

PURCHASERS' QUESTIONNAIRE
WOODEN BEDROOM FURNITURE FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by 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 (inv. No. 731-TA-1058 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from William Deese (202-205-2626).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased wooden bedroom furniture (as defined in the instruction booklet) from **any** source (domestic or foreign) at any time since January 1, 2001?

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

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire 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 and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

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 25 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.

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

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.

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

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.

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

I-6. Has anyone in your firm communicated, either orally, in writing, or by email, to any domestic producer of wooden bedroom furniture that its support for the petition would affect its relationship with your firm or purchases by your firm? Yes _____ No _____. If yes, please describe such communication.

I-7. Has your firm decreased purchases of wooden bedroom furniture from any domestic producer because of that producers' support for the petition?

No Yes--Please explain (e.g., name(s) of producers, time period(s), and quantities/values involved).

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of wooden bedroom furniture. Report based on delivery date, not order date. See definitions in the instruction booklet, especially the definition for "pieces."

(Quantity in pieces, value in \$1,000)					
Item	Calendar year			January-June	
	2001	2002	2003	2003	2004
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF PRODUCT PRODUCED IN CHINA:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:¹					
<i>Quantity</i>					
<i>Value</i>					
¹ Please identify these countries: _____					

II-2. Report your firm's purchases (either directly or through a sales agent or broker) of wooden bedroom furniture, by type, for the periods specified. Report based on delivery date, not order date. See definitions in the instruction booklet, especially the definition for "pieces."

(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					
Total³					
<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 purchases should reconcile with purchases indicated in question II-1 above. If not, please explain:</p> <p>_____</p>					

PART II.--PURCHASES--Continued

II-3. If the relative shares of your firm's total purchases of wooden bedroom furniture from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-4. If your firm has purchased wooden bedroom furniture from only one country, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of wooden bedroom furniture (check all that apply, noting the specific end uses if known)?

- Retailer** (_____)
- Distributors** (_____)
- Hospitality firm** (_____)
- Rental firm** (_____)
- Other** (_____)

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-2. (a) If your firm is a distributor or reseller of wooden bedroom furniture what are the major types of consumers to which you sell wooden bedroom furniture?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase wooden bedroom furniture?

III-3. a) What has been the trend in demand for wooden bedroom furniture in the U.S. market since 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.

Increased Unchanged Decreased

b) For each period identified above, please report if the changes in demand had any effect on your firm's purchases for wooden bedroom furniture?

c) What effect, if any, has the presence of Chinese wooden bedroom furniture in the United States had on the overall demand for wooden bedroom furniture in the U.S. market?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-4. (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--Please explain.

III-5. Are you aware whether the wooden bedroom furniture you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-6. Do you know the manufacturer of the wooden bedroom furniture that you purchase?

Always Usually Sometimes Never

III-7. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

III-8. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No Yes--Please explain.

III-9. How many suppliers do you generally contact before making a purchase?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-10. Have you changed suppliers since January 1, 2001?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

III-11. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

III-12. Do you require your suppliers to become certified or prequalified with respect to the quality, strength, or other performance characteristic of the wooden bedroom furniture they sell to your firm?

- No Yes-- ____ percent of purchases in 2003 Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

III-13. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-14. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their wooden bedroom furniture with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-15. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for wooden bedroom furniture.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brand names	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-15. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase wooden bedroom furniture for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-16. What characteristics does your firm consider when determining the quality of wooden bedroom furniture?

III-17. How often does your firm purchase the wooden bedroom furniture that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-18. Please list the names of any firms you considered price leaders in the wooden bedroom furniture market during January 2001-June 2004. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-19. Please describe how the above firm(s) exhibited price leadership.

III-20. a) Does your firm purchase wooden bedroom furniture over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of wooden bedroom furniture in 2003 accounted for by internet purchases.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-21. b) Does your firm sell 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, how this has changed since January 2001, and what effect it has had on the prices you charge and the prices you are able to obtain from your suppliers.

III-22. a) Does your firm generally **purchase** wooden bedroom furniture as separate pieces or as suites?

b) Please estimate the percentage of your firm's **purchases** in 2003 that were 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).

c) Are the prices that your firms pays its suppliers for wooden bedroom furniture negotiated on a piece-by-piece basis or on a suite-by-suite basis?

III-23. 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** in 2003 that were 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).

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

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-24. If your firm purchases wooden bedroom furniture as a suite, are all the pieces produced in the same country (e.g., all products produced in the United States or all pieces produced in China)?

- Yes
- No—Please discuss, noting the percentage of your firm’s purchases in 2003 that was blended (i.e., different pieces have different country of origins) and the country of origin of the pieces that your firm has purchased.

III-25. a) Are there different tiers within the retail market for wooden bedroom furniture?

- No
- Yes—Please explain.

b) If you were to group wooden bedroom furniture into three different tiers described as “good”, “better”, and “best”, what would be the approximate price ranges for each of these categories?

<u>Tier</u>	<u>Price ranges (please list)</u>
Good:	_____
Better:	_____
Best:	_____

c) What, besides price, differentiates each tier?

