

U.S. IMPORTERS' QUESTIONNAIRE

WOODEN BEDROOM FURNITURE FROM CHINA

This questionnaire must be received by the Commission by no later than JULY 23, 2010

See page 4 of 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 review of the antidumping duty order concerning wooden bedroom furniture from China (Inv. No. 731-TA-1058 (Review)). 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 imported wooden bedroom furniture (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2004? |
| <input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission) |
| <input type="checkbox"/> YES (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) |

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 means of 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 review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this review 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 review 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>Name of Authorized Official</i> | _____ <i>Title of Authorized Official</i> | _____ <i>Date</i> |
| _____ <i>Signature</i> | _____ <i>Phone: ()</i> | _____ <i>E-mail address</i> |
| | _____ <i>Fax ()</i> | |

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--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. **Ownership.**--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 INFORMATION--Continued

I-4. **Related Chinese importers/exporters.**--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-5. **Related nonsubject importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing wooden bedroom furniture from countries other than China into the United States or which are engaged in exporting wooden bedroom furniture from countries other than China to the United States?

No Yes--List the following information.

| <u>Firm name and country</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------------------|----------------|--------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

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

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

PART I.--GENERAL INFORMATION--Continued

I-8. **Consignees.**--If your firm is an importer of record of wooden bedroom furniture but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

| <u>Firm name</u> | <u>Address</u> | <u>Contact person and phone number</u> |
|------------------|----------------|--|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters wooden bedroom furniture into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones No Yes
- Bonded warehouses No Yes

I-10. **TIB.**--Please indicate whether your firm imports wooden bedroom furniture under the TIB (temporary importation under bond) program.

- No Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for wooden bedroom furniture?

- No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. **Other investigations.**--To your knowledge, has wooden bedroom furniture been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of wooden bedroom furniture since January 1, 2004?

| <i>(check as many as appropriate)</i> | <i>(please describe)</i> |
|---|--------------------------|
| <input type="checkbox"/> office/warehouse openings | _____ |
| <input type="checkbox"/> office/warehouse closings | _____ |
| <input type="checkbox"/> relocations | _____ |
| <input type="checkbox"/> expansions | _____ |
| <input type="checkbox"/> acquisitions..... | _____ |
| <input type="checkbox"/> consolidations..... | _____ |
| <input type="checkbox"/> prolonged shutdowns or importation curtailments | _____ |
| <input type="checkbox"/> revised labor agreements | _____ |
| <input type="checkbox"/> other..... | _____ |

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of wooden bedroom furniture in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of wooden bedroom furniture in the future if the antidumping duty order on wooden bedroom furniture from China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of wooden bedroom furniture from China for delivery after December 31, 2009?

- No Yes--Indicate the quantities and values involved.

| Quantity (<i>in pieces</i>), value (<i>in \$1,000</i>) | | | | |
|--|--------------|--------------|--------------|--------------|
| | Jan-Mar 2010 | Apr-Jun 2010 | Jul-Sep 2010 | Oct-Dec 2010 |
| Arranged Chinese Imports | | | | |
| Quantity | | | | |
| Value | | | | |

II-6. **Reasons for importing if producer.**--If your firm also produces wooden bedroom furniture in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7. **HTS Number(s).**--Under which 10-digit Harmonized Tariff Schedule of the United States classification number(s) has your firm imported wooden bedroom furniture?

II-8. **Duty circumvention.**--

(a) Has your firm or any of your firm's affiliated or unaffiliated customers been investigated by any U.S. government agency (including, but not limited to, U.S. Customs and Border Protection, U.S. Immigration and Customs Enforcement, or the U.S. Department of Justice) for potential avoidance of antidumping duties on wooden bedroom furniture?

No Yes--Please describe the investigation(s) and outcome(s).

(b) Is your firm aware of any past or present actions taken to avoid antidumping duties (including, but not limited to, mislabeling or transshipments through third countries) relating to wooden bedroom furniture from China, regardless of whether these actions have specifically been investigated by any U.S. government agency?

No Yes--Please describe.

