



Tracking No.

**U.S. PRODUCERS' QUESTIONNAIRE
WOODEN BEDROOM FURNITURE FROM CHINA**

**UNITED STATES
INTERNATIONAL TRADE
COMMISSION**

Office of Investigations
500 E Street, SW
Suite 615
Washington, DC 20436

Contact: Fred Fischer
Phone: 202.205.3179
Fax: 202.205.3205
E-mail: fred.fischer@usitc.gov

A complete response must be received at the U.S. International Trade Commission no later than << September 15, 2004 >>

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning wooden bedroom furniture from China (investigation No. 731-TA-1058 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Your response to 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)).

OMB No. 3117-0016
USITC No. 05-1-2214;
Expiration Date: 6/30/2005
*No response is required if currently valid
OMB control number is not displayed.*

Please complete the following information:

<i>Name of firm</i>		
<i>Street Address</i>		
<i>City</i>	<i>State</i>	<i>Zip</i>
<i>Internet address</i>		

Has your firm produced WOODEN BEDROOM FURNITURE (as defined in the instruction booklet) at any time since January 1, 2001?

- Yes** *If yes, then read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission.*
- No** *If no, then sign the certification below and promptly return only this page of the questionnaire to the Commission.*

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 this investigation or related proceedings for which this information is submitted, or in internal audits and investigations 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

Signature of Authorized Official

Title of Authorized Official

Date signed

Phone number

Fax number

For official use only.

Date received	Posted by	Reviewed by	EDIS Document No.

PART I.--GENERAL QUESTIONS

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. 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. 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. 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.

I-3. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

PART I.--GENERAL QUESTIONS--Continued

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes-List the following information.

Firm name	Address	Extent of ownership

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing wooden bedroom furniture from China into the United States or which are engaged in exporting wooden bedroom furniture from China to the United States?

No Yes-List the following information.

Firm name	Address	Affiliation

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of wooden bedroom furniture?

No Yes-List the following information.

Firm name	Address	Affiliation

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in distributing or retailing wooden bedroom furniture?

No Yes-List the following information.

Firm name	Address	Affiliation

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Fischer (202-205-3179 or fred.fischer@usitc.gov). Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

_____	_____
<i>Name</i>	<i>Title</i>
_____	_____
<i>Phone number</i>	<i>Fax number</i>
_____	_____
<i>E-mail address</i>	<i>Best hours to be reached</i>

II-2. (a) Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of wooden bedroom furniture since January 1, 2001?

No Yes--Supply details as to the date, nature, and significance of such changes.

(b) Please identify each U.S. production establishment producing wooden bedroom furniture where your firm ceased production of wooden bedroom furniture since January 1, 2001, indicate the date when you ceased such production, and estimate the production of wooden bedroom furniture (in pieces and value) and the average number of production and related workers employed at each such plant during the last full calendar year it was in operation.

No Yes--Please supply details requested below.

(c) Please identify each U.S. production establishment producing wooden bedroom furniture where your firm plans to cease production of wooden bedroom furniture by December 31, 2004, indicate the date when you plan to cease such production, and estimate the production of wooden bedroom furniture (in pieces and value) and the average number of production and related workers.

No Yes--Please supply details requested below.

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

II-3. Identify the location of all of your firm's U.S. production facilities and indicate whether products other than wooden bedroom furniture are also produced at these facilities.

II-4. Does a union represent workers at your U.S. production facilities?

No Yes-Identify union, local, and location.

II-5. Has your firm or its workers applied for Trade Adjustment Assistance certification directly related to imports of wooden bedroom furniture from China?

No Yes--Identify the date, plant locations, and number of workers eligible for certification, and attach copies of any applications or certification letters. Also indicate whether or not certification has been granted and whether or not the application or certification specifically identifies imports of wooden bedroom furniture from China.

II-6. Does your firm produce other products on the same equipment and machinery used in the production of wooden bedroom furniture?

