

## U.S. IMPORTERS' QUESTIONNAIRE

### MATTRESSES FROM CHINA

This questionnaire must be received by the Commission by **October 2, 2018**  
*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 (Preliminary)). 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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>Website</b> _____
Has your firm imported mattresses (as defined on next page) from any country at any time since January 1, 2015?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: <b>MATT</b>)</b>

#### 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/preliminary.htm](https://www.usitc.gov/investigations/701731/2018/mattresses_china/preliminary.htm).

**Mattresses.**--Mattresses covered by these investigations are an assembly of materials that generally includes a "core" as well as "upholstery" and/or "ticking." The scope of this petition is restricted to only "adult mattresses" and "youth mattresses," but broadly encompasses all types of "innerspring mattresses," "non-innerspring mattresses," and "hybrid mattresses."

Mattresses covered by the scope of this petition may be sold independently or as a part of furniture (e.g., convertible sofa bed mattresses, 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."

Mattresses are covered by these investigations with or without "ticking," the outermost cover. Also included are, mattresses that are packed and sold to end users in boxes, such as those marketed as "bed(s)-in-a-box," "mattress(es)-in-a-box," and/or "compressed mattress(es)."

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

Mattresses are currently imported under statistical reporting numbers 9404.21.0010, 9404.21.0013, 9404.29.1005, 9404.29.1013, 9404.29.9085, and 9404.29.9087 of the Harmonized Tariff Schedule of the United States (HTSUS). They may also be imported under HTSUS statistical reporting numbers 9404.21.0095, 9404.29.1095, and 9404.29.9095. Prior to 2016, mattresses were imported under HTSUS statistical reporting numbers 9404.21.0090, 9404.29.1090, and 9404.29.9091. The HTSUS provisions are for convenience and customs purposes; the written description of the scope 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 this investigation, mattresses that contain innersprings are referred to as "innerspring mattresses" or "hybrid mattresses."

"Non-innerspring mattresses" are those that do not contain any coils or innerspring units. They are generally produced from foam (e.g., polyurethane, memory (viscoelastic), latex, gel, 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.

**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 **Junie Joseph** (202-205-3363, [junie.joseph@usitc.gov](mailto:junie.joseph@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](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 **Junie Joseph** (202-205-3363, [junie.joseph@usitc.gov](mailto:junie.joseph@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, 2015.

<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, 2018**?

**“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.

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

Source	Period			
	Jul-Sept 2018	Oct-Dec 2018	Jan-Mar 2019	Apr-Jun 2019
	<b>Quantity (in number of mattresses)</b>			
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)

<b>No</b>	<b>Yes</b>	<b>If yes, report the quantity of such import below by source.</b>
<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.



**Definitions**

**“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.

**“Retail level commercial 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, retail commercial U.S. shipments should only include sales at the retail level of trade to individual customers (including to other businesses) whether made through an online transaction or at a bricks and mortar retail location.

**“Non-retail level commercial 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, non-retail commercial U.S. shipments should include sales to distributors, sales to retailers, and sales to end users, but should not include sales made at the retail level of trade to individual customers (including to other businesses).

**“Internal consumption”** –Product consumed internally by your firm. Such transactions are valued at fair market value.

**“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 owns, manages, or otherwise controls.

**“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	
	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (Quantity) (A)					
<b>Imports:</b> <sup>1,2</sup>					
<b>Imports under primary HTS</b> <b>statistical reporting numbers:</b> <sup>3</sup>					
Quantity (B)					
Value (C)					
<b>Imports under other HTS numbers:</b> <sup>4</sup>					
Quantity (D)					
Value (E)					
<b>U.S. shipments:</b>					
<b>Retail level commercial shipments:</b>					
Quantity (F)					
Value (G)					
<b>Non retail level commercial</b> <b>shipments:</b>					
Quantity (H)					
Value (I)					
<b>Internal consumption:</b> <sup>5</sup>					
Quantity (J)					
Value <sup>3</sup> (K)					
<b>Transfers to related firms:</b> <sup>5</sup>					
Quantity (L)					
Value <sup>3</sup> (M)					
<b>Export shipments:</b> <sup>6</sup>					
Quantity (N)					
Value <sup>3</sup> (O)					
<b>End-of-period inventories</b> (Quantity) (P)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> 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.