II-9. **Imports by type.**-- Report the approximate percentage of your firm's U.S. shipments of wooden bedroom furniture imported from China in 2009. (See definitions in the instruction booklet, especially the definitions of "solid wood veneer" and "solid wood or solid wood veneer wooden bedroom furniture.")

| Item | Share of U.S. shipments, by quantity (in pieces), in 2009 |
|---|---|
| Solid wood or solid wood veneer wooden bedroom furniture | |
| Non-solid wood or non-solid wood veneer wooden bedroom furniture <i>(the exposed exterior surface(s) may include printed or unprinted paper, vinyl, or other non-wood material (such as sealed or unsealed fiberboard, particle board, or other composite panel) commonly but not exclusively referred to as printed furniture, which may be finished, unfinished, or pre-finished)</i> | |
| Total | 100 % |

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

II-10. Settlement agreements.--

(a) Has your firm, any affiliate of your firm, or any representative of your firm, ever made payments (or provided any other form of consideration, including, but not limited to, an exclusive or preferred supplier arrangement), directly or indirectly, to any U.S. producer, or group of U.S. producers, to a representative of either, or to any other entity in connection with an agreement to withdraw a request to initiate, or to avoid a request to initiate, an administrative review by the Department of Commerce of imports subject to the antidumping order on wooden bedroom furniture from China?

- No Yes--Report separately (1) any such payments made in connection with the settlement of an administrative review request where you or an affiliate supplied a domestic producer(s) that either directly or indirectly was party to the settlement, and (2) any such payments where you or an affiliate did not supply a domestic producer that either directly or indirectly was party to the settlement.

| (Value in \$1,000) | | | | | | |
|--|------|------|------|------|------|------|
| Item | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| Purchasers. <i>Please list all firms/entities; use additional pages if necessary.</i> | | | | | | |
| Firm/entity: _____ | | | | | | |
| Rate (percent) ¹ | | | | | | |
| Firm/entity: _____ | | | | | | |
| Rate (percent) | | | | | | |
| Firm/entity: _____ | | | | | | |
| Rate (percent) | | | | | | |
| Other firms. <i>Please list all firms/entities; use additional pages if necessary.</i> | | | | | | |
| Firm/entity: _____ | | | | | | |
| Rate (percent) | | | | | | |
| Firm/entity: _____ | | | | | | |
| Rate (percent) | | | | | | |
| Firm/entity: _____ | | | | | | |
| Rate (percent) | | | | | | |
| ¹ If the settlement you received was not based on a percentage of the value of imports, please indicate on what basis the settlement amounts were calculated: _____ _____ _____ | | | | | | |

(b) Indicate how your settlement funds were paid (direct to the U.S. producer or to the U.S. producer's counsel either by a lump-sum payment, or by some other method).

(c) Please provide details on any form of consideration given other than payment of money.

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

II-11a. **Imports from Subject Chinese Sources.**--Does your firm import wooden bedroom furniture from China other than from Chinese producers Markor International Furniture (Tianjin) Manufacturing Company, Ltd. ("Markor") and Lacquer Craft Manufacturing Co., Ltd. ("Lacquer Craft")?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of wooden bedroom furniture imported from China (excluding Markor and Lacquer Craft) by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA
(excluding imports from Markor and Lacquer Craft)

| Quantity (in pieces), value (in \$1,000) | | | | | | |
|--|---------------|------|------|------|------|------|
| Item | Calendar year | | | | | |
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| Beginning-of-period inventories | | | | | | |
| (quantity) (A) | | | | | | |
| Imports: | | | | | | |
| Quantity (B) | | | | | | |
| Value (C) | | | | | | |
| U.S. shipments (FOB your U.S. point of shipment): | | | | | | |
| Commercial shipments: | | | | | | |
| Quantity (D) | | | | | | |
| Value (E) | | | | | | |
| Internal consumption/company transfers: | | | | | | |
| Quantity (F) | | | | | | |
| Value ¹ (G) | | | | | | |
| Export shipments:² | | | | | | |
| Quantity (H) | | | | | | |
| Value (I) | | | | | | |
| End-of-period inventories | | | | | | |
| (quantity) (J) | | | | | | |
| Channels of distribution: | | | | | | |
| Retail sales by your firm (Value) (K) | | | | | | |
| U.S. shipments to other retailers (Value) (L) | | | | | | |
| U.S. shipments to hospitality & institutions (Value) (M) | | | | | | |
| U.S. shipments to distributors (Value) (N) | | | | | | |
| U.S. shipments to other: _____ (Value) (O) | | | | | | |
| ¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: | | | | | | |
| ² Identify your principal export markets: _____ | | | | | | |

PART II.--TRADE AND RELATED INFORMATION

II-11b. **Imports from Nonsubject Chinese sources**.--Does your firm import wooden bedroom furniture from Chinese firms Markor or Lacquer Craft?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of wooden bedroom furniture imported from Chinese firms Markor and Lacquer Craft by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

