

U.S. IMPORTERS' QUESTIONNAIRE

MATTRESSES FROM CHINA

This questionnaire must be received by the Commission by **July 19, 2019**

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning mattresses from China (Inv. No. 731-TA-1424 (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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm imported *mattresses* (as defined on page 2) or *air-adjustable foam mattresses* (as defined on page 4) from any country at any time since January 1, 2016?

NO (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the U.S. International Trade Commission *Drop Box* by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **MATT**)

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 proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone

Email address

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on September 18, 2018, by Corsicana Mattress Company (Dallas, TX), Elite Comfort Solutions (Newnan, GA), Future Foam Inc. (Council Bluffs, IA), FXI, Inc. (Media, PA), Innocor, Inc. (Red Bank, NJ), Kolcraft Enterprises Inc. (Chicago, IL), Leggett & Platt, Incorporated (Carthage, MO), Serta Simmons Bedding, LLC (Atlanta, GA), and Tempur Sealy International, Inc. (Lexington, KY). Antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce (“Commerce”) makes an affirmative determination of dumping. Questionnaires and other information pertinent to this proceeding are available at https://www.usitc.gov/investigations/701731/2018/mattresses_china/final.htm.

Importers of only mattresses (as defined on page 2) please fill out parts I, II, and III in their entirety, and respond to the narrative question IV-1 in part IV.

Importers of only air-adjustable foam mattresses (as excluded from the overall definition of mattresses on page 2 and defined on page 3) please fill out only parts I and IV.

Importers of both included mattresses and out-of-scope air-adjustable foam mattresses, please fill out all parts of this questionnaire as appropriate.

Mattresses.--The scope of this investigation covers all types of youth and adult mattresses. The term “mattress” denotes an assembly of materials that at a minimum includes a “core,” which provides the main support system of the mattress, and may consist of innersprings, foam, other resilient filling, or a combination of these materials. Mattresses may also contain (1) “upholstery,” the material between the core and the top panel of the ticking on a single-sided mattress, or between the core and the top and bottom panel of the ticking on a double-sided mattress; and/or (2) “ticking,” the outermost layer of fabric or other material (e.g., vinyl) that encloses the core and any upholstery, also known as a cover.

The scope of this investigation is restricted to only “adult mattresses” and “youth mattresses.” “Adult mattresses” have a width exceeding 35 inches, a length exceeding 72 inches, and a depth exceeding 3 inches on a nominal basis. Such mattresses are frequently described as “twin,” “extra-long twin,” “full,” “queen,” “king,” or “California king” mattresses. “Youth mattresses” have a width exceeding 27 inches, a length exceeding 51 inches, and a depth exceeding 1 inch (crib mattresses have a depth of 6 inches or less from edge to edge) on a nominal basis. Such mattresses are typically described as “crib,” “toddler,” or “youth” mattresses. All adult and youth mattresses are included regardless of actual size description.

The scope encompasses all types of “innerspring mattresses,” “non-innerspring mattresses,” and “hybrid mattresses.” “Innerspring mattresses” contain innersprings, a series of metal springs joined together in sizes that correspond to the dimensions of mattresses. Mattresses that contain innersprings are referred to as “innerspring mattresses” or “hybrid mattresses.” “Hybrid mattresses” contain two or more support systems as the core, such as layers of both memory foam and innerspring units.

“Non-innerspring mattresses” are those that do not contain any innerspring units. They are generally produced from foams (e.g., polyurethane, memory (viscoelastic), latex foam, gelinfused viscoelastic (gel foam), thermobonded polyester, polyethylene) or other resilient filling.

Mattresses covered by the scope of this investigation may be imported independently, as part of furniture or furniture mechanisms (e.g., convertible sofa bed mattresses, sofa bed mattresses imported with sofa bed mechanisms, corner group mattresses, day-bed mattresses, roll-away bed mattresses, high risers, trundle bed mattresses, crib mattresses), or as part of a set in combination with a "mattress foundation." "Mattress foundations" are any base or support for a mattress. Mattress foundations are commonly referred to as "foundations," "boxsprings," "platforms," and/or "bases." Bases can be static, foldable, or adjustable. Only the mattress is covered by the scope if imported as part of furniture, with furniture mechanisms, or as part of a set in combination with a mattress foundation.

Excluded from the scope of this investigation are "futon" mattresses. A "futon" is a bi-fold frame made of wood, metal, or plastic material, or any combination thereof, that functions as both seating furniture (such as a couch, love seat, or sofa) and a bed. A "futon mattress" is a tufted mattress, where the top covering is secured to the bottom with thread that goes completely through the mattress from the top through to the bottom, and it does not contain innersprings or foam. A futon mattress is both the bed and seating surface for the futon.

Also excluded from the scope are airbeds (including inflatable mattresses) and waterbeds, which consist of air- or liquid-filled bladders as the core or main support system of the mattress.

Further, also excluded from the scope of this investigation are any products covered by the existing antidumping duty order on uncovered innerspring units. See Uncovered Innerspring Units from the People's Republic of China: Notice of Antidumping Duty Order, 74 FR 7661 (February 19, 2009).

Additionally, also excluded from the scope of this investigation are "mattress toppers." A "mattress topper" is a removable bedding accessory that supplements a mattress by providing an additional layer that is placed on top of a mattress. Excluded mattress toppers have a height of four inches or less.

The products subject to this investigation are currently properly classifiable under Harmonized Tariff Schedule for the United States (HTSUS) subheadings: 9404.21.0010, 9404.21.0013, 9404.29.1005, 9404.29.1013, 9404.29.9085, and 9404.29.9087. Products subject to this investigation may also enter under HTSUS subheadings: 9404.21.0095, 9404.29.1095, 9404.29.9095, 9401.40.0000, and 9401.90.5081. Although the HTSUS subheadings are provided for convenience and customs purposes, the written description of the merchandise subject to this investigation is dispositive.

Mattress innersprings are a series of metal springs joined together in sizes that correspond to the dimensions of finished mattresses. Innersprings may be comprised of wrapped coils or open/non-wrapped coils. Wrapped innerspring coils consist of coils that are individually encased in a nonwoven or woven material in rows, which rows are then bound together to form an innerspring. Open/non-wrapped coils are generally joined together by helical wire. For purposes of these investigations, mattresses that contain innersprings are referred to as "innerspring mattresses" or "hybrid mattresses."

"Non-innerspring mattresses" are mattresses that do not contain any innerspring units. They are generally produced from foams (e.g., polyurethane, memory (viscoelastic), latex foam, gelinfused viscoelastic (gel foam), thermobonded polyester, polyethylene, or other resilient filling).

"Hybrid mattresses" contain two or more support systems as the core, such as layers of both memory foam and innerspring units

“Mattress-in-a-box” (“MiBs”) are mattresses of any size , with or without innersprings, that are compressed and rolled, whether or not further packaged in plastic or other packaging material for delivery in the compressed state to the ultimate consumer purchaser. These mattresses may be referred to by a variety of names, including “mattresses in a box”, “MiBs” or “bed in a box”.

