competition.**--

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

| Check all that apply. | Please describe. |
|---|--------------------------|
| <input type="checkbox"/> No | Skip to question III-16. |
| <input type="checkbox"/> Yes-Business cycles (e.g. seasonal business) | |
| <input type="checkbox"/> Yes-Other distinctive conditions of competition | |

(b) If yes, have there been any changes in the business cycles or conditions of competition for softwood lumber since January 1, 2014?

| No | Yes | If yes, describe. |
|--------------------------|--------------------------|-------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply softwood lumber 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, being unable to meet timely shipment commitments, etc.)?

| No | Yes | If yes, please describe. |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-17. **Raw materials.**--How have the prices of raw materials used to produce softwood lumber changed since January 1, 2014?

| Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explain, noting how raw material price changes have affected your firm's selling prices for softwood lumber. |
|--------------------------|--------------------------|--------------------------|-------------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-18. **Interchangeability.**--Is softwood lumber 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 O 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

O = *no familiarity* with products from a specified country-pair

| Country-pair | Canada | Other countries |
|--|--------|-----------------|
| United States | | |
| Canada | | |
| For any country-pair producing softwood lumber that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use: | | |

III-19. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between softwood lumber produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O 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
- O = *no familiarity* with products from a specified country-pair

| Country-pair | Canada | Other countries |
|---|--------|-----------------|
| United States | | |
| Canada | X | |
| 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 softwood lumber, identify the country-pair and report the advantages or disadvantages imparted by such factors: | | |

III-20. **Price trends.**--How have the prices for softwood lumber changed since January 1, 2014?

| Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explain why prices have changed this way |
|--------------------------|--------------------------|--------------------------|-------------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-21. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for softwood lumber since January 1, 2014. Indicate the share of the quantity of your firm's total shipments of softwood lumber that each of these customers accounted for in 2016.

| | Customer's name | City | State | Share of 2016 sales (%) |
|----|-----------------|------|-------|-------------------------|
| 1 | | | | |
| 2 | | | | |
| 3 | | | | |
| 4 | | | | |
| 5 | | | | |
| 6 | | | | |
| 7 | | | | |
| 8 | | | | |
| 9 | | | | |
| 10 | | | | |

III-22. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART IV.--ALTERNATIVE PRODUCT INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187, fred.ruggles@usitc.gov).

Cedar/redwood lumber.-- All merchandise that matches the product description of "softwood lumber" provided on page 2 made from Western Red Cedar (*Thuja plicata*), Redwood (*Sequoia sempervirens*), Atlantic White Cedar (*Chamaecyparis thyoides*), Port Orford Cedar (*Chamaecyparis lawsoniana*), and Alaskan Yellow Cedar (*Cupressus nootkatensis*).

All other softwood lumber.--All other merchandise that matches the product description of "softwood lumber" provided on page 2 less cedar/redwood lumber as described above.

Note.--The alternative product comparison question (i.e., IV-1 below) is being asked in multiple questionnaire types (U.S. producers', U.S. importers' and U.S. purchasers' questionnaires). If your firm is completing more than one of these three questionnaire types in relation to this proceeding, please respond to the alternative product comparisons question in only **one questionnaire type**. In general, your firm should make these comparisons in the questionnaire type that is most relevant to your firm's role in the market. In particular, if your firm is a Canadian-owned U.S. producer that imports softwood lumber from Canada respond to the comparisons in your U.S. importers' questionnaire. If your firm is a U.S.-owned U.S. producer with operations in Canada, please respond to these comparisons in the U.S. producers' questionnaire. **Data tables, however, in the "alternative production information" section should be completed in all relevant questionnaire types.**

IV-1. **Comparability of cedar/redwood lumber and all other softwood lumber.**- For each of the following indicate whether cedar/redwood lumber and all other softwood lumber are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

(a) **Characteristics and Uses.**--The differences and similarities in the physical characteristics and end uses. (Check only one).

