

## U.S. PRODUCERS' QUESTIONNAIRE

### UNCOVERED INNERSPRING UNITS FROM CHINA, SOUTH AFRICA, AND VIETNAM

This questionnaire must be received by the Commission by no later than **SEPTEMBER 10, 2008**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning **uncovered innerspring units (innersprings)** from China, South Africa, and Vietnam (Inv. Nos. 731-TA-1140-1142 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced <b>innersprings</b> (as defined in the instruction booklet) at any time since January 1, 2005?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

### CERTIFICATION

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

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations 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.*

\_\_\_\_\_  
*Name of Authorized Official*

\_\_\_\_\_  
*Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature*

\_\_\_\_\_  
*Phone: ( )*

\_\_\_\_\_  
*Fax ( )*

\_\_\_\_\_  
*E-mail address*

**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. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

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

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

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

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I-3. Do you support or oppose the petition?

<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position	<b>China</b>
<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position	<b>South Africa</b>
<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position	<b>Vietnam</b>

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

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

No             Yes--List the following information

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

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

No             Yes--List the following information

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

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

No             Yes--List the following information

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



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

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

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

No       Yes--List the following information.

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

Products produced using the same workers and share of total production in 2007 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Innersprings</u> _____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of innersprings?

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

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

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

II-8. Since January 1, 2005, has your firm imported innersprings?

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

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

II-9. In 2007, did your firm internally transfer (captively consume) any portion of its production of innersprings to produce downstream product(s) (product(s) produced at least in part from internal transfers of innersprings )?

No--Skip to question II-21     Yes--Complete questions II-10 through II-20

II-10. Approximately what share (*in percent*) of the volume of your firm's production of innersprings in 2007 was transferred internally for the production of one or more downstream products?

\_\_\_\_\_ percent.

II-11. Please identify the downstream product(s) that your firm produces from internal transfers of innersprings.

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II-12. Were all of the innerprings that your company transferred for internal processing actually processed into a downstream product?

Yes     No--Please report the quantity and value sold in the innersprings merchant market in 2007.

Quantity: (*1,000 units*) \_\_\_\_\_    Value: (*1,000 dollars*) \_\_\_\_\_

Please report the quantity and value in 2007 that was unusable and/or was used for some purpose other than the processing of a downstream product. Please also specify the purpose.

Quantity: (*1,000 units*) \_\_\_\_\_    Value: (*1,000 dollars*) \_\_\_\_\_

Purpose: \_\_\_\_\_

II-13. What share of the raw material cost of producing your downstream product(s) in 2007 was accounted for by innersprings?

Downstream product	Share of raw material cost ( <i>in percent</i> )

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

II-14. In 2007, were innersprings that you sold in the merchant market generally used in the production of downstream products by your customers?

No  Don't know  Yes--Please identify your two major customers, the major downstream products involved, and the approximate share (*in percent*) of the volume of your merchant market sales of innersprings in 2007 that were in the production of downstream products by **all** of your customers.

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II-15. In 2007, was any portion of your merchant market sales of innersprings used by your customers to produce the same downstream product(s) that your firm produces from captively produced innersprings?

No  Don't know  Yes--Please indicate the approximate share (*in percent*) of the volume of your merchant market sales of innersprings in 2007 that was used in the production of the same downstream products that your firm produces from captively produced innersprings.

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II-16. Please list each related company to which you transferred innersprings during 2007, the ownership interest that your firm has in each related company, any other companies with an ownership interest in the related company, and their respective ownership shares in the related company.

Related company	Your ownership interest ( <i>in percent</i> )	Other companies with an ownership interest	Their ownership interest ( <i>in percent</i> )

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

II-17. In 2007, did the related company(ies) identified above source innersprings from any companies other than your firm?

No  Yes—Please list the other sources from which each related company obtained innersprings and what percentage came from each source. Please also indicate whether or not the innersprings from each other source were provided under a toll agreement.

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II-18. Are your transfers to the related company(ies) identified above made through a toll operation (i.e., do you maintain legal title to the innersprings that you transfer to the related company(ies))?

Yes  No—Please indicate how the price at which your company sells innersprings to the related company(ies) is established:

Based on market prices for innersprings.  Based on a non-market formula.

If price is based on a non-market formula, please explain the formula for valuing the innersprings, including what factors such as costs, profit, etc., are used to arrive at the value for the innersprings transferred to the related company(ies).

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

II-19. What entity holds the marketing/distribution rights (i.e., sells) the product(s) produced by the related company(ies)?

- Your company (including any joint ventures).       Related company(ies).

If the joint venture partners and other owners sell the products produced by the related company(ies), how is the production of the related company divided among the joint venture partners and other owners?

- By ownership share.       Otherwise--please specify.

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II-20. Are transfers to the related party(ies) valued differently from other internal transfers?

- No       Yes--Please explain the basis for the difference in valuation.

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

II-21. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **INNERSPRINGS** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					
<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: <hr/>					
<sup>3</sup> Identify your principal export markets: _____ 					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? 					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-22. If you reported transfers to related firms in question II-21, 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.