“Adult mattresses” have a width exceeding 35 inches, a length exceed 72 inches, and a depth exceeding 3 inches. Such mattresses are frequently described as "twin," "extra-long twin," "full," "queen," "king," or "California king" mattresses.

“Youth mattresses” have a width exceeding 27 inches, a length exceeding 51 inches, and a depth exceeding 1 inch (crib mattresses have a depth of 6 inches or less from edge to edge). Such mattresses are typically described as "crib," "toddler," or "youth" mattresses.

“Air-adjustable foam mattresses” are mattresses where air or liquid filled bladders are the core or main support system of the mattress.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing mattresses (as defined above) into the United States from a foreign manufacturer or through its selling agent.

Reporting of information.--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.-- The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission’s Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

Valid number error messages.--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from **Calvin Chang** (202-205-3062, calvin.chang@usitc.gov).

D-GRIDS tool.--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage (https://www.usitc.gov/trade_remedy/question.htm) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

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

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

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

“Establishment”--Each facility of a firm involved in the importation of mattresses, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

Firm name	Address	Extent of ownership (percent)

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing mattresses from China into the United States or that are engaged in exporting mattresses from China to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of mattresses?

No Yes--List the following information.

Firm name	Country	Affiliation

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on mattresses. More than one answer may be applicable.

Importer of record	Takes title to the imported product(s)	Consignee of the imported products(s)	Customs broker or freight forwarder
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignee.**--If your firm is an importer of record of mattresses but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Firm name	Address	Contact person and phone number

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters mattresses into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports mattresses under the TIB (temporary importation under bond) program.

“Foreign trade zone” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

“Bonded warehouse” is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

“Temporary Importation under Bond (“TIB”) program” is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

Item	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No	Yes	If yes, Yes--Please specify.
<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Calvin Chang** (202-205-3062, calvin.chang@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of mattresses since January 1, 2016.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse 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 (e.g., technology)	

II-3a. **Arranged imports.**--Has your firm imported or arranged for the importation of mattresses for delivery after **June 30, 2019**?

“Arranged imports” are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No	Yes	If yes, fill out the table below.
<input type="checkbox"/>	<input type="checkbox"/>	

Source	Period			
	Jul-Sept 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020
	Quantity (in number of mattresses)			
China				
All other sources				

II-3b. **Imports in the 12-month period preceding the petition.**--Has your firm imported mattresses from any source between September 1, 2017 and August 31, 2018? (i.e., the last four months in 2017 and first eight months in 2018 combined)

No	Yes	If yes, report the quantity of such import below by source.
<input type="checkbox"/>	<input type="checkbox"/>	

Quantity (in number of mattresses)	
Source	September 2017 through August 2018
China	
All other sources	

II-4. **Reasons for importing if producer.**--If your firm also produces mattresses in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

Select definitions relating to part II data tables

“Imports” –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

“Import quantities” –Quantities reported should be net of returns.

“Import values” –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States). Import values of mattresses that are part of furniture (i.e. sofa beds or day-beds) or mattress sets (i.e. mattress with box springs or foundations) should only include the value of the mattresses.

“Commercial (non-retail) U.S. shipments”--Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment. For the purposes of this questionnaire, commercial U.S. shipments should include (a) sales to distributors, (b) sales to retailers, and (c) commercial sales to end users; but should not include retail level sales made to individual customers through your firm's own retail establishments (either brick-and-mortar stores or online order fulfillment centers).

“Internal consumption/ including product shipped to own firm's retail establishments”--Product consumed internally by your firm, which includes merchandise that your firm transferred to your own firm's retail establishments (i.e., shipped to either a bricks-and-mortar store or to an online order fulfillment center). Such transactions are to be valued at fair market value and not the total value of final downstream processed merchandise in the case of internal consumption, nor the retail sale value in the case of your firm owning and operating its own retail establishments or using a third-party fulfillment center to place retail level sales.

“Transfers to related firms” –Shipments made to related domestic firms. Such transactions are valued at fair market value.

“Related firm” –A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

“Export shipments”--Shipments to destinations outside the United States, including shipments to related firms.

“Inventories”--Finished goods inventory, not raw materials or work in progress.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-5a. **U.S. imports from China.**—Report your firm's imports and your firm's shipments and inventories of mattresses imported from China by your firm during the specified periods.

China

Quantity (in number of mattresses), value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Beginning-of-period inventories (Quantity) (A)					
Imports: ^{1,2} Quantity (B)					
Value (C)					
U.S. shipments: Commercial (non-retail) shipments: Quantity (D)					
Value (E)					
Internal consumption/ including product shipped to your firm's retail establishments: ³ Quantity (F)					
Value ³ (G)					
Transfers to related firms: ³ Quantity (H)					
Value ³ (I)					
Export shipments: ⁴ Quantity (J)					
Value ³ (K)					
End-of-period inventories (Quantity) (L)					

¹ Please identify the foreign producers, if known: _____.

² Import values of mattresses that are part of furniture (i.e., sofa beds or day-beds) or mattress sets (i.e., mattress with box spring or foundation) should only include the value of the mattresses.

³ Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.

⁴ Identify your firm's principal export markets: _____.

II-5a. **U.S. imports from China.**--Continued

***RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.*

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
A + B – D – F – H – J – L = should equal zero ("0"). If not, provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-5b. **China: Forward positioned.**--Does your firm ship mattresses imported from China to a third-party internet retailer's facility but maintain ownership of the mattresses until sale (i.e., forward position)?

No	Yes	<p>If yes, Please indicate the third-party retailer(s) involved and, report in the grid below your firm's U.S. shipments that were forward positioned in internet retailers' facilities. For purposes of part "a" of this question (US imports from China), these shipments should be included in lines F and G, while for purposes question parts "c" and "d" of this question (Channels of distribution), these shipments should be included in lines Q, R, S, AA, AB, or AC as appropriate.</p>
<input type="checkbox"/>	<input type="checkbox"/>	

China: Forward positioned

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
U.S. shipments forward positioned:					
MiBs:					
Quantity (M)					
Value (N)					
Non-MiBs:					
Quantity (O)					
Value (P)					

II-5c. **China: Channels of distribution: MiB**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of mattress-in-a-box mattresses (MiB) imported from China by channel of distribution in the specified periods.

China: Channels of distribution: MiB:

Quantity (in number of mattresses)					
US shipments by channel	Calendar years			January-June	
	2016	2017	2018	2018	2019
Shipments to your firm's retail establishments: ¹					
for Brick and mortar sales (Q)					
for Direct-to-consumer/ internet sales (R)					
for Omni-channel sales (S)					
Internal consumption (T) ²					
Commercial (non-retail) U.S. shipments and transfers to related firms:					
To distributors (U)					
To retailers:					
Brick and mortar ³ (V)					
Internet / online ⁴ (W)					
Omni-channel ⁵ (X)					
To end users:					
Hotels and hospitality (Y)					
Other ⁶ (Z)					
¹ Please describe your own firm's retail footprint: _____. ² Please describe the downstream products that your firm produces from its internally consumed mattresses: _____. ³ Please list the firm(s) you treat as "brick and mortar": _____. ⁴ Please list the firm(s) you treat as an internet retailer: _____. ⁵ Please list the firm(s) you treat as "omni-channel": _____. ⁶ Other end users include to government entities. Please describe the end users reported: _____.					

