



Tracking No.

**U.S. IMPORTERS' 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 investigations 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. 05-2-2215;
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 imported WOODEN BEDROOM FURNITURE (as defined in the instruction booklet) from any country 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 these investigations 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 30 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. 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-4. 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

PART I.--GENERAL QUESTIONS--Continued

I-5. 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-6. Please indicate the nature of your firm's importing operations on wooden bedroom furniture. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-7. If your firm is an importer of record of wooden bedroom furniture but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters wooden bedroom furniture into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes
 Bonded warehouses No Yes

I-9. Please indicate whether your firm imports wooden bedroom furniture under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No Yes-Please specify: _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred 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. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of wooden bedroom furniture since January 1, 2001?

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

II-3. If your firm also produces wooden bedroom furniture in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.--TRADE AND RELATED INFORMATION—Continued

II-4. 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). If your firm is a U.S. producer as well as an importer of wooden bedroom furniture, please indicate the amount of capital (if any) invested in China in wooden bedroom furniture production operations since January 1, 2001. Attach additional pages as necessary.

II-5. Please describe the history of your firm's operations regarding importing wooden bedroom furniture from countries other than China (e.g., Brazil, Indonesia, Malaysia, Mexico, Vietnam, etc.) 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). If your firm is a U.S. producer as well as an importer of wooden bedroom furniture, please indicate the amount of capital (if any) 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-6. Does your firm import 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 imports.

II-7. Does your firm import 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 imports.

II-8. 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.

II-9. Indicate on which basis your firm keeps records of its imports of wooden bedroom furniture:

- 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-10. 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-11. Since the filing of the antidumping petition on October 31, 2003, has your firm made any arrangements for the importation 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-12. Has your firm imported or arranged for the importation of wooden bedroom furniture for delivery between July 1, 2004, to December 31, 2004?

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

Item	2004					
	July	August	September	October	November	December
China:						
Quantity (<i>pieces</i>)						
Quantity (<i>pounds</i>)						
Value (\$1,000)						
Brazil:						
Quantity (<i>pieces</i>)						
Quantity (<i>pounds</i>)						
Value (\$1,000)						
Indonesia:						
Quantity (<i>pieces</i>)						
Quantity (<i>pounds</i>)						
Value (\$1,000)						
Malaysia:						
Quantity (<i>pieces</i>)						
Quantity (<i>pounds</i>)						
Value (\$1,000)						
Mexico:						
Quantity (<i>pieces</i>)						
Quantity (<i>pounds</i>)						
Value (\$1,000)						
Vietnam:						
Quantity (<i>pieces</i>)						
Quantity (<i>pounds</i>)						
Value (\$1,000)						
All other sources:						
Quantity (<i>pieces</i>)						
Quantity (<i>pounds</i>)						
Value (\$1,000)						

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

II-13. **IMPORTS OF WOODEN BEDROOM FURNITURE.**--Report your firm's imports of wooden bedroom furniture from each of the sources listed below. Copy this page and complete a separate response for each source. See definitions in instruction booklet, especially the definition of "pieces."

- China¹ Brazil¹ Indonesia¹ Malaysia¹
 Mexico¹ Vietnam¹ All other sources combined¹

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

Item	Calendar year			January-June	
	2001	2002	2003	2003	2004
Beginning-of-period inventories:					
Quantity (pieces)					
Quantity (pounds)					
Imports:					
Quantity (pieces)					
Quantity (pounds)					
Value					
U.S. shipments:					
Commercial shipments:					
Quantity (pieces)					
Quantity (pounds)					
Value					
Internal consumption:					
Quantity (pieces)					
Quantity (pounds)					
Value					
Transfers to related firms:					
Quantity (pieces)					
Quantity (pounds)					
Value					
Exports shipments:²					
Quantity (pieces)					
Quantity (pounds)					
Value					
End-of-period inventories:³					
Quantity (pieces)					
Quantity (pounds)					

¹ Identify the foreign producers, if known:

² Identify principal export markets in order of value:

³ **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-14. **SHIPMENTS BY TYPE.**--Report your firm's U.S. shipments of wooden bedroom furniture imported from China, 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-13. If not, please explain:</p> <hr/> <hr/>					

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

II-15. **SHIPMENTS BY MARKET SEGMENT.**--Report your firm's U.S. shipments of imports of wooden bedroom furniture by channels of distribution from each of the sources listed below for the periods specified. Copy this page and complete a separate response for each source. See definitions in the instruction booklet, especially the definition of "pieces."

