

---

## U.S. PURCHASERS' 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. Nos. 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Andrew Knipe (202-205-2390, [andrew.knipe@usitc.gov](mailto:andrew.knipe@usitc.gov)).

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

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

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip Code** \_\_\_\_\_

**Website** \_\_\_\_\_

Has your firm purchased softwood lumber (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2014?

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

**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 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.*

<b>Name of Authorized Official</b>	<b>Title of Authorized Official</b>	<b>Date</b>
<b>Signature</b>	<b>Phone:</b> _____	<b>Email address</b>
	<b>Fax</b> _____	

**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](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.

**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. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of softwood lumber 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 responses to these questions constitute your consent that such information be provided to Commerce under the conditions described above.

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

Hours	Dollars

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

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

I-2. **Establishments covered.**--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.**

***“Establishment”***--Each facility of a firm involved in the purchase of softwood lumber, 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.

Firm name	Address	Extent of ownership (percent)

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

No       Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce softwood lumber?

No       Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

**PART II.--PURCHASES**

**Contact information.**--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.**--Report your firm's total U.S. purchases of softwood lumber. 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 softwood lumber 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 softwood lumber from a foreign supplier in which your firm is the importer of record.

Item	2014	2015	2016	Jan-June 2016	Jan-June 2017
	<b>Quantity (in mbf)</b>				
<b>Purchases of softwood lumber produced in--</b> United States					
Canada					
All other countries: <sup>1</sup>					
Sources unknown					
Total purchases	0	0	0	0	0
<sup>1</sup> Please identify these countries:					

Item	2014	2015	2016	Jan-June 2016	Jan-June 2017
	<b>Quantity (in mbf)</b>				
<b>Imports of softwood lumber produced in--</b> Canada					
All other countries: <sup>1</sup>					
Sources unknown					
Total imports	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 softwood lumber from different sources have changed since January 1, 2014.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Sources unknown	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

--

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for softwood lumber since January 1, 2014. Also, provide the share of the quantity of your firm's total purchases of softwood lumber 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 softwood lumber (check all that apply)?

Distributor	Retailer	Other (e.g., home builder, lumber yard, pallet maker, treater, etc.)	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

*If your firm is a distributor of softwood lumber, please answer questions III-2 and III-3.*

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases softwood lumber?

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

III-3. **Types of customers.**--What are the major types of consumers to which your firm sells softwood lumber?

--



***If your firm is an end user of softwood lumber, please answer questions III-4 and III-5.***

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

- (a) List the top 3 products your firm makes using softwood lumber and estimate the percent of your total production cost that is accounted for by softwood lumber vs. other inputs (such as labor, energy, and other raw materials).

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

- (b) List the top 3 end use applications (e.g. interior wall framing, decking, etc.) by your firm or its customers using softwood lumber and estimate the percent of the total production cost that is accounted for by softwood lumber vs. other inputs (such as labor, energy, and other raw materials).

End use(s) by your firm or its customers	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	Softwood lumber		Other inputs		
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

III-5. **Demand for end use products.**--

(a) Has the demand for your firm's final products incorporating softwood lumber (such as new homes or home renovations) changed since January 1, 2014?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **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-7. **Demand trends.**--Indicate how demand for softwood lumber within the United States and outside of the United States (if known) 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-8. **Country preferences.**--Do you or your customers ever specifically order softwood lumber from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2016 purchases of softwood lumber that required softwood lumber produced in the United States.

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

III-10. **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"/> <b>No</b>	Skip to question III-11.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

III-10. **Conditions of competition.**--*continued*

(b) 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-11. **Decisions based on producer, country-of-origin, and species.**--How often does your firm, and if known, do your customers, make purchasing decisions involving softwood lumber based on the producer, country of origin, or species of softwood lumber?

	Always	Usually	Sometimes	Never	If at least sometimes, please explain, noting the reasons for your response.
<b>Decision based on producer</b>					
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Decision based on country of origin</b>					
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Decisions based on species</b>					
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Availability of supply.**--Has the availability of softwood lumber in the U.S. market changed since January 1, 2014?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and the reasons for the changes.
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Canadian product	<input type="checkbox"/>	<input type="checkbox"/>	
Product from all other sources	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with 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-14. **Availability of specific product types.**--Are certain grades/types/sizes of softwood lumber only available from certain country sources?

No	Yes	If yes, please identify the countries and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of softwood lumber (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

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

III-16. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms.

III-17. **Supplier negotiations.**--

(a) Do your firm's purchases of softwood lumber usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Does your firm issue requests for proposals or other written contract solicitations to suppliers of softwood lumber?

No	Yes	If yes, how often do such requests for proposal or contract solicitations specify the species of softwood lumber?
<input type="checkbox"/>	<input type="checkbox"/>	Always <input type="checkbox"/> Frequently <input type="checkbox"/> Sometimes <input type="checkbox"/> Never <input type="checkbox"/>

III-18. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2014?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **New suppliers.**--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.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell softwood lumber to your firm?

