

**PRODUCERS' 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 November 14, 2003**

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 (Preliminary)). 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)).

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

Has your firm produced **WOODEN BEDROOM FURNITURE** (as defined in the instruction booklet) at any time since January 1, 2000?

- 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. 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-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

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

Support       Oppose       Take no position

\_\_\_\_\_

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

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

I-4. 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>
_____	_____	_____
_____	_____	_____

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

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

No  Yes--List the following information.

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

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

No  Yes--List the following information.

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

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

No  Yes--List the following information.

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

I-8. Does your firm sell U.S. manufactured or imported wooden bedroom furniture under its own trademark or service mark brands?

No  Yes--List brand names below by source.

U.S. produced: \_\_\_\_\_  
\_\_\_\_\_

Imported product (identify country(ies)): \_\_\_\_\_  
\_\_\_\_\_

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

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

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

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of wooden bedroom furniture since January 1, 2000?

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

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

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

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

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

No       Yes--Identify union and local.

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

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

No       Yes--Identify the date, plant locations, and number of workers eligible for certification and attach copies of certification letters.

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

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

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

No             Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2002 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Wooden bedroom furniture	_____	_____	_____
_____	_____	_____	_____

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

\_\_\_\_\_

\_\_\_\_\_

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

No             Yes--List the following information.

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

Products produced using the same workers and share of total production in 2002 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Wooden bedroom furniture	_____	_____	_____
_____	_____	_____	_____

II-9. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of wooden bedroom furniture?

No             Yes--Name firm: \_\_\_\_\_

II-10. Does your firm produce wooden bedroom furniture in a foreign trade zone (FTZ)?

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

II-11. Since January 1, 2000, has your firm imported wooden bedroom furniture?

No             Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-12. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of wooden bedroom furniture in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in pieces<sup>1</sup> and pounds (uncartoned), value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
<b>AVERAGE PRODUCTION CAPACITY:<sup>2</sup></b>					
Quantity (pieces)					
Quantity (pounds)					
<b>BEGINNING-OF-PERIOD INVENTORIES:</b>					
Quantity (pieces)					
Quantity (pounds)					
<b>PRODUCTION:</b>					
Quantity (pieces)					
Quantity (pounds)					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity (pieces)					
Quantity (pounds)					
Value					
<b>Internal consumption:<sup>2</sup></b>					
Quantity (pieces)					
Quantity (pounds)					
Value					
<b>Transfers to related firms:<sup>3</sup></b>					
Quantity (pieces)					
Quantity (pounds)					
Value					
<b>EXPORT SHIPMENTS (value)<sup>4</sup></b>					
Quantity (pieces)					
Quantity (pounds)					
Value					
<b>END-OF-PERIOD INVENTORIES:<sup>5</sup></b>					
Quantity (pieces)					
Quantity (pounds)					
<p><sup>1</sup> For purposes of this investigation, a bed is considered one piece consisting of any combination of headboard, footboard, or side boards.</p> <p><sup>2</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <p><sup>3</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:</p> <hr/> <p><sup>4</sup> Identify your principal export markets: _____</p> <p><sup>5</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

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

II-13. **U.S. commercial shipments by market segment.**—Report your firm’s U.S. commercial shipments of wooden bedroom furniture to distributors and end users produced in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in pieces<sup>1</sup> and pounds (uncartoned), value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
<b>U.S. SHIPMENTS TO DISTRIBUTORS:</b>					
<i>Quantity (pieces)</i>					
<i>Quantity (pounds)</i>					
<i>Value</i>					
<b>U.S. SHIPMENTS TO END USERS:</b>					
<i>Quantity (pieces)</i>					
<i>Quantity (pounds)</i>					
<i>Value</i>					

<sup>1</sup> For purposes of this investigation, a bed is considered one piece consisting of any combination of headboard, footboard, or side boards.  
<sup>2</sup> Totals for U.S. shipments to distributors and end users should equal the value of U.S. commercial shipments reported in question II-12.  
 Do the totals equal?  
 Yes  No--Please explain: \_\_\_\_\_

II-14. **Employment.**—Report your firm’s U.S. employment data during the specified periods. (See definitions in the instruction booklet.)

