

**U.S. PRODUCERS' QUESTIONNAIRE**

**IRONING TABLES AND CERTAIN PARTS THEROF FROM CHINA**

**This questionnaire must be received by the Commission by no later than February 5, 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 ironing tables and certain parts thereof ("ironing tables") from China (Inv. No. 731-TA-1047 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced ironing tables (as defined in the instruction booklet) at any time since January 1, 2004?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

**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 50 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.

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I-3. **Support for continuation of order.**--Do you support or oppose continuation of the antidumping order currently in place for ironing tables from China?

China  Support  Oppose  Take no position

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

I-4. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. **Related Chinese importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing ironing tables from China into the United States or which are engaged in exporting ironing tables from China to the United States?

No       Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing ironing tables from countries other than China into the United States or which are engaged in exporting ironing tables 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ironing tables?

No             Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV 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 ironing tables?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from **Jennifer Merrill (202-205-3188, [jennifer.merrill@usitc.gov](mailto:jennifer.merrill@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 production of ironing tables since January 1, 2004?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings .....	_____
<input type="checkbox"/> plant closings.....	_____
<input type="checkbox"/> relocations .....	_____
<input type="checkbox"/> expansions .....	_____
<input type="checkbox"/> acquisitions.....	_____
<input type="checkbox"/> consolidations.....	_____
<input type="checkbox"/> prolonged shutdowns or production curtailments .....	_____
<input type="checkbox"/> revised labor agreements.....	_____
<input type="checkbox"/> other ( <i>e.g.</i> , technology) .....	_____

**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 production of ironing tables 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. **Include in your response a specific projection of your firm's capacity to produce ironing tables (in 1,000 units) for 2010 and 2011.**

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II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of ironing tables in the future if the antidumping duty order on ironing tables 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.

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2004 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of ironing tables and/or using the same production and related workers employed to produce ironing tables?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and ironing tables in the periods indicated.

<b><u>Product</u></b>	<b><u>Period</u></b>	<b><u>Basis for allocation of capacity and employment data (indicate if different)</u></b>
_____	_____	_____
_____	_____	_____
_____	_____	_____

<i>(Quantity in 1,000 units)</i>						
<b>Item</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Overall Production Capacity</b>						
<b>Production of:</b>						
Ironing tables						
Other product: _____						
Other product: _____						

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

II-7. **Production shifting.**--Is your firm able to switch production between ironing tables and other products in response to a relative change in the price of ironing tables vis-a-vis the price of other products, using the same equipment and labor?

- No                       Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from ironing tables.

\_\_\_\_\_

\_\_\_\_\_

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

II-8. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of ironing tables in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 units) and value (in \$1,000)						
Item	Calendar year					
	2004	2005	2006	2007	2008	2009
<b>Average production capacity<sup>1</sup></b> (quantity) (A)						
<b>Beginning-of-period inventories</b> (quantity) (B)						
<b>Production</b> (quantity) (C)						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
quantity (D)						
value (E)						
<b>Internal consumption:<sup>2</sup></b>						
quantity (F)						
value (G)						
<b>Transfers to related firms:<sup>2</sup></b>						
quantity (H)						
value (I)						
<b>Export shipments:<sup>3</sup></b>						
quantity (J)						
value (K)						
<b>End-of-period inventories</b> (quantity) (L)						
<b>Channels of distribution:</b>						
U.S. shipments to distributors (quantity) (M)						
U.S. shipments to retailers (quantity) (N)						
U.S. shipments to commercial users (quantity) (O)						
<b>Employment data:</b>						
Average number of PRWs (number) (P)						
Hours worked by PRWs (1,000 hours) (Q)						
Wages paid to PRWs (value) (R)						
<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).						
<sup>2</sup> Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:						
<sup>3</sup> Identify your principal export markets: _____						



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

**II-9. Reconciliation of trade data.--**

(a) Please note that the quantities reported in question II-8 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

$D + F + H = M + N + O$

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 L of year 2004 should equal line B of year 2005). Do these data reconcile for each adjacent calendar year?

Yes.  No--Please explain.

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

II-10. **Production of parts.**--Since January 1, 2004, has your firm produced metal parts or unassembled ironing tables for sale?

No  Yes—**Please contact the investigator, Jennifer Merrill (202-205-3188, Jennifer.merrill@usitc.gov).**

II-11. **Transfers to related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

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

II-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased ironing tables since January 1, 2004? (See definitions in the instruction booklet.)