No Yes-List the following information:

Basis for allocation of capacity data (i.e., sales): _____

Products produced on same equipment and share of total production in 2003 (in percent):

Product	Percent

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

II-7. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-8. Does your firm produce other products using the same production and related workers employed to produce wooden bedroom furniture?

No Yes-List the following information:

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2003 (in percent):

Product	Percent

II-9. Does your firm produce joinery wooden bedroom furniture (see definition booklet)?

No Yes-Please contact Fred Fischer of the USITC at 202.205.3179 or fred.fischer@usitc.gov for additional instructions. Please describe how this furniture differs from other non-joinery wooden bedroom furniture that your firm produces.

II-10. Does your firm produce hospitality or institutional wooden bedroom furniture (see definition booklet)?

No Yes-Please contact Fred Fischer of the USITC at 202.205.3179 or fred.fischer@usitc.gov for additional instructions. Please describe how this furniture differs from other non-hospitality or non-institutional wooden bedroom furniture that your firm produces.

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

II-11. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of wooden bedroom furniture?

No Yes-Name of firm: _____

II-12. Does your firm produce wooden bedroom furniture in a foreign trade zone (FTZ)?

No Yes-Identify FTZs: _____

II-13. Since January 1, 2001, has your firm imported wooden bedroom furniture?

No Yes-Complete and return the enclosed importers' questionnaire

II-14. Indicate on which basis your firm keeps records of its wooden bedroom furniture production:

Pieces Pounds Other basis (*identify*): _____

Note.--Regardless of how your company keeps formal records, please provide actual or estimated quantities for both pieces and pounds where indicated, and note where estimates are used and on what basis they are made.

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

II-15. **WOODEN BEDROOM FURNITURE.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of wooden bedroom furniture in your U.S. establishment(s) during the specified periods. *See definitions in the instruction booklet, especially the definition of "pieces."*

(Quantity in pieces and pounds (cartoned), value in \$1,000)

Item	Calendar year			January-June	
	2001	2002	2003	2003	2004
Average production capacity:¹					
Quantity (pieces)					
Quantity (pounds)					
Beginning-of-period inventories:					
Quantity (pieces)					
Quantity (pounds)					
Production:					
Quantity (pieces)					
Quantity (pounds)					
U.S. shipments:					
Commercial shipments:					
Quantity (pieces)					
Quantity (pounds)					
Value					
Internal consumption:					
Quantity (pieces)					
Quantity (pounds)					
Value ²					
Transfers to related firms:					
Quantity (pieces)					
Quantity (pounds)					
Value ²					
Exports shipments:³					
Quantity (pieces)					
Quantity (pounds)					
Value					
End-of-period inventories:⁴					
Quantity (pieces)					
Quantity (pounds)					
Average number of PRWs					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					

¹ 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 and allocate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² 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 2001, 2002, 2003, and interim periods 2003 and 2004:

³ Identify your principal export markets:

⁴ **Reconciliation of data.**--Please note that the **quantities** 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?

Yes No—Please explain: _____

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

II-16. **SHIPMENTS BY TYPE**--Report your firm's U.S. shipments of U.S.-produced wooden bedroom furniture, by type, for the periods specified.

(Quantity in pieces)

Item	Calendar year			January-June	
	2001	2002	2003	2003	2004
Beds ¹					
Dressers/chest of drawers					
Night stands/night tables					
Armoires ²					
All other pieces					
Total ³					
<p>¹ A bed is defined as a headboard with or without any combination of related pieces such as a foot board, side rails, and canopy. A bed should be considered a single piece whether it contains one or more separate pieces. Bunk beds should be counted as two pieces.</p> <p>² An armoire is typically a tall cabinet or wardrobe (typically 50 inches or taller), with doors, and with one or more drawers (either exterior below or above the doors or interior behind the doors), shelves, and/or garment rods or other apparatus for storing clothes. Bedroom armoires may also be used to hold television receivers and/or other audio-visual entertainment systems.</p> <p>³ Total shipments should reconcile with U.S. shipments of pieces indicated in question II-15. If not, please explain:</p> <hr/> <hr/>					

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

II-17. **SHIPMENTS BY MARKET SEGMENT.**--Report your firm's U.S. shipments of U.S.-produced wooden bedroom furniture by channels of distribution for the periods specified. See definitions in the instruction booklet, especially the definition of "pieces."

