

U.S. PRODUCERS' QUESTIONNAIRE

WOODEN BEDROOM FURNITURE FROM CHINA

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

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning wooden bedroom furniture from China (Inv. No. 731-TA-1058 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<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 wooden bedroom furniture (as defined in the instruction booklet) at any time since January 1, 2004?</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>

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.

I-3. **Support for continuation of order.**--Do you support or oppose continuation of the antidumping duty order currently in place for wooden bedroom furniture from China?

Support Oppose Take no position

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 wooden bedroom furniture from China into the United States or which are engaged in exporting wooden bedroom furniture from China to the United States?

No Yes--List the following information.

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

I-6. **Related nonsubject importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing wooden bedroom furniture from countries other than China into the United States or which are engaged in exporting wooden bedroom furniture from countries other than China to the United States?

No Yes--List the following information.

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

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 wooden bedroom furniture?

No Yes--List the following information.

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

I-8. **Related distributors and retailers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in distributing or retailing wooden bedroom furniture?

No Yes--List the following information.

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

I-9. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. (Please see the instruction booklet for a definition of "business plan".) Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for wooden bedroom furniture?

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

PART II.--TRADE AND RELATED INFORMATION

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

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of wooden bedroom furniture 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"/> investments abroad.....	_____

<input type="checkbox"/> other (<i>e.g.</i> , technology)	_____

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

II-3. **Union representation.**--Does a union represent workers at your U.S. production facilities?

- No Yes--Identify union, local, and location.

II-4. **Trade Adjustment Assistance.**--Since January 1, 2004, has your firm or its workers applied for Trade Adjustment Assistance certification directly related to imports of wooden bedroom furniture from China?

- No Yes--Identify the date, plant locations, and number of workers eligible for certification, and attach copies of any applications or certification letters. Also indicate whether or not certification has been granted and whether or not the application or certification specifically identifies import of wooden bedroom furniture from China.

II-5. **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 wooden bedroom furniture in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce wooden bedroom furniture (in pieces) for 2010 and 2011.**

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

II-6. **Anticipated changes in operations in the event the order is revoked.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of wooden bedroom furniture in the future if the antidumping duty order on wooden bedroom furniture from China were to be revoked?

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

II-7. **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 wooden bedroom furniture and/or using the same production and related workers employed to produce wooden bedroom furniture?

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

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

<i>(Quantity in pieces)</i>						
Item	2004	2005	2006	2007	2008	2009
Production Capacity of:						
Wooden bedroom furniture						
Other wooden furniture						
Other product(s) : _____						
Production of:						
Wooden bedroom furniture						
Other wooden furniture						
Other product(s) : _____						

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

II-8. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

II-9. **Production shifting.**--Is your firm able to switch production between wooden bedroom furniture and other products in response to a relative change in the price of wooden bedroom furniture 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 wooden bedroom furniture.

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

II-10. Settlement agreements.--

(a) Has your firm, any affiliate of your firm, any representative of your firm, or any group to which your firm belongs ever received payments, or any other form of consideration (including, but not limited to an exclusive or preferred supply arrangement), directly or indirectly, from any Chinese producer/exporter or U.S. importer of wooden bedroom furniture from China in connection with an agreement to withdraw a request to initiate, or avoid a request to initiate, an administrative review by the Department of Commerce of imports subject to the antidumping duty order on wooden bedroom furniture from China?

- No Yes-- Report separately (1) any such payments received, either directly or indirectly, from suppliers, and (2) any such payments received, either directly or indirectly, from non-suppliers in connection with the settlement of an administrative review request.

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

(b) Indicate how your settlement funds were received (either a lump-sum payment, net of other fees, such as legal fees, or by some other method).

(c) Please provide details on any form of consideration received other than payment of money, including an exclusive preferred supply arrangement.

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

II-11. **CDSOA Funds.**--Has your firm received funds under the Continued Dumping and Subsidy Offset Act (CDSOA)?

- No Yes--Supply details as to the disposition of any CDSOA funds you received (e.g., reinvested in domestic production/equipment, in foreign production/equipment). If your firm cannot specify disposition of CDSOA funds received, please provide a general plan of use of the additional income. (Note that CDSOA funds received should be reported in question III-11.)

II-12. **Shipments by type.**--Report the approximate percentage of your U.S. shipments in 2009 by type. (See definitions in the instruction booklet, especially the definitions of "solid wood veneer" and "solid wood or solid wood veneer wooden bedroom furniture.")

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

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

II-13. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of wooden bedroom furniture in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet, especially the definition of "pieces.")