- No                       Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: \_\_\_\_\_

<i>(Quantity in 1,000 units, value in \$1,000)</i>						
<b>Item</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
PURCHASES FROM U.S. IMPORTERS <sup>1</sup> OF IRONING TABLES FROM.—						
<b>China:</b>						
<i>quantity</i>						
<i>value</i>						
<b>All other countries:</b>						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM DOMESTIC PRODUCERS. <sup>2</sup>						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM OTHER SOURCES:						
<i>quantity</i>						
<i>value</i>						
<sup>1</sup> Please list the name of the importer(s) from which you purchased this product, as well as the foreign manufacturers if known. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
<sup>2</sup> Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						

II-13. **Toll production.**--Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of ironing tables?

- No                       Yes--Name firm(s): \_\_\_\_\_.

II-14. **FTZ.**--Does your firm produce ironing tables in a foreign trade zone (FTZ)?

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

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

II-15. **Direct imports.**--Since January 1, 2004, has your firm imported ironing tables?

No

Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-16. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of ironing tables from China in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

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II-17. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of ironing tables in the future if the antidumping duty order on ironing tables 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.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **Mary Klir (202-205-3247, mary.klir@usitc.gov)**.

III-1. **Contact information (Financial).**--Who should be contacted regarding the requested financial information?

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

( ) \_\_\_\_\_  
 Phone number E-mail address

III-2. **Accounting system.**--Briefly describe your financial accounting system.

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

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

2. Does your firm prepare profit/loss statements for the subject merchandise:  
 Yes  No
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,  unaudited,  annual reports,  10Ks,  10Qs,  
 Monthly,  quarterly,  semi-annually,  annually
4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes ironing tables, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_

\_\_\_\_\_

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

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. **Raw materials from related firms.**--Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of ironing tables from any related company whose financial statements are ultimately consolidated with the financial statements of your firm?

Yes--Continue to question III-7 below       No--Continue to question III-9 below

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of ironing tables that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

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

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes  No

III-9. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-10, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-10 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's ironing tables operations.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
1.						
2.						
3.						
4.						
5.						
6.						
7.						

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

III-10. **Operations on ironing tables.**--Report the revenue and related cost information requested below on the ironing tables operations of your U.S. establishment(s).<sup>1</sup> **Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.**<sup>2</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 before completing this section of the questionnaire.

Quantity (in 1,000 units) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<p><sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.</p> <p><sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8: Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____ Year 6 _____.</p> <p><sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</p> <p><sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.</p> <p><sup>5</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.</p>						

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

III-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of ironing tables. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Item	Value (in \$1,000)					
	_____	_____	_____	_____	_____	_____
<b>ASSETS</b> associated with the production, warehousing, and sale of product:						
<b>1. Current assets:</b>						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other (describe: _____ )						
E. Total current assets (lines 1.A. through 1.D.)						
<b>2. Property, plant, and equipment</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
<b>3. Other (describe: _____ )</b>						
<b>4. Total assets (lines 1.E., 2.C., and 3)</b>						

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on ironing tables. Provide data for your six most recently completed fiscal years in chronological order from left to right.

Item	Value (in \$1,000)					
	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenses						



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

Further information on this part of the questionnaire can be obtained from **Gerry Benedick (202-205-3244, [gerald.benedick@usitc.gov](mailto:gerald.benedick@usitc.gov))**

IV-1. **Contact information.--**Who should be contacted regarding the requested pricing and market factors information?

Company contact:

\_\_\_\_\_

( )

\_\_\_\_\_

\_\_\_\_\_

IV-2. **Quarterly pricing data.--**

This section requests quarterly selling quantity and value data during 2004-09 for your firm's U.S. commercial shipments of the following ironing table products that it produced domestically and shipped to U.S. retailers *unrelated to your firm by ownership*:

**Product 1.**--Floor-standing, metal perforated-top ironing tables, T-leg, with metal thickness of legs  $\leq 1.0$  mm, total table weight  $\leq 7.5$  kg, with pad and cover, and no additional equipment.

**Product 2.**--Floor-standing, metal perforated-top ironing tables, T-leg, with metal thickness of legs  $> 1.0$  mm, total table weight  $> 7.5$  kg, with pad and cover, and no additional equipment.