(include only imports from Markor and Lacquer Craft)

| Quantity (in pieces), value (in \$1,000) | | | | | | |
|--|---------------|------|------|------|------|------|
| Item | Calendar year | | | | | |
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| Beginning-of-period inventories | | | | | | |
| (quantity) (A) | | | | | | |
| Imports: | | | | | | |
| Quantity (B) | | | | | | |
| Value (C) | | | | | | |
| U.S. shipments (FOB your U.S. point of shipment): | | | | | | |
| Commercial shipments: | | | | | | |
| Quantity (D) | | | | | | |
| Value (E) | | | | | | |
| Internal consumption/company transfers: | | | | | | |
| Quantity (F) | | | | | | |
| Value ¹ (G) | | | | | | |
| Export shipments:² | | | | | | |
| Quantity (H) | | | | | | |
| Value (I) | | | | | | |
| End-of-period inventories | | | | | | |
| (quantity) (J) | | | | | | |
| Channels of distribution: | | | | | | |
| Retail sales by your firm (Value) (K) | | | | | | |
| U.S. shipments to other retailers (Value) (L) | | | | | | |
| U.S. shipments to hospitality & institutions (Value) (M) | | | | | | |
| U.S. shipments to distributors (Value) (N) | | | | | | |
| U.S. shipments to other: _____ (Value) (O) | | | | | | |
| ¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: | | | | | | |
| ² Identify your principal export markets: _____ | | | | | | |

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

II-11c. **Imports from Vietnam**--Does your firm import wooden bedroom furniture from Vietnam?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of wooden bedroom furniture imported from Vietnam by your firm during the specified periods. (See definitions in the instruction booklet.)

VIETNAM

| Quantity (in pieces), value (in \$1,000) | | | | | | |
|--|---------------|------|------|------|------|------|
| Item | Calendar year | | | | | |
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| Beginning-of-period inventories | | | | | | |
| (quantity) (A) | | | | | | |
| Imports: | | | | | | |
| Quantity (B) | | | | | | |
| Value (C) | | | | | | |
| U.S. shipments (FOB your U.S. point of shipment): | | | | | | |
| Commercial shipments: | | | | | | |
| Quantity (D) | | | | | | |
| Value (E) | | | | | | |
| Internal consumption/company transfers: | | | | | | |
| Quantity (F) | | | | | | |
| Value ¹ (G) | | | | | | |
| Export shipments:² | | | | | | |
| Quantity (H) | | | | | | |
| Value (I) | | | | | | |
| End-of-period inventories | | | | | | |
| (quantity) (J) | | | | | | |
| Channels of distribution: | | | | | | |
| Retail sales by your firm (Value) (K) | | | | | | |
| U.S. shipments to other retailers (Value) (L) | | | | | | |
| U.S. shipments to hospitality & institutions (Value) (M) | | | | | | |
| U.S. shipments to distributors (Value) (N) | | | | | | |
| U.S. shipments to other: _____ (Value) (O) | | | | | | |
| ¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: | | | | | | |
| ² Identify your principal export markets: _____ | | | | | | |

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

II-11d. **Imports from All Other Sources.**--Does your firm import wooden bedroom furniture from countries other than China and Vietnam?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of wooden bedroom furniture imported from countries other than China and Vietnam by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES¹
(countries other than China and Vietnam)

| Quantity (in pieces), value (in \$1,000) | | | | | | |
|--|---------------|------|------|------|------|------|
| Item | Calendar year | | | | | |
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| Beginning-of-period inventories | | | | | | |
| (quantity) (A) | | | | | | |
| Imports: | | | | | | |
| Quantity (B) | | | | | | |
| Value (C) | | | | | | |
| U.S. shipments (FOB your U.S. point of shipment): | | | | | | |
| Commercial shipments: | | | | | | |
| Quantity (D) | | | | | | |
| Value (E) | | | | | | |
| Internal consumption/company transfers: | | | | | | |
| Quantity (F) | | | | | | |
| Value ² (G) | | | | | | |
| Export shipments:³ | | | | | | |
| Quantity (H) | | | | | | |
| Value (I) | | | | | | |
| End-of-period inventories | | | | | | |
| (quantity) (J) | | | | | | |
| Channels of distribution: | | | | | | |
| Retail sales by your firm (Value) (K) | | | | | | |
| U.S. shipments to other retailers (Value) (L) | | | | | | |
| U.S. shipments to hospitality & institutions (Value) (M) | | | | | | |
| U.S. shipments to distributors (Value) (N) | | | | | | |
| U.S. shipments to other: _____ (Value) (O) | | | | | | |

¹ Identify the country(ies) of origin: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:

³ Identify your principal export markets: _____

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

II-12. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-11 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile? Yes No--(Please explain: _____)

$D + F = K + L + M + N + O$

Do these data reconcile? Yes No--(Please explain: _____)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2004 should equal line B of year 2005). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-13. Since 2004, has your firm imported wooden bedroom furniture parts from China for the purpose of assembling completed pieces of wooden bedroom furniture in the United States?