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II-23. Other than direct imports, has your firm otherwise purchased innersprings since January 1, 2005? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in 1,000 units, value in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup></b>					
<b>OF PRODUCT FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>SOUTH AFRICA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>VIETNAM:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM U.S. PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>					

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

II-24. Report separately the quantity and value of your firm's shipments of **INNERSRPINGS** made pursuant to **LONG TERM CONTRACTS (Contracts of 1-year or longer)**, the quantity and value of your firm's shipments of **PROPRIETARY INNERSRPRINGS** (those innersprings that are protected by patent, trademark, or other intellectual property protection):

Quantity (in 1,000 units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
<b>U.S. commercial shipments made pursuant to long-term contracts (proprietary models):</b> <sup>1</sup>					
Quantity					
Value					
<b>U.S. commercial shipments made pursuant to long-term contracts (other models):</b>					
Quantity					
Value					
<b>U.S. commercial shipments made pursuant to long-term contracts (all models combined):</b>					
Quantity					
Value					
<b>U.S. commercial shipments made pursuant to short-term contracts or spot (proprietary models):</b> <sup>1</sup>					
Quantity					
Value					
<b>U.S. commercial shipments made pursuant to short-term contracts or spot (other models):</b>					
Quantity					
Value					
<b>U.S. commercial shipments made pursuant to short-term contracts or spot (all models combined):</b>					
Quantity					
Value					
<sup>1</sup> Please note, by year, if there was a change in the number of proprietary models shipped:					
_____					
_____					
_____					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **David Boyland (202-708-4725 or [david.boyland@usitc.gov](mailto:david.boyland@usitc.gov))**.

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

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

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

III-2. Briefly describe your financial accounting system.

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

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

2. Does your firm prepare profit/loss statements for innersprings:  
 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 innersprings, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

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

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

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

III-5. Other products.--Please list any other products you produced in the facilities in which you produced innersprings, 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. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of innersprings from any related company?

- Yes--Continue to question III-7 below.       No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of innersprings 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. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

- Yes--Continue to question III-9 below.       No--Continue to question III-10 below.

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

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission; i.e., to the extent that they reflect the inputs purchased from related parties, costs should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

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

- Yes                       No--Please contact **David Boyland at 202-708-4725 or [david.boyland@usitc.gov](mailto:david.boyland@usitc.gov)**.

III-10. Nonrecurring charges.--For each annual and interim 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 innerspring operations.

Item	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
<b>Non-recurring charges:</b> (In this 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-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

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

III-11. Operations on Innersprings.--Report the revenue and related cost information requested below on the innersprings operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact **David Boyland at (202) 708-4725 or [david.boyland@usitc.gov](mailto:david.boyland@usitc.gov)** before completing this section of the questionnaire.

Quantity (in 1,000 units) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.					



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

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of innersprings. 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 a rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and as of the end of the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
<b>Assets associated with the production, warehousing, and sale of product:</b>					
<b>1. Current assets:</b>					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Other (describe: _____)					
F. Total current assets (lines 1.A. through 1.E.)					
<b>2. Property, plant, and equipment</b>					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
<b>3. Other (describe: _____)</b>					
<b>4. Other (describe: _____)</b>					
<b>5. Total assets (lines 1.F., 2.C., 3 and 4)</b>					

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on innersprings. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

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

III-14. Since January 1, 2005, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of innersprings from China, Vietnam, and/or South Africa?

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

III-15. Does your firm anticipate any negative impact of imports of innersprings from China, Vietnam, and/or South Africa if antidumping duty orders are not imposed against these countries?

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

III-16. Has the filing of the antidumping petition on December 31, 2007 and these investigations affected your business, such as through increased sales to customers that switched from imports to domestic innersprings?

- No             Yes—Please discuss.

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

Further information on this part of the questionnaire can be obtained from **Kelly Clark, Economist (202-205-3166 or [kelly.clark@usitc.gov](mailto:kelly.clark@usitc.gov))**

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

Company contact: \_\_\_\_\_  
Name and title  
\_\_\_\_\_ Ext.: \_\_\_\_\_  
Phone No. \_\_\_\_\_ Email address \_\_\_\_\_

**Section IV-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments of the following innersprings products to unrelated U.S. customers during January 2005 to June 2008 (please note that these products have changed since the preliminary phase of these investigations):

- Product 1:** Twin size: 206 to 226 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 5.0" to 5.5" height, unit dimensions of 36.5"x 73"
- Product 2:** Twin size: 230 to 250 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 6.75" to 7.25" height, unit dimensions of 36.5"x 73"
- Product 3:** Full size: 302 to 322 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 5.75" to 6.25" height, unit dimensions of 51.5"x 73"
- Product 4:** Queen size: 380 to 400 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 5.0" to 5.5" height, unit dimensions of 58.5"x 78"
- Product 5:** Queen size: 406 to 426 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 5.75" to 6.25" height, unit dimensions of 58.5"x 78"
- Product 6:** Queen size: 406 to 426 coils, 6.0-6.5 gauge border rods, 13 gauge coil, 6.75" to 7.25" height, unit dimensions of 58.5"x 78"
- Product 7:** Twin size: 206 to 226 coils, 9 gauge border rods, 13.5 gauge coil, 5.0" to 5.5" height, unit dimensions of 36.5"x73"
- Product 8:** Full size: 302 to 322 coils, 9 gauge border rods, 13.5 gauge coil, 5.0" to 5.5" height, unit dimensions of 51.5"x73"
- Product 9:** Full size: 650-670 coils, 6 gauge border rods, 14.0-14.5 gauge coil, 5.75" to 6.75" height, unit dimensions of 51.5"x73"

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S. inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet for further information.