**Product 3.**--Floor-standing, metal mesh-top ironing tables, T-leg, with metal thickness of legs  $\leq 1.0$  mm, total table weight  $\leq 7.5$  kg, with pad and cover, and no additional equipment.

**Product 4.**--Floor-standing, metal mesh-top ironing tables, T-leg, with metal thickness of legs  $> 1.0$  mm, total table weight  $> 7.5$  kg, with pad and cover, and no additional equipment.

**Product 5.**--Floor-standing, metal mesh-top ironing tables, four legs, with metal thickness of legs  $\leq 1.0$  mm, total table weight  $\leq 7.5$  kg, with pad and cover, and no additional equipment.

**Product 6.**--Floor-standing, metal mesh-top ironing tables, four legs, with metal thickness of legs  $> 1.0$  mm, total table weight  $> 7.5$  kg, with pad and cover, and no additional equipment.

**Note.**—No additional equipment refers to equipment extraneous to the ironing table, such as an iron. Additional features of an ironing table, such as an iron rest or linen rack, are not excluded by this phrase.

The total dollar selling values should be on an f.o.b. U.S. plant basis (including that shipped directly from your U.S. plant(s) and from your U.S. warehouse(s)) but should not include U.S.-inland transportation costs directly from your U.S. plant(s) to retailers, or U.S.-inland transportation costs to your U.S. warehouse(s) and from there the U.S.-inland transportation costs to retailers. For any sales that were on a delivered basis, deduct from the delivered price all such U.S.-inland freight to retailers and report the resulting effective f.o.b. U.S. plant(s) sales value (*do not report transactions where you cannot report sales values, either actual or adjusted, on a f.o.b. U.S. plant basis*). Total dollar f.o.b. sales values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts, rebates, etc.). See instruction booklet.

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

IV-2. **Quarterly pricing data.**—Continued

Report below the quarterly selling price data<sup>1</sup> for the specified pricing products<sup>2</sup> produced and sold by your U.S. firm to retailers.

PRODUCT 1

(Quantity in units, value in dollars)				
	Based on non-bundled sales		Based on bundled sales <sup>3</sup>	
	Quantity	Value	Quantity	Value
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				

<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. plant(s); the latter actual and/or adjusted.

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

<sup>3</sup> For purposes of this review, the term "bundled" is defined as the sale of ironing tables with one or more non-ironing table products (the price of the ironing tables may or may not be affected by the group negotiated price).

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

Product 1: \_\_\_\_\_

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

IV-2. **Quarterly pricing data.-- Continued**

PRODUCT 2

<b>(Quantity in units, value in dollars)</b>				
	<b>Based on non-bundled sales</b>		<b>Based on bundled sales<sup>3</sup></b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<p><sup>1</sup> Net values (<i>i.e.</i>, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. plant(s); the latter actual and/or adjusted.</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><sup>3</sup> For purposes of this review, the term "bundled" is defined as the sale of ironing tables with one or more non-ironing table products (the price of the ironing tables may or may not be affected by the group negotiated price).</p> <p><b>Note.--</b>If your ironing table product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 2: _____</p>				

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

IV-2. **Quarterly pricing data**-- Continued

PRODUCT 3

<b>(Quantity in units, value in dollars)</b>				
	<b>Based on non-bundled sales</b>		<b>Based on bundled sales<sup>3</sup></b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<p><sup>1</sup> Net values (<i>i.e.</i>, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. plant(s); the latter actual and/or adjusted.</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><sup>3</sup> For purposes of this review, the term "bundled" is defined as the sale of ironing tables with one or more non-ironing table products (the price of the ironing tables may or may not be affected by the group negotiated price).</p> <p><b>Note.--</b>If your ironing table product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 3: _____</p>				

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

IV-2. **Quarterly pricing data.-- Continued**

PRODUCT 4

<b>(Quantity in units, value in dollars)</b>				
	<b>Based on non-bundled sales</b>		<b>Based on bundled sales<sup>3</sup></b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<p><sup>1</sup> Net values (<i>i.e.</i>, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. plant(s); the latter actual and/or adjusted.</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><sup>3</sup> For purposes of this review, the term "bundled" is defined as the sale of ironing tables with one or more non-ironing table products (the price of the ironing tables may or may not be affected by the group negotiated price).</p> <p><b>Note.--</b>If your ironing table product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 4: _____</p>				

