

**U.S. IMPORTERS' QUESTIONNAIRE**

**WOVEN ELECTRIC BLANKETS FROM CHINA**

**This questionnaire must be received by the Commission by no later than May 3, 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 antidumping investigation concerning woven electric blankets ("WEBs") from China (inv. No. 731-TA-1163 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm imported either WEBs, woven shells, or knit electric blankets (as defined in the instruction booklet) from any country at any time since January 1, 2007?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By 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 investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

*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.*

_____ <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. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_hours \_\_\_\_\_dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

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

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I-3. Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information

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

**PART I.--GENERAL INFORMATION--Continued**

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

- No                       Yes--List the following information

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

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

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

I-6. Please indicate the nature of your firm's importing operations on WEBs. 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.

I-7. If your firm is an importer of record of WEBs 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

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

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

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

No             Yes

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

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Joshua Kaplan (202-205-3184, joshua.kaplan@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 number 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; or any other change in the character of your operations or organization relating to the importation of WEBs since January 1, 2007?

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

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

II-3. Has your firm imported or arranged for the importation of WEBs for delivery after December 31, 2009?

No       Yes--Indicate when such orders are to be delivered and the quantities involved (in *units*).

<u>Period/Source</u>	<u>Jan.-Mar. 2010</u>	<u>Apr.-June 2010</u>	<u>July-Sept. 2010</u>	<u>Oct-Dec. 2010</u>
China	_____	_____	_____	_____
Other sources	_____	_____	_____	_____

II-4. If your firm also produces WEBs 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-5. Under what subheading or statistical reporting numbers of the Harmonized Tariff Schedule of the United States have you imported WEBs since January 1, 2007? HTS numbers (ranked in order of value of imports of WEBs)

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II-6. Please provide the approximate quantity, in units, of WEBs that were returned to your company during the January-March 2010 period. \_\_\_\_\_

II-7. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of WEBs from China because of the filing of the petition in this investigation?

- No                       Yes--Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from China, also indicating whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) product produced in the United States and/or imported from nonsubject countries.

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II-8. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of WEBs from China because of the Department of Commerce's preliminary determination of sales at less than fair value?

- No                       Yes--Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from China, also indicating whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) such products produced in the United States and/or imported from nonsubject countries.

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II-9. Please indicate, in order of importance, what you believe have been the principal reasons for any changes in U.S. imports of WEBs from China since January 1, 2007.

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

II-10. **IMPORTS OF FINISHED WEBs FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of finished WEBs imported from **China** by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in units), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity)			
<b>Returns</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____			
<sup>2</sup> 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 of the periods noted above: _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, plus returns, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-11. **IMPORTS OF FINISHED WEBs FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of finished WEBs imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED (INCLUDING HONG KONG)**

Quantity (in units), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity)			
<b>Returns</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____ _____			
<sup>2</sup> 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 of the periods noted above: _____ _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, plus returns, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			



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

II-12. **IMPORTS OF SEMIFINISHED AND UNASSEMBLED WEBs FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of semifinished and unassembled WEBs imported from **China** by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in units), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity)			
<b>Returns</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____			
<sup>2</sup> 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 of the periods noted above: _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, plus returns, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-13. **IMPORTS OF SEMIFINISHED AND UNASSEMBLED WEBs FROM ALL OTHER SOURCES.**—Report your firm's imports and your firm's shipments and inventories of semifinished and unassembled WEBs imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED (INCLUDING HONG KONG)**

Quantity (in units), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity)			
<b>Returns</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____ _____			
<sup>2</sup> 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 of the periods noted above: _____ _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, plus returns, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-14. **IMPORTS OF KNIT ELECTRIC BLANKETS FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of knit electric blankets imported from **China** by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in units), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity)			
<b>Returns</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____			
<sup>2</sup> 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 of the periods noted above: _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, plus returns, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-15. **IMPORTS OF KNIT ELECTRIC BLANKETS FROM ALL OTHER SOURCES.**—Report your firm's imports and your firm's shipments and inventories of knit electric blankets imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED (INCLUDING HONG KONG)**

Quantity (in units), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity)			
<b>Returns</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____ _____			
<sup>2</sup> 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 of the periods noted above: _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, plus returns, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-16. **IMPORTS OF WOVEN SHELLS FROM CHINA.**—Report your imports of woven shells from China by your firm during the specified periods. (See definitions in the instruction booklet.)

