

**FOREIGN PRODUCERS'/EXPORTERS' 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.

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p>_____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm produced or exported wooden bedroom furniture (as defined in the instruction booklet) 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 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_hours \_\_\_\_\_dollars

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

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

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I-3. **U.S. importers.**--Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's wooden bedroom furniture in 2009.

No.	Importer's name	Contact person	E-mail address	Area code and telephone number	Share of your 2009 exports (%)	✓ if importer is affiliated
1						
2						
3						
4						
5						

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

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce wooden bedroom furniture in the United States or other countries?

- No             Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Amy Sherman, amy.sherman@usitc.gov, for copies of that questionnaire).

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I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import wooden bedroom furniture into the United States?

- No             Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Amy Sherman, amy.sherman@usitc.gov, for copies of that questionnaire).

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I-6. **Exports produced by other Chinese firms.**--

(a) Has your firm exported wooden bedroom furniture to the United States produced by other Chinese firms?

- No             Yes--Please name the firm(s) below and ensure that they complete the Commission's foreign producer/exporter questionnaire (contact Amy Sherman, amy.sherman@usitc.gov, for copies of that questionnaire).

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

**I-6. Exports produced by other Chinese firms.--Continued**

(b) Does your firm produce wooden bedroom furniture that was exported to the United States through other Chinese producers/exporters?

- No                       Yes--Please name the firm(s) below and ensure that they complete the Commission's foreign producer/exporter questionnaire (contact Amy Sherman, amy.sherman@usitc.gov, for copies of that questionnaire).

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(c) Has your firm exported wooden bedroom furniture to the United States that was invoiced under another Chinese producer/exporter's name?

- No                       Yes--Please name the firm(s) below and ensure that they complete the Commission's foreign producer/exporter questionnaire (contact Amy Sherman, amy.sherman@usitc.gov, for copies of that questionnaire).

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**I-7. Business plan.--In Parts II and III 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 future 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.--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 importation curtailments .....	_____
	_____
<input type="checkbox"/> revised labor agreements .....	_____
	_____
<input type="checkbox"/> other ( <i>e.g.</i> , technology) .....	_____
	_____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of 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.**

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II-4. **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.

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II-5. **Same equipment, machinery, and workers.**--Has your firm since 2004 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of 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 data</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

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

**II-5. Same equipment, machinery, and workers.--Continued**

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

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

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II-7. **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.

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II-8. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of wooden bedroom furniture?

\_\_\_\_\_ Percent

II-9. **Inventories in the United States.**--Has your firm, since 2004, maintained any inventories of wooden bedroom furniture in the United States (not including inventories held by firms identified in question I-3)?

- No             Yes--Report the quantity of such end-of-period inventories below.

(Quantity in pieces)						
Item	2004	2005	2006	2007	2008	2009
<b>Inventory</b>						

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

II-10. **Non-bedroom wooden furniture production.**--Has your firm, since 2004, produced other wooden furniture, in addition to wooden bedroom furniture?

No                       Yes--Report the capacity, production and exports below.

<i>(Quantity in pieces)</i>						
<b>Non-bedroom wooden furniture</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Average production capacity</b>						
<b>Exports to the United States</b>						
<b>Exports to all other countries</b>						

II-11. **Exports by type.**--Report the approximate percentage of your firm's exports to the United States of wooden bedroom furniture 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.")

<b>Item</b>	<b>Share of exports to the United States, by quantity (in pieces), in 2009</b>
<b>Solid wood or solid wood veneer wooden bedroom furniture</b>	
<b>Non-solid wood or non-solid wood veneer wooden bedroom furniture</b> <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>	
<b>Total</b>	<b>100 %</b>

II-12. **Barriers.**--

(a) Are your firm's exports of wooden bedroom furniture subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No                       Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

<b>Product</b>	<b>Country</b>	<b>Year imposed</b>	<b>Barrier (if tariff, give rate)</b>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____



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

**II-12. Barriers.--Continued**

(b) Are your firm's exports of wooden bedroom furniture subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No  Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

II-13. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of wooden bedroom furniture since 2004. Please identify and discuss below.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-14. **Significance of antidumping duty order.**—

(a) Please state the antidumping duty rates to which your exports have been subject since the order was imposed. Identify the applicable review period and state the duty rate determined for that review period.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(b) If your antidumping duty rate changed during the period of review, for each instance where the rate was changed, please explain how the change in rate affected your volume of exports to the United States.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-15. **Anticipated changes if order revoked.**--Does your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories 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.

