

**U.S. PURCHASERS' 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)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270, John.Benedetto@usitc.gov)

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm purchased wooden bedroom furniture (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2004?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

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

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--Please report 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. **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-4. **Related SUBJECT 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

I-5. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **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-7. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for wooden bedroom furniture?

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

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**PART II.--PURCHASES**

**Contact information (Purchases).**--Who should be contacted regarding the information requested in parts II to IV?

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

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

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of wooden bedroom furniture. Do not include direct imports from sources outside the United States; direct imports should be reported in an importers' questionnaire. Report based on delivery date, not order date.

Quantity ( <i>in pieces</i> ) and delivered value ( <i>in \$1,000</i> )						
Item	2004	2005	2006	2007	2008	2009
<b>Purchases of wooden bedroom furniture produced in--</b>						
<b>The United States:</b>						
<i>Quantity</i>						
<i>Value (delivered)</i>						
<b>China:</b>						
<i>Quantity</i>						
<i>Value (delivered)</i>						
<b>Vietnam:</b>						
<i>Quantity</i>						
<i>Value (delivered)</i>						
<b>All other countries:<sup>1</sup></b>						
<i>Quantity</i>						
<i>Value (delivered)</i>						
<sup>1</sup> Please identify these countries: _____						
_____						
_____						
_____						

**PART II.--PURCHASES--Continued**

**II-2. Purchases before and after order.--**

(a) Did your firm purchase wooden bedroom furniture from China before 2004?

- No--skip to (c)       Yes

(b) If yes, has your pattern of purchasing wooden bedroom furniture from China changed since 2004?

- No, our pattern of purchasing is essentially unchanged.  
 Yes, we discontinued purchases from China because of the order.  
 Yes, we reduced purchases from China because of the order.  
 Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).

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(c) Has your pattern of purchasing wooden bedroom furniture from nonsubject foreign sources (i.e., countries other than China) changed since 2004?

- We did not purchase from nonsubject foreign sources before or after the order.  
 No, our pattern of purchasing is essentially unchanged.  
 Yes, we increased purchases from nonsubject countries because of the order.  
 Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

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**PART II.--PURCHASES--Continued**

II-3. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of wooden bedroom furniture from different sources (both domestic and foreign) have changed since 2004 (the year the **countervailing duty/antidumping duty** order under review became effective).

<b>Source of purchases</b>	<b>Trend</b>	<b>Explanation for trend</b>
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Vietnam	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

**PART II.--PURCHASES--Continued**

II-4. **Purchases from one country only**--If your firm has purchased wooden bedroom furniture from only one country, please explain the reasons for doing so.

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II-5. **Supplier identification**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for wooden bedroom furniture since 2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of wooden bedroom furniture that each of these customers accounted for in 2009.

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of wooden bedroom furniture (check all that apply)?

- Retailer
- Distributor
- Other (Describe: \_\_\_\_\_)

III-2. **Competition for sales.**--If you are a distributor or reseller of wooden bedroom furniture, do you compete for sales to your customers with the manufacturers or importers from which you purchase wooden bedroom furniture?

- No
- Yes--Please describe

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III-3. **Types of customers.**--If your firm is a distributor or reseller of wooden bedroom furniture, what are the major types of consumers to which you sell wooden bedroom furniture?

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III-4. **Brand names.**-- If your firm is a distributor or reseller of wooden bedroom furniture, does your firm sell wooden bedroom furniture under brand names?

- No
- Yes--Please indicate the specific brand names.

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III-5. **Brand names.**-- How often are brand names important in your firm's sales of wooden bedroom furniture?

- Always
- Usually
- Sometimes
- Never



**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-6. Substitutes.—**

(a) Can other products be substituted for wooden bedroom furniture?

No                       Yes--Please complete (b).

(b) Please list in order of importance any products that may be substituted for wooden bedroom furniture. For each possible substitute product, please give examples of applications and end uses for which they are substitutes 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. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

**III-7. 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.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-8. **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 and provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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III-9. **Demand trends.**--

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

- Increased       Decreased       Fluctuated       No change

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

- Increased       Decreased       Fluctuated       No change

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-10. 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 that will affect these changes in demand?

- Increase       Decrease       Fluctuate       No change

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

- Increase       Decrease       Fluctuate       No change

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III-11. **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.

III-12. **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.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-13. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of wooden bedroom furniture (check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all our purchases of wooden bedroom furniture.
- Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves \_\_\_\_ percent of all our purchases of wooden bedroom furniture.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all our purchases of wooden bedroom furniture.

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III-14. **Conditions of competition.**--

- (a) Is the wooden bedroom furniture market subject to business cycles or conditions of competition distinctive to wooden bedroom furniture?
- No             Yes--Please explain and estimate the duration of any such cycle.

