

## U.S. IMPORTERS' QUESTIONNAIRE

### MULTILAYERED WOOD FLOORING FROM CHINA

**This questionnaire must be received by the Commission by no later than August 10, 2011**

*See page 4 of the Instruction Booklet 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 duty investigations concerning multilayered wood flooring from China (Inv. No. 701-TA-476 and 731-TA-1179 (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)).

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

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

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

**World Wide Web address** \_\_\_\_\_

Has your firm imported multilayered wood flooring (as defined in the instruction booklet) from any country at any time since January 1, 2008?

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

If "No" then please identify the name and the total quantity and value of each product(s) your firm imported under HTUS subheadings specified in the instruction booklet for the period January 2008 – June 2011. \_\_\_\_\_

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

If "Yes," then did your firm import multilayered wood flooring (as defined in the instruction booklet) under an HTUS subheading other than that specified in the instruction booklet. \_\_\_\_\_

### 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 these proceedings in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout these proceedings may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these proceedings or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
**Name of Authorized Official**

\_\_\_\_\_  
**Title of Authorized Official**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Phone:** ( )

\_\_\_\_\_  
**E-mail address**

\_\_\_\_\_  
**Fax** ( )

**PART I.—GENERAL INFORMATION**

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, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_hours \_\_\_\_\_dollars

- I-1b. **OMB feedback**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. **Establishments covered**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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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

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

- I-4. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing multilayered wood flooring from China into the United States or which are engaged in exporting multilayered wood flooring from China to the United States?

☐ No                      ☐ Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

- I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of multilayered wood flooring?

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

- I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on multilayered wood flooring. 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.

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

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

- I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters multilayered wood flooring into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      ☐ No              ☐ Yes

Bonded warehouses      ☐ No              ☐ Yes

- I-9. **Temporary importation under bond.**--Please indicate whether your firm imports multilayered wood flooring under the TIB (temporary importation under bond) program.

☐ No              ☐ Yes

- I-10. **Third-country trade activities.**--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](mailto:fred.ruggles@usitc.gov)). **Supply all data requested on a calendar-year basis.**

- II-1. Please identify the individual to be contacted regarding the confidential information requested in part II?

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for parts II to IV with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ 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 multilayered wood flooring since January 1, 2008.

*(check as many as appropriate)*      *(please describe)*

☐ office/warehouse openings ..... \_\_\_\_\_

\_\_\_\_\_

☐ office/warehouse closings ..... \_\_\_\_\_

\_\_\_\_\_

☐ relocations ..... \_\_\_\_\_

\_\_\_\_\_

☐ expansions ..... \_\_\_\_\_

\_\_\_\_\_

☐ acquisitions ..... \_\_\_\_\_

\_\_\_\_\_

☐ consolidations ..... \_\_\_\_\_

\_\_\_\_\_

☐ prolonged shutdowns or  
importation curtailments ..... \_\_\_\_\_

\_\_\_\_\_

☐ revised labor agreements ..... \_\_\_\_\_

\_\_\_\_\_

☐ other ..... \_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of multilayered wood flooring from China for delivery after June 30, 2011?

☐ No                      ☐ Yes--Indicate when such orders are to be delivered and the quantities involved.

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II-4. **Reasons for importing.**--If your firm also produces multilayered wood flooring in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-5. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of multilayered wood flooring imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in 1,000 square feet), value (in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to big box/home centers ( <i>quantity</i> )					
U.S. shipments to builders ( <i>quantity</i> )					
U.S. shipments to other retailers ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> —Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-6. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of multilayered wood flooring imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 square feet), value (in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use 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: _____ _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



**PART III.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403, [james.fetzer@usitc.gov](mailto:james.fetzer@usitc.gov))

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

**PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2008–June 2011 of the following products you imported from China, Brazil, Canada, and Indonesia:

**Product 1.**--Multilayered wood flooring, non-click, 12.5 mm (1/2 inch) thick, red oak-face product, prefinished (veneer core), "Select" or "Clear" grade, 125 mm (5 inches) width, with a face thickness of 2 mm, 121.92 cm to 182.88 cm (4 to 6 feet) length

**Product 2.**--Multilayered wood flooring, non-click, 9.5 mm (3/8 inch) thick, red oak-face product, prefinished (veneer core), 76 mm (3 inches) width, with a face thickness of 1.6 to 2 mm, 121.92 cm to 182.88 cm (4 to 6 feet) length

**Product 3.**--Multilayered wood flooring, interlocking/click installation, 9.5 mm (3/8 inch) thick, red oak-face product, prefinished (veneer core), 76 mm (3 inches) width, with a face thickness of 1.6 to 2mm, 121.92 cm to 182.88 cm (4 to 6 feet) length