II-5d. **China: Channels of distribution: Non-MiB**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of mattresses other than mattress-in-a-box mattresses (non-MiB) imported from China by channel of distribution in the specified periods.

China: Channels of distribution: Non-MiB:

Quantity (in number of mattresses)					
US shipments by channel	Calendar years			January-June	
	2016	2017	2018	2018	2019
Shipments to your firm's retail establishments: ¹					
for Brick and mortar sales (AA)					
for Direct-to-consumer/ internet sales (AB)					
for Omni-channel sales (AC)					
Internal consumption (AD) ²					
Commercial (non-retail) U.S. shipments and transfers to related firms:					
To distributors (AE)					
To retailers:					
Brick and mortar ³ (AF)					
Internet / online ⁴ (AG)					
Omni-channel ⁵ (AH)					
To end users:					
Hotels and hospitality (AI)					
Other ⁶ (AJ)					

¹ Please describe your own firm's retail footprint: _____.

² Please describe the downstream products that your firm produces from its internally consumed mattresses: _____

³ Please list the firm(s) you treat as "brick and mortar": _____.

⁴ Please list the firm(s) you treat as an internet retailer: _____.

⁵ Please list the firm(s) you treat as "omni-channel": _____.

⁶ Other end users include to government entities. Please describe the end users reported: _____.

II-5c&d. **China: Channel of distribution.**--Continued

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines Q through AJ) in each time period equal the quantities for U.S. shipments (i.e., lines D, F, and H) in in part "a" of this question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
Reconciliation for line F: Internal consumption/ including product shipped to your firm's retail establishments: $Q + R + S + T + AA + AB + AC + AD - F = \text{zero ("0")}$. If not, revise.	0	0	0	0	0
Reconciliation for lines D and H: Commercial U.S. shipments and transfers to related firms: $U + V + W + X + Y + Z + AE + AF + AG + AH + AI + AJ - D - H = \text{zero ("0")}$. If not, revise.	0	0	0	0	0

II-5e. **China: U.S. shipments by type: MiB.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of mattress-in-a-box mattresses (MiB) imported from China by product type in the specified periods.

China: U.S. shipments by type: MiB

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
U.S. shipments:					
Innerspring only:					
Quantity (AK)					
Value (AL)					
Non-innerspring only:					
Quantity (AM)					
Value (AN)					
Hybrid:					
Quantity (AO)					
Value (AP)					
Other:¹					
Quantity (AQ)					
Value (AR)					
¹ Please describe these products: _____.					

II-5f. **China: U.S. shipments by type: Non-MiB.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of mattresses other than mattress-in-a-box mattresses (non-MiB) imported from China by product type in the specified periods.

China: U.S. shipments by type: Non-MiB:

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
U.S. shipments:					
Innerspring only:					
Quantity (AS)					
Value (AT)					
Non-innerspring only:					
Quantity (AU)					
Value (AV)					
Hybrid:					
Quantity (AW)					
Value (AX)					
Other:¹					
Quantity (AY)					
Value (AZ)					
¹ Please describe these products: _____.					

II-5e&f. **China: U.S. shipments by type.**--Continued

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values U.S. shipments by product type (i.e., lines AK through AZ) in each period in this question are equal to the quantities and values reported for U.S. shipments (i.e., lines D through I) in each period from part "a" of this question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2016	2016	2018	2018	2019
Quantity: AI + AK + AM +AO + AQ + AS + AU + AW - D - F - H = zero ("0"). If not, revise.	0	0	0	0	0
Value: AH + AJ + AL + AN +AR +AT +AV + AX - E - G - I = zero ("0"). If not, revise.	0	0	0	0	0

II-5g. **China: U.S. shipments by size.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from China by product size in the specified periods.

China: U.S. shipments by size

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
U.S. shipments:					
Adult:					
Quantity (BA)					
Value (BB)					
Youth:					
Quantity (BC)					
Value (BD)					

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values U.S. shipments by product size (i.e., lines BA through BC) in each period in this question equal the quantities and values reported for U.S. shipments (i.e., lines D through I) in each period from part "a" of this question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
Quantity: BA + BC - D - F - H = zero ("0"). If not, revise.	0	0	0	0	0
Value: BB + BD - E - G - I = zero ("0"). If not, revise.	0	0	0	0	0

II-5h. **China: Monthly imports.**—Report your firm’s monthly U.S. imports of mattresses from China during the specified periods from the following entities or groups of entities in China:

China: Monthly imports

Quantity (in number of mattresses)				
Year / Month	Monthly U.S. imports			
	Healthcare Co. Ltd	Zinus (Xiamen) Inc.	All other firms	Total Imports
2018.--				
January				0
February				0
March				0
April				0
May				0
June				0
July				0
August				0
September				0
October				0
November				0
December				0
2019.--				
January				0
February				0
March				0
April				0
May				0
June				0

Reconciliation for	Full year 2018	Jan-Jun 2018	Jan-Jun 2019
U.S. imports from China (II-5a), revise if not returning zero ("0")	0	0	0

II-6a. **Imports from all other sources.**--Report your firm's imports and your firm's shipments and inventories of mattresses imported from all other sources (i.e., sources other than China) by your firm during the specified periods.

All other sources

(list sources: _____)

Quantity (in number of mattresses), value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Beginning-of-period inventories (Quantity) (A)					
Imports: ^{1,2} Quantity (B)					
Value (C)					
U.S. shipments: Commercial (non-retail) shipments: Quantity (D)					
Value (E)					
Internal consumption/ including product shipped to your firm's retail establishments: ³ Quantity (F)					
Value ³ (G)					
Transfers to related firms: ³ Quantity (H)					
Value ³ (I)					
Export shipments: ⁴ Quantity (J)					
Value ³ (K)					
End-of-period inventories (Quantity) (L)					

¹ Please identify the foreign producers, if known: _____.

² Import values of mattresses that are part of furniture (i.e., sofa beds or day-beds) or mattress sets (i.e., mattress with box spring or foundation) should only include the value of the mattresses.

³ Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.

⁴ Identify your firm's principal export markets: _____.

II-6a. **U.S. imports from all other sources.**--Continued

***RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.*

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
A + B – D – F – H – J – L = should equal zero ("0"). If not, provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-6b. **All other sources: Forward positioned.**--Does your firm ship mattresses imported from all other sources to a third-party internet retailer's facility but maintain ownership of the mattresses until sale (i.e., forward position)?