No Yes—Provide the quantity (in pieces) and value of all wooden bedroom furniture parts imported during each full year since 2004.

- II-14. **Effect of order.--**Describe the significance of the existing antidumping duty order covering imports of wooden bedroom furniture from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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

II-15. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of wooden bedroom furniture in the future if the antidumping duty order on wooden bedroom furniture from China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, John.Benedetto@usitc.gov)

III-1. **Contact information (Price)**--Who should be contacted regarding the requested pricing and related information?

Company contact:

()

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers from January 2004-December 2009 of two of the following four products you imported from China, **NOT INCLUDING PRODUCT IMPORTED FROM MARKOR AND LACQUER CRAFT.**

If you are a distributor and the products are imported and resold, please check the box for "sales" and report your quarterly **f.o.b. SALES** price data for the pricing products below. If you are a retailer, please check the box for "purchases" and report your quarterly **delivered PURCHASE** price data.

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

Report separately for the two largest (by 2009 value) specified wooden bedroom furniture products for the periods requested on the following pages.

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.

Please note that total dollar values for sales price data should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs, and dollar values for purchase price data should be landed duty-paid. Total dollar values for SALES price data should reflect the *final net* amount paid to you (i.e., should be net of all discounts, allowances, rebates, prepaid freight, and the value of returned goods), and total dollar values for PURCHASE values should reflect the final net amount paid by you. See instruction booklet.

PART III.--PRICING AND MARKET FACTORS--Continued

PRODUCT 1: LOUIS PHILIPPE STYLE WOODEN BEDROOM FURNITURE SUITE

Product 1-A.--Queen-size Louis Philippe Style Sleigh Bed (Wooden Side Rails; no all solid hardwood Headboards or Footboards):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 full-size (4 feet-six inches) and/or queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 175 pounds total (**uncartoned and unpacked**).

Product 1-B.--Queen-size Louis Philippe Style Sleigh Bed (Wooden Side Rails; all solid hardwood Headboards and Footboards):²

- (1) Panel sleigh headboard and panel sleigh footboard, made with either flat or curved panels, and wooden side rails;
- (2) Constructed of all hardwood solids, 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 full-size (4 feet-six inches) and/or queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 175 pounds total (**uncartoned and unpacked**).

Product 1-C.--Louis Philippe Style Dresser (6-9 drawers; no all solid hardwood Dressers):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) Height ranging from 35.0-42.0 inches and width ranging from 60.0-69.0 inches.

Product 1-D.--Louis Philippe Style Dresser (6-9 drawers; all solid hardwood Dressers):

- (1) Constructed of all hardwood solids (although interior drawer parts and back panels need not be hardwood solids);
- (2) Height ranging from 35.0-42.0 inches and width ranging from 60.0-69.0 inches.

Product 1-E.--Mirrors Sold with above Louis Philippe Style Dressers:

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

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.

² Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

Product 1-F.-Louis Philippe Style Two and Three Drawer Nightstands (no Doors; no all solid hardwood Nightstands):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands;
- (2) Height ranging from 23.0-30.0 inches and width ranging from 24.0-32.0 inches.

Product 1-G.-Louis Philippe Style Two and Three Drawer Nightstands (no Doors; all solid hardwood Nightstands):

- (1) Constructed of all hardwood solids (although interior drawer parts and back panels need not be hardwood solids);
- (2) Height ranging from 23.0-29.0 inches and width ranging from 24.0-32.0 inches.

PRODUCT 2: MISSION STYLE WOODEN BEDROOM FURNITURE SUITE

Product 2-A.-Queen-size Mission Style Slat Bed (with Wooden Side Rails; no all solid hardwood Headboards or Footboards):³

- (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, no all solid hardwood headboards or footboards, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, including headboards and footboards designed to accommodate full-size (4 feet-six inches) and/or queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 175 pounds total (**uncartoned and unpacked**).

Product 2-B.-Queen-size Mission Style Slat Bed (with Wooden Side Rails; all solid hardwood Headboards and Footboards):⁴

- (1) Slat headboard, slat footboard, and wooden side rails;
- (2) Constructed of all hardwood solids, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, including headboards and footboards designed to accommodate full-size (4 feet-six inches) and/or queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 175 pounds total (**uncartoned and unpacked**).

