

U.S. IMPORTERS' QUESTIONNAIRE

UNCOVERED INNERSPRING UNITS FROM CHINA, SOUTH AFRICA, AND VIETNAM

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

See 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 investigations concerning **uncovered innerspring units (innersprings)** from China, South Africa, and Vietnam (Inv. Nos. 731-TA-1140-1142 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported innersprings (as defined in the instruction booklet) from any country at any time since January 1, 2005?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</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 these investigations 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 these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>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 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

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

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

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

No Yes--List the following information

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

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information

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

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

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

I-6. Please indicate the nature of your firm's importing operations on innersprings. 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 innersprings 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 innersprings 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 innersprings under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to these investigations 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 **Jennifer Merrill (202-205-3188 or jennifer.merrill@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 innersprings since January 1, 2005?

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 innersprings from China, South Africa and/or Vietnam for delivery after June 30, 2008?

No Yes--Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces innersprings 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. If your firm is the **importer of record**, please indicate which of the following HTS statistical reporting numbers your firm used at the time of entry to classify innersprings since January 1, 2005.

9404.29.9010 9404.10.0000 7320.20.5010 7320.90.5010 7326.20.0070

Other: _____

II-6. Has your firm changed the HTS statistical reporting number used to classify innersprings since January 1, 2005?

No Yes-- Please identify the HTS number(s) used before the change, the subsequent number used, and the approximate date on which the change was made.

II-7. Has your firm performed any further processing or assembly of innersprings after importation since January 1, 2005?

No Yes--Please describe the post importation operations performed by your firm.

II-8. Has your firm imported mattress boxsprings/foundations from China, South Africa, and/or Vietnam since January 1, 2005?

No Yes--Please indicate the source(s) such imports.

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

II-9 Has your firm imported individual innerspring coils from China, South Africa, and/or Vietnam since January 1, 2005?

No Yes--Please indicate the source(s) such imports.

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

II-9. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of innersprings imported from **CHINA** by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Please indicate applicable HTS statistical reporting numbers used for these data:

9404.29.9010 9404.10.0000 7320.20.5010 7320.90.5010 7326.20.0070

Other: _____

Quantity (in 1,000 units), value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
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 2005, 2006, and 2007 below: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports 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-10. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of innersprings imported from **SOUTH AFRICA** by your firm during the specified periods. (See definitions in the instruction booklet.)

SOUTH AFRICA

Please indicate applicable HTS statistical reporting numbers used for these data:

9404.29.9010 9404.10.0000 7320.20.5010 7320.90.5010 7326.20.0070

Other: _____

Quantity (in 1,000 units), value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____					
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 2005, 2006, and 2007 below: _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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 FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of innersprings imported from **VIETNAM** by your firm during the specified periods. (See definitions in the instruction booklet.)

VIETNAM

Please indicate applicable HTS statistical reporting numbers used for these data:

9404.29.9010 9404.10.0000 7320.20.5010 7320.90.5010 7326.20.0070

Other: _____

Quantity (in 1,000 units), value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
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 2005, 2006, and 2007 below: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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 FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of innersprings imported from **ALL OTHER SOURCES COMBINED** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED
(SOURCES OTHER THAN CHINA, SOUTH AFRICA, AND VIETNAM)**

Please indicate applicable HTS statistical reporting numbers used for these data:

9404.29.9010 9404.10.0000 7320.20.5010 7320.90.5010 7326.20.0070

Other: _____

Quantity (in 1,000 units), value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____					
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 2005, 2006, and 2007 below: _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART III.—PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Kelly Clark, Economist (202-205-3166 or kelly.clark@usitc.gov)**

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
Name and title
_____ Ext.: _____
Phone No. _____ Email address _____

Section III-A.--PRICE DATA

If your firm imported innersprings and used all of the imports internally (did not resell any of the imports), please skip to question III-B-10 on page 22.

