

U.S. PRODUCERS' QUESTIONNAIRE

WOVEN ELECTRIC BLANKETS FROM CHINA

This questionnaire must be received by the Commission by no later than May 3, 2010

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning woven electric blankets ("WEBs") from China (Inv. No. 731-TA-1163 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced either WEBs or woven shells (as defined in the instruction booklet) at any time since January 1, 2007?</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 this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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. 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. Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

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

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

No Yes--List the following information

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

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

No Yes--List the following information

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

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

II-5. Does your firm produce other products using the same production and related workers employed to produce WEBs?

No Yes--List the following information.

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

Products produced using the same workers and share of total production in 2009 (in percent):

<u>Product</u>	<u>Percent</u>
<u>WEBs</u> _____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of WEBs?

No Yes--Name firm(s): _____.

II-7. Does your firm produce WEBs in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2007, has your firm imported WEBs, (including semi-finished and unassembled woven electric blankets and throws), woven shells, and/or knit electric blankets?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **WEBs** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in units) and value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
Average production capacity ¹ (quantity)			
Beginning-of-period inventories (quantity)			
Returns (quantity)			
Production (quantity)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers			
Value ² of 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)			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p>			
<p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p>			
<p>³ Identify your principal export markets: _____.</p>			
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, plus returns, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>			
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>			

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

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **woven shells** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in units) and value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
Average production capacity ¹ (quantity)			
Beginning-of-period inventories (quantity)			
Returns (quantity)			
Production (quantity)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers			
Value ² of 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)			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p>			
<p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p>			
<p>³ Identify your principal export markets: _____.</p>			
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, plus returns, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>			
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>			

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

II-11. If you reported transfers to related firms in questions II-9 and/or II-10, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-12. Do woven fabric shells undergo a significant transformation to become WEBs?

No Yes

Explain what is involved in transforming woven fabric shells into WEBs.

II-13. Are there any markets for woven shells other than for use as a material in the production of WEBs?

No Yes—Explain what other markets exist for woven fabric shells.

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

II-14. Are woven shells dedicated to the production of WEBs or do they have independent uses?

—Dedicated to WEB production Yes—Independent uses – explain below.

II-15. Other than direct imports, has your firm otherwise purchased WEBs since January 1, 2007? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in units, value in \$1,000)</i>			
Item	Calendar years		
	2007	2008	2009
PURCHASES FROM U.S. IMPORTERS² OF WEBs FROM--			
China:			
<i>Quantity</i>			
<i>Value</i>			
All other countries:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>			

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

II-16. Other than direct imports, has your firm otherwise purchased woven shells since January 1, 2007?
(See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in units, value in \$1,000)</i>			
Item	Calendar years		
	2007	2008	2009
PURCHASES FROM U.S. IMPORTERS² OF WOVEN SHELLS FROM--			
China:			
<i>Quantity</i>			
<i>Value</i>			
All other countries:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>			

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

II-17. Other than direct imports, has your firm otherwise purchased knit electric blankets since January 1, 2007? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in units, value in \$1,000)</i>			
Item	Calendar years		
	2007	2008	2009
PURCHASES FROM U.S. IMPORTERS² OF KNIT ELECTRIC BLANKETS FROM--			
China:			
<i>Quantity</i>			
<i>Value</i>			
All other countries:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>			

II-18. First Quarter 2010 Returns.– Please provide the approximate quantity, in units, of WEBs that were returned to your company during the January-March 2010 period. _____

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the 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 woven electric blankets:

- 2. Does your firm prepare profit/loss statements for woven electric blankets?
 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, 10 Qs,
 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 woven electric blankets, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

III-4. 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. Please describe in detail how your firm treats returns and/or related activity for accounting purposes in the normal course of business and how this activity is reflected in table III-11 (woven electric blanket income statement).

III-6. Other products.--Please list any other products you produced in the facilities in which you produced woven electric blankets, 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 (percent)</u>
<u>WEBs</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-7. Does your firm purchase inputs (raw materials, labor, energy, or any other services) used in the production of woven electric blankets (table III-11) or woven shells (table III-12) from any related firm?

Yes--Continue to question III-8 below. No--Continue to question III-10 below.

III-8. In the space provided below, identify the inputs related to the production of woven electric blankets and/or woven shells, as applicable, that your firm purchases 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

II-9. 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-11 (woven electric blankets) and III-12 (woven shells) (i.e., costs reported in question III-11 and III-12, 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--Please contact David Boyland (202-708-4725, david.boyland@usitc.gov).

III-10. Nonrecurring charges/gains.—For each annual period for which financial results are reported in question III-11 and III-12 please identify specific/relevant nonrecurring charges/gains which are reflected in the company's reported financial results. In the schedule below, please report the specific line items from question III-11 and III-12 where associated nonrecurring charges/gains are included, a brief description of the nonrecurring charge/gain, and the associated amount (*in \$1,000 dollars*).