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II-16. **Duty circumvention.**--

(a) Has your firm or any of your firm's affiliated or unaffiliated customers been investigated by any U.S. government agency (including, but not limited to, U.S. Customs and Border Protection, U.S. Immigration and Customs Enforcement, or the U.S. Department of Justice) for potential avoidance of antidumping duties on wooden bedroom furniture?

- No             Yes--Please describe the investigation(s) and outcome(s).

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(b) Is your firm aware of any past or present antidumping duty avoidance schemes (including, but not limited to, mislabeling or transshipments through third countries) relating to wooden bedroom furniture from China, regardless of whether these schemes have specifically been investigated by any U.S. government agency?

- No             Yes--Please describe.

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

**II-17. Settlement agreements--**

(a) Has your firm, any affiliate of your firm, or any representative of your firm, ever made payments (or provided any other form of consideration, including, but not limited to, an exclusive or preferred supplier arrangement), directly or indirectly, to any U.S. producer, or group of U.S. producers, to a representative of either, or to any other entity in connection with an agreement to withdraw a request to initiate, or to avoid a request to initiate, an administrative review by the Department of Commerce of imports subject to the antidumping order on wooden bedroom furniture from China?

No

Yes-- Yes--Report separately (1) any such payments made in connection with the settlement of an administrative review request where you or an affiliate supplied a domestic producer(s) that either directly or indirectly was party to the settlement, and (2) any such payments where you or an affiliate did not supply a domestic producer that either directly or indirectly was party to the settlement.

(Value in \$1,000)						
Item	2004	2005	2006	2007	2008	2009
<b>Purchasers</b> <i>Please list all firms/entities; use additional pages if necessary.</i>						
Firm/entity: _____						
Rate (percent) <sup>1</sup>						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						
<b>Other firms</b> <i>Please list all firms/entities; use additional pages if necessary.</i>						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						
<sup>1</sup> 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 paid (direct to the U.S. producer or to the U.S. producer's counsel either by a lump-sum payment, or by some other method).

\_\_\_\_\_

\_\_\_\_\_

(c) Please provide details on any form of consideration given other than payment of money.

\_\_\_\_\_

\_\_\_\_\_

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

II-18. **Trade data.**-- Report production capacity, production, shipments, and inventories of wooden bedroom furniture produced by your firm in China during the specified periods. (See definitions in the instruction booklet.)

Quantity (in pieces) and Value (in 1,000 dollars)						
Item	Calendar year					
	2004	2005	2006	2007	2008	2009
<b>Average production capacity</b> <sup>1</sup> (A)						
<b>Beginning-of-period inventories</b> (B)						
<b>Production</b> <sup>2</sup> (C)						
<b>Home market shipments:</b>						
Internal consumption/transfers						
<i>quantity</i> (D)						
Commercial shipments						
<i>quantity</i> (E)						
<b>Export shipments:</b>						
to the United States: <sup>3</sup>						
<i>quantity</i> (F)						
to the European Union: <sup>4</sup>						
<i>quantity</i> (G)						
to Asia: <sup>5</sup>						
<i>quantity</i> (H)						
to all other markets: <sup>6</sup>						
<i>quantity</i> (I)						
<b>Total exports</b> ( <i>quantity</i> ) (J)						
<b>Total shipments</b> ( <i>quantity</i> ) (K)						
<b>End-of-period inventories</b> (L)						
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p>						
<p><sup>2</sup> Please estimate the percentage of total production of wooden bedroom furniture in China accounted for by your firm's production in 2009: _____ Percent</p>						
<p><sup>3</sup> Please estimate the percentage of total exports to the United States of wooden bedroom furniture in China accounted for by your firm's exports in 2009: _____ Percent</p>						
<p><sup>4</sup> Identify your principal <i>European Union</i> export markets: _____.</p>						
<p><sup>5</sup> Identify your principal <i>Asian</i> export markets: _____.</p>						
<p><sup>6</sup> Identify your principal <i>other</i> export markets: _____.</p>						

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

**II-19. Reconciliation of trade data.--**

- (a) The quantities reported in question II-18 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - E - F - G - H - I = L$  Do these data reconcile?  Yes  No--Please explain: \_\_\_\_\_

- (b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2004 should equal line B of year 2005). Do these data reconcile for each adjacent calendar year?