Good: _____

Better: _____

Best: _____

d) Please estimate the percentage of your firms total purchases of wooden bedroom furniture in each of the following categories:

Good: _____

Better: _____

Best: _____

100 %

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-26. a) Does your firm sell wooden bedroom furniture under brand names?

- No Yes--Please list.

b) How often are brand names important in your firm's sales of wooden bedroom furniture?

- Always Usually Sometimes Never

III-27. Have there been any significant changes in the product range or marketing of wooden bedroom furniture in the United States since January 2001?

- No Yes--Please describe any such changes, the time periods any such changes occurred, and the effect such changes had on your purchases of wooden bedroom furniture.

III-28. If your firm is a retailer of wooden bedroom furniture, please discuss the major factors that your firm considers when awarding your floor space to specific suppliers of wooden bedroom furniture.

III-29. If your firm is a retailer of wooden bedroom furniture, did the percentage of floor space (i.e., slots) accounted for by domestic wooden bedroom furniture increase, decrease, or remain the same relative to the amount of floor space accounted for by Chinese bedroom furniture since January 2001? If changes in the relative percentage were different during the period January 2001-June 2004, (e.g., domestic percentage increased from 2001 to 2002 but declined in 2003), please identify all periods in which the percent of floor space allocated to domestic product changed, indicating whether it increased, decreased, or stayed the same, and the reasons why.

- Increased Unchanged Decreased

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-30. Since January 1, 2001, has your firm purchased joinery, hospitality, or institutional wooden bedroom furniture? *See definitions in the instruction booklet.*

No Yes, joinery. Yes, hospitality. Yes, institutional.

III-31. **COMPARABILITY OF JOINERY WOODEN BEDROOM FURNITURE AND NON-JOINERY WOODEN BEDROOM FURNITURE.**—If, at any time since January 1, 2001, your firm purchased joinery wooden bedroom furniture, 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.

Physical characteristics and uses:

Interchangeability:

Channels of distribution:

Customer and producer perceptions of the products:

Common manufacturing facilities, production processes, and production employees:

Price:

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for wooden bedroom furniture for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify _____)

IV-2. Is wooden bedroom furniture produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair producing wooden bedroom furniture which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order wooden bedroom furniture from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both China and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why wooden bedroom furniture from these countries is preferred over product from other countries (please note the specific product in your response).

IV-4. Are certain types/sizes/styles of wooden bedroom furniture available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the type/size/style.

IV-5. If you purchased wooden bedroom furniture from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both China and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how wooden bedroom furniture produced in each country you identified in your response to the first question in Part IV compares with furniture produced in each of the other countries you identified (including the United States and both China and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to	_____	
(specify country)		(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brand names	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-7. (a) How often does domestically produced wooden bedroom furniture meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often does imported Chinese wooden bedroom furniture meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject wooden bedroom furniture meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

PART V.--PURCHASE PRICES

This section requests total net purchase value and quantity data (number of pieces) concerning your firm's U.S. purchases of eight specified wooden bedroom furniture products (two different furniture suites of four different products for each suite) from U.S. producers, U.S. importers of Chinese product, and Chinese manufacturers of wooden bedroom furniture 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. Report the total value and quantity data net of returns, discounts, allowances, rebates, but include any U.S.-inland freight to your facility.

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, when **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 V.--PURCHASE PRICES--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, when **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 V.--PURCHASE PRICES--Continued

COPY PAGES AS NECESSARY. Complete a separate page for each of the specified products purchased by your firm. Indicate in the space provided the product for which pricing is reported.¹ See definitions in the instruction booklet, especially the definition for "pieces."

PURCHASES FROM U.S. PRODUCERS

PRODUCT: 1-A 1-B 1-C 1-D
 2-A 2-B 2-C 2-D

(Quantity in pieces, value in dollars)		
Period of shipment	Quantity	Delivered value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-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 Delivered value should be net of returns, discounts, allowances, rebates but should include all U.S.-inland freight for delivery costs to your facility.

PART V.--PURCHASE PRICES--Continued

PURCHASES OF CHINESE PRODUCT FROM U.S. IMPORTERS

PRODUCT: 1-A 1-B 1-C 1-D
 2-A 2-B 2-C 2-D

<i>(Quantity in pieces, value in dollars)</i>		
Period of shipment	Quantity	Delivered value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-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 Delivered value should be net of returns, discounts, allowances, rebates but should include all U.S.-inland freight for delivery costs to your facility.

PART V.--PURCHASE PRICES--Continued

PURCHASES FROM CHINESE MANUFACTURERS

PRODUCT: 1-A 1-B 1-C 1-D
 2-A 2-B 2-C 2-D

<i>(Quantity in pieces, value in dollars)</i>		
Period of shipment	Quantity	Delivered value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-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 Delivered value should be net of returns, discounts, allowances, rebates but should include all U.S.-inland freight for delivery costs to your facility.

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of wooden bedroom furniture purchased during January 2001-June 2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of wooden bedroom furniture that each of these suppliers accounted for in 2003.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2003 purchases (%)
1					
2					
3					
4					
5					