<i>(Value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
<b>AVERAGE NUMBER OF PRWs<sup>1</sup></b>					
<b>HOURS WORKED BY PRWs<sup>1</sup> (1,000 hours)</b>					
<b>WAGES PAID TO PRWs<sup>1</sup> (value)</b>					

<sup>1</sup> PRWs=Production and related workers

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

II-15. If you reported transfers to related firms in question II-12, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

---



---

II-16. Other than direct imports, has your firm otherwise purchased wooden bedroom furniture since January 1, 2000?  
(See definitions in the instruction booklet.)

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

<i>(Quantity in pieces<sup>2</sup> and pounds (uncartoned), value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT PRODUCED IN--</b>					
<b>CHINA:</b>					
<i>Quantity (pieces)</i>					
<i>Quantity (pounds)</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity (pieces)</i>					
<i>Quantity (pounds)</i>					
<i>Value</i>					
<b>PURCHASES OF U.S. PRODUCED PRODUCT FROM DOMESTIC PRODUCERS:<sup>3</sup></b>					
<i>Quantity (pieces)</i>					
<i>Quantity (pounds)</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>3</sup></b>					
<i>Quantity (pieces)</i>					
<i>Quantity (pounds)</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> For purposes of this investigation, a bed is considered one piece consisting of any combination of headboard, footboard, or side boards. <hr/>					
<sup>3</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

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

II-17. **Shipments by channels of distribution.**—Report your firm's U.S. commercial shipments to the following market segments. (See definitions in the instruction booklet.)

<i>(Quantity in pieces<sup>1</sup> and pounds (uncartoned), value in \$1,000)</i>	
Item	2002
<b>RETAILERS:</b>	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
<b>DISTRIBUTORS:</b>	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
<b>HOSPITALITY FIRMS:</b>	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
<b>RENTAL FIRMS:</b>	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
<b>OTHER (IDENTIFY):</b>	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
<b>TOTAL:<sup>2</sup></b>	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	

<sup>1</sup> For purposes of this investigation, a bed is considered one piece consisting of any combination of headboard, footboard, or side boards.

<sup>2</sup> Totals should equal the combined values of U.S. commercial shipments, U.S. internal consumption, and U.S. transfers to related firms reported in question II-12. Do the totals equal?

Yes  No--Please explain: \_\_\_\_\_.

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin S. Jee (202-205-3186 or jjee@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?  
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: \_\_\_\_\_

Name and title			
		Ext.	
Phone No.		Fax No.	E-mail address

Your company's World Wide Website: \_\_\_\_\_

III-2. Briefly describe your Financial Accounting system.

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

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

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

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? Please check relevant items below.

Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_

Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_

Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.*

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

<u>Product(s)</u>	<u>Share of sales</u>
_____	_____
_____	_____

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

III-6. **U.S. manufacturing operations on wooden bedroom furniture.**--Report the revenue and related cost information requested below on the wooden bedroom furniture operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in pieces<sup>2</sup> and pounds (uncartoned), value in \$1,000)</i>					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2002	2003
<b>Net sales quantities (pieces):<sup>3</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales quantities (pounds):<sup>3</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>3</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

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

<sup>2</sup> For purposes of this investigation, a bed is considered one piece consisting of any combination of headboard, footboard, or side board.

<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

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

III-7. **Overall operations on wooden bedroom furniture (including importing operations).**--Report the revenue and related cost information requested below on the wooden bedroom furniture operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in pieces<sup>2</sup> and pounds (uncartoned), value in \$1,000)</i>					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2002	2003
<b>Net sales quantities (pieces):<sup>3</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales quantities (pounds):<sup>3</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include sales (whether domestic or export) and costs related to your U.S. manufacturing operations and U.S. importing operations.

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

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

III-8. **Capital expenditures, research and development expenditures, and asset values.**--Report your firm's capital expenditures and research and development expenditures on wooden bedroom furniture, and the values of the property, plant, and equipment used in the production of wooden bedroom furniture. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2002	2003
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					
<b>Property, plant, and equipment:</b>					
Original cost					
Book value					

III-9. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of wooden bedroom furniture from China?

No       Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) \_\_\_\_\_

III-10. Does your firm anticipate any negative impact of imports of wooden bedroom furniture from China?