**Product 4.**--Multilayered wood flooring, non-click, 9.5 mm (3/8 inch) thick, maple-face product, prefinished (veneer core), "Select" or "Clear" grade, 125 mm (5 inches) width, with a face thickness of 2mm, 121.92 cm to 182.88 cm (4 to 6 feet) length

**Product 5.**--Multilayered wood flooring, interlocking/click installation, 9.5 mm (3/8 inch) thick, red-oak face product, prefinished (MDF, HDF or similar core), 125 mm (5 inches) width, with a face thickness of 1.6 to 2 mm, 121.92 cm to 182.88 cm (4 to 6 feet) length

**Product 6.**--Multilayered wood flooring, non-click, 12.5 mm (1/2 inch) thick, rotary/sliced, hickory-face, unscrapped/plain, prefinished, "Select" or "Clear" grade, (veneer core), 125 mm (5 inches) width, with a face thickness of 2 mm, 121.92 cm to 182.88 cm (4 to 6 feet) length

**Product 7.**--Multilayered wood flooring, non-click, 12.5 mm (1/2 inch) thick, rotary/sliced, hickory-face, hand scraped, prefinished, "Rustic" or "Country" grade, (veneer core), 125 mm (5 inches) width, with a face thickness of 2 mm, 121.92 cm to 182.88 cm (4 to 6 feet) length

**Product 8.**--Multilayered wood flooring, non-click, 12.5 mm (1/2 inch) thick, American walnut faced, prefinished, "Select" or "Clear" grade, (veneer core), 125 mm (5 inches) width, with a face thickness of 2 mm, 121.92 cm to 182.88 cm (4 to 6 feet) length

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from all Chinese producers except for Zhejiang Layo Wood Industry Co., Ltd., Zhejiang Yuhua Timber Co., Ltd., and the Samling Group and sold by your firm.

**CHINA** (Except for Zhejiang Layo Wood Industry, Zhejiang Yuhua Timber, and the Samling Group (Baroque Timber Industries (Zhongshan) Co., Ltd., Riverside Plywood Corporation, Samling Elegant Living Trading (Labuan) Limited, Samling Riverside Co., Ltd., and Suzhou Times Flooring Co., Ltd))

<b>(Quantity in 1,000 square feet , value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued****III-2a. Pricing data.—Continued.**

**CHINA** (Except for Zhejiang Layo Wood Industry, Zhejiang Yuhua Timber, and the Samling Group (Baroque Timber Industries (Zhongshan) Co., Ltd., Riverside Plywood Corporation, Samling Elegant Living Trading (Labuan) Limited, Samling Riverside Co., Ltd., and Suzhou Times Flooring Co., Ltd))

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Pricing data.**—*Continued.*

**CHINA** (Except for Zhejiang Layo Wood Industry, Zhejiang Yuhua Timber, and the Samling Group (Baroque Timber Industries (Zhongshan) Co., Ltd., Riverside Plywood Corporation, Samling Elegant Living Trading (Labuan) Limited, Samling Riverside Co., Ltd., and Suzhou Times Flooring Co., Ltd))

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Pricing data.**—*Continued.*

**CHINA** (Except for Zhejiang Layo Wood Industry, Zhejiang Yuhua Timber, and the Samling Group (Baroque Timber Industries (Zhongshan) Co., Ltd., Riverside Plywood Corporation, Samling Elegant Living Trading (Labuan) Limited, Samling Riverside Co., Ltd., and Suzhou Times Flooring Co., Ltd))

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 7		Product 8	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Chinese producers Zhejiang Layo Wood Industry Co., Ltd. and sold by your firm.

**CHINA** (Only Zhejiang Layo Wood Industry)

<b>(Quantity in 1,000 square feet , value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Pricing data.**—*Continued.*

**CHINA** (Only Zhejiang Layo Wood Industry)

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Pricing data.**—Continued.

**CHINA** (Only Zhejiang Layo Wood Industry)

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_



**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Pricing data.**—Continued.

**CHINA** (Only Zhejiang Layo Wood Industry)

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 7		Product 8	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2c. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Chinese producer Zhejiang Yuhua Timber Co., Ltd. and sold by your firm.

**CHINA** (Only Zhejiang Yuhua Timber)

<b>(Quantity in 1,000 square feet , value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2c. **Pricing data.**—Continued.

**CHINA** (Only Zhejiang Yuhua Timber)

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2c. **Pricing data.**—Continued.

**CHINA** (Only Zhejiang Yuhua Timber)

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2c. **Pricing data.**—Continued.

**CHINA** (Only Zhejiang Yuhua Timber)

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 7		Product 8	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2d. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from all Chinese producers in the Samling Group and sold by your firm.

