

**PURCHASERS' QUESTIONNAIRE**

**UNCOVERED INNERSPRING UNITS FROM CHINA, SOUTH AFRICA, AND VIETNAM**

**This questionnaire must be received by the Commission by no later than September 10, 2008**

*See the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning **uncovered innerspring units (innersprings)** from China, South Africa, and Vietnam (Inv. Nos. 731-TA-1140-1142 (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)).**

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased innersprings (as defined in the instruction booklet) from <b>any</b> source (<b>domestic or foreign</b>) at any time since January 1, 2005?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**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 these investigations 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 these investigations 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.*

**I AGREE TO THE ABOVE CERTIFICATION**

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Signature of Authorized Official*

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

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

\_\_\_\_\_  
*Ext.:*

\_\_\_\_\_  
*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 20 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-1. (a) 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-1. (b) 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.

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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>
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_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I--GENERAL QUESTIONS - Continued**

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing innersprings from China, South Africa, and/or Vietnam into the United States or which are engaged in exporting innersprings from China, South Africa, and/or Vietnam to the United States?

No             Yes--List the following information.

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of innersprings?

No             Yes--List the following information.

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

**PART. II--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of innersprings. Report separately, as indicated, for purchases through long-term contracts (contracts of more than 12 months in length) and purchases through short-term contracts and spot purchases. Also, report based on delivery date, not order date.

<b>(Quantity in units, value in U.S. dollars)</b>					
<b>Item</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>Jan-Jun 2007</b>	<b>Jan-Jun 2008</b>
<b>PURCHASES OF INNERSPRINGS PRODUCED IN THE UNITED STATES</b>					
<b>Purchases based on a long-term contract basis</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>Purchases based on a short-term contract basis or spot purchases</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>PURCHASES OF INNERSPRINGS PRODUCED IN CHINA</b>					
<b>Purchases based on a long-term contract basis</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>Purchases based on a short-term contract basis or spot purchases</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>PURCHASES OF INNERSPRINGS PRODUCED IN SOUTH AFRICA</b>					
<b>Purchases based on a long-term contract basis</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>Purchases based on a short-term contract basis or spot purchases</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>PURCHASES OF INNERSPRINGS PRODUCED IN VIETNAM</b>					
<b>Purchases based on a long-term contract basis</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>Purchases based on a short-term contract basis or spot purchases</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>PURCHASES OF INNERSPRINGS PRODUCED IN ALL OTHER COUNTRIES<sup>2</sup></b>					
<b>Purchases based on a long-term contract basis</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<b>Purchases based on a short-term contract basis or spot purchases</b>					
<i>Quantity</i> <sup>1</sup>					
<i>Value</i>					
<sup>1</sup> If reporting quantities in any other measurement than "units," please specify here: _____					
<sup>2</sup> Please name these other countries: _____					

**PART. II--PURCHASES** --Continued

II-2. If the relative shares of your firm's total purchases of innersprings from different sources (both domestic and foreign) have changed since January 1, 2005, 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-3. If, in question II-1, your firm indicated that it purchased innersprings from only one country, please explain the reasons for doing so.

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II-4. Please describe changes in your firm's purchasing decisions, if any, since the Commission issued its preliminary decision in these investigations on February 13, 2008.

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**III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

**Please note that the questions in this section refer to domestic innersprings and innersprings imported from ANY source (both subject and nonsubject countries). If your response to any question differs depending on the country of origin, please report separately for each country and note this in your response.**

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

END USER ( \_\_\_\_\_ )

DISTRIBUTOR ( \_\_\_\_\_ )

Other ( \_\_\_\_\_ )

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

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

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III-3. If your firm is an end user of innersprings, please indicate what percentage of the total cost of the mattress is accounted for by the cost of the innerspring (and NOTE: this number should not be 100 percent).

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III-4. (a) If your firm is an end user of innersprings, has the demand for your firm's final products incorporating innersprings changed since January 1, 2005?

Increased                       Unchanged                       Decreased

(b) Has this had any effect on your firm's demand for innersprings?

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

III-5. (a) Please list in order of importance any products that may be substituted for innersprings.

(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 innersprings?

No                       Yes--To what degree do changes in their prices affect the price for innersprings? 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 innersprings or final end use?

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

III-6. (a) How has the demand within the United States for innersprings changed since January 1, 2005?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

(b) How has the demand outside the United States, (if known), for innersprings changed since January 1, 2005?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

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

III-7. (a) Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials; energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced innersprings in the U.S. market since January 1, 2005?

- No                       Yes--Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

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(b) Since January 1, 2005, have you experienced any short supplies, unavailability of specific products, or were you placed on allocation? Please indicate the specified products, companies, and circumstances.