Cedar/redwood lumber vs all other softwood lumber

| Fully comparable | Mostly comparable | Somewhat comparable | Not at all comparable | NA/no familiarity |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please provide a narrative discussion for the comparability ratings you provided in terms of their characteristics and uses:

IV-1. **Comparability of cedar/redwood lumber and all other softwood lumber.--Continued**

(b) **Interchangeability**--The ability to use interchangeably in the same end use applications. (Check only one).

Cedar/redwood lumber vs all other softwood lumber

| Fully interchangeable | Mostly interchangeable | Somewhat interchangeable | Not at all interchangeable | NA/no familiarity |
|--------------------------|--------------------------|--------------------------|----------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please provide a narrative discussion for the comparability ratings you provided in terms of their interchangeability:

(c) **Manufacturing facilities, production processes, and production employees**-- Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees. (Check only one).

Cedar/redwood lumber vs all other softwood lumber

| Fully the same | Mostly the same | Somewhat the same | Not at all the same | NA/no familiarity |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please provide a narrative discussion for the comparability ratings you provided in terms of their manufacturing processes:

IV-1. **Comparability of cedar/redwood lumber and all other softwood lumber.--Continued**

(d) **Channels of distribution.**--Channels of distribution/market situation through which they are sold. (Check only one).

Cedar/redwood lumber vs all other softwood lumber

| Fully comparable | Mostly comparable | Somewhat comparable | Not at all comparable | NA/no familiarity |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please provide a narrative discussion for the comparability ratings you provided in terms of their channels of distribution:

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in the market (e.g., sales/marketing practices). (Check only one).

Cedar/redwood lumber vs all other softwood lumber

| Fully comparable | Mostly comparable | Somewhat comparable | Not at all comparable | NA/no familiarity |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please provide a narrative discussion for the comparability ratings you provided in terms of their customer and producer perceptions:

IV-1. **Comparability of cedar/redwood lumber and all other softwood lumber.--Continued**

(f) **Price.**--Whether prices are comparable or differ. (Check only one).

Cedar/redwood lumber vs all other softwood lumber

| Fully comparable | Mostly comparable | Somewhat comparable | Not at all comparable | NA/no familiarity |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please provide a narrative discussion for the comparability ratings you provided in terms of their prices:

Note.--Please ensure than any data you reported in the following questions are a subset of (and do not exceed) the quantities and values reported for all softwood lumber in the earlier questionnaire parts.

IV-2. **U.S. imports from Canada.**—Report your firm’s imports and your firm’s shipments and inventories of cedar/redwood lumber imported from Canada by your firm during the specified periods.

CEDAR/REDWOOD: CANADA

| Quantity (in mbf), value (in \$1,000) | | | | | |
|--|----------------|------|------|--------------|------|
| Item | Calendar years | | | January-June | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period inventories (quantity) (A) | | | | | |
| Imports: ¹ Quantity (B) | | | | | |
| Value (C) | | | | | |
| U.S. shipments: Commercial shipments: Quantity (D) | | | | | |
| Value (E) | | | | | |
| Internal consumption/ company transfers: Quantity (F) | | | | | |
| Value ² (G) | | | | | |
| Export shipments: ³ Quantity (H) | | | | | |
| Value (I) | | | | | |
| End-of-period inventories (quantity) (J) | | | | | |
| Channels of distribution: Commercial U.S. shipments: To wholesalers/distributors (quantity) (K) | | | | | |
| To retailers (quantity) (L) | | | | | |
| To other (quantity) (M) | | | | | |

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm’s principal export markets: _____.

IV-2. U.S. imports from Canada.–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation | Calendar years | | | January- June | |
|---|----------------|------|------|---------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹ | 0 | 0 | 0 | 0 | 0 |
| ¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____. | | | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. 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.

| Reconciliation item | Calendar years | | | January- June | |
|---|----------------|------|------|---------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| K + L+M– D = zero ("0"), if not revise. | 0 | 0 | 0 | 0 | 0 |

IV-3. **U.S. imports from all other sources.**—Report your firm’s imports and your firm’s shipments and inventories of cedar/ redwood lumber imported from all other sources (i.e., all import sources except Canada) by your firm during the specified periods.

