

**U.S. PRODUCERS' 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/antidumping duty investigations concerning multilayered wood flooring from China (Inv. Nos. 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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced multilayered wood flooring (as defined in the instruction booklet) at any time since January 1, 2008?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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)

**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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**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 50 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. **Petition support**.--Do you support or oppose the petition?

Support     Oppose     Take no position

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

I-4. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. **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-6. **Related producers**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of multilayered wood flooring?

No       Yes--List the following information

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

**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 part II 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 production of multilayered wood flooring since January 1, 2008.

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

plant openings ..... \_\_\_\_\_

\_\_\_\_\_

plant closings..... \_\_\_\_\_

\_\_\_\_\_

relocations ..... \_\_\_\_\_

\_\_\_\_\_

expansions ..... \_\_\_\_\_

\_\_\_\_\_

acquisitions..... \_\_\_\_\_

\_\_\_\_\_

consolidations..... \_\_\_\_\_

\_\_\_\_\_

prolonged shutdowns or  
production curtailments ..... \_\_\_\_\_

\_\_\_\_\_

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

\_\_\_\_\_

other (*e.g.*, technology) ..... \_\_\_\_\_

\_\_\_\_\_

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since 2008 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of multilayered wood flooring and/or using the same production and related workers employed to produce multilayered wood flooring?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and multilayered wood flooring in the periods indicated.

<b><u>Product</u></b>	<b><u>Period</u></b>	<b><u>Basis for allocation of capacity and employment data (indicate if different)</u></b>
_____	_____	_____
_____	_____	_____
_____	_____	_____

(Quantity in 1,000 square feet)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
<b>Overall Production Capacity</b>					
<b>Production of:</b> Subject merchandise					
Other product 1					
Other product 2					

II-4. **Production constraints and product shifting.**--Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

\_\_\_\_\_

\_\_\_\_\_

II-5. **Tolling.**--Since January 1, 2008, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of multilayered wood flooring?

- No                       Yes--Name firm(s): \_\_\_\_\_.

II-6. **Foreign trade zone.**--Does your firm produce multilayered wood flooring in a foreign trade zone (FTZ)?

- No                       Yes--Identify FTZ(s): \_\_\_\_\_.

II-7. **Importer.**--Since January 1, 2008, has your firm imported multilayered wood flooring?

- No                       Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-8. **Trade data**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of multilayered wood flooring in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 square feet) and value (in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
<b>Average production capacity<sup>1</sup></b> (quantity)					
<b>Beginning-of-period inventories</b> (quantity)					
<b>Production</b> (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories<sup>4</sup></b> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to big box/home centers (quantity)					
U.S. shipments to builders (quantity)					
U.S. shipments to other retailers (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					
<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above. <hr/>					
<sup>3</sup> Identify your principal export markets: _____ 					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, 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-9. **Related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-10. **Purchases.**--Other than direct imports, has your firm otherwise purchased multilayered wood flooring since January 1, 2008? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in 1,000 square feet, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF MLWF FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>All other countries:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to David Boyland (202-708-4725, [david.boyland@usitc.gov](mailto:david.boyland@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: ( ) \_\_\_\_\_

III-2. **Accounting system.**--Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? \_\_\_\_\_  
If your fiscal year changed during the period examined, explain below: \_\_\_\_\_

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_

2. Does your firm prepare profit/loss statements for the subject merchandise:  
 Yes  No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,  unaudited,  annual reports,  10Ks,  10Qs,  
 Monthly,  quarterly,  semi-annually,  annually

4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes multilayered wood flooring, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_  
\_\_\_\_\_



**PART III.--FINANCIAL INFORMATION--Continued**

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced multilayered wood flooring, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of multilayered wood flooring from any related firm?

Yes—Continue to question III-7 below.       No--Continue to question III-10 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of multilayered wood flooring that your firm receives from related firms.

<u>Input</u>	<u>Related party</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. **Related firms financials.**--With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below.       No--Continue to question III-10 below.

III-9. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes       No

III-10. **Nonrecurring items (charges and gains).**--For each annual and interim period for which financial results are reported in table III-11, please identify all material (significant) non-recurring items (charges and gains) in the schedule below, the specific table III-11 line item where the associated non-recurring items are included, a brief description of the relevant non-recurring items, and the associated values (*in \$1,000*) as reflected in table III-11; i.e., if an aggregate non-recurring charge has been allocated to table III-10, only the allocated value amount should be reported below. Note: The Commission's objective is to gather information only on material (significant) non-recurring items which impacted the reported financial results presented in table III-11.

Item	Fiscal years ended--			January-June	
	_____	_____	_____	2010	2011
<b>Non-recurring items (charges and gains):</b>	<b>Value (in \$1,000)</b>				
1.					
2.					
3.					
4.					
5.					
6.					
7.					

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. Operations on multilayered wood flooring.--Report the revenue and related cost information requested below on the multilayered wood flooring operations of your U.S. establishment(s).<sup>1</sup> **Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.**<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland (202-708-4725, [david.boyland@usitc.gov](mailto:david.boyland@usitc.gov)) before completing this section of the questionnaire.

Quantity (in 1,000 square feet) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2010	2011
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.					

**PART III.--FINANCIAL INFORMATION--Continued**

III-12. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of multilayered wood flooring. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets in the normal course of business, please estimate this information using a method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

**Note:** Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to multilayered wood flooring operations if these assets are also related to other products. Please provide a brief explanation if there were any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2010	2011
<b>Total assets (net)</b>					

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on multilayered wood flooring. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2010	2011
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					

**PART III.--FINANCIAL INFORMATION--Continued**

III-14. **Effects of imports.**--Since January 1, 2008, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of multilayered wood flooring from China?

- No             Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
  - Denial or rejection of investment proposal
  - Reduction in the size of capital investments
  - Rejection of bank loans
  - Lowering of credit rating
  - Problem related to the issue of stocks or bonds
  - Other (specify) \_\_\_\_\_

III-15. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of multilayered wood flooring from China?

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**PART IV.--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))

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

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

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

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

**PRICE DATA**

This section requests quarterly quantity and value 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 produced by your firm.

**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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

(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.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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—*Continued.*

(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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—*Continued.*

(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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—*Continued.*

(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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-3. **Price setting.--** How does your firm determine the prices that it charges for sales of multilayered wood flooring (*check all that apply*)?

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

IV-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: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

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

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

IV-6. **Contract versus spot.--** Approximately what share of your firm's sales of its U.S.-produced multilayered wood flooring 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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-7. **Long-term contract provisions.**--If you sell 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

IV-8. **Short-term contract provisions.**--If you sell 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

IV-9. **Lead times.**--What is your share of sales 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 your U.S.-produced multilayered wood flooring?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of multilayered wood flooring 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) What proportion of your sales are delivered within 100 miles of your production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

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

Geographic area	√ if applicable
<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"/>

IV-12. **End uses.** Describe the end uses of the multilayered wood flooring that you manufacture. 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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-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>Application</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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-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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IV-15. **Product changes.--**Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of multilayered wood flooring since 2008?

No       Yes--Please describe and quantify if possible.

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

**IV-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 flooring 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 flooring market since January 1, 2008?

No             Yes-- Please describe.

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

IV-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.			

IV-18. **Raw materials.**—

(a) 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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-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>

<b>Country-pair</b>	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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-21. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for multilayered wood flooring during 2008-2010. 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 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		