(Quantity in pieces and pounds (cartoned), value in \$1,000)

Item	Calendar year			January-June	
	2001	2002	2003	2003	2004
Shipments to related retailers:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Shipments to unrelated retailers:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Shipments to hospitality and institutions:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Shipments to distributors:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Shipments to other--¹					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Total shipments:²					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					

¹ Identify the "other" market segment(s):

² Total shipments should reconcile with U.S. shipments indicated in question II-15. If not, please explain:

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

II-18. If you reported transfers to related firms in question II-15, 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.

II-19. If your production capacity has changed since January 2001, please discuss below the reasons for such changes, identifying dates and quantities affected. Attach additional pages as necessary.

II-20. Please provide a brief history of your production facilities (identifying locations), including key dates and technology changes/upgrades, and the dates of significant changes (including plant closings) or upgrades to your production operations.

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

II-21. Have any of your customers communicated to anyone in your firm either orally, in writing, or by e-mail that your support for the petition would affect its relationship with your firm or their purchases of wooden bedroom furniture from your firm?

No Yes—Please describe each such oral communication and attach copies of each such written or e-mail communication.

II-22. If your firm supports the petition, have any of your customers reduced purchases of furniture from your firm because your firm's support of the petition?

No Yes—Please identify each such customer.

II-23. Have any of your retail store customers gone out of business since January 1, 2001?

No Yes—Please provide the name and location of such retailers, identifying the date of closure(s), the number of “slots” lost at each customer, and the quantity and value of sales to such firms in the last full calendar year of operation.

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

II-24. Since January 1, 2001, has your firm imported wooden bedroom furniture parts from China for the purpose of assembling completed pieces of wooden bedroom furniture in the United States?

- No Yes--If yes, please provide a list of all wooden bedroom furniture parts imported since January 1, 2001, and include the value of such purchases from each source during each full year from 2001 through 2003, and for the January-June periods of 2003 and 2004.

II-25. Since January 1, 2001, has your firm purchased wooden bedroom furniture parts from China (i.e., your firm has not acted as the importer of record) for the purpose of assembling completed pieces of wooden bedroom furniture in the United States?

- No Yes--If yes, please provide a list of all wooden bedroom furniture parts purchased since January 1, 2001, and include the value of such purchases from each source during each full year from 2001 through 2003, and for the January-June periods of 2003 and 2004.

II-26. Since the filing of the antidumping petition on October 31, 2003, has your firm made any arrangements for the importation or purchase of wooden bedroom furniture parts from China in the future for the purpose of assembling completed pieces of wooden bedroom furniture in the United States, or conducted any negotiations geared towards making such arrangements?

- No Yes--If yes, please provide a list of all wooden bedroom furniture parts for which your firm has made such arrangements or conducted such negotiations, the identity of the supplier, the date on which such arrangements were made or negotiations were conducted, the time period for which such arrangements have been made, or are contemplated to be made, and the value of the parts involved.

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

II-27. If your firm imports wooden bedroom furniture from China, please describe the history of your firm's operations regarding importing wooden bedroom furniture from China, including the date of first imports of wooden bedroom furniture from China, the types of pieces imported, and the volume of such imports. Also indicate whether or not your firm has assisted any Chinese manufacturers in setting up wooden bedroom furniture production operations, identifying the companies, and describing the character and extent of such assistance (e.g., design style, quality-control, technology, or any other assistance). Please indicate the amount of capital (if any) your firm invested in China in wooden bedroom furniture production operations since January 1, 2001. Attach additional pages as necessary.