No	Yes	If yes, Please indicate the third-party retailer(s) involved and, report in the grid below your firm's U.S. shipments that were forward positioned in internet retailers' facilities. For purposes of part "a" of this question (US imports from All other sources), these shipments should be included in lines F and G, while for purposes question parts "c" and "d" of this question (Channels of distribution), these shipments should be included in lines Q, R, S, AA, AB, or AC as appropriate.
<input type="checkbox"/>	<input type="checkbox"/>	

All other sources: Forward positioned

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
U.S. shipments forward positioned:					
MiBs:					
Quantity (M)					
Value (N)					
Non-MiBs:					
Quantity (O)					
Value (P)					

II-6c. **All other sources: Channels of distribution: MiB.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of mattress-in-a-box mattresses (MiB) imported from all other sources by channel of distribution in the specified periods.

All other sources: Channels of distribution: MiB

Quantity (in number of mattresses)					
US shipments by channel	Calendar years			January-June	
	2016	2017	2018	2018	2019
Shipments to your firm's retail establishments:¹					
for Brick and mortar sales (Q)					
for Direct-to-consumer/ internet sales (R)					
for Omni-channel sales (S)					
Internal consumption (T)²					
Commercial (non-retail) U.S. shipments and transfers to related firms:					
To distributors (U)					
To retailers:					
Brick and mortar ³ (V)					
Internet / online ⁴ (W)					
Omni-channel ⁵ (X)					
To end users:					
Hotels and hospitality (Y)					
Other ⁶ (Z)					
¹ Please describe your own firm's retail footprint: _____. ² Please describe the downstream products that your firm produces from its internally consumed mattresses: _____. ³ Please list the firm(s) you treat as "brick and mortar": _____. ⁴ Please list the firm(s) you treat as an internet retailer: _____. ⁵ Please list the firm(s) you treat as "omni-channel": _____. ⁶ Other end users include to government entities. Please describe the end users reported: _____.					

II-6d. **All other sources: Channels of distribution: Non-MiB.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of mattresses other than mattress-in-a-box mattresses (non-MiB) imported from all other sources by channel of distribution in the specified periods.

All other sources: Channel of distribution: Non-MiB

Quantity (in number of mattresses)					
US shipments by channel	Calendar years			January-June	
	2016	2017	2018	2018	2019
Shipments to your firm's retail establishments:¹					
for Brick and mortar sales (AA)					
for Direct-to-consumer/ internet sales (AB)					
for Omni-channel sales (AC)					
Internal consumption (AD)²					
Commercial (non-retail) U.S. shipments and transfers to related firms:					
To distributors (AE)					
To retailers:					
Brick and mortar ³ (AF)					
Internet / online ⁴ (AG)					
Omni-channel ⁵ (AH)					
To end users:					
Hotels and hospitality (AI)					
Other ⁶ (AJ)					
¹ Please describe your own firm's retail footprint: _____. ² Please describe the downstream products that your firm produces from its internally consumed mattresses: _____. ³ Please list the firm(s) you treat as "brick and mortar": _____. ⁴ Please list the firm(s) you treat as an internet retailer: _____. ⁵ Please list the firm(s) you treat as "omni-channel": _____. ⁶ Other end users include to government entities. Please describe the end users reported: _____.					

II-6c&d. **All other sources: Channels of distribution.**--Continued

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines Q through AJ) in each time period equal the quantities for U.S. shipments (i.e., lines D, F, and H) in in part "a" of this question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
Reconciliation for line F: Internal consumption/ including product shipped to own firm's retail establishments: $Q + R + S + T + AA + AB + AC + AD - F = \text{zero ("0")}$. If not, revise.	0	0	0	0	0
Reconciliation for lines D and H: Commercial U.S. shipments and transfers to related firms: $U + V + W + X + Y + Z + AE + AF + AG + AH + AI + AJ - D - H = \text{zero ("0")}$. If not, revise.	0	0	0	0	0

II-6e. **All other sources: U.S. shipments by type: MiB.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of mattress-in-a-box mattresses (MiB) imported from all other sources by product type in the specified periods.

All other sources: U.S. shipments by type: MiB:

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
U.S. shipments:					
Innerspring only:					
<i>Quantity (AK)</i>					
<i>Value (AL)</i>					
Non-innerspring only:					
<i>Quantity (AM)</i>					
<i>Value (AN)</i>					
Hybrid:					
<i>Quantity (AO)</i>					
<i>Value (AP)</i>					
Other:¹					
<i>Quantity (AQ)</i>					
<i>Value (AR)</i>					
¹ Please describe these products: _____.					

II-6f. **All other sources: U.S. shipments by type: Non-MiB.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of mattresses other than mattress-in-a-box mattresses (non-MiB) imported from all other sources by product type in the specified periods.

All other sources: U.S. shipments by type: Non-MiB

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
U.S. shipments of MIBs:					
Innerspring only:					
<i>Quantity (AS)</i>					
<i>Value (AT)</i>					
Non-innerspring only:					
<i>Quantity (AU)</i>					
<i>Value (AV)</i>					
Hybrid:					
<i>Quantity (AW)</i>					
<i>Value (AX)</i>					
Other:¹					
<i>Quantity (AY)</i>					
<i>Value (AZ)</i>					
¹ Please describe these products: _____.					

II-6e&f. **All other sources: U.S. shipments by product type.**--Continued

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values U.S. shipments by product type (i.e., lines AK through AZ) in each period in this question are equal to the quantities and values reported for U.S. shipments (i.e., lines D through I) in each period from part "a" of this question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2016	2016	2018	2018	2019
Quantity: AI + AK + AM +AO + AQ + AS + AU + AW - D - F - H = zero ("0"). If not, revise.	0	0	0	0	0
Value: AH + AJ + AL + AN +AR +AT +AV + AX - E - G - I = zero ("0"). If not, revise.	0	0	0	0	0

II-6g. **All other sources: U.S. shipments by size.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from all other sources by product size in the specified periods.

All other sources: U.S. shipments by size

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
U.S. shipments:					
Adult:					
Quantity (BA)					
Value (BB)					
Youth:					
Quantity (BC)					
Value (BD)					

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values U.S. shipments by product size (i.e., lines BA through BD) in each period in this question equal the quantities and values reported for U.S. shipments (i.e., lines D through I) in each period from part "a" of this question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
Quantity: BA + BC - D - F - H = zero ("0"). If not, revise.	0	0	0	0	0
Value: BB + BD - E - G - I = zero ("0"). If not, revise.	0	0	0	0	0

II-7. **Domestic processing.**--Does your firm perform any processing on mattresses that are imported, such as adding a "ticking" or outermost layer? If yes, please explain the nature and extent of processing below.

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

II-8. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Andrew Knipe** (202-205-2390, andrew.knipe@usitc.gov).