Quantity (in units), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Imports:<sup>1</sup></b>			
Quantity of imports			
Value of imports			
<sup>1</sup> Please identify the sources and foreign producers, if known:			
_____			
_____			

II-17. **IMPORTS OF WOVEN SHELLS FROM ALL OTHER SOURCES.**—Report your imports of woven shells from all other sources by your firm during the specified periods. (See definitions in the instruction booklet.)

Quantity (in units), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Imports:<sup>1</sup></b>			
Quantity of imports			
Value of imports			
<sup>1</sup> Please identify the sources and foreign producers, if known:			
_____			
_____			

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

Further information on this part of the questionnaire can be obtained from Joshua Levy (202-205-3236, joshua.levy@usitc.gov)

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

Company contact:

\_\_\_\_\_

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

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data concerning your firm's U.S. commercial shipments to unrelated customers of the following WEB products imported from China during January 2007 to March 2010. If you are a distributor and the products are imported and resold as WEBs, please fill out question III-2a and report your quarterly **f.o.b. SALES** price data for the pricing products below. If you are a retailer, please fill out question III-2b and report your quarterly **delivered PURCHASE** price data;

**Product 1.—100% synthetic woven electric blanket, Twin size**

**Product 2.—100% synthetic woven electric blanket, Queen size**

**Product 3.—Blend of synthetic and natural fibers woven electric blanket, Twin size**

**Product 4.—Blend of synthetic and natural fibers woven electric blanket, Queen size**

**For question III-2a, please note that total dollar SALES values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods). See instruction booklet.**

**For question III-2b, please note that total dollar PURCHASE values should be delivered to your U.S. facility. Total dollar values should reflect the FINAL NET amount paid by you (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods). See instruction booklet.**

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

III-2a. Report below your quarterly SALES price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm to unrelated U.S. customers.

**CHINA**

Quantity (in units) and value (in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2007:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2008:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2009:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2010:</b>				
Jan-Mar				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2007:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2008:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2009:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2010:</b>				
Jan-Mar				

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

III-2b. Report below your quarterly **PURCHASE** price data<sup>1</sup> for pricing products<sup>2</sup> imported from China by your firm.

**CHINA**

Quantity (in units) and value (in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2007:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2008:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2009:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2010:</b>				
Jan-Mar				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2007:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2008:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2009:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2010:</b>				
Jan-Mar				

<sup>1</sup> Net values (i.e., gross purchase values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), landed-duty paid.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.



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

III-3. Please describe how your firm determines the prices that it charges for sales of WEBs (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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

- Quantity discounts                       Annual total volume discounts                       Warranty returns
- End of season markdown                       Specific discount promotion (e.g., Thanksgiving promotion)
- No discount policy
- Other--Please describe: \_\_\_\_\_

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III-5. For each of the following types of incentive programs offered by your firm since January 1, 2007, please provide a description of the program(s) and estimates of the total value and per unit (WEBs) cost of the incentive program(s).

(a) WEB-specific incentives (e.g., buy-backs): \_\_\_\_\_

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(b) Customer-wide allowances: \_\_\_\_\_

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(c) Co-op advertising: \_\_\_\_\_

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

III-6. What are your firm's typical sales terms for WEBs imported from China (e.g., 2/10 net 30 days)? \_\_\_\_\_ . On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_ .

III-7. (a) Does your firm arrange for imports of WEBs to be drop-shipped through another U.S. importer of WEBs to your domestic location?

No       Yes-- Please estimate the share of your firms' 2009 WEB purchases that were drop-shipped. \_\_\_\_\_ %

(b) Does your firm arrange for WEB imports directly with the Chinese exporters to your domestic location?