- China Brazil Indonesia Malaysia
 Mexico Vietnam All other sources combined

(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 (pieces)					
Quantity (pounds)					
Value					
Shipments to unrelated retailers:					
Quantity (pieces)					
Quantity (pounds)					
Value					
Shipments to hospitality and institutions:					
Quantity (pieces)					
Quantity (pounds)					
Value					
Shipments to distributors:					
Quantity (pieces)					
Quantity (pounds)					
Value					
Shipments to other--¹					
Quantity (pieces)					
Quantity (pounds)					
Value					
Total shipments:²					
Quantity (pieces)					
Quantity (pounds)					
Value					

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

² Total shipments should reconcile with U.S. shipments indicated in question II-13. If not, please explain:

PART II.--TRADE AND RELATED INFORMATION—Continued

II-16. **COMPARABILITY OF JOINERY WOODEN BEDROOM FURNITURE AND NON-JOINERY WOODEN BEDROOM FURNITURE.**—Since January 1, 2001, has your firm imported joinery wooden bedroom furniture from China? *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.--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).

III-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 III-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 imported Chinese 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 imported Chinese products on a delivered basis, please estimate, to the extent possible, the 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).**

III-A.1. Is your firm a retailer that imports wooden bedroom furniture from China and resells it to consumers?

No Yes--**Please complete the enclosed purchaser questionnaire.**

Section III-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 Philippe 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 III.--PRICING AND RELATED INFORMATION—Continued

Section III-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** weight).

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 III.--PRICING AND RELATED INFORMATION—Continued

Section III-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each specified wooden bedroom furniture product imported by your firm from China 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 III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of 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.

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

III-B-3. What are your firm's typical sales terms for its subject imported 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)? _____

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

III-B-5. Approximately what share of your firm's sales of its imported wooden bedroom furniture from China 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 (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

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

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

III-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? _____

III-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? _____

III-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 subject imported wooden bedroom furniture?

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

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

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

III-B-9. (a) What is the approximate percentage of the total delivered cost of wooden bedroom furniture from China 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.

III-B-10. What is the geographic market area in the United States served by your firm's imported wooden bedroom furniture from China?

- | | | | |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe): _____ | | |

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

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

III-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 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 wooden bedroom furniture produced in the United States? Yes ____ No ____ If yes, identify these products

III-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 imported Chinese wooden bedroom furniture.

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

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

III-B-13 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.

III-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?

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

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

III-B-14 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 _____

III-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.

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

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

III-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.

III-B-18. Does your firm sell its imported 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.

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

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

III-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.

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

Yes No– Please explain, by country.

III-B-22. Please explain the role and importance of access to slots at U.S. retailers in selling your wooden bedroom furniture imported from China. 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 wooden bedroom furniture imported from China.

III-B-23. If your firm also produces wooden bedroom furniture in the United States, please describe how the wooden bedroom furniture imported from China by your firm is different from (e.g., different style/design/grade/category/handwork) the wooden bedroom furniture produced by your firm in the United States.

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

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

III-B-24. If your firm also produces wooden bedroom furniture in the United States, please indicate the reason(s) why your firm has chosen to import wooden bedroom furniture.

III-B-25. If your firm also produces wooden bedroom furniture in the United States, does your firm import individual wooden bedroom pieces (e.g., beds) from China that are combined with other U.S-produced pieces and sold in suites?

No Yes– Please explain.

III-B-26. If your firm also produces wooden bedroom furniture in the United States, since January 1, 2001, has your firm stopped producing certain pieces or suites in the United States and instead imported similar pieces or suites from China?

No Yes– Please explain.

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

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

III-B-27. Since January 1, 2001, has your firm lost any “slots” of imported wooden bedroom furniture from China at a retail establishment(s) to domestically-produced wooden bedroom furniture? (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 III.--PRICING AND RELATED INFORMATION--Continued

Section III-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for wooden bedroom furniture from China 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 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					