III-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	

PRICE DATA

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2016 of the following products your firm imported from China:

Product 1.--Memory foam mattress (without any innersprings), queen size, height (edge to edge) greater than or equal to 6.0 inches but less than 8.0 inches, foam density in a top/comfort layer of greater than or equal to 2 pounds per cubic foot but less than or equal to 5 pounds per cubic foot.

Product 2.--Memory foam mattress (without any innersprings), queen size, height (edge to edge) greater than or equal to 8.0 inches but less than 10.0 inches, foam density in a top/comfort layer of greater than or equal to 2 pounds per cubic foot but less than or equal to 5 pounds per cubic foot.

Product 3.--Memory foam mattress (without any innersprings), queen size, height (edge to edge) greater than or equal to 10.0 inches but less than or equal to 12.0 inches, foam density in a top/comfort layer of greater than or equal to 2 pounds per cubic foot but less than or equal to 5 pounds per cubic foot.

Product 4.--Innerspring mattress (including mattresses with multiple cores and/or foam in addition to the innerspring), queen size, height (edge to edge) greater than or equal to 6.0 inches but less than 9.0 inches.

Product 5.--Innerspring mattress (including mattresses with multiple cores and/or foam in addition to the innerspring), queen size, height (edge to edge) greater than or equal to 9.0 inches but less than or equal to 12.0 inches.

Please note that values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Values should reflect the final net amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

III-2a. During January 2016-June 2019, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	Yes. --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	No. --Skip to question III-3.

III-2b. **Price data.**--Report below the quarterly price data¹ for mattress-in-a-box pricing products² imported from China and sold by your firm. ***Please report only rolled and compressed product for sale in a "mattress-in-a-box" format. Do not include data for retail sales to consumers.***

Mattress-in-a-Box product from China

Report data in **number of mattresses** and **actual dollars** (not \$1,000s).

(Quantity in number of mattresses, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2016:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2017:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2018:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2019:						
Jan-Mar						
Apr-June						

¹ Net values (i.e., gross sales values less all co-op fees, discounts, allowances, rebates, incentive programs, promotional support, any other price-related support, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:
Product 2:
Product 3:

III-2b. **Price data (Continued).**--Report below the quarterly price data¹ for mattress-in-a-box pricing products² imported from China and sold by your firm. **Please report only rolled and compressed product for sale in a "mattress-in-a-box" format. Do not include data for retail sales to consumers.**

Mattress-in-a-Box product from China

Report data in number of mattresses and actual dollars (not \$1,000s).

(Quantity in number of mattresses, value in dollars)				
Period of shipment	Product 4		Product 5	
	Quantity	Value	Quantity	Value
2016:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2017:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2018:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2019:				
Jan-Mar				
Apr-June				

¹ Net values (i.e., gross sales values less all co-op fees, discounts, allowances, rebates, incentive programs, promotional support, any other price-related support, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

Product 5:

III-2c. **Price data.**--Report below the quarterly price data¹ for all non-mattress-in-a-box pricing products² imported from China and sold by your firm. **Please report only mattresses not rolled and compressed for sale in a "mattress-in-a-box" format. Do not include data for retail sales to consumers.**

Non-mattress-in-a-box product from China

Report data in number of mattresses and actual dollars (not \$1,000s).

<i>(Quantity in number of mattresses, value in dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2016:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2017:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2018:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2019:						
Jan-Mar						
Apr-June						

¹ Net values (i.e., gross sales values less all co-op fees, discounts, allowances, rebates, incentive programs, promotional support, any other price-related support, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

III-2c. **Price data (Continued).**--Report below the quarterly price data¹ for all non-mattress-in-a-box pricing products² imported from China and sold by your firm. **Please report only mattresses not rolled and compressed for sale in a "mattress-in-a-box" format. Do not include data for retail sales to consumers.**

Non-mattress-in-a-box product from China

Report data in number of mattresses and actual dollars (not \$1,000s).

(Quantity in number of mattresses, value in dollars)				
Period of shipment	Product 4		Product 5	
	Quantity	Value	Quantity	Value
2016:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2017:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2018:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2019:				
Jan-Mar				
Apr-June				

¹ Net values (i.e., gross sales values less all co-op fees, discounts, allowances, rebates, incentive programs, promotional support, any other price-related support, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

Product 5:

III-2d. **Price data checklist.**--Please check that the pricing data in questions III-2(b) and III-2(c) have been correctly reported.

Is the price data reported above:	√ if Yes
Exclusive of retail sales to consumers (i.e. does not include such sales data)?	<input type="checkbox"/>
Exclusive of co-op fees (i.e. does not include such sales data)?	<input type="checkbox"/>
In actual dollars (not \$1,000)?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transportation costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than reported commercial shipments in part II in each year?	<input type="checkbox"/>

III-2e. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

III-3a. **Imports for internal use, repackaging, or retail sale.**--Did your firm import mattresses for internal consumption, repackaging, or use for sales in your firm's retail locations since January 1, 2016?

<input type="checkbox"/>	Yes. --Please complete the following table as appropriate.
<input type="checkbox"/>	No. --Skip to question III-4.

III-3b. **Imports for internal use, repackaging, or retail sale.**--Report below the import purchase cost data¹ for mattress-in-a-box pricing products² imported from China and used by your own firm or sold at retail. **Please report only rolled and compressed product in a "mattress-in-a-box" format. Do not include your firm's purchase cost for any of the products reported as arms-length, non-retail transactions in III-2b and III-2c.**

Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).

Mattress-in-a-Box purchase cost data: China

Report data in number of mattresses and actual dollars (not 1,000s).

<i>(Quantity in number of mattresses, value in dollars)</i>						
Period of importation	Product 1		Product 2		Product 3	
	Quantity	Landed, duty-paid (LDP) value ¹	Quantity	Landed, duty-paid (LDP) value ¹	Quantity	Landed, duty-paid (LDP) value ¹
2016:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2017:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2018:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2019:						
Jan-Mar						
Apr-June						

¹ LDP value (i.e., landed duty-paid values): Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States). See "Import values" definition in Part II (Trade and Related Information – Definitions).

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported import purchase cost data.

Product 1:
Product 2:
Product 3:

III-3b. **Imports for internal use, repackaging, or retail sale (Continued).**--Report below the import purchase cost data¹ for mattress-in-a-box pricing products² imported from China and used by your own firm or sold at retail. **Please report only rolled and compressed product in a "mattress-in-a-box" format. Do not include your firm's purchase cost for any of the products reported as arms-length, non-retail transactions in III-2b and III-2c.**

Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).

Mattress-in-a-Box purchase cost data: China

Report data in number of mattresses and actual dollars (not 1,000s).

<i>(Quantity in number of mattresses, value in dollars)</i>				
Period of importation	Product 4		Product 5	
	Quantity	Landed, duty-paid (LDP) value ¹	Quantity	Landed, duty-paid (LDP) value ¹
2016:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2017:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2018:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2019:				
Jan-Mar				
Apr-June				

¹ LDP value (i.e., landed duty-paid values): Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States). See "Import values" definition in Part II (Trade and Related Information – Definitions).