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

IV-2. **Quarterly pricing data.-- Continued**

PRODUCT 5

<b>(Quantity in units, value in dollars)</b>				
	<b>Based on non-bundled sales</b>		<b>Based on bundled sales<sup>3</sup></b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<p><sup>1</sup> Net values (<i>i.e.</i>, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. plant(s); the latter actual and/or adjusted.</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><sup>3</sup> For purposes of this review, the term "bundled" is defined as the sale of ironing tables with one or more non-ironing table products (the price of the ironing tables may or may not be affected by the group negotiated price).</p> <p><b>Note.--</b>If your ironing table product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 5: _____</p>				

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

IV-2. **Quarterly pricing data.-- Continued**

PRODUCT 6

<b>(Quantity in units, value in dollars)</b>				
	<b>Based on non-bundled sales</b>		<b>Based on bundled sales<sup>3</sup></b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<p><sup>1</sup> Net values (<i>i.e.</i>, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. plant(s); the latter actual and/or adjusted.</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><sup>3</sup> For purposes of this review, the term "bundled" is defined as the sale of ironing tables with one or more non-ironing table products (the price of the ironing tables may or may not be affected by the group negotiated price).</p> <p><b>Note.--</b>If your ironing table product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 6: _____</p>				

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

IV-3. **Price ranges.**—Please provide an estimated price range (f.o.b. U.S. plant) for your firm's U.S. shipments of its U.S.-produced ironing table product lines.

Product line	2009 price range (per unit)	
	Low	High
<b>Product 1:</b> Perforated-top, T-leg, metal thickness of legs ≤ 1.0 mm, total table weight ≤ 7.5 kg	_____	_____
<b>Product 2:</b> Perforated-top, T-leg, metal thickness of legs > 1.0 mm, total table weight > 7.5 kg	_____	_____
<b>Product 3:</b> Mesh-top, T-leg, metal thickness of legs ≤ 1.0 mm, total table weight ≤ 7.5 kg	_____	_____
<b>Product 4:</b> Mesh-top, T-leg, metal thickness of legs > 1.0 mm, total table weight > 7.5 kg	_____	_____
<b>Product 5:</b> Mesh-top, four legs, metal thickness of legs ≤ 1.0 mm, total table weight ≤ 7.5 kg	_____	_____
<b>Product 6:</b> Mesh-top, four legs, metal thickness of legs > 1.0 mm, total table weight > 7.5 kg	_____	_____

IV-4. **Comparison of mesh-top and perforated-top ironing tables.**—

(a) Does your firm consider mesh-top and perforated-top ironing tables to be interchangeable in use?

No—Please explain                       Yes

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(b) How important were differences in performance between mesh-top and perforated-top ironing tables for your firm's sales of its U.S.-produced products during 2004-09? Please discuss.

Very important       Somewhat important       Not important

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

IV-4. **Comparison of mesh-top and perforated-top ironing tables.**—Continued

(c) Did either type of ironing table command a price premium over the other for otherwise comparable features in your firm's sales of its U.S.-produced products during 2004-09?

- Yes—Mesh-top is priced higher than perforated-top
- Yes—Perforated-top is priced higher than mesh-top
- No price difference

IV-5. **Importance of additional features.**--How important were additional features (e.g., iron rests, cord holders, clothes racks) in your firm's sales of its U.S.-produced ironing tables during 2004-09?

- Very important
- Somewhat important
- Not important

Please indicate for your firm's U.S.-produced ironing tables the major additional features and their degree of importance during 2004-09.

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IV-6. **Price comparisons.**--Please compare market prices of ironing tables (with comparable features) in U.S. and non-U.S. markets during 2004-09, if known. Provide specific information as to time periods and regions for any price comparisons.

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

IV-7. **High-end ironing tables.**—

For purposes of this question—

**High-end ironing tables:** Floor standing, metal-top ironing tables with metal thickness of legs greater than 1.0 mm and total table weight greater than 7.5 kg and suggested retail price of \$70 or more.

Did your firm produce high-end ironing tables during 2004-09?

No             Yes

If yes, please provide the total quantity and value of sales of your U.S.-produced high-end ironing tables during 2009.

<b>Sales of U.S. produced high-end ironing tables during 2009</b>	
<b>Quantity (Units)</b>	<b>Value (Dollars)</b>

Please also describe the major characteristics that customers find in high-end ironing tables that make them willing to spend more than they would for another type of ironing table.