Yes  No--Please explain:

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

- II-20. **Raw materials.--**Is the wood used to produce your wooden bedroom furniture sourced from China, the United States, or other countries (list those countries separately)?

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

- II-21. **Production in other countries.--**Since 2004, have you moved any of your wooden bedroom furniture production to other countries?

No  Yes--Name the country(ies) and reason for moving your production out of China.

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

**PART III.--MARKET FACTORS**

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

III-1. **Contact information (Market).**--Who should be contacted regarding the requested market factors information?

Company contact: \_\_\_\_\_  
Name and title  
  
( ) \_\_\_\_\_  
Phone number                      E-mail address

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

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

III-3. **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

III-4. **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

**PART III.--MARKET FACTORS--Continued**

III-5. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of wooden bedroom furniture?

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

III-6. **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.

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III-7. **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 China-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 FACTORS--Continued**

**III-8. Availability of SUBJECT import supply.--**

(a) Do you anticipate any changes in terms of the availability of China-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.

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**III-9. Product shifting.--**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 (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) 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.

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**III-10. Product changes.--**Is the product range, product mix, or marketing (including sales over the internet) of wooden bedroom furniture in your home market significantly different from the product range, product mix, or marketing of wooden bedroom furniture for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of wooden bedroom furniture in your home market, for export to the United States, or for export to third-country markets since 2004?

No                       Yes--Please describe and quantify if possible.

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**PART III.--MARKET FACTORS--Continued**

III-11. **Anticipated product changes.**--Please discuss any anticipated changes in terms of the product range, product mix, or marketing (including sales over the internet) of wooden bedroom furniture in your home market, for export to the United States, or for export to third-country markets 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.

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III-12. **Substitutes.**--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/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

**PART III.--MARKET FACTORS--Continued**

III-13. **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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III-14. **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.

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III-15. **Interchangeability.**--Is the wooden bedroom furniture produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's wooden bedroom furniture sold to the United States and/or to third-country markets?

Yes             No--Identify the market(s) and any differences in the products.

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III-16. **End uses.**--Describe the end uses of the wooden bedroom furniture that you manufacture and sell to your home market. If these end uses differ from those of the wooden bedroom furniture you sell to the U.S. market or to third-country markets, explain.

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**PART III.--MARKET FACTORS--Continued**

III-17. **Demand trends.**--How has the demand for wooden bedroom furniture changed since January 1, 2004? What principal factors affect changes in demand?

	<u>Increased</u>	<u>No change</u>	<u>Decreased</u>	<u>Fluctuated</u>
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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III-18. **Anticipated demand trends.**-- How do you anticipate demand will change for wooden bedroom furniture in the future? What principal factors that will affect these changes in demand?

	<u>Increase</u>	<u>No change</u>	<u>Decrease</u>	<u>Fluctuate</u>
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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III-19. **Price differences.**--Please compare market prices of wooden bedroom furniture in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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**PART III.--MARKET FACTORS--Continued**

III-20. **Description of home market.**--Describe briefly your home market for wooden bedroom furniture, including the number of, and competition between, producers.

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III-21. **Import competition.**--Do you face competition from imports of wooden bedroom furniture in your home market?

No             Yes--Please identify the country sources of any imports of wooden bedroom furniture into your home market.

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III-22. **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-23. How have exports of wooden bedroom furniture from Vietnam affected world markets for wooden bedroom furniture? If possible, please address issues of price, competition with other countries' products, and world consumption, as well as any other relevant issues.

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**PART III.--MARKET FACTORS--Continued**

III-24. 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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