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported import purchase cost data.

Product 4:

Product 5:

III-3c. **Imports for internal use, repackaging, or retail sale.**--Report below the import purchase cost data¹ for non mattress-in-a-box pricing products² imported from China and used by your own firm or sold at retail. **Please report only mattresses not rolled and compressed in a "mattress-in-a-box" format. Do not include your firm's purchase cost for any of the products reported as arms-length, non-retail transactions in III-2b and III-2c.**

Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).

Non Mattress-in-a-Box purchase cost data: China

Report data in number of mattresses and actual dollars (not 1,000s).

<i>(Quantity in number of mattresses, value in dollars)</i>						
Period of importation	Product 1		Product 2		Product 3	
	Quantity	Landed, duty-paid (LDP) value ¹	Quantity	Landed, duty-paid (LDP) value ¹	Quantity	Landed, duty-paid (LDP) value ¹
2016:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2017:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2018:						
Jan-Mar						
Apr-June						
July-Sept						
Oct-Dec						
2019:						
Jan-Mar						
Apr-June						

¹ LDP value (i.e., landed duty-paid values): Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States). See "Import values" definition in Part II (Trade and Related Information – Definitions).

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported import purchase cost data.

Product 1:
Product 2:
Product 3:

III-3c. **Imports for internal use, repackaging, or retail sale (Continued).**--Report below the import purchase cost data¹ for non mattress-in-a-box pricing products² imported from China and used by your own firm or sold at retail. **Please report only mattresses not rolled and compressed in a "mattress-in-a-box" format. Do not include your firm's purchase cost for any of the products reported as arms-length, non-retail transactions in III-2b and III-2c.**

Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).

Non Mattress-in-a-Box purchase cost data: China

Report data in number of mattresses and actual dollars (not 1,000s).

<i>(Quantity in number of mattresses, value in dollars)</i>				
Period of importation	Product 4		Product 5	
	Quantity	Landed, duty-paid (LDP) value ¹	Quantity	Landed, duty-paid (LDP) value ¹
2016:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2017:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2018:				
Jan-Mar				
Apr-June				
July-Sept				
Oct-Dec				
2019:				
Jan-Mar				
Apr-June				

¹ LDP value (i.e., landed duty-paid values): Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States). See "Import values" definition in Part II (Trade and Related Information – Definitions).

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported import purchase cost data.

Product 4:

Product 5:

III-3d. Inland transportation costs for your firm's direct imports of mattresses for internal use, repackaging, or retail sale.--

If your firm reported import purchase costs above (questions III-3b and/or III-3c), what is the approximate percentage of the total cost of the mattresses that you directly imported from China that is accounted for by U.S. inland transportation costs from the port of importation to your distribution network, retail store(s), or manufacturing plant(s)?

Country	Percent
China	%

III-3e. Additional costs for your firm's direct imports of mattresses for your firm's internal use, repackaging, or retail sale.--

(i) If your firm reported direct import purchase costs above (questions III-3b and/or III-3c), please identify the factors (***other than*** U.S. inland transportation costs or costs already included in landed duty paid values) that add to your cost of importing directly since January 1, 2016. Estimate the additional costs identified as a ratio to the landed duty-paid value, and explain the specific costs associated with each category.

Factors	Estimated ratio to landed duty paid value (percent)	Explanation
Logistical or supply chain management costs (<u>not</u> already included in LDP value)	%	
Warehousing/inventory carrying costs (<u>not</u> already included in LDP value)	%	
Insurance costs (<u>not</u> already included in LDP value)	%	
Other, please identify ()	%	

(ii) To which source(s) does your firm compare costs in determining your additional transaction costs to directly import?

U.S. importers	U.S. producers	Both	Neither
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-3e. **Additional costs for your firm's direct imports of mattresses for your firm's internal use, repackaging, or retail sale.--Continued**

- (iii) (a) Briefly identify the benefits of directly importing mattresses instead of purchasing mattresses from a U.S. importer or from a U.S. producer.

- (b) Please provide the estimated margin saved by having directly imported mattresses instead of purchasing from a U.S. importer. _____ percent of landed duty-paid value.

- (c) Explain any variation in the margin saved since January 1, 2016.

III-3f. **Did your firm purchase mattresses from a U.S. producer or an importer of mattresses?**

- No Yes--Please complete the U.S. purchaser questionnaire. (Available at: https://www.usitc.gov/investigations/701731/2018/mattresses_china/final.htm)

III-4. **Price setting.**--How does your firm determine the prices that it charges for sales of mattresses (check all that apply)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Discount policy.**--Please indicate and describe your firm's discount policies (check all that apply).

Quantity discounts	Annual total volume discounts	Discounts for sets ¹	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
¹ Including mattress foundations and/or furniture sets (such as convertible sofa beds, corner groups, day-beds, roll-away beds, high risers, trundle beds, and/or cribs)					

III-6. **Pricing terms.**--On what basis are your firm's prices of imported mattresses from China usually quoted (check one)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of mattresses imported from China in 2018 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2018 sales	%	%	%	%	0.0 %

III-8. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for mattresses imported from China (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs ¹	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ Please identify the indexes used:				

III-9. **Lead times.**--What is your firm's share of sales of mattresses imported from China from inventory vs. produced-to-order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of mattresses?

Source	Share of 2018 sales	Lead time (Average number of days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced-to-order	%	
Total (should sum to 100.0%)	0.0 %	

III-10. **Shipping information.--**

- (a) What is the approximate percentage of the cost of mattresses imported from China that is accounted for by U.S. inland transportation costs? percent.
- (b) Who generally arranges the transportation to your firm's customers' locations (*check one*)?
 Your firm Purchaser
- (c) When your firm sells mattresses imported from China, from where is it shipped (*check one*)?
 Point of importation Storage facility
- (d) Indicate the approximate percentage of your firm's sales of mattresses imported from China that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

III-11. **Geographical shipments.--**In which U.S. geographic market area(s) has your firm sold mattresses imported from China since January 1, 2016 (check all that apply)?

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

III-12. **End uses.**--For any mattresses that are not sold independently (i.e., mattresses sold in combination with other items, such as a mattress foundation, sofa bed, or furniture set), list the end-use products/applications of the mattresses that your firm imports. For each end-use product/application, what percentage of the total cost is accounted for by the mattress vs. other inputs?

End-use product/application	Share of total cost of end-use product/application accounted for by		Total (should sum to 100.0% across)
	Mattress	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

III-13. **Substitutes.**--Can other products (i.e., out-of-scope products such as futons, air mattresses, and water beds) be substituted for mattresses?

No Yes--Please fill out the table.