No       Yes--My firm anticipates negative effects as follows:

---



---



---

**PART IV.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244) or e-mail: [gbenedick@usitc.gov](mailto:gbenedick@usitc.gov)

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title Phone No.

**Section IV-A.--PRICE DATA**

This section requests total net sales value (based on f.o.b. your U.S. shipping location(s)) and quantity data (number of pieces) concerning your firm's U.S. shipments of its eight specified U.S.-produced wooden bedroom furniture products (two different furniture suites of four different products for each suite) to U.S. retailers UNRELATED (by ownership) to your firm on a quarterly basis during January 2000-June 2003; an individual bedroom suite consists of matching-styled bedroom furniture. For purposes of pricing data, report each complete bed frame (including the headboard, footboard, and side rails), each complete dresser, each complete mirror (sold with the specified dresser), and each complete nightstand as single pieces of furniture. If your firm sells the specified U.S.-produced products on a delivered basis, please estimate, to the extent possible, the total net f.o.b selling value (for instance, deduct from the delivered value the U.S.-inland freight portion (or an estimate of this freight) of the total U.S. freight you charged your customers to deliver to their U.S. receiving location(s)). Report the total value and quantity data net of returns, discounts, allowances, rebates, and also deduct any U.S. freight to the customers' receiving points that was absorbed by your firm (i.e., not charged to your customers).

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

**Product 1: Louis Phillipe Style Wooden Bedroom Furniture Suite**

**Product 1-A.- Queen-size Louis Phillipe Style Sleigh Bed (with Wooden Side Rails):<sup>1</sup>**

- (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 Phillipe 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.

---

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

**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

**Product 1: Louis Phillipe Style Wooden Bedroom Furniture Suite--Continued**

**Product 1-C.--Mirrors Sold with Louis Phillipe Style Double Dresser:**

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

**Product 1-D.--Louis Phillipe 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.

**Product 2: Mission Style Wooden Bedroom Furniture Suite**

**Product 2-A.--Queen-size Mission Style Slat Bed (with Wooden Side Rails):<sup>1</sup>**

- (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 34-47 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.

---

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



**PART IV.--PRICING AND MARKET FACTORS--Continued**

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total U.S. sales of its U.S.-produced wooden bedroom furniture to all U.S. customers during January 2000-June 2003. If your responses differ by sales to different types of U.S. customers (retailers, distributors, hospitality firms, rental firms, etc.) or by different types/styles of bedroom furniture that you produce, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

**Section IV-B.--PRICING PRACTICES**

IV-B-1. Please report below your firm's total U.S. sales values (in dollars net f.o.b. your U.S. selling location(s)) of its U.S.-produced wooden bedroom furniture during January 2000-June 2003 that were on a (1) long-term basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term basis (multiple deliveries up to 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement). The three different sales bases include both written contracts and verbal agreements

Type of Sale:	Value (in U.S. dollars)
Long-term	
Short-term	
Spot sales	

IV-B-2. Please discuss the following provisions of your U.S. sales on a typical long-term basis that involved your U.S.-produced wooden bedroom furniture.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) How frequently are contracts renegotiated? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_
- (e) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_\_ percent

IV-B-3. Please discuss the following provisions of your U.S. sales on a typical short-term basis that involved your U.S.-produced wooden bedroom furniture.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) How frequently are contracts renegotiated? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_
- (e) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_\_ percent

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICING PRACTICES--Continued**

IV-B-4. Please explain how sales are established for sales of your U.S.-produced wooden bedroom furniture on a spot basis.

---



---



---



---

IV-B-5. If your firm uses/issues price lists, please enclose a copy of the most recent price list with your submission. Please explain how frequently such list prices change.

---



---

IV-B-6. Please report below your firm's total sales (in dollars net f.o.b. your U.S. selling location(s)) of its U.S.-produced wooden bedroom furniture during January 2000-June 2003 that were made to customers unrelated (by ownership) to your firm and those related to your firm by the type of customer.

(Value in U.S. dollars)

Type of Customer:	Unrelated	Related
Retailer		
Hospitality firm		
Rental firm		
Other(_____)		
Other(_____)		

Please describe how the wooden bedroom furniture that your firm produces for each of these types of customers differs for each category of customer.