³ 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.

⁴ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

Product 2-C.-Mission Style Dresser (8-10 drawers-no doors OR 6-8 drawers and 1 or 2 doors; no all solid hardwood Dressers):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) Height ranging from 36-47 inches and width ranging from 62-72 inches.

Product 2-D.-Mission Style Dresser (8-10 drawers-no doors OR 6-8 drawers and 1 or 2 doors; all solid hardwood Dressers):

- (1) Constructed of all hardwood solids (although interior drawer parts and back panels need not be hardwood solids);
- (2) **Height ranging from 36-47 inches and width ranging from 62-72 inches.**

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

- (1) Include all mirrors sold with the above Mission Style dressers.

Product 2-F.-Mission Style Two and Three Drawer Nightstands (no Doors; no all solid hardwood Nightstands):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands;
- (2) Height ranging from 22.5-30.0 inches.

Product 2-G.-Mission Style Two and Three Drawer Nightstands (no Doors; all solid hardwood Nightstands):

- (3) Constructed of all hardwood solids (although interior drawer parts and back panels need not be hardwood solids);
- (4) Height ranging from 22.5-30.0 inches.

PRODUCT 3: WHITE COTTAGE STYLE WOODEN BEDROOM FURNITURE SUITE

Product 3-A.-Queen-size White Cottage Style Bed (Wooden Side Rails; no all solid hardwood Headboards or Footboards):⁵

- (1) Panel headboard, panel footboard, 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 full-size (4 feet-six inches) and/or 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 200 pounds total **(uncartoned and unpacked).**

⁵ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

Product 3-B.--Queen-size White Cottage Style Bed (Wooden Side Rails; all solid hardwood Headboards and Footboards):⁶

- (1) Panel headboard, panel footboard, and wooden side rails;
- (2) Constructed of all hardwood solids, 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 full-size (4 feet-six inches) and/or 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 200 pounds total (uncartoned and unpacked).

Product 3-C.--White Cottage Style Dresser (no all solid hardwood Dressers):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) Height ranging from 35.0-46.0 inches and width ranging from 56.0-66.0 inches.

Product 3-D.--White Cottage Style Dresser (all solid hardwood Dressers):

- (1) Constructed of all hardwood solids (although interior drawer parts and back panels need not be hardwood solids);
- (2) Height ranging from 35.0-46.0 inches and width ranging from 56.0-66.0 inches.

Product 3-E.--Mirrors Sold with above White Cottage Style Dressers:

- (1) Include all mirrors sold with above White Cottage Style dressers.

Product 3-F.--White Cottage Style One and Two Drawer Nightstands (no Doors; no all solid hardwood Nightstands):

- (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 22.0-29.0 inches.

Product 3-G.--White Cottage Style One and Two Drawer Nightstands (no Doors; all solid hardwood Nightstands):

- (1) Constructed of all hardwood solids (although interior drawer parts and back panels need not be hardwood solids);
- (2) Height ranging from 23.0-29.0 inches and width ranging from 22.0-29.0 inches.

⁶ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

PRODUCT 4: TRADITIONAL CARVED STYLE WOODEN BEDROOM FURNITURE SUITE

Product 4-A.--Queen-size Traditional Carved Style Low Post Bed:⁷

- (1) Carved post from 6 to 8 inches in diameter;
- (2) Carved crown molding and carved finials made of wood solids and veneers; and
- (3) Rails made of plywood and veneer made for use with queen style bedding

Product 4-B.--Queen-size Traditional Carved Style High Post Canopy Bed:⁸

- (1) Carved post from 6 to 8 inches in diameter;
- (2) Carved crown molding and carved finials made of wood solids and veneers;
- (3) Canopy made of wood; and
- (4) Posts from 76 to 86 inches high.

Product 4-C.-- Traditional Carved Style Dresser (6-9 Drawers):

- (1) 66 to 72 inches wide, 36 to 44 inches high; and
- (2) With carved pilasters and shaped fronts made of veneer, particle board, and wood solids.

Product 4-D.-- Mirrors sold with above Traditional Carved Style Dressers:

- (1) Include all mirrors sold with above Traditional Carved Style dressers

Product 4-E.-- Traditional Carved Style Three Drawer Nightstands:

- (1) Carved pilasters and shaped fronts; and
- (2) 24 to 26 inches wide and 24 to 30 inches high

⁷ 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.