Substitute	End use product or application in which this substitute is used	Have changes in the price of this substitute affected the price for mattresses?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

III-14. Demand trends.--

(a) Indicate how demand within the United States and outside of the United States (if known) for inner-spring, non-innerspring (i.e. foam), hybrid, MiB, and flat shipped non-MiB mattresses have changed since January 1, 2016. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Current demand					
Within the United States					
Innerspring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Non-innerspring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Hybrid	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Rolled and compressed MiBs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Flat shipped non-MiB (i.e., compressed for shipment but not rolled) mattresses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Flat shipped, not compressed, non-MiB mattresses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other (describe:)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States					
Innerspring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Non-innerspring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Hybrid	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Rolled and compressed MiBs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Flat shipped non-MiB (i.e., compressed for shipment but not rolled) mattresses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Flat shipped, not compressed, non-MiB mattresses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other (describe:)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. Demand trends.--Continued

(b) Please also indicate how you anticipate demand will change during the remainder of 2019 and 2020 for the various mattress types listed in part (a). Explain any trends and describe the principal factors that will affect these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Anticipated future demand during 2019-20					
Within the United States					
Innerspring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Non-innerspring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Hybrid	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Rolled and compressed MiBs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Flat shipped non-MiB (i.e., compressed for shipment but not rolled) mattresses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Flat shipped, not compressed, non-MiB mattresses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other (describe:)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States					
Innerspring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Non-innerspring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Hybrid	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Rolled and compressed MiBs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Flat shipped non-MiB (i.e., compressed for shipment but not rolled) mattresses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Flat shipped, not compressed, non-MiB mattresses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other (describe:)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Product and marketing changes.**--Have there been any significant changes in the product range, product mix, or marketing of mattresses since January 1, 2016 (*please respond for each item*)?

	No	Yes	If yes, please describe.
MiBs (i.e., “bed(s) in a box,” “mattress(es) in a box,” and/or “compressed mattress(es).”)	<input type="checkbox"/>	<input type="checkbox"/>	
Other direct-to-consumer internet sales	<input type="checkbox"/>	<input type="checkbox"/>	
Branding	<input type="checkbox"/>	<input type="checkbox"/>	
Private label programs	<input type="checkbox"/>	<input type="checkbox"/>	
Floor slots at brick and mortar retailers	<input type="checkbox"/>	<input type="checkbox"/>	
Location of products in consumer search results on e-commerce sites	<input type="checkbox"/>	<input type="checkbox"/>	
Other	<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Floor space allocation and e-commerce placement changes.**--Has the allocation of floor space for mattresses and/or e-commerce placement (i.e., prominence or ranking on websites) of mattresses changed since January 1, 2016 with respect to mattresses from the United States, China, other countries, and overall?

	Increase	No change	Decrease	Fluctuate with no clear trend	Not applicable	Explanation and factors
Floor space allocation						
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other countries ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
E-commerce placement						
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other countries ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
¹ Please identify these other countries: _____.						

III-17. **Marketing practices by brick and mortar retailers.**--If your firms sells mattresses through brick and mortar retail establishments, please explain the factors that determine the selection of mattresses that are displayed on the floor of such establishments and their location on the sales floors of such establishments (e.g., sales velocity, quality, reviews, supplier relationships, profit margins, etc.), as well as the relative importance of each factor.

III-18. **Marketing practices by internet retailers.**--If your firm sells mattresses over an e-commerce website, please explain the factors that determine the rankings of mattresses yielded by consumer search results on the website (e.g., sales velocity, quality, delivery time, customer reviews, price, etc.) and the relative importance of each factor to the search results.

III-19. Conditions of competition.--

(a) Is the mattress market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to mattresses?

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-20.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for mattresses since January 1, 2016?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

(c) Please describe the impact, if any, of Mattress Firm's difficulties and bankruptcy on your firm's mattress business and/or the U.S. mattress market as a whole. In your response, identify the magnitude and timing of any effects, and compare your firm's operations and the overall U.S. mattress market before and after Mattress Firm's bankruptcy.

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Supply constraints.**--Has your firm refused, declined, or been unable to supply mattresses since January 1, 2016 (examples may include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)? Address in your response the extent to which supply relationships with existing customers limit your ability or willingness to accept new customers, including private label programs for supplying online retailers.

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Raw materials.**--How have the prices for the following types of raw material inputs changed since January 1, 2016?

Type of raw material input	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for mattresses.
Innersprings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Foam or other resilient material	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Upholstery materials and ticking	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other material inputs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Please identify:					

IV-22. **Impact of the section 301 investigation.**--This question concerns the section 301 investigation and tariffs on mattresses.

- (a) Did the announcement in March 2018 and subsequent imposition of tariffs on mattresses imported from China pursuant to the section 301 investigation concerning China impact your firm's mattress business and/or the U.S. mattress market as a whole?

Yes —Please fill out table below and answer part (b)	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Item	Response
Impact on your firm ¹	
Impact on overall U.S. market ¹	
¹ Please identify the magnitude and timing of any effects, and compare your firm's operations/overall market before and after the announcement of the section 301 measures.	

- (b) **Assessment of specific impacts of the section 301 investigation.**--Please indicate the impact of the announcement and subsequent imposition of tariffs on mattresses imported from China pursuant to the section 301 investigation concerning China.

Item	Increase	No change	Decrease	Fluctuate with no clear trend	Explanation and factors
Overall demand for mattresses in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Supply of mattresses in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices for mattresses in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Raw material costs for mattresses in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-23. **Interchangeability.**--Are mattresses produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or O in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

O = *no familiarity* with products from a specified country-pair

Country-pair	China	Other countries
United States		
China		
For any country-pair producing mattresses that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

III-24. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between mattresses produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

O = *no familiarity* with products from a specified country-pair

Country-pair	China	Other countries
United States		
China		
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of mattresses, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

III-25. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for mattresses since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of mattresses that each of these customers accounted for in 2018. *(Note: If you sell mattresses as the retail level, please do not include individual consumers in your customer list.)*

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2018 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

III-26. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART IV.--ALTERNATIVE PRODUCT INFORMATION

Further information on this part of the questionnaire can be obtained from **Calvin Chang (202-205-3062, calvin.chang@usitc.gov)**.

IV-1. **Comparability of mattresses and air-adjustable foam mattresses.**--For each of the following indicate whether mattresses and air-adjustable foam mattresses (as defined on page 4) are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

(a) **Physical Characteristics and End Uses.**--The differences and similarities in the physical characteristics and end uses.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>physical characteristics and uses</i> :
Mattresses vs air-adjustable foam mattresses		

(b) **Interchangeability.**--The ability to substitute the products in the same application.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>interchangeability</i> :
Mattresses vs air-adjustable foam mattresses		

IV-1. **Comparability of mattresses and air-adjustable foam mattresses.**--Continued

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
- M: mostly comparable or similar;
- S: somewhat comparable or similar;
- N: never or not-at-all comparable or similar; or
- O: no familiarity with products.