Otherwise, this section requests quarterly price and quantity data concerning your firm's shipments of the following innersprings products that were **imported from any country** and sold to unrelated U.S. customers during January 2005 to June 2008 (please note that these products have changed since the preliminary phase of these investigations):

- Product 1:** Twin size: 206 to 226 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 5.0" to 5.5" height, unit dimensions of 36.5"x 73"
- Product 2:** Twin size: 230 to 250 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 6.75" to 7.25" height, unit dimensions of 36.5"x 73"
- Product 3:** Full size: 302 to 322 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 5.75" to 6.25" height, unit dimensions of 51.5"x 73"
- Product 4:** Queen size: 380 to 400 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 5.0" to 5.5" height, unit dimensions of 58.5"x 78"
- Product 5:** Queen size: 406 to 426 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 5.75" to 6.25" height, unit dimensions of 58.5"x 78"
- Product 6:** Queen size: 406 to 426 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 6.75" to 7.25" height, unit dimensions of 58.5"x 78"
- Product 7:** Twin size: 206 to 226 coils, 9 gauge border rods, 13.5 gauge coil, 5.0" to 5.5" height, unit dimensions of 36.5"x73"
- Product 8:** Full size: 302 to 322 coils, 9 gauge border rods, 13.5 gauge coil, 5.0" to 5.5" height, unit dimensions of 51.5"x73"
- Product 9:** Full size: 650-670 coils, 6 gauge border rods, 14.0-14.5 gauge coil, 5.75" to 6.75" height, unit dimensions of 51.5"x73"

Please note that total dollar 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., should be net of all deductions for discounts or rebates). See instruction booklet for further information.

Please complete a separate page for each country (China, South Africa, Vietnam, and each nonsubject country) from which you import innersprings.

Electronic submissions: Complete each page for China, South Africa, and Vietnam. In addition, for each nonsubject country, manually copy and paste III-A-4 in a new page in this document as necessary. (At the end of III-A-4, insert a page break (Menu: Insert-Break-Page break), copy III-A-4 and paste in the new page.)

Business Proprietary

U.S. Importers' Questionnaire – *Innersprings from China, South Africa, and Vietnam*

PART III.—PRICING AND RELATED INFORMATION--Continued

III-A-1. Report below the quarterly price data for pricing products¹ imported from China and sold by your firm.

Country: CHINA

(Quantity in units, value in dollars)

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2008								
Jan-Mar								
Apr-June								

Period of shipment	Product 5		Product 6		Product 7		Product 8		Product 9	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2006										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2007										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2008										
Jan-Mar										
Apr-June										

¹ 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.

² Pricing product definitions are provided on the previous page.

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

Business Proprietary

U.S. Importers' Questionnaire – *Innersprings from China, South Africa, and Vietnam*

PART III.—PRICING AND RELATED INFORMATION--Continued

III-A-2. Report below the quarterly price data for pricing products¹ imported from South Africa and sold by your firm.

Country: SOUTH AFRICA

(Quantity in units, value in dollars)

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2008								
Jan-Mar								
Apr-June								

Period of shipment	Product 5		Product 6		Product 7		Product 8		Product 9	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2006										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2007										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2008										
Jan-Mar										
Apr-June										

¹ 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.

² Pricing product definitions are provided on the previous page.

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

Business Proprietary

U.S. Importers' Questionnaire – *Innersprings from China, South Africa, and Vietnam*

PART III.—PRICING AND RELATED INFORMATION--Continued

III-A-3. Report below the quarterly price data for pricing products¹ imported from Vietnam and sold by your firm.

Country: VIETNAM

(Quantity in units, value in dollars)

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2008								
Jan-Mar								
Apr-June								

Period of shipment	Product 5		Product 6		Product 7		Product 8		Product 9	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2006										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2007										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2008										
Jan-Mar										
Apr-June										

¹ 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.

² Pricing product definitions are provided on the previous page.

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

Business Proprietary

U.S. Importers' Questionnaire – *Innersprings from China, South Africa, and Vietnam*

PART III.—PRICING AND RELATED INFORMATION--Continued

III-A-4. Report below the quarterly price data for pricing products¹ imported from any **nonsubject country** and sold by your firm.

Country: _____ (please specify and copy this page as necessary)

(Quantity in units, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2008								
Jan-Mar								
Apr-June								

Period of shipment	Product 5		Product 6		Product 7		Product 8		Product 9	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2006										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2007										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2008										
Jan-Mar										
Apr-June										

¹ 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.

² Pricing product definitions are provided on the previous page.