II-28. If your firm imports wooden bedroom furniture from countries other than China (e.g., Brazil, Indonesia, Malaysia, Mexico, Vietnam, etc.), please describe the history of your firm's operations regarding importing wooden bedroom furniture from such countries, including the date of first imports of wooden bedroom furniture from each of these countries, the types of pieces imported, and the volume of such imports. Also indicate whether or not your firm has assisted manufacturers in these countries in setting up wooden bedroom furniture production operations and describe the character and extent of such assistance (e.g., design style, quality-control, technology, or any other assistance). Please indicate the amount of capital (if any) your firm invested in wooden bedroom furniture production operations in any of these countries since January 1, 2001. Attach additional pages as necessary.

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

II-29. **PURCHASES OF WOODEN BEDROOM FURNITURE.**--Other than direct imports, has your firm otherwise purchased wooden bedroom furniture since January 1, 2001? *See definitions in the instruction booklet, especially the definition of "pieces."*

No Yes-Report such purchases below for the specified periods:¹

(Quantity in pieces and pounds (cartoned), value in \$1,000)

Item	Calendar year			January-June	
	2001	2002	2003	2003	2004
Purchases from U.S. importers of product produced in--					
China:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Brazil:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Indonesia:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Malaysia:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Mexico:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Vietnam:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
All other countries:					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Purchases of U.S.-produced product from domestic producers					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					
Purchases from other sources					
Quantity (<i>pieces</i>)					
Quantity (<i>pounds</i>)					
Value					

¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.

¹ 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.

PART II.--TRADE AND RELATED INFORMATION—Continued

II-30. **COMPARABILITY OF JOINERY WOODEN BEDROOM FURNITURE AND NON-JOINERY WOODEN BEDROOM FURNITURE.**—Since January 1, 2001, has your firm produced joinery wooden bedroom furniture? *See definitions in the instruction booklet.*

No

Yes--Please describe the differences and similarities between joinery wooden bedroom furniture and non-joinery wooden bedroom furniture with respect to the following factors: (a) characteristics and uses--describe the differences and similarities in the physical characteristics and end uses; (b) interchangeability--discuss the interchangeability in end use of the two products; (c) manufacturing processes--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) channels of distribution--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) customer and producer perceptions--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) price--provide a discussion and specific examples of prices for the two products. **Use additional pages as necessary.**

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART III.--FINANCIAL INFORMATION

Further information on this part of the questionnaire can be obtained from Justin Jee (202-205-3186 or Justin.jee@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?
Identify the person who actually prepared, or is thoroughly familiar with this response.

_____	_____
<i>Name</i>	<i>Title</i>
_____	_____
<i>Phone number</i>	<i>Fax number</i>
_____	http:// _____
<i>E-mail address</i>	<i>Company web site</i>

III-2. Briefly describe your financial accounting system.

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

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

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

D. 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

Accounting basis: GAAP Cash Tax Other (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 which includes wooden bedroom furniture as well as those statements and worksheets used to compile data for your firm's questionnaire response.

PART III.--FINANCIAL INFORMATION--Continued

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

III-4. Describe briefly your submission methodology including allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.—Please list any other products your firm produces in the facilities in which it produces wooden bedroom furniture, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales

III-6. Is your firm involved in tolling operations (either as the toller or the tollee)?

No Yes--Please contact Justin Jee (202-205-3186 or Justin.jee@usitc.gov) before completing questions III-7 and III-8.

PART III.--FINANCIAL INFORMATION--Continued

III-7. U.S. MANUFACTURING OPERATIONS ON WOODEN BEDROOM FURNITURE.--

Report the revenue and related cost information requested below on the wooden bedroom furniture operations of your U.S. establishment(s).¹ 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. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See definitions in the instruction booklet, especially the definition of “pieces.”