Quantity (in pieces) and value (in \$1,000 FOB your U.S. point of shipment)						
Item	Calendar year					
	2004	2005	2006	2007	2008	2009
Average production capacity¹						
Quantity in pieces (A)						
Beginning-of-period inventories						
Quantity in pieces (B)						
Production						
Quantity in pieces (C)						
U.S. shipments:						
Commercial shipments:						
Quantity in pieces (D)						
Value (E)						
Internal consumption:²						
Quantity in pieces (F)						
Value (G)						
Transfers to related firms:²						
Quantity in pieces (H)						
Value (I)						
Export shipments:³						
Quantity in pieces (J)						
Value (K)						
End-of-period inventories						
Quantity in pieces (L)						
Channels of distribution:						
U.S. shipments to related retailers Value (M)						
U.S. shipments to unrelated retailers Value (N)						
U.S. shipments to hospitality & institutions Value (O)						
U.S. shipments to distributors Value (P)						
U.S. shipments to other: _____ Value (Q)						

Table continued.

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

II-13. **Trade data--Continued.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of wooden bedroom furniture in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet, especially the definition of "pieces.")

Item	Calendar year					
	2004	2005	2006	2007	2008	2009
Employment data:						
Average number of PRWs (<i>number</i>) (R)						
Hours worked by PRWs (<i>1,000 hours</i>) (S)						
Wages paid to PRWs (<i>value</i>) (T)						
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).						
² 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 (<i>e.g.</i> , cost, cost plus, <i>etc.</i>) and provide value data using that basis for each of the periods noted above:						
³ Identify your principal export markets: _____						

II-14. **Reconciliation of trade data.--**

(a) Please note that the quantities reported in question II-13 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 _____

$E + G + I = M + N + O + P + Q$

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.

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

II-15. **Transfers to related firms.**--If you reported transfers to related firms in question II-13, 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-16. **Purchases.**--Other than direct imports, has your firm otherwise purchased wooden bedroom furniture 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 pieces, delivered value in \$1,000)</i>						
Item	2004	2005	2006	2007	2008	2009
Purchases from U.S. importers¹ of wooden bedroom furniture produced in--						
China:						
<i>Quantity in pieces</i>						
<i>Value (delivered)</i>						
Vietnam:						
<i>Quantity in pieces</i>						
<i>Value (delivered)</i>						
All other countries:²						
<i>Quantity in pieces</i>						
<i>Value (delivered)</i>						
Purchases from domestic producers:³						
<i>Quantity in pieces</i>						
<i>Value (delivered)</i>						
Purchases from other sources:						
<i>Quantity in pieces</i>						
<i>Value (delivered)</i>						
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
² Specify the country or countries. _____ _____						
³ Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						

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

II-17. **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 wooden bedroom furniture?

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

II-18. **FTZ.**--Does your firm produce wooden bedroom furniture in a foreign trade zone (FTZ)?

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

II-19. **Direct imports.**--Since January 1, 2004, has your firm imported wooden bedroom furniture?

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

II-20. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of wooden bedroom furniture from China in terms of its effect on your firm's 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.

II-21. **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 wooden bedroom furniture in the future if the antidumping duty order on wooden bedroom furniture from China were to be revoked?

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

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, justin.jee@usitc.gov).

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

Company contact: _____
 Name and title

() () _____
 Phone number Fax 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, 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 wooden bedroom furniture, 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 wooden bedroom furniture, 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 wooden bedroom furniture 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 wooden bedroom furniture 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>
_____	_____
_____	_____
_____	_____

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-11 (i.e., costs reported in question III-11, 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 Justin Jee (202-205-3186, justin.jee@usitc.gov).

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Settlement funds received.**—If your firm received any payment pursuant to a settlement agreement with any importers, exporters, foreign producers, or any other entities during the period of review, please indicate the amount (in thousands of dollars), where these payments were recorded in your actual accounting books/records in the normal course of business, and where you have reported the amounts in question III-11 for this submission.

Did your firm receive any payments pursuant to settlement agreements during the period of review?

- No —Skip to question III-10.
 Yes—Please complete the table below.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Settlement funds received (\$1,000)						
Settlement funds received						
Specific account where funds are recorded in your books						
Specific accounts where funds are reported in question III-11						

III-10. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 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 wooden bedroom furniture operations.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Non-recurring charges: (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-10.)						
1.						
2.						
3.						
4.						
5.						
6.						
7.						

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Operations on wooden bedroom furniture.**--Report the revenue and related cost information requested below on the wooden bedroom furniture operations of your U.S. establishment(s).¹ 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.² 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 Justin Jee (202-205-3186, justin.jee@usitc.gov) before completing this section of the questionnaire.

Quantity (in pieces) and value (in \$1,000)						
Item	Fiscal year					
	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net 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						
Continued Dumping and Subsidy Offset Act funds received ⁵						
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 Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8:
Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____ Year 6 _____
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 internal consumption and transfers to related firms.
⁵ 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.