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- (b) Has the emergence of new markets for wooden bedroom furniture since 2004 affected the business cycles or conditions of competition distinctive to wooden bedroom furniture?
- No             Yes--Please explain any such changes.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-15. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving wooden bedroom furniture based on the producer of the wooden bedroom furniture you purchase?

Your firm:             Always             Usually             Sometimes             Never  
Your customers:     Always             Usually             Sometimes             Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-16. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving wooden bedroom furniture based on the country of origin of the wooden bedroom furniture you purchase?

Your firm:             Always             Usually             Sometimes             Never  
Your customers:     Always             Usually             Sometimes             Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-17. Purchasing frequency.--**

(a) How frequently do you make purchases?

- Daily       Weekly       Monthly       Quarterly       Annually  
 Other (specify) \_\_\_\_\_)

(b) Do you expect this purchasing pattern to change in the next two years?

- No       Yes-- How and why do you expect these changes to occur?

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**III-18. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase? \_\_\_\_\_ firms**

**III-19. Supplier negotiations.--**

(a) Do purchases of wooden bedroom furniture usually involve negotiations between supplier and purchaser?

- No       Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No       Yes--Specify the time period.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-20. **Change in suppliers.**--Have you changed suppliers since 2004?

- No             Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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III-21. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2004?

- No             Yes--Please identify the firms and indicate how you became aware of them.

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(b) Do you expect new wooden bedroom furniture suppliers to enter the U.S. market in the future?

- No             Yes--Please provide details, noting the specific future time period in your response.

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III-22. **Supplier qualification**

(a) Do you require your suppliers to be or to become certified or qualified to sell wooden bedroom furniture to your firm?

- No             Yes-- \_\_\_\_\_ percent of value of purchases in 2009     Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

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(c) How long does it take to qualify a new supplier? \_\_\_\_\_ days.

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-23. **Failure to certify.**--Since 2004, have any domestic or foreign producers failed in their attempts to certify or qualify their wooden bedroom furniture with your firm or have any producers lost their approved status?

- No                       Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

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III-24. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for wooden bedroom furniture.

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-25. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase wooden bedroom furniture for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-26. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of wooden bedroom furniture?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-27. **Frequency of decisions based on price.**--How often does your firm purchase the wooden bedroom furniture that is offered at the lowest price?

Always

Usually

Sometimes

Never

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-28. **Price leaders.**--Please list the names of any firms you considered price leaders in the wooden bedroom furniture market since 2004. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type. Please describe how the firm(s) exhibited price leadership.

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III-29. **Changes in U.S. industry.**--

(a) Please identify and discuss any improvements/changes in the U.S. wooden bedroom furniture industry since 2004 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-29. Changes in U.S. industry.--Continued**

- (b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. wooden bedroom furniture industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

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- III-30. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of wooden bedroom furniture from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. market: \_\_\_\_\_

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-31. If your firm is a retailer of wooden bedroom furniture, please discuss the major factors that your firm considers when awarding your floor space to specific suppliers of wooden bedroom furniture.

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III-32. If your firm purchases wooden bedroom furniture as a suite, are all the pieces produced in the same country (e.g., all products produced in the United States or all pieces produced in China)?

- No       Yes--Please discuss, noting the percentage of your firm's purchases in 2009 that was blended (i.e., different pieces have different country of origins) and the country of origin of the pieces that your firm has purchased.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-33. Are there different tiers within the retail market for wooden bedroom furniture?

- No       Yes--Please explain.

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III-34.--**Purchases of wooden bedroom furniture as pieces or suites.**

a) Does your firm generally **purchase** wooden bedroom furniture as separate pieces or as suites?

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b) Please estimate the percentage of your firm's **purchases** in 2009 that were 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.)

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c) Are the prices that your firms pays its suppliers for wooden bedroom furniture negotiated on a piece-by-piece basis or on a suite-by-suite basis?

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-35.--Sales of wooden bedroom furniture as pieces or suites.**

a) Does your firm generally **sell** wooden bedroom furniture as separate pieces or as suites?

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b) Please estimate the percentage of your firm's **sales** 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).

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c) Are the prices that your firms pays its suppliers for wooden bedroom furniture negotiated on a piece-by-piece basis or on a suite-by-suite basis?

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III-36. 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.

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III-37. 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.

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**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-3. **Country preferences.**--Do you or your customers ever specifically order wooden bedroom furniture from one country in particular over other possible sources of supply?

- No             Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why wooden bedroom furniture from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of wooden bedroom furniture available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No             Yes--Please identify the source and the grade/type/size.

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IV-5. **Choice of product not based on price.**--If you purchased wooden bedroom furniture from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how wooden bedroom furniture produced in each country you identified in your response to the first question in Part IV compares with wooden bedroom furniture produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	product from			product from			product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-6. Continued.

Quality	product from compared to product from			product from compared to product from			product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