⁸ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm. Please indicate whether data are for sales or purchases.

Sales data

Purchase data

CHINA

| (Quantity in pieces, value in dollars) | | | | |
|---|--------------------|--------------|--------------------|--------------|
| Period of shipment | Product 1-A | | Product 1-B | |
| | Quantity | Value | Quantity | Value |
| 2004: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2005: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2006: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2007: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1-A: _____

Product 1-B: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**—Continued

Sales data

Purchase data

CHINA

| (Quantity in pieces, value in dollars) | | | | |
|--|-------------|-------|-------------|-------|
| Period of shipment | Product 1-C | | Product 1-D | |
| | Quantity | Value | Quantity | Value |
| 2004: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2005: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2006: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2007: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1-C: _____

Product 1-D: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**—Continued

Sales data

Purchase data

CHINA

| <i>(Quantity in pieces, value in dollars)</i> | | | | | | |
|---|-------------|-------|-------------|-------|-------------|-------|
| Period of shipment | Product 1-E | | Product 1-F | | Product 1-G | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| 2004: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2005: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2006: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2007: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2008: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2009: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1-E: _____
 Product 1-F: _____
 Product 1-G: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**—Continued

Sales data

Purchase data

CHINA

| <i>(Quantity in pieces, value in dollars)</i> | | | | |
|---|-------------|-------|-------------|-------|
| Period of shipment | Product 2-A | | Product 2-B | |
| | Quantity | Value | Quantity | Value |
| 2004: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2005: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2006: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2007: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

¹ For sales data, please provide net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (*i.e.*, gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 2-A: _____

Product 2-B: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. Price data (China).--Continued

Sales data

Purchase data

CHINA

| (Quantity in pieces, value in dollars) | | | | |
|--|-------------|-------|-------------|-------|
| Period of shipment | Product 2-C | | Product 2-D | |
| | Quantity | Value | Quantity | Value |
| 2004: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2005: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2006: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2007: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 2-C: _____

Product 2-D: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**—Continued

Sales data

Purchase data

CHINA

| <i>(Quantity in pieces, value in dollars)</i> | | | | | | |
|---|-------------|-------|-------------|-------|-------------|-------|
| Period of shipment | Product 2-E | | Product 2-F | | Product 2-G | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| 2004: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2005: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2006: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2007: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2008: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2009: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 2-E: _____
 Product 2-F: _____
 Product 2-G: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**—Continued

Sales data

Purchase data

CHINA

| (Quantity in pieces, value in dollars) | | | | |
|--|-------------|-------|-------------|-------|
| Period of shipment | Product 3-A | | Product 3-B | |
| | Quantity | Value | Quantity | Value |
| 2004: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2005: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2006: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2007: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3-A: _____

Product 3-B: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**--Continued

Sales data

Purchase data

CHINA

| (Quantity in pieces, value in dollars) | | | | |
|--|-------------|-------|-------------|-------|
| Period of shipment | Product 3-C | | Product 3-D | |
| | Quantity | Value | Quantity | Value |
| 2004: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2005: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2006: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2007: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3-C: _____

Product 3-D: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**—Continued

Sales data

Purchase data

CHINA

| <i>(Quantity in pieces, value in dollars)</i> | | | | | | |
|---|-------------|-------|-------------|-------|-------------|-------|
| Period of shipment | Product 3-E | | Product 3-F | | Product 3-G | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| 2004: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2005: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2006: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2007: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2008: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2009: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3-E: _____
 Product 3-F: _____
 Product 3-G: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**—Continued

Sales data

Purchase data

CHINA

| <i>(Quantity in pieces, value in dollars)</i> | | | | |
|---|-------------|-------|-------------|-------|
| Period of shipment | Product 4-A | | Product 4-B | |
| | Quantity | Value | Quantity | Value |
| 2004: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2005: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2006: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2007: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

¹ For sales data, please provide net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (*i.e.*, gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 4-A: _____

Product 4-B: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**—Continued

Sales data

Purchase data

CHINA

| <i>(Quantity in pieces, value in dollars)</i> | | | | | | |
|---|-------------|-------|-------------|-------|-------------|-------|
| Period of shipment | Product 4-C | | Product 4-D | | Product 4-E | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| 2004: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2005: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2006: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2007: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2008: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2009: | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |

¹ For sales data, please provide net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For purchase data, please provide net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 4-C: _____
 Product 4-D: _____
 Product 4-E: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-3. **Price setting.--** How does your firm determine the prices that it charges for sales of wooden bedroom furniture (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- Transaction by transaction Contracts Set price lists
- Other--Please describe: _____
- _____
- _____