(Quantity in pieces, value in \$1,000)

Item	Fiscal years ended			January-June	
	20____	20____	20____	2003	2004
Net sales quantities (pieces):²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold:³					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, administrative expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipments quantities and values reported in Part II of this questionnaire.

³ Including internal consumption and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

III-8. **OVERALL OPERATIONS ON WOODEN BEDROOM FURNITURE (INCLUDING IMPORTING OPERATIONS).**¹ Report the revenue and related cost information requested below on the wooden bedroom furniture operations of your U.S. establishment(s).² Note that internal consumption and transfers to related firms must be valued at fair market value. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See definitions in the instruction booklet, especially the definition of "pieces."

(Quantity in pieces, value in \$1,000)

Item	Fiscal years ended			January-June	
	20__	20__	20__	2003	2004
Net sales quantities (pieces): ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold: ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, administrative expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
<p>¹ Data reported should include imports that are either direct imports or purchases of imports from importers or distributors, whether they are from China or from any other foreign country; the data should not include purchases from domestic producers (whether related or unrelated) of imported or domestically produced product. If your firm cannot separate out its financial information on purchases from domestic producers, report data which include such purchases, but estimate what proportion of the volume consists of such purchases. Identify countries of origin by year and in order of descending value.</p> <p>_____</p> <p>_____</p> <p>_____</p>					
<p>² Include sales (whether domestic or export) and costs related to your U.S. manufacturing operations, direct imports or purchases of imports from importers or distributors.</p>					
<p>³ Less discounts, returns, allowances, and prepaid freight.</p>					
<p>⁴ Including internal consumption and transfers to related firms.</p>					

PART III.--FINANCIAL INFORMATION--Continued

III-9. **ASSET VALUES.**--Report your firm's total assets associated with its U.S. manufacturing operations only, such as production, warehousing, and sale of wooden bedroom furniture. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational 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.

(Value in \$1,000)

Item	Fiscal years ended		
	20____	20____	20____
Assets associated with the production, warehousing, and sale of product:			
Current assets:			
Cash and equivalents			
Accounts receivable, net			
Inventories			
Other (describe: _____)			
Total current assets			
Property, plant, and equipment:			
Original cost of property, plant, and equipment			
Less: Accumulated depreciation			
Equals: Net Book value			
Other non-current			
Total assets			

PART III.--FINANCIAL INFORMATION--Continued

III-10. **CAPITAL EXPENDITURES, RESEARCH AND DEVELOPMENT EXPENDITURES, AND ASSET VALUES.**--Report your firm's capital expenditures and research and development expenditures on its U.S. manufacturing operations of wooden bedroom furniture, and the values of the property, plant, and equipment used in the production of wooden bedroom furniture. 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	
	20____	20____	20____	2003	2004
Capital expenditures					
Research and development expenditures					

III-11. Since January 1, 2001, 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 wooden bedroom furniture from China?

No Yes—My firm experienced negative effects as follows:

- Cancellation 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
- Closing of plant(s)
- Lowering of credit rating
- Write-offs or write-downs of property, plant, & equipment
- Other (specify):

III-12. Does your firm anticipate any negative impact of imports of wooden bedroom furniture from China (attached additional pages as necessary)?

No Yes—My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from William Deese (202-205-2626 or william.deese@usitc.gov).

IV-1. Who should be contacted regarding the requested pricing information?
Identify the person who actually prepared, or is thoroughly familiar with this response.