Item	Fiscal years ended--		
	_____	_____	_____
Non-recurring charges/gains: (In this column please provide a brief description of each nonrecurring charge/gain and indicate the specific line item where it is included in question III-11 and III-12.)	Value (in \$1,000 dollars)		
1.			
2.			
3.			
4.			
5.			
6.			
7.			

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on woven electric blankets.--Report the revenue and related cost information requested below on the woven electric blanket operations of your U.S. establishment(s).¹ Do not report resales; i.e., the sale of WEBs not produced by your company. Note that purchases from related firms must be at cost.² Provide data for your three 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 David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in units) and value (in \$1,000 dollars)			
Item	Fiscal years ended--		
	_____	_____	_____
Sales quantities: ³			
Commercial sales			
Less non-defective returns (buybacks) accrued			
Total net sales quantities			
Sales values: ³			
Commercial sales			
Less non-defective returns (buybacks) accrued			
Less other program costs and sales allowances			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Program incentives/costs not deducted from revenue			
Total SG&A expenses			
Operating income (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			

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

² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-9: Fiscal year 1 _____ Fiscal year 2 _____ Fiscal year 3 _____

³ Commercial sales should reflect all applicable discounts, returns, allowances, and prepaid freight. Please note that the total net sales value and total net sales volume reported in this table should be on the same basis.

⁴ COGS should include costs associated with commercial sales, internal consumption, and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

III-12. Operations on woven shells.--Report the revenue and related cost information requested below on the woven shells operations of your U.S. establishment(s).¹ Do not report resales. 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.² Provide data for your three 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 David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in units) and value (in \$1,000 dollars)			
Item	Fiscal years ended--		
	_____	_____	_____
Sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-9: Fiscal year 1 _____ Fiscal year 2 _____ Fiscal year 3 _____
³ 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.
⁴ COGS should include costs associated with commercial sales, internal consumption, and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

III-13. Woven Electric Blanket Product Mix.--Based on information provided in the preliminary phase of this investigation, the following characteristics can be used to describe the product mix for sales of woven electric blankets: fiber content (cotton blend versus 100 percent synthetic) and size (twin, full, queen, and king). Please indicate in the space below whether these are the primary characteristics which you believe are important for purposes of describing your firm's product mix or whether there are other important characteristics. As appropriate, please describe any additional characteristics important for describing your firm's product mix.

III-14a. Woven Electric Blanket Product Mix (Net Sales Quantity).—To supplement the information provided in table III-11, please complete the following table as it relates to woven electric blanket product mix. Staff recognizes that product mix may need to be broadened based on your firm's response to question III-13 and requests that you, as necessary, report on additional fiber content and size categories, as appropriate. The total annual net sales quantity reported in this table should reconcile to the corresponding amounts reported in table III-11.

Quantity (in units)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:			
Cotton Blend—twin			
Cotton Blend—full			
Cotton Blend—queen			
Cotton Blend—king			
100 percent Synthetic—twin			
100 percent Synthetic—full			
100 percent Synthetic—queen			
100 percent Synthetic—king			
Other			
Total net sales quantities			

PART III.--FINANCIAL INFORMATION--Continued

III-14b. Woven Electric Blanket Product Mix (Net Sales Value).— To supplement the information provided in table III-11, please complete the following table as it relates to woven electric blanket product mix. Staff recognizes that product mix may need to be broadened based on your firm's response to question III-13 and requests that you, as necessary, report on additional fiber content and size categories, as appropriate. The total annual net sales value reported in this table should reconcile to the corresponding amounts reported in table III-11.

Value (in \$1,000 dollars)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales value:			
Cotton Blend—twin			
Cotton Blend—full			
Cotton Blend—queen			
Cotton Blend—king			
100 percent Synthetic—twin			
100 percent Synthetic—full			
100 percent Synthetic--queen			
100 percent Synthetic—king			
Other			
Total net sales value			

III-14c. Woven Electric Blanket Product Mix (Cost of Goods Sold).— To supplement the information provided in table III-11, please complete the following table as it relates to woven electric blanket product mix. Staff recognizes that product mix may need to be broadened based on your firm's response to question III-13 and requests that you, as necessary, report on additional fiber content and size categories, as appropriate. The total annual cost of goods sold reported in this table should reconcile to the corresponding amounts reported in table III-11.