III-4. **Discount policy.--** Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts Annual total volume discounts No discount policy
- Other--Please describe: _____
- _____
- _____

III-5. **Pricing terms for wooden bedroom furniture.--**

- (a) What are your firm's typical sales terms for its imported wooden bedroom furniture (e.g., 2/10 net 30 days)? _____.
- (b) On what basis are your prices of imported wooden bedroom furniture usually quoted? (check one)
- F.o.b.--Please specify point: _____ Delivered

III-6. **Contract versus spot.--** Approximately what share of your firm's sales of its imported wooden bedroom furniture in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

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

PART III.--PRICING AND MARKET FACTORS--Continued

III-7. **Long-term contract provisions.**--If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet-or-release provision? Yes No

III-8. **Short-term contract provisions.**--If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet-or-release provision? Yes No

III-9. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of wooden bedroom furniture?

| <u>Source</u> | <u>Share of sales, 2009</u> | <u>Lead time</u> |
|---------------------------------------|---------------------------------|------------------|
| From your firm's inventory | _____ | _____ |
| From foreign manufacturers' inventory | _____ | _____ |
| Produced to order | _____ | _____ |
| Total | 100 % | |

III-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of wooden bedroom furniture that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your point of importation () or storage facility () (check one, then provide the percentages)? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent. Be sure to check one of the two options for measurement.

PART III.--PRICING AND MARKET FACTORS--Continued

III-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of wooden bedroom furniture imported from any source? (check all that apply)

| Geographic area | √ if applicable |
|---|--------------------------|
| Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT. | <input type="checkbox"/> |
| Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI. | <input type="checkbox"/> |
| Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV. | <input type="checkbox"/> |
| Central Southwest. --AR, LA, OK, and TX. | <input type="checkbox"/> |
| Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY. | <input type="checkbox"/> |
| Pacific Coast. --CA, OR, and WA. | <input type="checkbox"/> |
| Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others. | <input type="checkbox"/> |

III-12. **End uses.**--Describe the end uses (e.g., residential, rental, hospitality, etc.) of the wooden bedroom furniture that you import from China. For each end-use product, what percentage of the total cost is accounted for by wooden bedroom furniture?

| <u>End use</u> | <u>Share of total cost of end product (percent)</u> |
|----------------|---|
| _____ | _____ |
| _____ | _____ |

III-13. **Substitutes.**--Please list in order of importance any products that may be substituted for wooden bedroom furniture. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for wooden bedroom furniture, and to what degree, and the length of any time lag of such an effect.

| Substitute | Description | Have changes in the prices of this substitute affected the price for wooden bedroom furniture? |
|------------|-------------|--|
| 1. | | <input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____ |
| 2. | | <input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____ |
| 3. | | <input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____ |

PART III.--PRICING AND MARKET FACTORS--Continued

III-14. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for wooden bedroom furniture since 2004?

- No Yes--Please explain.

III-15. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for wooden bedroom furniture in the future?

- No Yes--Please describe and provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-16. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for wooden bedroom furniture since 2004? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-17. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of 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 wooden bedroom furniture in the U.S. market since 2004?

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

PART III.--PRICING AND MARKET FACTORS--Continued

III-18. Availability of "subject" import supply.--

(a) Do you anticipate any changes in terms of the availability of wooden bedroom furniture imported from China in the U.S. market in the future?

- Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-19. Availability of "nonsubject" import supply.--Has the availability of NONSUBJECT wooden bedroom furniture (*i.e.*, wooden bedroom furniture imported from countries other than China) changed since 2004?

- No Yes--Please explain.

III-20. Export constraints.--Describe how easily your firm can shift its sales of wooden bedroom furniture between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints 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. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

III-21. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of wooden bedroom furniture since 2004?

No Yes--Please describe and quantify if possible.

III-22. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of wooden bedroom furniture in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

No Yes--Please identify, including the time period.

III-23. **Demand trends.**--

(a) How has the demand within the United States for wooden bedroom furniture changed since January 1, 2004? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for wooden bedroom furniture changed since January 1, 2004? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

PART III.--PRICING AND MARKET FACTORS--Continued

III-24. Anticipated demand trends.--

(a) How do you anticipate demand will change within the United States for wooden bedroom furniture in the future? What principal factors will affect these changes in demand?

- Increase No Change Decrease Fluctuate

(b) How do you anticipate demand will change outside the United States for wooden bedroom furniture to in the future? What principal factors will affect these changes in demand?