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of wooden bedroom furniture. 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. 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)					
	Fiscal year					
	_____	_____	_____	_____	_____	_____
ASSETS associated with the production, warehousing, and sale of product:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other current assets						
E. Total current assets (lines 1.A. through 1.D.)						
2. Non-current assets:						
A. Original cost of property, plant, and equipment ("PPE")						
B. Less: Accumulated depreciation						
C. Equals: Book value of PPE						
D. Other non-current assets						
E. Total non-current assets (lines 2.C.+2.D.)						
3. Total assets (lines 1.E. and 2.E.)						

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on wooden bedroom furniture. Provide data for your six most recently completed fiscal years in chronological order from left to right.

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

PART IV.--PRICING AND MARKET FACTORS

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

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

Company contact:

()

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 from January 2004-December 2009 of two of the following four products produced by your firm.

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

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

Each specified product in its entirety is considered a single piece of furniture. For instance, a complete bed frame, consisting of a specified headboard, footboard, and side rails is considered a single piece; a complete dresser is a single piece; a complete mirror (sold with the specified dresser) is a single piece, and a complete nightstand is a single piece.

Please note that total dollar values 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 discounts, allowances, rebates, prepaid freight, and the value of returned goods). See instruction booklet.

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

PRODUCT 1: LOUIS PHILIPPE STYLE WOODEN BEDROOM FURNITURE SUITE

Product 1-A.--Queen-size Louis Philippe Style Sleigh Bed (Wooden Side Rails; no all solid hardwood Headboards or Footboards):¹

- (1) Panel sleigh headboard and panel sleigh footboard, made with either flat or curved panels, and wooden side rails;
- (2) Constructed of hardwood solids and veneers over particle board or fiber board, with or without plywood, no all solid hardwood headboards or footboards, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, but including headboards and footboards designed to accommodate full-size (4 feet-six inches) and/or queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 175 pounds total (**uncartoned and unpacked**).

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

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

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

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

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

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

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

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

¹ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

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

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

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

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

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

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

PRODUCT 2: MISSION STYLE WOODEN BEDROOM FURNITURE SUITE

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

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

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

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

³ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

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

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

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

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

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

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

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

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

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

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

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

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

PRODUCT 3: WHITE COTTAGE STYLE WOODEN BEDROOM FURNITURE SUITE

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

- (1) Panel headboard, panel footboard, and wooden side rails;
- (2) Constructed of hardwood solids and veneers over particle board or fiber board, with or without plywood, no all solid hardwood headboards or footboards, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, but including headboards and footboards designed to accommodate full-size (4 feet-six inches) and/or queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 200 pounds total **(uncartoned and unpacked).**

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

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

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

- (1) Panel headboard, panel footboard, and wooden side rails;
- (2) Constructed of all hardwood solids, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, but including headboards and footboards designed to accommodate full-size (4 feet-six inches) and/or queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 200 pounds total (**uncartoned and unpacked**).

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

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

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

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

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

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

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

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands;
- (2) Height ranging from 23.0-29.0 inches and width ranging from 22.0-29.0 inches.

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

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

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

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

PRODUCT 4: TRADITIONAL CARVED STYLE WOODEN BEDROOM FURNITURE SUITE

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

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

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

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

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

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

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

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

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

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

⁷ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

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

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

IV-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

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

¹ 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.

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

Product 1-A: _____

Product 1-B: _____

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

IV-2. Pricing data.—Continued

(Quantity in pieces, value in dollars)				
Period of shipment	Product 1-C		Product 1-D	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 1-C: _____				
Product 1-D: _____				

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

IV-2. Pricing data.—Continued

Period of shipment	(Quantity in pieces, value in dollars)					
	Product 1-E		Product 1-F		Product 1-G	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.						
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1-E: _____ Product 1-F: _____ Product 1-G: _____						

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

IV-2. Pricing data.—Continued

(Quantity in pieces, value in dollars)				
Period of shipment	Product 2-A		Product 2-B	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 2-A: _____				
Product 2-B: _____				

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

IV-2. Pricing data.—Continued

(Quantity in pieces, value in dollars)				
Period of shipment	Product 2-C		Product 2-D	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 2-C: _____				
Product 2-D: _____				

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

IV-2. Pricing data.—Continued

Period of shipment	(Quantity in pieces, value in dollars)					
	Product 2-E		Product 2-F		Product 2-G	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.						
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 2-E: _____ Product 2-F: _____ Product 2-G: _____						

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

IV-2. Pricing data.—Continued

(Quantity in pieces, value in dollars)				
Period of shipment	Product 3-A		Product 3-B	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 3-A: _____				
Product 3-B: _____				