**Business Proprietary**

U.S. Producers' Questionnaire – *Innersprings from China, South Africa, and Vietnam*

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

**Section IV-A-1.--PRICE DATA--Continued**

IV-A. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in units, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2005</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2006</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2007</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2008</b>								
Jan-Mar								
Apr-June								

<b>Period of shipment</b>	<b>Product 5</b>		<b>Product 6</b>		<b>Product 7</b>		<b>Product 8</b>		<b>Product 9</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2005</b>										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
<b>2006</b>										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
<b>2007</b>										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
<b>2008</b>										
Jan-Mar										
Apr-June										

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the previous page.

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

\_\_\_\_\_

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

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of innersprings (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced innersprings (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic innersprings usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. (a) Approximately what share of your firm's sales of its U.S.-produced innersprings in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

(b) If your firm sells innersprings on a long-term contract basis (multiple deliveries for more than 12 months), please submit copies of your long-term contracts with your five largest customers that were in effect at any time since January 1, 2005.

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. 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 innersprings?

Source	Share of 2007 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of innersprings that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

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

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

IV-B-9. What is the geographic market area in the United States served by your firm's innersprings?

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

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-10. What percent of the total cost of the mattress is accounted for by the innerspring (NOTE: the number should not be 100 percent)?

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IV-B-11. (a) Please list in order of importance any products that may be substituted for innersprings.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

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

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(c) Have changes in the prices of these products affected the price for innersprings?

No

Yes--To what degree do changes in the price of the substitute products affect the price for innersprings? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of innersprings or final end use?

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IV-B-12. Please describe any trends in the prices of the raw materials used to produce innersprings, and whether your firm expects these trends of continue.

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-13. Please list the names of any firms you considered price leaders in the innersprings market since January 1, 2005. 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. Also describe how the firm exhibited price leadership.

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IV-B-14. (a) Is the innersprings market subject to business cycles (including seasonal business) or conditions of competition distinctive to innersprings?

No       Yes--Please explain.

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(b) Please describe any changes in the business cycles or conditions of competition for innersprings since January 1, 2005.

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

IV-B-15. (a) How has the demand within the United States for innersprings changed since January 1, 2005? What principal factors have affected changes in demand?

Increased                       Unchanged                       Decreased

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(b) How has the demand outside the United States for innersprings changed since January 1, 2005? What principal factors have affected changes in demand?

Increased                       Unchanged                       Decreased

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IV-B-16. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of innersprings since January 1, 2005?

No                       Yes--Please describe.

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IV-B-17. Has your firm refused, declined, or been unable to supply innersprings since January 1, 2005? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)

No                       Yes--Please describe.

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

<p>IV-B-18. Are innersprings produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “always” to indicate that the products from a specified country-pair are <i>always</i> interchangeable, “frequently” to indicate that the products are <i>frequently</i> interchangeable, “sometimes” to indicate that the products are <i>sometimes</i> interchangeable, “never” to indicate that the products are <i>never</i> interchangeable, and “NO FAMILIARITY” to indicate <i>no familiarity</i> with products from a specified country-pair.<sup>1</sup></p>				
Country-pair	China	South Africa	Vietnam	Other countries
United States				
China				
South Africa				
Vietnam				
<p><sup>1</sup> For any country-pair producing innersprings which are <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/>				

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-19. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between innersprings produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "always" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "frequently" to indicate that the products are <i>frequently</i> interchangeable, "sometimes" to indicate that the products are <i>sometimes</i> interchangeable, "never" to indicate that the products are <i>never</i> interchangeable, and "NO FAMILIARITY" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>				
Country-pair	China	South Africa	Vietnam	Other countries
United States				
China				
South Africa				
Vietnam				
<sup>1</sup> For any country-pair for which factors other than price <i>always or frequently</i> are a significant factor in your firm's sales of innersprings, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/>				

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

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers (on a company-wide basis) for innersprings during 2005-07. 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 innersprings that each of these customers accounted for in 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



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

**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

**NOTE: THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. PETITIONERS MAY, HOWEVER, PROVIDE ALLEGATIONS INVOLVING QUOTES MADE AFTER THE FILING OF THE PETITION.**

**Since January 1, 2005:** Did your firm lose sales of innersprings to imports of these products from China, South Africa, and/or Vietnam?

No                       Yes

If yes, please furnish as much of the following information as possible for each affected transaction (please copy this page as needed). Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

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

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