_____	_____
<i>Name</i>	<i>Title</i>
_____	_____
<i>Phone number</i>	<i>Fax number</i>
_____	_____
<i>E-mail address</i>	http:// <i>Company web site</i>

Section IV-A.--PRICE DATA

This section requests total net sales value (based on f.o.b. your U.S. shipping location(s)) and quantity data (number of pieces) concerning your firm's U.S. shipments of its eight specified U.S.-produced wooden bedroom furniture products (two different furniture suites of four different products for each suite) to U.S. retailers UNRELATED (by ownership) to your firm on a quarterly basis during January 2001-June 2004; an individual bedroom suite consists of matching-styled bedroom furniture. For purposes of pricing data, report each complete bed frame (including the headboard, footboard, and side rails), each complete dresser, each complete mirror (sold with the specified dresser), and each complete nightstand as single pieces of furniture. If your firm sells the specified U.S.-produced products on a delivered basis, please estimate, to the extent possible, the total net f.o.b selling value (for instance, deduct from the delivered value the U.S.-inland freight portion (or an estimate of this freight) of the total U.S. freight you charged your customers to deliver to their U.S. receiving location(s)). **Report the total value and quantity data net of returns, discounts, allowances, rebates, and also deduct any U.S. freight to the customers' receiving points that was absorbed by your firm (i.e., not charged to your customers).**

PART IV.--PRICING AND RELATED INFORMATION—Continued

Section IV-A.--PRICE DATA--Continued

Please provide as separate attachments to this page clear pictures of the specified products in the following wooden bedroom furniture suites.

PRODUCT 1: LOUIS PHILIPPE STYLE WOODEN BEDROOM FURNITURE SUITE

Product 1-A.—Queen-size Louis Philippe Style Sleigh Bed (with Wooden Side Rails):¹

- (1) Panel sleigh headboard and panel sleigh footboard, made with either flat or curved panels, and wooden side rails;
- (2) Constructed of hardwood solids and veneers over particle board or fiber board, with or without plywood, no all solid hardwood headboards or footboards, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, but including headboards and footboards designed to accommodate both full-size (4 feet-six inches) and queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 175 pounds total (**uncartoned and unpacked**).

Product 1-B.—Louis Philippe Style Double Dresser (6-8 drawers):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) Height ranging from 32.5-38.0 inches and width ranging from 62.0-69.0 inches.

Product 1-C.—Mirrors Sold with Louis Philippe Style Double Dresser:

- (1) Include all mirrors sold with above Louis Phillippe Style double dresser.

Product 1-D.—Louis Philippe Style Two and Three Drawer Nightstands (no Doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands;
- (2) Height ranging from 23.0-29.0 inches and width ranging from 23.0-29.0 inches.

¹ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART IV.--PRICING AND RELATED INFORMATION—Continued

Section IV-A.--PRICE DATA--Continued

PRODUCT 2: MISSION STYLE WOODEN BEDROOM FURNITURE SUITE

Product 2-A.—Queen-size Mission Style Slat Bed (with Wooden Side Rails):¹

- (1) Slat headboard, slat footboard, and wooden side rails;
- (2) Constructed of predominantly hardwood solids or hardwood solids and veneers over particle board or fiber board, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, including headboards and footboards designed to accommodate both full-size (4 feet-six inches) and queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 130 pounds total (**uncartoned and unpacked**).

Product 2-B.—Mission Style Dresser (8-10 drawers—no doors OR 6-8 drawers and 1 or 2 doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) **Height ranging from 34-38 inches and width ranging from 62-67 inches.**

Product 2-C.—Mirrors Sold with Above Mission Style Dresser:

- (3) Include all mirrors sold with the above Mission Style dresser.

Product 2-D.—Mission Style Two and Three Drawer Nightstands (no Doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands.
- (2) Height ranging from 22.5-29.5 inches.

Report separately for each specified wooden bedroom furniture product for the periods requested and copy, as needed, the table on the following page to report for each bedroom furniture product.

¹ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART IV.--PRICING AND RELATED INFORMATION—Continued

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each specified wooden bedroom furniture product produced by your firm in the United States AND shipped to U.S. retailers UNRELATED to your firm (check one box for each page).