CEDAR/REDWOOD: ALL OTHER SOURCES

(list sources: _____)

| Quantity (in mbf), value (in \$1,000) | | | | | |
|--|----------------|------|------|--------------|------|
| Item | Calendar years | | | January-June | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period inventories (quantity) (A) | | | | | |
| Imports: ¹ Quantity (B) | | | | | |
| Value (C) | | | | | |
| U.S. shipments: Commercial shipments: Quantity (D) | | | | | |
| Value (E) | | | | | |
| Internal consumption/ company transfers: Quantity (F) | | | | | |
| Value ² (G) | | | | | |
| Export shipments: ³ Quantity (H) | | | | | |
| Value (I) | | | | | |
| End-of-period inventories (quantity) (J) | | | | | |
| Channels of distribution: Commercial U.S. shipments: To wholesalers/distributors (quantity) (K) | | | | | |
| To retailers (quantity) (L) | | | | | |
| To other (quantity) (M) | | | | | |

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm’s principal export markets: _____.

IV-3. U.S. imports from all other sources (AOS).--Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation | Calendar years | | | January-June | |
|---|----------------|------|------|--------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹ | 0 | 0 | 0 | 0 | 0 |
| ¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____. | | | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. 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.

| Reconciliation item | Calendar years | | | January-June | |
|--|----------------|------|------|--------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| K + L +M– D = zero ("0"), if not revise. | 0 | 0 | 0 | 0 | 0 |

IV-4. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of imported cedar/redwood lumber that is accounted for by U.S. inland transportation costs? _____ percent

- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (check one)

IV-4. **Shipping information.**--*Continued*

(c) Indicate the approximate percentage of your firm's sales of cedar/redwood lumber that are delivered the following distances from its production facility.

| Distance from production facility | Commercial U.S. shipments in 2016 |
|--|--|
| | Quantity (mbf) |
| Within 100 miles | |
| 101 to 250 miles | |
| 251 to 500 miles | |
| 501 to 750 miles | |
| 751 to 1,000 miles | |
| Over 1,000 miles | |
| Total | 0 |

RECONCILIATION OF COMMERCIAL U.S. SHIPMENTS.--*Please ensure that the sum of the quantities reported for commercial U.S. shipments geographic region above equals the commercial U.S. shipments (i.e., line D) in 2016 in the relevant trade data tables from part IV of this questionnaire. 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.*

| Reconciliation item | Commercial U.S. shipments in 2016 |
|--|--|
| | Canada |
| Total above in this question minus 2016 data from line D of trade data tables in part IV should equal zero ("0"), if not revise. | 0 |

V-5. **Substitutes.**--Can other products be substituted for cedar/redwood lumber?

No Yes--Please fill out the table.

| Substitute | End use in which this substitute is used | Have changes in the price of this substitute affected the price for cedar/redwood lumber? | | |
|------------|--|---|--------------------------|-------------|
| | | No | Yes | Explanation |
| 1. | | <input type="checkbox"/> | <input type="checkbox"/> | |
| 2. | | <input type="checkbox"/> | <input type="checkbox"/> | |
| 3. | | <input type="checkbox"/> | <input type="checkbox"/> | |

IV-6. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for cedar/redwood lumber 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 U.S. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Outside the U.S. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

IV-7. **Interchangeability.**--Is cedar/redwood lumber imported 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 O 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
- O = *no familiarity* with products from a specified country-pair

| Country-pair | Canada | Other countries |
|--|--------|-----------------|
| United States | | |
| Canada | X | |
| For any country-pair producing softwood lumber 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-8. **Competition from imports**