(c) **Channels of distribution.**--Channels of distribution/market situation through which the products are sold (*i.e.*, sold direct to end users, through wholesaler/distributors, etc.).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>channels of distribution</u> :
Mattresses vs air-adjustable foam mattresses		

(d) **Manufacturing facilities, production processes, and production employees.**--Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>manufacturing facilities, production processes, and production employees</u> :
Mattresses vs air-adjustable foam mattresses		

IV-1. **Comparability of mattresses and air-adjustable foam mattresses.**--*Continued*

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
- M: mostly comparable or similar;
- S: somewhat comparable or similar;
- N: never or not-at-all comparable or similar; or
- O: no familiarity with products.

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities between the products (*e.g.*, sales/marketing practices).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>customer and product perceptions</u> :
Mattresses vs air-adjustable foam mattresses		

(f) **Price.**--Whether prices are comparable or differ between the products.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> :
Mattresses vs air-adjustable foam mattresses		

IV-2a. **U.S. imports from all sources: Air-adjustable foam mattresses.**—Report your firm's imports and your firm's shipments and inventories of air-adjustable foam mattresses imported from all sources by your firm during the specified periods.

All sources: Air-adjustable foam mattresses

Quantity (in number of mattresses), value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Beginning-of-period inventories (Quantity) (A)					
Imports:^{1 2}					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial (non-retail) shipments:					
Quantity (D)					
Value (E)					
Internal consumption/ including product shipped to your firm's retail establishments:³					
Quantity (F)					
Value ³ (G)					
Transfers to related firms:³					
Quantity (H)					
Value ³ (I)					
Export shipments:⁴					
Quantity (J)					
Value ³ (K)					
End-of-period inventories (Quantity) (L)					

¹ Please identify the foreign producers, if known: _____.

² Import values of mattresses that are part of furniture (i.e., sofa beds or day-beds) or mattress sets (i.e., mattress with box spring or foundation) should only include the value of the mattresses.

³ Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.

⁴ Identify your firm's principal export markets: _____.

IV-2a. **U.S. imports from all sources: Air-adjustable foam mattresses.**--Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
A + B – D – F – H – J – L = should equal zero ("0"). If not, provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

IV-2b. **All sources: Channels of distribution: Air-adjustable foam mattresses**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of air-adjustable mattresses imported from all sources by channel of distribution in the specified periods.

All sources: Channels of distribution: Air-adjustable foam mattresses

Quantity (in number of mattresses)					
US shipments by channel	Calendar years			January-June	
	2016	2017	2018	2018	2019
Shipments to your firm's retail establishments: ¹					
for Brick and mortar sales (M)					
for Direct-to-consumer/ internet sales (N)					
for Omni-channel sales (O)					
Internal consumption (P) ²					
Commercial (non-retail) U.S. shipments and transfers to related firms:					
To distributors (Q)					
To retailers:					
Brick and mortar ³ (R)					
Internet / online ⁴ (S)					
Omni-channel ⁵ (T)					
To end users:					
Hotels and hospitality (U)					
Other ⁶ (V)					
¹ Please describe your own firm's retail footprint: _____. ² Please describe the downstream products that your firm produces from its internally consumed mattresses: _____. ³ Please list the firm(s) you treat as "brick and mortar": _____. ⁴ Please list the firm(s) you treat as an internet retailer: _____. ⁵ Please list the firm(s) you treat as "omni-channel": _____. ⁶ Other end users include to government entities. Please describe the end users reported: _____.					

IV-2b. **All sources: Channels of distribution: Air-adjustable foam mattresses--Continued**

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines M through V) in each time period equal the quantities for U.S. shipments (i.e., lines D, F, and H) in in part "a" of this question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
Reconciliation for line F: Internal consumption/ including product shipped to your firm's retail establishments: M + N + O + P – F = zero ("0"). If not, revise.	0	0	0	0	0
Reconciliation for lines D and H: Commercial U.S. shipments and transfers to related firms: Q + R + S + T + U + V – D – H = zero ("0"). If not, revise.	0	0	0	0	0

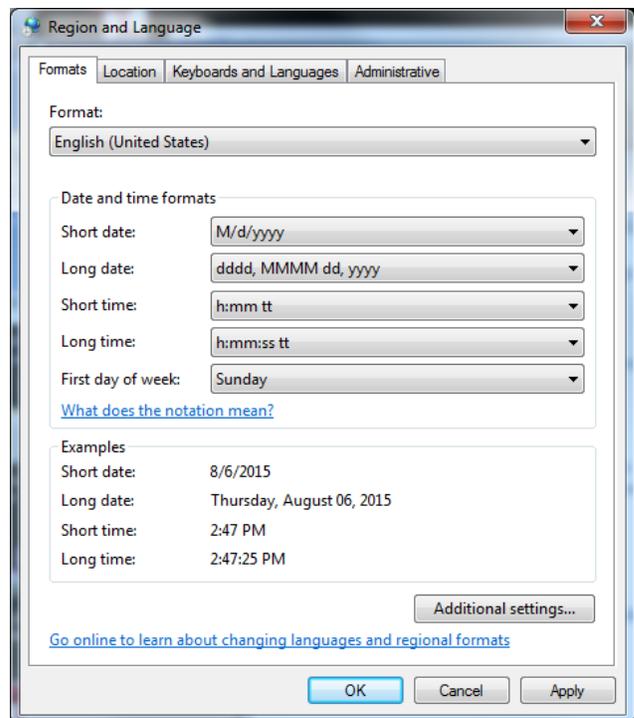
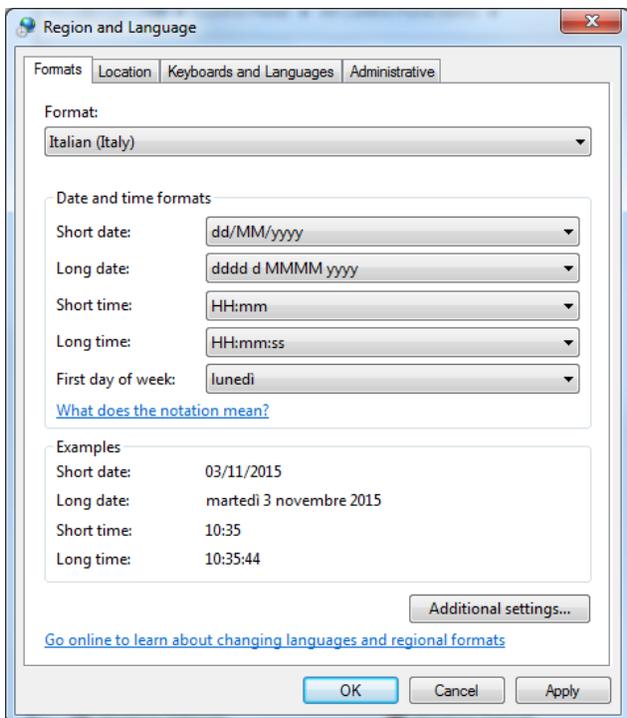
Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the questionnaire. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

https://www.usitc.gov/investigations/701731/2018/mattresses_china/final.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin:** **MATT**

- **E-mail.**—E-mail the MS Word questionnaire to junie.joseph@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

If your firm did not import this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.