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

IV-8. **Internet sale/reverse auction.**—For each internet/reverse auction sale in which your firm participated with its U.S.-produced ironing tables during 2004-09, please provide the following information. Attach additional pages for more than one such sale.

(a) What was the name of the company sponsoring the auction? \_\_\_\_\_

(b) When did the auction take place? \_\_\_\_\_

(c) What period did the auction cover? \_\_\_\_\_

Initial shipment date \_\_\_\_\_

Final shipment date \_\_\_\_\_

(d) Which metal-top ironing table products or product lines were being purchased through the auction? \_\_\_\_\_  
\_\_\_\_\_

(e) When were the metal-top ironing table products to be shipped to the purchaser?  
\_\_\_\_\_

(f) What were the quantities of each metal-top ironing table product or product line being purchased? \_\_\_\_\_  
\_\_\_\_\_

(g) What were your opening and final bids on each metal-top ironing table product or product line? \_\_\_\_\_  
\_\_\_\_\_

(h) Were your bids for ironing tables “bundled” with bids for other products?  No  Yes  
If yes, specify the other products and explain.

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

(i) If known, what was the winning bid on each metal-top ironing table product or product line?  
\_\_\_\_\_  
\_\_\_\_\_

(j) If your firm did not win due to a lower bidder, please explain why you did not bid lower?  
\_\_\_\_\_  
\_\_\_\_\_

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

IV-9. **Length of sales period.**--Please estimate below the share of your firm's total U.S. commercial shipment quantity of its U.S.-produced ironing tables during 2009 that was on a (1) long-term basis (multiple deliveries for more than 12 months after the sales agreement), (2) short-term basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the sales agreement). The three different sales bases include both verbal agreements and written contracts.

<b>Period of sale</b>	<b>Share of 2009 U.S. commercial shipment quantity (percent)</b>
Long-term	_____
Short-term	_____
Spot	_____
<b>Total</b>	<b>100 percent</b>

IV-10. **Long-term sales provisions.**--Please answer the following questions with respect to your firm's sales of its U.S.-produced ironing tables on a typical long-term basis during 2004-09.

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

IV-11. **Short-term sales provisions.**--Please answer the following questions with respect to your firm's sales of its U.S.-produced ironing tables on a typical short-term basis during 2004-09.

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

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

IV-12. **Types of sales.**—

(a) Approximately what quantities of your firm's U.S. commercial shipments of its domestically produced ironing tables were sold in the following manners?

Type of sale	Shipments (in 1,000 units)					
	2004	2005	2006	2007	2008	2009
Traditional line-reviews/ negotiations	_____	_____	_____	_____	_____	_____
Internet auctions	_____	_____	_____	_____	_____	_____
Other ( _____ )	_____	_____	_____	_____	_____	_____
<b>Total</b>	_____	_____	_____	_____	_____	_____

(b) Please discuss the purpose and factors considered in a line review, the length of shipment period(s) covered in a line review, and the relationship, if any, between a line review and an internet auction during 2004-09.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(c) Approximately what quantities of your firm's U.S. commercial shipments of its domestically produced ironing tables were sold separately or sold bundled with other products?

Type of sale	Shipments (in 1,000 units)					
	2004	2005	2006	2007	2008	2009
Sold separately	_____	_____	_____	_____	_____	_____
Bundled with other products	_____	_____	_____	_____	_____	_____
<b>Total</b>	_____	_____	_____	_____	_____	_____

IV-13. **Price setting.**-- How does your firm determine the prices that it charges for sales of its U.S.-produced ironing tables (*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: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

IV-14. **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: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

IV-15. **Pricing terms.**--

- (a) What are your firm's typical sales terms for its U.S.-produced ironing tables (*e.g.*, 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of domestic ironing tables usually quoted? (check one)
- F.o.b.--Please specify point: \_\_\_\_\_                     
  Delivered

IV-16. **Shipping information.**--

*Report below for your firm's U.S. commercial shipments of its U.S.-produced ironing tables during 2004-09.*

- (a) What was the approximate average percentage of U.S.-inland transportation costs as a share of the total delivered price of ironing tables to your customers? \_\_\_\_\_ percent. **Include transportation costs to your warehouse if selling from that location in addition to transportation costs for any direct shipments from your U.S. plant(s).**
- (b) What approximate proportion of your total shipments occurred within 100 miles of your production facility(ies) (add, as applicable, distance to your U.S. warehouses from your plant(s))? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-17. **Lead times.**--What was the average lead time between your U.S. customers' orders and the date of delivery for your firm's 2009 U.S. commercial shipment quantities of its U.S.-produced ironing tables from its inventory and, if applicable, directly from its U.S. production? Also report the percentage shares of your firm's 2009 U.S. commercial shipments of its domestic ironing tables that were shipped from its inventory and directly from its production.