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

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

Section III-B.--PRICE-RELATED QUESTIONS

Please note that questions in the following sections refer to imports of innersprings from China, South Africa, and/or Vietnam. If your firm imports innersprings from more than one of the subject countries, and your response to any question differs depending on the country of origin, please report separately for each country and note this in your response.

III-B-1. Please describe how your firm determines the prices that it charges for sales of innersprings (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.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for innersprings imported from China, South Africa, and Vietnam (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. (a) Approximately what share of your firm's sales of its innersprings imported from China, South Africa, and Vietnam in 2007 were 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)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

(b) If your firm sells innersprings on a long-term contract basis (multiple deliveries for more than 12 months), please submit copies of your long-term contracts with your five largest customers that were in effect at any time since January 1, 2005.

PART III.--PRICING AND RELATED INFORMATION—Continued

III-B-5. 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? _____

III-B-6. 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-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your innersprings imported from China, South Africa, and Vietnam?

Source	Share of 2007 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of innersprings that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm or purchaser (check one).

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

III-B-9. What is the geographic market area in the United States served by your firm's innersprings imported from China, South Africa, and Vietnam?

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

PART III.--PRICING AND RELATED INFORMATION—Continued

III-B-10. What percent of the total cost of the mattress is accounted for by the cost of the innerspring (NOTE: the number should not be 100 percent)?

III-B-11. (a) Please list in order of importance any products that may be substituted for innersprings.

(1) _____ (2) _____ (3) _____

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

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

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

III-B-12. Please describe any trends in the prices of the raw materials used to produce innersprings, and whether your firm expects these trends of continue.

PART III.--PRICING AND RELATED INFORMATION—Continued

III-B-13. Please list the names of any firms you considered price leaders in the innersprings market since January 1, 2005. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type. Also describe how the firm exhibited price leadership.

III-B-14. (a) Is the innersprings market subject to business cycles (including seasonal business) or conditions of competition distinctive to innersprings?

No Yes--Please explain.

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

PART III.--PRICING AND RELATED INFORMATION—Continued

III-B-15. (a) How has the demand within the United States for innersprings changed since January 1, 2005? What principal factors have affected changes in demand?

- Increased Unchanged Decreased
-
-

(b) How has the demand outside the United States for innersprings changed since January 1, 2005? What principal factors have affected changes in demand?

- Increased Unchanged Decreased
-
-

III-B-16. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of innersprings since January 1, 2005?

- No Yes--Please describe.
-
-

III-B-17. (a) Has your firm refused, declined, or been unable to supply innersprings since January 1, 2005? (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, unable to meet timely shipment commitments, etc.)

- No Yes--Please note and document the time period(s) (i.e., month and year), country of origin, and the customer involved; and the amount and type of product involved.
-
-

(b) Have your Chinese, South African, and/or Vietnamese innersprings suppliers refused to ship or sell innersprings to your firm since December 31, 2007?

- No Yes--Please note and document the time period(s) (i.e., month and year), country of origin, and the supplier involved; and the amount and type of product involved.
-
-

PART III.--PRICING AND RELATED INFORMATION—Continued

III-B-18. Are innersprings produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “always” to indicate that the products from a specified country-pair are *always* interchangeable, “frequently” to indicate that the products are *frequently* interchangeable, “sometimes” to indicate that the products are *sometimes* interchangeable, “never” to indicate that the products are *never* interchangeable, and “NO FAMILIARITY” to indicate *no familiarity* with products from a specified country-pair.¹

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

¹ For any country-pair producing innersprings which are *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART III.--PRICING AND RELATED INFORMATION—Continued

III-B-19. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between innersprings produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "always" to indicate that the products from a specified country-pair are *always* interchangeable, "frequently" to indicate that the products are *frequently* interchangeable, "sometimes" to indicate that the products are *sometimes* interchangeable, "never" to indicate that the products are *never* interchangeable, and "NO FAMILIARITY" to indicate *no familiarity* with products from a specified country-pair.¹

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

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of innersprings, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III.--PRICING AND RELATED INFORMATION—Continued

Section III-C.—CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers (on a company-wide basis) for innersprings imported from China, South Africa, and Vietnam during 2005-07. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of innersprings from China, South Africa, and Vietnam that each of these customers accounted for in 2007.

No.	Customer's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					