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III-8. (a) Is the innersprings market subject to business cycles or conditions of competition distinctive to innersprings?

- No                       Yes--Please explain.

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(b) Please describe any changes in business cycles or conditions of competition for innersprings since January 1, 2005.

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

III-9. Are you aware whether the innersprings you are purchasing are U.S. produced or imported?

- Always       Usually       Sometimes       Never.

III-10. Do you know the manufacturer of the innersprings that you purchase?

- Always       Usually       Sometimes       Never.

III-11. 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-12. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No       Yes--Please explain.

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III-13. How many suppliers do you generally contact before making a purchase?

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III-14. Have you changed suppliers since January 1, 2005?

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

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

III-15. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last three years?

- No       Yes--Please identify the firms.

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III-16. Do you require your suppliers to become certified or prequalified with respect to the quality, strength, or other performance characteristics of the innersprings they sell to your firm?

- No       Yes--\_\_\_\_\_ percent of purchases in 2007       Yes--all purchases

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

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III-17. 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.

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III-18. Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their innersprings 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.

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

III-19. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for innersprings.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cost of carrying inventory.....	<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"/>
Diversity of suppliers.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Less-than-container-load shipments...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Package discounts bundled with other bedding components.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<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"/>
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"/>

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

III-19. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase innersprings 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-20. What characteristics does your firm consider when determining the quality of innersprings?

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

III-21. How often does your firm purchase the innersprings that are offered at the lowest price?

Always       Usually       Sometimes       Never.

III-22. (a) Please list the names of any firms you considered price leaders in the innersprings market since January 2005. 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.

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

(b) Please describe how the above firm(s) exhibited price leadership.

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

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

**Please note that the questions in this section refer to domestic innersprings and innersprings imported from ANY source (both subject and nonsubject countries). If your response to any question differs depending on the country of origin, please report separately for each country and note this in your response.**

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

- United States
- China
- South Africa
- Vietnam
- Other countries (Please specify \_\_\_\_\_ )

IV-2. Are innersprings produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “always” to indicate that the products from a specified country-pair are *always* interchangeable, “frequently” to indicate that the products are *frequently* interchangeable, “sometimes” to indicate that the products are *sometimes* interchangeable, “never” to indicate that the products are *never* interchangeable, and “no familiarity” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	China	South Africa	Vietnam	Other countries
United States				
China				
South Africa				
Vietnam				

<sup>1</sup> For any country-pair producing innersprings that you reported are *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use. In your response relating to “other countries,” if the degree of interchangeability differs for different nonsubject countries, please note this below.

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<sup>2</sup> Please note the country/countries of origin of the innersprings that are included in the “other countries” category.

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

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

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

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

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

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IV-5. If you purchased innersprings 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 subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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

IV-6. For the factors listed below, please rate how innersprings produced in each country you identified in your response to the first question in Part IV compare with innersprings produced in each of the other countries you identified (including the United States and both subject 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.

**Electronic submissions:** For each country comparison manually copy and paste IV-6 in a new page in this document as necessary. (At the end of IV-6, insert a page break (Menu: Insert-Break-Page break), copy IV-6 and paste in the new page.)

\_\_\_\_\_ compared to \_\_\_\_\_  
 (specify country) (specify country)

	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cost of carrying inventory.....	<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"/>
Diversity of suppliers.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Less-than-container-load shipments...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Package discounts bundled with other bedding components.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<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"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of “superior” on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

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

IV-7. (a) How often do innersprings produced in the United States meet minimum quality specifications for your uses or your customers' uses?

Always                       Usually                       Sometimes                       Never.

Additional comments:

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(b) How often do innersprings imported from China, South Africa, and/or Vietnam meet minimum quality specifications for your uses or your customers' uses?

China                       Always                       Usually                       Sometimes                       Rarely or Never.

South Africa                       Always                       Usually                       Sometimes                       Rarely or Never.

Vietnam                       Always                       Usually                       Sometimes                       Rarely or Never.

Additional comments:

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(c) How often do innersprings imported from nonsubject countries (countries other than China, South Africa, and/or Vietnam) meet minimum quality specifications for your uses or your customers' uses? Please specify each nonsubject country.

Country \_\_\_\_\_  Always                       Usually                       Sometimes                       Rarely or Never.

Country \_\_\_\_\_  Always                       Usually                       Sometimes                       Rarely or Never.

Country \_\_\_\_\_  Always                       Usually                       Sometimes                       Rarely or Never.

**Part V--SUPPLIER IDENTIFICATION**

Please identify below the names and addresses of your firm's five largest suppliers for innersprings during 2005-07. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of innersprings that each of these customers accounted for in 2007.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (<u>not</u> P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2007 purchases (%)</b>
1					
2					
3					
4					
5					