Source	Share of U.S. commercial shipments in 2009 (Percent)	Lead time (days)
From inventory		
Produced to order		
<b>Total</b>	<b>100 %</b>	

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

IV-18. **Geographical shipments.**--Based on the quantity of your firm's U.S. shipments in 2009 of its U.S.-produced ironing tables, please indicate the approximate percentage share for which each of the following geographic markets account.

Geographic area	Share of U.S. shipments in 2009 (percent)
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
<b>Central Southwest.</b> --AR, LA, OK, and TX.	
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	
<b>Pacific Coast.</b> --CA, OR, and WA.	
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	
<b>Total</b>	100%
Note.—These shares should be calculated from all reported U.S. shipments in 2009 (lines D, F, and H) from question II-8.	

IV-19. **Product/marketing changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of ironing tables in the United States during 2004-09?

No             Yes

If yes, please describe and quantify if possible. Discuss the time periods any such changes occurred, and the impact of any such changes on your firm's U.S. sales prices and quantities of its U.S.-produced ironing tables.

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IV-20. **Anticipated product/marketing changes.**—Do you anticipate any changes in the product range, product mix, or marketing (including sales over the internet) of ironing tables in the United States 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.

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

**IV-21. End uses/end users.—**

(a) Please discuss the U.S. end uses or end users (e.g., household, commercial, and any other users) of ironing tables during 2004-09 and the relative importance in their U.S. market shares.

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(b) Please estimate the share of the cost of ironing tables in household budgets for such products, in costs of furnishing hotel/motel rooms, and in costs of any other types of uses or user(s) of ironing tables in the United States during 2004-09.

Uses or users	Share of cost accounted for by ironing tables ( <i>percent</i> )
1. Households	
2. Hotels/motels	
3.	

**IV-22. Changes in end uses/end users.--** Have there been any changes in the U.S. end uses/end users (e.g., the mix of household, commercial, and any other users) of ironing tables during 2004-09?

No       Yes--Please describe.

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**IV-23. Anticipated changes in end uses/end users.--**Do you anticipate any changes in the U.S. end uses/end users of ironing tables in the future?

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

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

IV-24. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices and quantities of its U.S.-produced ironing tables during 2004-09? Identify the principal raw materials, the change in prices of each raw material, the time period(s) involved, and the factor(s) that you believe were responsible for such changes.

*Description of raw material price changes:*

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*For the two largest raw materials, describe your firm's purchase terms (e.g., spot, quarterly, annual, etc.):*

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*Impact on quantity and price of your shipments of ironing tables to the U.S. market:*

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IV-25. **Changes in other factors affecting supply.**--Have changes occurred in any other factors (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 selling prices and quantities of your firm's U.S.-produced ironing tables in the U.S. market during 2004-09?

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 prices and volumes.

*Description of changes in other supply factors:*

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*Identify the type(s) of energy used by your firm and describe its purchase terms for each type of fuel (e.g., spot, quarterly, annual, etc.):*

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*Impact on quantity and price of your shipments to the U.S. market:*

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

IV-26. **Export constraints.**—Please describe how easily your firm could shift its sales of ironing tables between the U.S. market and export markets. In your discussion, explain if your firm's U.S.-produced ironing tables produced for export during 2004-09 were not useable/acceptable in the U.S. market, subject to long-term contracts and/or other supply provisions, or other commercial reasons that would have inhibited or prevented shifting some or all of these products to the U.S. market within a 12-month period during 2004-09. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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IV-27. **Barriers to trade.**—Are your firm's exports of ironing tables subject to any tariff or non-tariff barriers to trade in other countries?

No                       Yes--Please list the countries and describe for each country any such barriers and any significant changes in such barriers that occurred during 2004-09, or that are expected to occur in the future.

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IV-28. **U.S. inventories.**--Please explain if your firm's U.S. inventories of its U.S.-produced ironing tables during 2004-09 were committed to customers by supply agreements, or other commercial reasons that would have prevented your firm from using some or all of this inventory to increase shipments to the U.S. market within a 12-month period during 2004-09.