Wooden bedroom furniture product (check one box and complete a separate page for each product):

Product 1-A Product 1-B Product 1-C Product 1-D

Product 2-A Product 2-B Product 2-C Product 2-D

(Quantity in number of pieces, ¹ value in dollars)		
Period of shipment	Quantity	Total net F.O.B. value ²
2001:		
January-March		
April-June		
June-September		
October-December		
2002:		
January-March		
April-June		
June-September		
October-December		
2003:		
January-March		
April-June		
June-September		
October-December		
2004:		
January-March		
April-June		

¹ Each specified product in its entirety is considered a single piece of furniture. For instance, a complete bed frame, consisting of a specified headboard, footboard, and side rails is considered a single piece; a complete dresser is a single piece; a complete mirror (sold with the specified dresser) is a single piece, and a complete nightstand is a single piece.

² Total net value f.o.b. your U.S. shipping location(s).

PART IV.--PRICING AND RELATED INFORMATION—Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of its U.S.-produced wooden bedroom furniture (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). 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 submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.)

IV-B-3. What are your firm's typical sales terms for its U.S.-produced wooden bedroom furniture (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic wooden bedroom furniture usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Please discuss how your firm's selling prices of its U.S.-produced wooden bedroom furniture may differ by type of customer (e.g., furniture retailer, distributor, hospitality firm, rental firm, etc.).

IV-B-5. Approximately what share of your firm's sales of its U.S.-produced wooden bedroom furniture in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

PART IV.--PRICING AND RELATED INFORMATION—Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-6. 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? _____
- (c) How often are prices renegotiated during the contract period? _____
- (d) Does the contract fix quantity, price, or both? _____
- (e) Does the contract have a meet or release provision? _____
- (f) How often are meet or release provisions invoked? _____

IV-B-7. 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? _____
- (c) How often are prices renegotiated during the contract period? _____
- (d) Does the contract fix quantity, price, or both? _____
- (e) Does the contract have a meet or release provision? _____
- (f) How often are meet or release provisions invoked? _____

IV-B-8. 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 wooden bedroom furniture?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100.0%	

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-9. (a) What is the approximate percentage of the total delivered cost of your U.S.-produced wooden bedroom furniture that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-10. What is the geographic market area in the United States served by your firm's U.S.-produced wooden bedroom furniture?

Northeast Mid-Atlantic Midwest Southeast

Southwest Rocky Mountains West coast Northwest

National Other (describe): _____

IV-B-11. (a) Please list in order of importance any products that may be substituted for wooden bedroom furniture.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for wooden bedroom furniture?

No Yes– To what degree do changes in their prices affect the price for wooden bedroom furniture? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of wooden bedroom furniture or final end use?

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-12. a) Are there certain types/styles of wooden bedroom furniture imported from China that are not produced in the United States? Yes ____ No ____ If yes, identify these products and explain why your firm does not produce such products domestically and identify the use(s)– residential, hospitality, rental, etc.

b) Are there certain types/styles /designs of wooden bedroom furniture imported from China that are copies of the wooden bedroom furniture that you produce or used to produce in the United States? Yes ____ No ____ If yes, identify these products

IV-B-13. a) Does your firm sell wooden bedroom furniture under any brand names? Yes ____ No ____.

b) If yes, please list the brand names under which your firm sold its U.S.-produced wooden bedroom furniture.

c) What percentage of your firm's sales of wooden bedroom furniture were products with brand names? Has this percentage changed since 2001? If so, please discuss.

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

Section IV-B.--PRICE-RELATED QUESTIONS—Continued

IV-B-14. a) Does your firm generally sell wooden bedroom furniture as separate pieces or as suites?

b) Please estimate the percentage of your firm's sales of wooden bedroom furniture in 2003 that was made as separate pieces or as suites. (Note: If this percentage has changed during the period January 2001-June 2004, please note this in your response, indicating how and why it has changed).

Sold as pieces _____

Sold as suites _____
100 %

c) Are the prices that your firm charges for the wooden bedroom furniture negotiated on a piece-by-piece basis or on a suite-by-suite basis?

d) Please estimate the percentage of your firm's sales that were based on prices that were negotiated on a piece basis and those that were based on a suite basis.