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

IV-2. Pricing data.—Continued

(Quantity in pieces, value in dollars)				
Period of shipment	Product 3-C		Product 3-D	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 3-C: _____				
Product 3-D: _____				

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

IV-2. **Pricing data.**—Continued

<i>(Quantity in pieces, value in dollars)</i>						
Period of shipment	Product 3-E		Product 3-F		Product 3-G	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.						
Note. --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 3-E: _____ Product 3-F: _____ Product 3-G: _____						

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

IV-2. Pricing data.—Continued

(Quantity in pieces, value in dollars)				
Period of shipment	Product 4-A		Product 4-B	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 4-A: _____				
Product 4-B: _____				

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

IV-2. **Pricing data.**—Continued

Period of shipment	(Quantity in pieces, value in dollars)					
	Product 4-C		Product 4-D		Product 4-E	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
¹ 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. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.						
Note. --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 4-C: _____ Product 4-D: _____ Product 4-E: _____						

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

IV-10. **Shipping information.**--

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

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

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

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

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

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____

IV-13. **Substitutes.**--Please list in order of importance any products that may be substituted for wooden bedroom furniture. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for wooden bedroom furniture.

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

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

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

- No Yes--Please explain.

IV-15. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for wooden bedroom furniture 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.

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

IV-17. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced wooden bedroom furniture in the U.S. market since 2004?

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

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

IV-18. Availability of supply (U.S.-produced).--

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

- Increase No change Decrease

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

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

- No Yes--Please explain.

IV-20. Export constraints.--Describe how easily your firm can shift its sales of wooden bedroom furniture between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting wooden bedroom furniture between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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

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

No Yes--Please describe and quantify if possible.

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

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

IV-23. **Demand trends.**--

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

Increased No Change Decreased Fluctuated

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

Increased No Change Decreased Fluctuated

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

IV-24. Anticipated demand trends.—

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

Increase No Change Decrease Fluctuate

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

Increase No Change Decrease Fluctuate

IV-25. Business cycles.--

(a) Is wooden bedroom furniture market subject to business cycles or conditions of competition (including seasonal business) distinctive to wooden bedroom furniture?

No (skip to question IV-26.) 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 for wooden bedroom furniture since January 1, 2004?

No Yes-- Please describe.

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

IV-26. **Price comparisons.**--Please compare market prices of wooden bedroom furniture in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-27. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss wooden bedroom furniture supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 2004 to the present and forecasts for the future.

IV-28. **Barriers to trade.**--Are your exports of wooden bedroom furniture subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2004, or that are expected to occur in the future.

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

IV-30. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between wooden bedroom furniture produced in the United States and in other countries a significant factor in your firm's sales of the products? 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.¹

Country-pair	China	Vietnam	Other countries
United States			
China			
Vietnam			

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

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

IV-31. a) Are there certain types/styles of wooden bedroom furniture imported from China that are not produced in the United States? Yes No If yes, identify these products, explain why your firm does not produce such products domestically, and identify the use(s)--residential, hospitality, rental, etc.

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

IV-32. a) Does your firm sell wooden bedroom furniture under any brand names? Yes No

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

c) What percentage of your firm's sales of wooden bedroom furniture in 2009 was products with brand names? Has this percentage changed since 2004? If so, please discuss.

IV-33. If your firm sells wooden bedroom furniture as a suite, are all the pieces of your suites produced in the same country (e.g., all pieces produced in the United States or all pieces produced in China)?

Yes No

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

IV-34. a) Does your firm generally sell wooden bedroom furniture as separate pieces or as suites?

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

Sold as pieces	_____
Sold as suites	_____
	100 %

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

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

Priced on a piece basis	_____
Priced on a suite basis	_____

e) Approximately what percentage of bedrooms that your firm sold was produced in the United States in the following years:

	2004	2009
Sold as pieces	_____	_____
Sold as suites	_____	_____

Please provide any business plans, financial statements, or other supporting documents that address this issue.

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

IV-35. How have imports of wooden bedroom furniture from Vietnam affected the U.S. market for wooden bedroom furniture? If possible, please address issues of price, competition with U.S. and other imported product, and U.S. consumption, as well as any other relevant issues.

IV-36. How often is wooden bedroom furniture made of solid wood and that made of other materials (e.g., particle board) interchangeable?

- Always Usually Sometimes Never

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

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

IV-37 (a) If you sell queen size beds (or headboards, footboards, and side rails that, taken together, form a queen size bed) produced in the United States, please indicate the total value of such beds that you sold to your customers in 2009 in each of the following price ranges:

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

(b) If you sell 6-9 drawer dressers produced in the United States, please indicate the total value of such dressers that you sold to your customers in 2009 in each of the following price ranges:

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