If yes, provide the following information.

- The average 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.). (If the process or number of days differs between suppliers, please describe).

No	Yes	Average number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-21. **Failure to certify.**--Since January 1, 2014, have any domestic or foreign producers failed in their attempts to certify or qualify their softwood lumber 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.
<input type="checkbox"/>	<input type="checkbox"/>	

III-22. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase softwood lumber (examples include availability, species, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

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

III-23. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for softwood lumber.

Factor	Very important	Somewhat important	Not important
Availability, Species	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability, All	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Geographic proximity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grade	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strength rating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Treatability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-24. **Species importance.**--

(a) How aware are you and your customers of the species or species groups of the softwood lumber you purchase?

<b>Your firm</b>	Always <input type="checkbox"/>	Frequently <input type="checkbox"/>	Sometimes <input type="checkbox"/>	Never <input type="checkbox"/>
<b>Your customers</b>	Always <input type="checkbox"/>	Frequently <input type="checkbox"/>	Sometimes <input type="checkbox"/>	Never <input type="checkbox"/>



**III-24. Species importance.--continued**

(b) If you were to substitute species used for particular applications, would you need to change construction techniques or volumes of softwood lumber used?

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>
If yes, please explain:	

(c) For each of the applications listed below, please indicate the frequency that you or your customers have used or are willing to substitute other species for the preferred species based on differences in price.

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

A = *always* (preferred specie(s))

F = *frequently*

S = *sometimes*

N = *never*

O = *no familiarity* or N/A

<b>Application</b>	<b>Species used</b>					
	<b>SPF</b>	<b>Doug Fir</b>	<b>Hem-Fir</b>	<b>SYP</b>	<b>Cedar / Redwood</b>	<b>Other<sup>1</sup></b>
Framing/wall studs						
Headers						
Floor joists						
Roof trusses						
Roof rafters						
Decks and deck structures						
Fencing						
Shipping/packing/Industrial						
Other significant applications (specify) <sup>1</sup>						

Note: If you do not purchase softwood lumber for the specified application, please enter "0".

<sup>1</sup> Please specify:

Additional comments:

III-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of softwood lumber?

--

III-26. **Minimum quality.**--How often does softwood lumber 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	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-27. **Frequency of decisions based on price.**--How often does your firm purchase the softwood lumber that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-28. **Changes in species based on price.**--How often does your firm change species based on differences in prices among species?

Always	Frequently	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-29. **Choice of product not based on price.**--If you purchased softwood lumber 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.**--Please list the names of any firms you considered price leaders in the softwood lumber market since January 1, 2014.

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.*

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 softwood lumber from Canada instead of U.S.-produced softwood lumber?

Yes (also respond to parts (b) and (c))	No (If "No" skip to next question)
<input type="checkbox"/>	<input type="checkbox"/>

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

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

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

Yes	If Yes, estimate the quantity of imports from Canada purchased instead of domestic product since January 2014 (in mbf)	No	If No, please indicate the reason your firm purchased imports from Canada instead of domestic product
<input type="checkbox"/>		<input type="checkbox"/>	

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

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

Yes (also respond to question part (b))	No (If No, skip to next question)	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-32. **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.

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

III-33. **Price trends**---How have the prices for softwood lumber changed since January 1, 2014?

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

**PART IV.—PRODUCT COMPARISONS**

IV-1. **Country knowledge.**--Please indicate the countries of origin for softwood lumber for which your firm has actual marketing/pricing knowledge.

United States	Canada	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **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:		

IV-3. **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 purchases 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

<b>Country-pair</b>	Canada	Other countries
United States		
Canada	X	
<p>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:</p>		

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

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

Factor	Product from <u>United States</u> compared to product from <u>Canada</u>			Product from <u>United States</u> compared to product from <u>all other countries</u>			Product from <u>Canada</u> compared to product from <u>all other countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability, Species	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability, All	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Geographic proximity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grade	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strength rating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Treatability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<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.

**PART V.--ALTERNATIVE PRODUCT INFORMATION**

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187, [fred.ruggles@usitc.gov](mailto: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*), and any other cedar tree.

**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.

V-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**:

---



---



V-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:

---



---

V-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:

---



---

V-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:

---



---

V-2. **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 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"/>	

V-3. **Demand trends.**--Indicate how demand for cedar/redwood lumber within the United States and outside of the United States (if known) 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"/>	

V-4. **Interchangeability**--Is cedar/redwood 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 cedar/redwood 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:		

V-5. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between cedar/redwood lumber 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 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

<b>Country-pair</b>	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 cedar/redwood lumber, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

**PART VI.--OTHER EXPLANATIONS**

VI-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:

[https://www.usitc.gov/investigations/701731/2017/softwood\\_lumber\\_canada/final.htm](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 [andrew.knipe@usitc.gov](mailto:andrew.knipe@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

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

***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.