**CHINA** (Only the Samling Group (Baroque Timber Industries (Zhongshan) Co., Ltd., Riverside Plywood Corporation, Samling Elegant Living Trading (Labuan) Limited, Samling Riverside Co., Ltd., and Suzhou Times Flooring Co., Ltd))

<b>(Quantity in 1,000 square feet , value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**III-2d. **Pricing data.**—Continued.

**CHINA** (Only the Samling Group (Baroque Timber Industries (Zhongshan) Co., Ltd., Riverside Plywood Corporation, Samling Elegant Living Trading (Labuan) Limited, Samling Riverside Co., Ltd., and Suzhou Times Flooring Co., Ltd))

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <sup>2</sup> Pricing product definitions are provided on the first page of Part IV.				
<b>Note.</b> --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 3: _____				
Product 4: _____				

**PART III.--PRICING AND RELATED INFORMATION--Continued****III-2d. Pricing data.—Continued.**

**CHINA** (Only the Samling Group (Baroque Timber Industries (Zhongshan) Co., Ltd., Riverside Plywood Corporation, Samling Elegant Living Trading (Labuan) Limited, Samling Riverside Co., Ltd., and Suzhou Times Flooring Co., Ltd))

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				
<sup>1</sup> Net values ( <i>i.e.</i> , gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <sup>2</sup> Pricing product definitions are provided on the first page of Part IV.				
<b>Note.</b> --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 5: _____				
Product 6: _____				



**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2d. **Pricing data.**—*Continued.*

**CHINA** (Only the Samling Group (Baroque Timber Industries (Zhongshan) Co., Ltd., Riverside Plywood Corporation, Samling Elegant Living Trading (Labuan) Limited, Samling Riverside Co., Ltd., and Suzhou Times Flooring Co., Ltd))

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 7		Product 8	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2e. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Brazil and sold by your firm.

**BRAZIL**

<b>(Quantity in 1,000 square feet , value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**III-2e. **Pricing data.**—Continued.**BRAZIL**

(Quantity in 1,000 square feet, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2e. **Pricing data.**—Continued.

**BRAZIL**

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2e. **Pricing data.**—*Continued.*

**BRAZIL**

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 7		Product 8	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2f. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Canada and sold by your firm.

**CANADA**

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				
<sup>1</sup> Net values ( <i>i.e.</i> , gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <sup>2</sup> Pricing product definitions are provided on the first page of Part IV.				
<b>Note.</b> --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 1: _____				
Product 2: _____				

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2f. **Pricing data.**—*Continued.*

**CANADA**

<b>(Quantity in 1,000 square feet , value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2f. **Pricing data.**—Continued.

**CANADA**

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_



**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2f. **Pricing data.**—Continued.

**CANADA**

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 7		Product 8	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2g. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Indonesia and sold by your firm.

**INDONESIA**

<b>(Quantity in 1,000 square feet , value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**III-2g. **Pricing data.**—Continued.**INDONESIA**

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2g. **Pricing data.**—Continued.

**INDONESIA**

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2g. **Pricing data.**—*Continued.*

**INDONESIA**

(Quantity in 1,000 square feet , value in dollars)				
Period of shipment	Product 7		Product 8	
	Quantity	Value	Quantity	Value
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 7: \_\_\_\_\_

Product 8: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of multilayered wood flooring (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- ☐ Transaction by transaction                      ☐ Contracts                      ☐ Set price lists
- ☐ Reverse internet auction sales
- ☐ Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_

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

- ☐ Quantity discounts                      ☐ Annual total volume discounts                      ☐ No discounts
- ☐ Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

III-5. **Pricing terms for multilayered wood flooring.**--

- (a) What are your firm's typical sales terms for multilayered wood flooring imported from China (*e.g.*, 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of imported multilayered wood flooring from China usually quoted? (check one) ☐ F.o.b.--Please specify point: \_\_\_\_\_ ☐ Delivered

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of multilayered wood flooring imported from China in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____ %
Short-term contracts	_____ %
Spot sales	_____ %

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-7. **Long-term contract provisions.**--If you sell multilayered wood flooring imported from China on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? ☐ Yes ☐ No
- (c) Does the contract fix quantity, price, or both? ☐ Quantity ☐ Price ☐ Both
- (d) Does the contract have a meet or release provision? ☐ Yes ☐ No

III-8. **Short-term contract provisions.**--If you sell multilayered wood flooring imported from China on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? ☐ Yes ☐ No
- (c) Does the contract fix quantity, price, or both? ☐ Quantity ☐ Price ☐ Both
- (d) Does the contract have a meet or release provision? ☐ Yes ☐ No