---



---



---



---

IV-B-7. What are your firm's typical payment terms on sales of its U.S.-produced wooden bedroom furniture shipped to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)

\_\_\_\_\_?

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICING PRACTICES--Continued**

- IV-B-8. a) On what basis does your firm typically quote prices of its U.S.-produced wooden bedroom furniture to its U.S. customers: f.o.b. plant/warehouse \_\_\_\_ or delivered \_\_\_\_ ? (Check one)
- b) If f.o.b., do your customers typically arrange the freight \_\_\_\_ or does your firm arrange the freight \_\_\_\_? (Check one)
- c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight \_\_\_\_ or send the products freight collect \_\_\_\_? (Check one)
- d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this cost*? Yes \_\_\_\_ No \_\_\_\_? (Check one)

If yes--

Please indicate the total quantity or value of wooden bedroom furniture or other requirement(s) that must be purchased by your customers from your firm for you to absorb U.S. shipping charges to their facilities.

---



---



---

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its domestically produced wooden bedroom furniture during 2000 and 2002.

2000: \_\_\_\_\_ 2002: \_\_\_\_\_

- IV-B-9. Please describe your firm's discount policy (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.) on U.S. sales of its U.S.-produced wooden bedroom furniture. Do not include any payment discounts covered in question IV-B-7.

---



---



---

Please report below the total value (in dollars) of discounts that your firm allowed based on all its U.S. shipments of its U.S.-produced wooden bedroom furniture during 2000 and 2002.

2000: \_\_\_\_\_ 2002: \_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--FACTORS AFFECTING PRICING**

IV-C-1. Please discuss below how your firm's selling prices of its U.S.-produced wooden bedroom furniture may differ by type of customer (e.g., retailer, distributor, hospitality firm, rental firm, etc.), and by type of sale (e.g., long-term, short-term, and spot sales).

Type of customer: \_\_\_\_\_

Type of sale: \_\_\_\_\_

IV-C-2. a) Approximately what share of the total sales value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's domestic shipments of its U.S.-produced wooden bedroom furniture to its U.S. customers during January 2000-June 2003 occurred within the distances specified below? Also, for each distance category, approximately what percent of the total net f.o.b sales value of these products to your U.S. customers was accounted for by U.S.-inland transportation costs and what was the typical transportation mode (truck-T, rail-R, or air-A)?

	<u>Shipment share</u>	<u>Freight share</u>	<u>Mode</u>
Within 100 miles of your plant/warehouse	_____ %	_____ %	_____
100 to 500 miles from your plant/warehouse	_____ %	_____ %	_____
Over 500 miles from your plant/warehouse	_____ %	_____ %	_____
TOTAL	100 %		

b) Do U.S. freight-cost shares reported for the longer distances represent a competitive disadvantage for your firm vis-a-vis other U.S. producers or U.S. importers of wooden bedroom furniture? Yes \_\_\_ No \_\_\_ (Check one) If yes, please discuss the extent of the disadvantage, the geographic area(s) involved, and identify any such firms and the country(ies) of origin of the wooden bedroom furniture they sell.

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

c) What is the geographic market area in the United States served by your firm's U.S.-produced wooden bedroom furniture? Note any changes in market area since January 2000.

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

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--FACTORS AFFECTING PRICING--Continued**

IV-C-3. a) What is the average lead time (in days) between a customer's order and the date of delivery for your firm's U.S. shipments of its U.S.-produced wooden bedroom furniture from its production and, if applicable, from its U.S. inventory?

Shipments from production \_\_\_\_\_

Shipments from inventory \_\_\_\_\_

b) Have average lead times changed since January 2000? Yes \_\_\_\_ No \_\_\_\_ (Check one) If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the imported Chinese wooden bedroom furniture.

---

---

---

IV-C-4. Does your firm sell its U.S.-produced wooden bedroom furniture over the internet?

No       Yes

If yes--

Please report the value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's total U.S. shipments of its U.S.-produced wooden bedroom furniture during January 2000-June 2003 that were sold over the internet. Please explain the effect of any internet sales on your U.S. selling prices and quantities.