Priced on a piece basis _____

Priced on a suite basis _____

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-15. a) If your firm sells wooden bedroom furniture as a suite, are all the pieces produced in the same country (e.g., all pieces produced in the United States or all pieces produced in China)?

Yes No– Please discuss, noting the percentage of your firm's sales in 2003 that was blended (i.e., different pieces have different countries of origin) and the country of origin of the pieces that your firm has sold.

b) Has the percentage of your firm's sales that were blended changed since January 2001?

No Yes– If yes, please explain.

IV-B-16. How has the demand within the United States (and outside the United States if known) for wooden bedroom furniture changed since January 1, 2001? If changes in demand differed during the period (e.g., demand increased in 2001 but decreased in 2002), please identify all periods in which demand changed, indicating whether demand increased, decreased, or stayed the same. What principal factors affect changes in demand?

Increased Unchanged Decreased

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-17. Have there been any significant changes in the product range or marketing of wooden bedroom furniture since January 1, 2001?

No Yes– Please describe.

IV-B-18. Does your firm sell its U.S.-produced wooden bedroom furniture over the internet?

No Yes– Please describe, noting the estimated percentage of your firm's total sales of wooden bedroom furniture in 2003 accounted for by internet sales.

IV-B-19. Are U.S.-produced and imported wooden bedroom furniture from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes No– Please explain.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-20. Are U.S.-produced and NONSUBJECT imported wooden bedroom furniture (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes No– Please explain, by country.

IV-B-21. Are NONSUBJECT imported wooden bedroom furniture and imported wooden bedroom furniture from China used interchangeably?

Yes No– Please explain, by country.

IV-B-22. Please explain the role and importance of access to slots at U.S. retailers in selling your U.S.-produced wooden bedroom furniture. In your explanation, please discuss major factors that retailers consider when awarding their floor space to specific suppliers, and note the period typically agreed to when retailers agree to allow a furniture supplier floor space. In addition, please discuss the impact that internet sales and/or catalogue sales (at the wholesale or retail level) have had on the importance of slots at retailers in marketing your U.S.-produced wooden bedroom furniture.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-23. Since January 1, 2001, has your firm lost any “slots” of wooden bedroom furniture at a retail establishment(s) to imports of wooden bedroom furniture from China? (For purposes of this investigation, the term “slot” means a portion of the floor space of a retail establishment used to display a wooden bedroom suite).

No Yes-- If yes, please provide the following information, including (1) name and location of retail establishment, (2) phone and fax number of a contact person at the retail establishment, (3) the number of slots lost, (4) whether those slots were temporarily or permanently lost and (5) the estimated revenue lost due to the lost slots.

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for its U.S.-produced wooden bedroom furniture during January 2001-June 2004. Please also provide the name and telephone number of a contact person and the estimated share of the quantity of your firm's total shipments of its U.S.-produced wooden bedroom furniture that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), state, and zip	Contact person	Area code and phone number	Share of 2003 sales (percent)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES

THIS SECTION IS TO BE COMPLETED BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2001: To avoid losing sales of its U.S.-produced wooden bedroom furniture to competitors selling wooden bedroom furniture from China, did your firm:

Reduce prices Yes No

Roll back announced price increases Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your initial price quotation
- Quantity involved
- Your initial **rejected** price quotation (total delivered value)
- Your **accepted** price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (number of furniture pieces or suites) ¹	Initial rejected U.S. price (total value in dollars)	Accepted U.S. price (total value in dollars)	Country of origin	Competing import price (total value in dollars)

¹ Specify whether you are reporting in pieces or in suites.

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2001: Did your firm lose sales of its U.S.-produced wooden bedroom furniture to imports of these products from China?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (number of furniture pieces or suites) ¹	Rejected U.S. price (total value in dollars)	Country of origin	Accepted import price (total value in dollars)

¹ Specify whether you are reporting in pieces or in suites.