- Increase No Change Decrease Fluctuate

III-25. **Price comparisons.**--Please compare market prices of wooden bedroom furniture in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-26. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss wooden bedroom furniture supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 2004 to the present and forecasts for the future.

PART III.--PRICING AND MARKET FACTORS--Continued

III-29. a) Are there certain types/styles of wooden bedroom furniture imported from China that are not produced in the United States? Yes No If yes, identify these products, explain if your firm imports such products, and identify the use(s)—residential, hospitality, rental, etc.

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

III-30. a) Does your firm sell wooden bedroom furniture under any brand names? Yes No

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

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

III-31. If your firm sells wooden bedroom furniture as a suite, are all the pieces of your suites produced in the same country (e.g., all pieces produced in the United States or all pieces produced in China)?

Yes No

PART III.--PRICING AND MARKET FACTORS--Continued

III-32. a) Does your firm generally sell wooden bedroom furniture as separate pieces or as suites?

b) Please estimate the percentage of your firm's sales of wooden bedroom furniture in 2009 that was made as separate pieces or as suites. (Note: If this percentage has changed since 2004, please note this in your response, indicating how and why it has changed).

| | |
|----------------|-------|
| Sold as pieces | _____ |
| Sold as suites | _____ |
| | 100 % |

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

d) Please estimate the percentage of the value of your firm's sales of wooden bedroom furniture in 2009 that was based on prices that were negotiated on a piece basis and those that were based on a suite basis.

| | |
|-------------------------|-------|
| Priced on a piece basis | _____ |
| Priced on a suite basis | _____ |

PART III.--PRICING AND MARKET FACTORS--Continued

III-33. How have imports of wooden bedroom furniture from Vietnam affected the U.S. market for wooden bedroom furniture? If possible, please address issues of price, competition with U.S. and other imported product, and U.S. consumption, as well as any other relevant issues.

III-34. How often is wooden bedroom furniture made of solid wood and that made of other materials (e.g., particle board) interchangeable?

- Always Usually Sometimes Never

Please compare wooden bedroom furniture made of solid wood and that made of other materials (e.g., particle board) in terms of demand, price, and customers.

PART III.--PRICING AND MARKET FACTORS--Continued

III-35 (a) If you sell queen size beds (or headboards, footboards, and side rails that, taken together, form a queen size bed) produced in China (other than by Markor or Lacquer Craft), please indicate the total value of such beds that you sold to your customers in 2009 in each of the following price ranges:

| | | | |
|----------------|-------|---------------|-------|
| \$ 0-\$ 100 | _____ | \$ 101-\$ 150 | _____ |
| \$ 151-\$ 200 | _____ | \$ 201-\$ 250 | _____ |
| \$ 251-\$ 300 | _____ | \$ 301-\$ 350 | _____ |
| \$ 351-\$ 400 | _____ | \$ 401-\$ 450 | _____ |
| \$ 451-\$ 500 | _____ | \$ 501-\$ 550 | _____ |
| \$ 551-\$ 600 | _____ | \$ 601-\$ 650 | _____ |
| \$ 651-\$ 700 | _____ | \$ 701-\$ 750 | _____ |
| \$ 751-\$ 800 | _____ | \$ 801-\$ 850 | _____ |
| \$ 851-\$ 900 | _____ | \$ 901-\$ 950 | _____ |
| \$ 951-\$1,000 | _____ | over \$1,000 | _____ |

(b) If you sell 6-9 drawer dressers produced in China (other than by Markor or Lacquer Craft), please indicate the total value of such dressers that you sold to your customers in 2009 in each of the following price ranges:

| | | | |
|----------------|-------|---------------|-------|
| \$ 0-\$ 100 | _____ | \$ 101-\$ 150 | _____ |
| \$ 151-\$ 200 | _____ | \$ 201-\$ 250 | _____ |
| \$ 251-\$ 300 | _____ | \$ 301-\$ 350 | _____ |
| \$ 351-\$ 400 | _____ | \$ 401-\$ 450 | _____ |
| \$ 451-\$ 500 | _____ | \$ 501-\$ 550 | _____ |
| \$ 551-\$ 600 | _____ | \$ 601-\$ 650 | _____ |
| \$ 651-\$ 700 | _____ | \$ 701-\$ 750 | _____ |
| \$ 751-\$ 800 | _____ | \$ 801-\$ 850 | _____ |
| \$ 851-\$ 900 | _____ | \$ 901-\$ 950 | _____ |
| \$ 951-\$1,000 | _____ | over \$1,000 | _____ |