---

---

---

---

---

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-D.--SUPPLY FACTORS**

IV-D-1. List below the top three factors your firm considers when assessing the quality characteristics of its U.S.-produced wooden bedroom furniture. In addition, discuss below how these quality characteristics affect pricing and your ability to compete with the imported wooden bedroom furniture from China and from non-subject countries (identify the country(ies) of origin, if applicable).

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Discussion: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

IV-D-2. Have there been any significant changes in the product range or marketing of wooden bedroom furniture in the United States since January 2000?

- No       Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on U.S. sales prices and quantities of your U.S.-produced wooden bedroom furniture

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

IV-D-3. Please explain the role of your firm's use and importance of access to slots at U.S. retailers in selling your U.S.-produced wooden bedroom furniture. In your explanation, please discuss major factors that retailers consider when awarding their floor space to specific suppliers, and note the period typically agreed to when retailers agree to allow a furniture supplier floor space. In addition, please discuss the impact of internet sales and/or catalogue (at the wholesale or retail level) have had on the importance of slots at retailers in marketing your U.S.-produced wooden bedroom furniture.

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

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-D.--SUPPLY FACTORS--Continued**

IV-D-4. Are there certain types/styles of wooden bedroom furniture imported from China that you do not produce in the United States? Yes \_\_\_\_ No \_\_\_\_ If yes, identify these products and explain why your firm does not produce such products domestically and identify the use(s)--residential, hospitality, rental, etc.

---

---

---

---

IV-D-5. Are your firm's exports of its U.S.-produced wooden bedroom furniture subject to any tariffs, quotas, or other non-tariff barriers to trade in other countries?

No       Yes--Please describe any such barriers and any significant changes in such barriers that have occurred since January 2000, by country and, if applicable, by types/styles of wooden bedroom furniture.

---

---

---

---

IV-D-6. a) Describe how easily your firm can shift sales of its U.S.-produced wooden bedroom furniture between the U.S. market and foreign country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including reference to any foreign-country trade barriers discussed in the previous response) that would prevent or retard your firm from shifting wooden bedroom furniture between the U.S. and alternative country markets within a 12-month period.

---

---

---

---

---

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-D.--SUPPLY FACTORS--Continued**

IV-D-6. b) Please explain the role of any foreign wooden bedroom furniture production facilities or imports of your firm, including, but not necessarily limited to, any Mexican, Canadian, and/or Chinese wooden bedroom furniture production facilities/imports of your firm, in supplying such foreign produced wooden bedroom furniture to the U.S. market during January 2000-June 2003. If your firm produced and sold wooden bedroom furniture only produced in the United States, check here \_\_\_\_ and skip to question IV-D-7. If responding to this question, include as a minimum the following information for this period:

(1) Please describe the wooden bedroom furniture that your firm produced in the United States and produced or imported in/from foreign countries. Identify and report separately for each foreign country.

---

---

---

---

---

(2) Please explain why your firm produced or imported wooden bedroom furniture in/from foreign countries as well as the United States. Include in your response any differences in your wooden bedroom furniture production costs between the United States facilities and production facilities in each of the foreign countries, noting differences in specific input costs between the two countries.

---

---

---

---

IV-D-7. Specify the approximate percentage share of U.S. total production costs that is variable and the share that is fixed in your firm's U.S. production of its wooden bedroom furniture; also, identify the specific costs that you consider variable and consider fixed.

Variable costs \_\_\_\_\_

---

Fixed costs \_\_\_\_\_

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-E.--DEMAND FACTORS**

IV-E-1. Is the U.S. wooden bedroom furniture market subject to business cycles, product cycles, seasonal factors, and/or conditions of competition distinctive to this product industry? If yes, please identify each type of cycle/pattern and any occurrences since January 2000 and provide estimates of the duration of any such cycles/patterns and/or specific months of any seasonal patterns. Please note any differences for retailers, hospitality firms, and rental firms.

---

---

---

---

---

---

---

IV-E-2. Please identify during January 2000-June 2003 the top three U.S. end-use markets (e.g., residential, hospitality, rental, etc.) in descending order for the wooden bedroom furniture that you produced in the United States.