III-9. **Lead times.**--What is your share of sales of multilayered wood flooring imported from China both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of multilayered wood flooring?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u>
From your U.S. inventory	_____%	_____ days
From foreign manufacturers' inventory	_____%	_____ days
Produced to order	_____%	_____ days
<b>Total</b>	<b>100 %</b>	

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**III-10. Shipping information.—**

- (a) What is the approximate percentage of the total delivered cost of multilayered wood flooring imported from China that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
☐ Your firm    ☐ or purchaser
- (c) When you sell multilayered wood flooring imported from China, from where is it shipped?  
 (check one) point of importation ☐ or storage facility ☐
- (d) What proportion of your sales of multilayered wood flooring imported from China are delivered within 100 miles of your point of shipment (provide the percentages)? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**III-11. Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of multilayered wood flooring imported from any source? (check all that apply)

<b>Geographic area</b>	<b>√ if applicable</b>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>



**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-12. **End uses**-Describe the end uses of the multilayered wood flooring that you imported from China. For each end-use product, what percentage of the total cost is accounted for by multilayered wood flooring and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Multilayered wood flooring	Other inputs (ex. installation costs)	
1. New home construction	%	%	100%
2. Installation for remodeling	%	%	100%
3.	%	%	100%
4.	%	%	100%
5.	%	%	100%

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**III-13. Substitutes.--**

(a) Can other products be substituted for multilayered wood flooring?

☐ No

☐ Yes--Please complete (b).

(b) Please list in order of importance any products that may be substituted for multilayered wood flooring and fill out the table.

<b>Substitute</b>	<b>End use in which this substitute is used</b>	<b>Have changes in the prices of this substitute affected the price for multilayered wood flooring?</b>
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes-- please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**III-14. Demand trends.--**

- (a) How has the demand within the United States for multilayered wood flooring changed since January 1, 2008? What principal factors affect changes in demand?

☐ Increased      ☐ No Change      ☐ Decreased      ☐ Fluctuated

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- (b) How has the demand outside the United States (if known) for multilayered wood flooring changed since January 1, 2008? What principal factors affect changes in demand?

☐ Increased      ☐ No Change      ☐ Decreased      ☐ Fluctuated

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- III-15. Product changes.--**Have there been any significant changes in the product range or marketing of multilayered wood flooring since January 1, 2008?

☐ No      ☐ Yes-- Please describe.

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

**III-16. Business cycles and distinctive conditions of competition.--**

(a) Is the multilayered wood flooring market subject to business cycles?

☐ No    ☐ Yes-- the general U.S. economic cycle    ☐ Yes-- other (please describe).

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(b) Have there been any changes in these business cycles for the multilayered wood flooring market since January 1, 2008?

☐ No    ☐ Yes-- Please describe.

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(c) Is the multilayered wood floor market subject to distinctive conditions of competition?

☐ No    ☐ Yes-- Please describe.

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(d) Have there been any changes in these distinctive conditions of competition for the multilayered wood floor market since January 1, 2008?

☐ No    ☐ Yes-- Please describe.

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply multilayered wood flooring since January 1, 2008 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

☐ No                      ☐ Yes-- Please fill in the table.

Type of supply constraint	When this occurred	Which purchasers were affected by the constraint	Why did the supply constraint occur
1.			
2.			
3.			

III-18. **Raw materials.**—

(a) If they are known to you, please list the raw materials used to produce multilayered wood flooring.

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(b) Please describe any trends in the prices of raw materials used to produce multilayered wood flooring and whether your firm expects these trends to continue.

☐ No                      ☐ Yes-- Please describe.

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-19. **Interchangeability.**--Is multilayered wood flooring produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

<b>Country-pair</b>	China	Brazil	Canada	Indonesia	Other countries
United States					
China					
Brazil					
Canada					
Indonesia					

<sup>1</sup> For any country-pair producing multilayered wood flooring which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-20. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between multilayered wood flooring produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

Country-pair	China	Brazil	Canada	Indonesia	Other countries
United States					
China					
Brazil					
Canada					
Indonesia					

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of multilayered wood flooring, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-21. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for multilayered wood flooring during 2008-2011. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of multilayered wood flooring from China that each of these customers accounted for in 2010.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2010 sales (%)
1		Street Address City       '       State       Zip Code	Name Email		
2		Street Address City       '       State       Zip Code	Name Email		
3		Street Address City       '       State       Zip Code	Name Email		
4		Street Address City       '       State       Zip Code	Name Email		
5		Street Address City       '       State       Zip Code	Name Email		
6		Street Address City       '       State       Zip Code	Name Email		
7		Street Address City       '       State       Zip Code	Name Email		
8		Street Address City       '       State       Zip Code	Name Email		
9		Street Address City       '       State       Zip Code	Name Email		
10		Street Address City       '       State       Zip Code	Name Email		