No       Yes

(c) If yes, are the export logistics handled by the exporting firm?

No       Yes

(d) Do(es) the same personnel/department in your firm arrange for WEB imports as well as the importation of other products?

No       Yes

III-8. **Does your firm incur additional transaction costs** when it imports Chinese WEBs directly compared to when it purchases imported Chinese WEBs from a U.S. importer?

No       Yes--Please estimate the share of the landed-duty paid cost of your firm's WEB imports in 2009 accounted for by the following factors:

(a)                      Logistical support and coordination for the shipment of WEBs for imports on the Chinese side. \_\_\_\_\_ %

(b)                      Logistical support and coordination for the shipment of WEBs for imports on the U.S. side. \_\_\_\_\_ %

(c)                      Additional inventory carrying costs for WEB imports. \_\_\_\_\_ %

(d)                      Cost of quality control monitoring for WEB imports. \_\_\_\_\_ %

(e)                      Hedging of exchange rate risk for WEB imports. \_\_\_\_\_ %

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

(f) Other factors (please list \_\_\_\_\_).  
\_\_\_\_\_ %

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

III-9. **Does your firm realize transaction cost savings** by importing Chinese WEBs directly compared to purchasing imported Chinese WEBs from a U.S. importer?

No                       Yes--Please estimate the cost savings realized by your firm for the following factors, as a share of the landed-duty paid cost of your firm's WEB imports in 2009:

- (a) Chinese export logistical structure already in place. \_\_\_\_\_%
- (b) Transport economies of scale. \_\_\_\_\_%
- (c) Other factors (please list \_\_\_\_\_).  
\_\_\_\_\_%

III-10. Approximately what share of your firm's sales of its WEBs imported from China in 2009 was on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

III-11. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

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

III-12. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-13. What is the average lead time between a customer's order and the date of delivery for your firm's sales of WEBs?

<u>Source</u>	<u>Share of sales,</u> <u>2009</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	_____

III-14. (a) What is the approximate percentage of the total delivered cost of WEBs 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  Purchaser

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-15. What is the geographic market area in the United States served by your firm's WEBs? (check all that apply)

- Northeast  Mid-Atlantic  Midwest  Southeast
- Southwest  Rocky Mountains  West Coast  Northwest
- National  Other (describe: \_\_\_\_\_)

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

III-16. (a) Can other products be substituted for WEBS?

No             Yes--Please list these substitute products in order of importance.

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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

(c) Have changes in the prices of these products affected the price for WEBS?

No             Yes--To what degree do changes in their prices affect the price for WEBS? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does the time lag vary by type of WEB or final end use?

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

III-17. a) How has the demand within the United States for WEBS changed, if at all, since January 1, 2007?

Increased             No change             Decreased             Fluctuated

What principal factors affect changes in demand?

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

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

III-17. b) How has the demand outside of the United States for WEBs changed, if at all, since January 1, 2007?

- Increased       No change       Decreased       Fluctuated

What principal factors affect changes in demand?

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III-18. Have there been any significant changes in the product range or marketing of WEBs since January 1, 2007?

- No       Yes-- Please describe.

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III-19. (a) Is the WEB market subject to business cycles or conditions of competition (including seasonal business) distinctive to WEBs?

- No (skip to question IV-19.)       Yes-- Please describe below and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition distinctive to WEBs since January 1, 2007?

- No       Yes-- Please describe.

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

III-20. Has your firm refused, declined, or been unable to supply WEBs since January 1, 2007 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, inability to meet timely shipment commitments, etc.)?

No             Yes-- Please describe.

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III-21. Please describe any trends in the prices of raw materials used to produce WEBs and whether your firm expects these trends to continue.

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

III-24. Please identify below the names and addresses of your firm's 10 largest customers for WEBs during 2007-2009. Please also provide the name and telephone number of a contact person at each customer and each customer's share of your firm's total shipments of WEBs from China, by quantity, in 2009.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2009 shipments (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					