(a) **Lost revenue**.--Since January 1, 2014: To avoid losing sales to competitors selling cedar/redwood lumber from Canada, did your firm:

| Item | No | Yes | N/A |
|-------------------------------------|--------------------------|--------------------------|--------------------------|
| Reduce prices | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Roll back announced price increases | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(b) **Lost sales**.--Since January 1, 2014: Did your firm lose sales of cedar/redwood lumber to imports of this product from Canada?

| No | Yes |
|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |

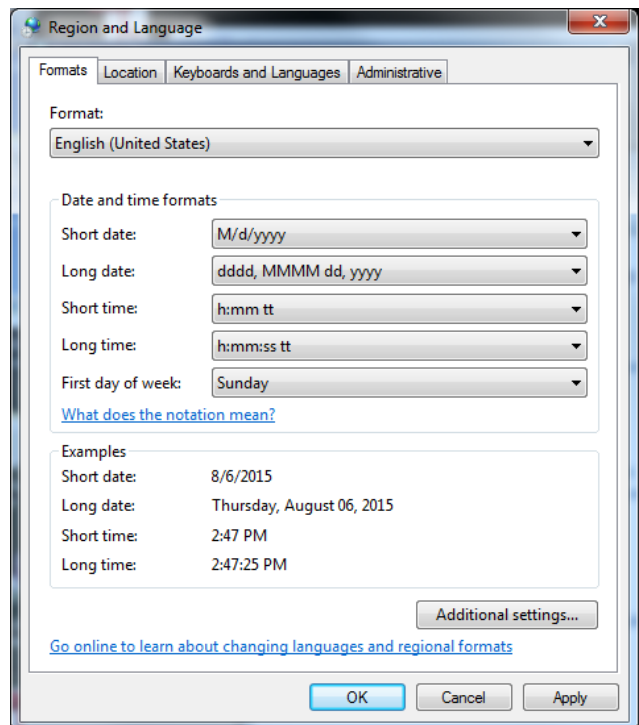
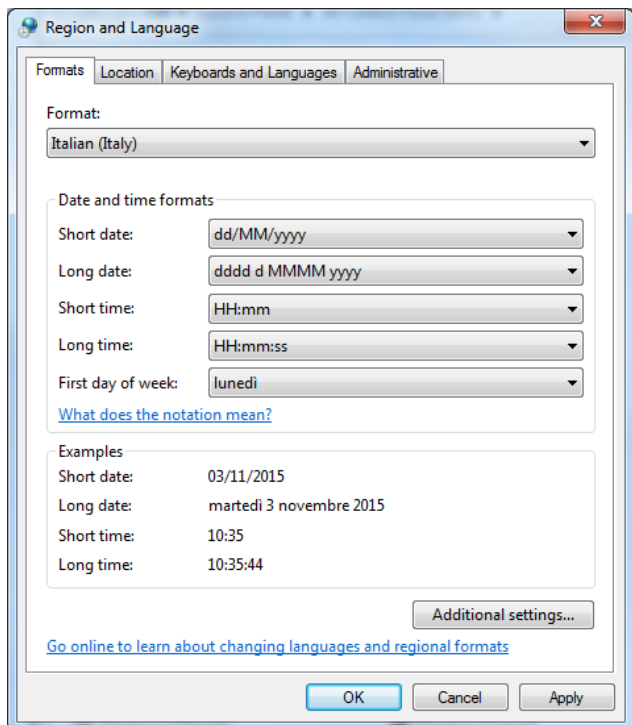
Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (“.”) to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission’s questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system’s number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer’s number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. “Italian (Italy)”) to “English (United States)” (see screen shots below)

When you do this the number “twelve million dollars and thirty five cents” would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the USITC foreign producer questionnaire form. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



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/softwood_lumber_canada/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.

- **Upload via Secure Drop Box.**—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:** **SWLBR**

- **E-mail.**—E-mail the MS Word questionnaire to fred.ruggles@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 did not import 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 you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.