---

---

---

---

---

---

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-E.--DEMAND FACTORS--Continued**

IV-E-3. a) For sales to retailers--Please provide below your firm's estimate of its price ranges (net f.o.b. sale prices from your U.S. shipping locations) and quantities (number of suites), based on its sales to all U.S. retailers UNRELATED (by ownership) to your firm during 2002, of its U.S.-produced three-piece (bed, nightstand, and dresser with mirror), four-piece (bed, nightstand, dresser with mirror, and armoire), and five-piece (bed, nightstand, dresser with mirror, armoire, and chest) wooden bedroom furniture suites that were good, better, and best quality:

Quality categories	Three-piece	Four-piece	Five-piece
Good quality:			
Price range			
Quantity			
Better quality:			
Price range			
Quantity			
Best quality:			
Price range			
Quantity			

b) Please explain in detail the major differences in product characteristics in the wooden bedroom furniture sold in each of these three quality categories.

---



---



---



---



---

c) Please discuss the extent to which brand-name wooden bedroom furniture is concentrated in one or more of the three quality categories. What are the predominant country(ies) of origin for the brand-name furniture in each of the quality categories?

---



---



---



---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-E.--DEMAND FACTORS--Continued**

IV-E-4. Please explain the impact on the level of U.S. residential demand for wooden bedroom furniture of new product offerings and attractive payment terms offered by retailers.

---

---

---

---

---

---

---

IV-E-5. Please discuss the role/importance of quality categories, brand-names, new product offerings, and attractive payment terms in demand for wooden bedroom furniture supplied by your firm to U.S. hospitality firms and to U.S. rental firms. Also, note any differences in the role/importance of such factors between demand for each of these end-use categories and demand by U.S. retailers.

---

---

---

---

---

---

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-E.--DEMAND FACTORS--Continued**

*Substitution in demand refers to products that can, based on market price considerations and consumer/user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/users may require greater price changes than others before they switch among the alternative products.*

Discuss substitution in demand between wooden bedroom furniture and alternative products—e.g., furniture constructed of non-wood materials (questions IV-E-6 through IV-E-8).

IV-E-6. What alternative products may substitute for wooden bedroom furniture in their end uses in the United States, and how frequently does any such substitution occur? For each such alternative product, also discuss the specific end use(s) where substitution with wooden bedroom furniture occur and give an example.

---

---

---

---

---

IV-E-7. Have there been any changes in the number or types of alternative products that can be substituted for wooden bedroom furniture in the United States since January 2000?

No       Yes--Please explain.

---

---

---

IV-E-8. Describe the approximate price sensitivity of the substitutions listed above as “strong,” “moderate,” or “weak.” If possible, also indicate the minimum percentage change in the current price of wooden bedroom furniture, with substitute-product prices remaining constant, where U.S. purchasers would start to substitute the listed alternative products for wooden bedroom furniture or vice versa. To the extent possible, respond for specific types/styles of wooden bedroom furniture and indicate the end uses.

---

---

---

---

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-E.--DEMAND FACTORS--Continued**

III-E-9. Please discuss the extent to which rental furniture acts as a substitute for purchasing new wooden bedroom furniture in the U.S. market; respond separately for residential consumers and hospitality firms. Please also describe any changes in this substitution since January 2000.

---

---

---

---

Discuss substitution in demand among various types/styles of wooden bedroom furniture (questions IV-E-10 through IV-E-12).

IV-E-10. What types/styles of wooden bedroom furniture substitute for each other in the United States, and how frequently does any such substitution occur? For each such pair of products also discuss the specific end use(s) where such substitution may occur and give an example.

---

---

---

---

IV-E-11. Since January 2000, have there been any changes in types/styles of wooden bedroom furniture that can substitute for each other in the United States?

No       Yes--Please explain.

---

---

---

---

IV-E-12. Describe the approximate price sensitivity of the substitutions listed above as "strong," "moderate," or "weak." If possible, also indicate the minimum percentage change in the current price of one type/style of wooden bedroom furniture, with price of another type/style remaining constant, where U.S. purchasers would start to substitute one product for another. Identify the specific types/styles of wooden bedroom furniture and their end uses in your discussion.

---

---

---

---

---





**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-F.--CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest U.S. customers for its domestically-produced wooden bedroom furniture. Please also provide the name and telephone number of a contact person and the share of the total value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's total domestic sales of its U.S.-produced wooden bedroom furniture that each of these customers accounted for in 2002. For any customers related to your firm, place an (R) by the name of each customer.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