Value (in \$1,000 dollars)			
Item	Fiscal years ended--		
	_____	_____	_____
Cost of goods sold:			
Cotton Blend—twin			
Cotton Blend—full			
Cotton Blend—queen			
Cotton Blend—king			
100 percent Synthetic—twin			
100 percent Synthetic—full			
100 percent Synthetic--queen			
100 percent Synthetic—king			
Other			
Total cost of goods sold			

PART III.--FINANCIAL INFORMATION--Continued

III-15 Woven Electric Blanket Customer Mix.--For the period examined please describe your firm's customer mix and how it changed; i.e., how do you generally categorize or group your customers and how did the composition of customers change during the period examined?

III-16 Product Mix and Customer Mix.--Considering the information provided above in response to question III-13 through question III-15, please describe how changes in both product mix and customer mix affected your firm's company's profitability during the period examined. In addition, please discuss any factors that may have contributed to changes in your firm's product mix and/or customer mix during the period examined including, if applicable, the role of subject imports.

III-17 Woven shells.—In 2009 what percentage share of the cost of goods sold reported in table III-11 of your finished woven electric blankets was accounted for by woven shells?

_____ percent

PART III.--FINANCIAL INFORMATION--Continued

III-18. Asset values.--Report the total assets associated with your firm's production, warehousing, and sale of woven electric blankets. 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 reasonable method (such as production, sales, or costs) that is consistent with your cost allocations in previous questions. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000 dollars)			
Item	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe: _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. Other (describe: _____)			
4. Other (describe: _____)			
5. Total assets (lines 1.F., 2.C., 3 and 4)			

III-19. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on woven electric blankets. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000 dollars)			
Item	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenditures			

PART III.--FINANCIAL INFORMATION--Continued

III-20. Since January 1, 2007, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of woven electric blankets from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-21. Does your firm anticipate any negative effects resulting from imports of woven electric blankets from China?

- No Yes--please describe:
- _____
- _____
- _____

PART IV.--PRICING AND RELATED INFORMATION

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

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

Company contact:

Name and title

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2007–March 2010 of the following products produced by your firm.

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

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

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

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

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.

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. Report below the quarterly price data¹ for pricing products² produced and sold by your firm to unrelated U.S. customers.

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

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 first page of Part IV.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

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

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

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

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

(b) Customer-wide allowances: _____

(c) Co-op advertising: _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-6. What are your firm's typical sales terms for its U.S.-produced WEBs (e.g., 2/10 net 30 days)? _____ . On what basis are your prices of domestic WEBs usually quoted (e.g., f.o.b. warehouse, or delivered)? _____ .

IV-7. Approximately what share of your firm's sales of its U.S.-produced WEBs in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

IV-8. 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? _____

IV-9. 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? _____

IV-10. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced WEBs?

<u>Source</u>	<u>Share of sales,</u> <u>2009</u>	<u>Lead time</u>
From inventory	_____	_____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Produced to order _____
Total **100 %** _____

IV-11. (a) What is the approximate percentage of the total delivered cost of WEBs that is accounted for by U.S. inland transportation costs? _____ percent.

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

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

IV-12. What is the geographic market area in the United States served by your firm's WEBs? (check all that apply)

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

IV-13. (a) Can other products be substituted for WEBs?

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

(i) _____

(ii) _____

(iii) _____

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

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-13 (c) Have changes in the prices of these products affected the price for WEBS?

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

IV-14. a) How has the demand within the United States for WEBS changed, if at all, since January 1, 2007?

- Increased No change Decreased Fluctuated

What principal factors affect changes in demand?

b) How has the demand outside of the United States for WEBS changed, if at all, since January 1, 2007?

- Increased No change Decreased Fluctuated

What principal factors affect changes in demand?

IV-15. Have there been any significant changes in the product range or marketing of WEBS since January 1, 2007?

- No Yes-- Please describe.

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-16. (a) Is the WEB market subject to business cycles or conditions of competition (including seasonal business) distinctive to WEBs?

No (skip to question IV-16.) Yes-- Please describe below and then answer part (b).

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

No Yes-- Please describe.

IV-17. Has your firm refused, declined, or been unable to supply WEBs at any time since January 1, 2007 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, inability to meet timely shipment commitments, etc.)?

No Yes-- Please describe.

IV-18. Please describe any trends in the prices of raw materials used to produce WEBs and whether your firm expects these trends to continue.

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-19. Are WEBs 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 "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			
¹ For any country-pair producing WEBs which are <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/>			

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-21. Please identify below the names and addresses of your firm's 10 largest customers for WEBs during 2007-2009. Please also provide the name and telephone number of a contact person at each customer and each customer's share of your firm's total shipments of WEBs, by quantity, in 2009.

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

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-23. COMPETITION FROM IMPORTS--LOST SALES

Since January 1, 2007: Did your firm lose sales of WEBs to imports of these products from China?

No Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported. **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made **AFTER** the filing of the petition.)

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>units</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Competing import price (total value— <i>dollars</i>)