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IV-29. **Availability of supply (U.S.-produced).**--

(a) Has the availability of U.S.-produced ironing tables in the U.S. market changed since 2004?

No                       Yes--Please explain.

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

**IV-29. Availability of supply (U.S.-produced).--Continued**

(b) Do you anticipate any changes in the availability of U.S.-produced ironing tables in the U.S. market in the future?

- Increase                       No change                       Decrease

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.

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**IV-30. Availability of supply (nonsubject).—**

(a) Has the availability of ironing tables imported from nonsubject countries changed since 2004?

- No                       Yes--Please explain.

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(b) Do you anticipate any changes in terms of the availability of ironing tables imported from nonsubject countries in the U.S. market in the future?

- Increase                       No change                       Decrease

If you anticipate changes in supply, please identify the changes, including the country(ies) of origin, 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.

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

IV-31. **Cyclical/seasonal U.S. demand.**—Was total U.S. demand for ironing tables subject to any cyclical/seasonal fluctuations, product cycles, or other U.S. competitive conditions of demand distinctive to ironing tables during 2004-09?

- No             Yes

If yes—

(a) Please check below the type(s) of demand fluctuations and then discuss the nature and timing of these fluctuations during 2004-09. In addition indicate whether any business cycles result from changes in the overall economy and/or specific downstream sectors.

- Cyclical (longer than one year for complete cycle)  
 Seasonal (within one year for complete cycle)  
 Product cycle (completed  within one year, or  longer than one year—Check one)  
 Other competitive condition(s) (specify \_\_\_\_\_)

Discussion:--In addition, identify, if applicable, peak and lowest demand months in a year.

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(b) Please explain how any U.S. cyclical/seasonal/other demand fluctuations affected your firm's prices and shipment quantities of its U.S.-produced ironing tables to the U.S. market at any time(s) during 2004-09.

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

IV-32. **Demand trends.--**

(a) How did total demand WITHIN the United States for ironing tables change during 2004-09? What principal factors affected changes in demand?

- Increased                       No Change                       Decreased                       Fluctuated

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(b) How did demand OUTSIDE the United States (if known) for ironing tables change during 2004-09? What principal factors affected changes in demand? If applicable, identify specific foreign countries to which you refer.

- Increased                       No Change                       Decreased                       Fluctuated

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IV-33. **Anticipated demand trends.--**

(a) Do you anticipate any future changes in total demand for ironing tables WITHIN the United States?

- No                       Yes—Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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(b) Do you anticipate any future changes in demand for ironing tables OUTSIDE the United States? If applicable, identify specific foreign countries that you refer to.

- No                       Yes—Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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

**IV-34. Substitutes in demand in the U.S. market.—**

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

Please list in descending order of importance any products (e.g., over-the-door ironing boards, wall-mounted ironing boards, countertop or tabletop ironing boards, etc.), that may be substituted for ironing tables. For each possible substitute product, please give examples of types of end users (e.g., households, hotels, etc.) for which they are substitutes and indicate whether changes in the price of the substitute affects the price for ironing tables, and the length of any time lag of such an effect.

<b>Substitute product</b>	<b>Description of types of end users</b>	<b>Have changes in the prices of this substitute affected the price of ironing tables during 2004-09?</b>
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

**IV-35. Changes in substitutes in the U.S. market.--Have there been any changes in the number or types of products that can be substituted for ironing tables or changes in the relative importance of existing substitutes during 2004-09?**

No             Yes--Please explain.

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

IV-36. **Anticipated changes in substitutes in the U.S. market.**—Do you anticipate any changes in the number or types of products that can be substituted for ironing tables in the future?

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

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IV-37. **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 ironing tables 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 IV.--PRICING AND MARKET FACTORS--Continued**

IV-39. **Factors other than price.**--Were differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between ironing tables produced in the United States and in other countries a significant factor in your firm's U.S. sales of its U.S.-produced ironing tables during 2004-09? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	China	Taiwan	Other countries
United States			
China			
Taiwan			

<sup>1</sup> For each country-pair for which factors other than price *always* or *frequently* were a significant factor in your firm's U.S. sales of its U.S.-produced ironing tables during 2004-09, please identify the advantages or disadvantages imparted by such factors and identify the associated country pair(s):

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