<sup>3</sup> Primary HTSUS statistical reporting numbers include 9404.21.0010, 9404.21.0013, 9404.29.1005, 9404.29.1013, 9404.29.9085, and 9404.29.9087. Prior to 2016, primary HTSUS statistical reporting numbers also included 9404.21.0090, 9404.29.1090, and 9404.29.9091.

<sup>4</sup> Please list the other (i.e., non primary) HTS numbers: \_\_\_\_\_.

<sup>5</sup> 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.

<sup>6</sup> 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 and D), less total shipments (i.e., lines F, H, J and L). 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	
	2015	2016	2017	2017	2018
A + B + D – F – H – J – L – N – P = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____					

II-5b. **Channels of distribution: China.**--Report your firm's retail-level commercial U.S. shipments of imports from China by channel of distribution and your firm's non-retail level U.S. shipments (i.e., inclusive of non-retail commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from China by channel of distribution.

## China

Quantity (in number of mattresses)					
Item	Calendar years			January-June	
	2015	2016	2017	2017	2018
<b>Channels of distribution:</b>					
<b>Retail level commercial U.S. shipments:<sup>1</sup></b>					
Brick and mortar sales (Q)					
Direct to consumer/internet (R)					
<b>Non-retail level U.S. shipments:</b>					
To distributors (S)					
To retailers (T)					
To end users:					
Direct to consumer/internet (U)					
Hotels and other hospitality agents (V)					
Other end users <sup>2</sup> (W)					
<sup>1</sup> If your firm is a retailer and produces in-scope mattresses for use in your own retail locations, a related firm's retail locations, or for sale direct-to-the-consumer, please report those as U.S. shipments "by retailers" lines O or P depending on the nature of the retail sale. <u>Please exclude shipments of mattresses not directly imported by your firm.</u> <sup>2</sup> Other end users include to government entities. Please describe the end users reported: _____					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines Q and R) in each time period equal the quantity reported for retail level commercial U.S. shipments (i.e., line F) in each time period. Please also ensure that the quantities reported for channels of distribution (i.e., lines S through W) in each time period equal the quantity reported for non-retail level U.S. shipments (i.e., line H, J and L) in each time period. 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	
	2015	2016	2017	2017	2018
<b>Retail level:</b> $Q + R - F =$ zero ("0"), if not revise.	0	0	0	0	0
<b>Non-retail level:</b> $S + T + U + V + W - H - J - L =$ zero ("0"), if not revise.	0	0	0	0	0

II-5c. **U.S. shipments by product composition: China.**--Report your firm's U.S. shipments (i.e. inclusive of retail commercial U.S. shipments, non-retail commercial U.S. shipments, internal consumption, and transfers to related firms) from China by product composition.

## China

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar year			January-June	
	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>					
<b>Innerspring only:</b>					
Quantity (X)					
Value (Y)					
<b>Non-innerspring only:</b>					
Quantity (Z)					
Value (AA)					
<b>Hybrid:</b>					
Quantity (AB)					
Value (AC)					
<b>Other:<sup>1</sup></b>					
Quantity (AD)					
Value (AE)					
<b>U.S. shipments:</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0
<sup>1</sup> Please describe these products: _____					

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities and values U.S. shipments by product composition (i.e., lines X through AE) in each period in this question equal the quantities and values reported for U.S. shipments (i.e., lines F through M) 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	
	2015	2017	2017	2017	2018
<b>Quantity:</b> X + Z + AB + AD – F – H – J – L = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> Y + AA + AC + AE – G – I – K – M = zero ("0"), if not revise.	0	0	0	0	0

II-5d. **U.S. shipments by product tier: China.**--Report your firm's U.S. shipments (i.e. inclusive of retail commercial U.S. shipments, non-retail commercial U.S. shipments, internal consumption, and transfers to related firms) from China by product tier.

## China

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar year			January-June	
	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>					
<b>Premium:<sup>1</sup></b>					
Quantity (AF)					
Value (AG)					
<b>Other than premium:<sup>2</sup></b>					
Quantity (AH)					
Value (AI)					
<b>U.S. shipments:</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0

<sup>1</sup> Please identify the specific products your firm has classified as a "premium" mattress: \_\_\_\_\_. Also, specify the attributes that qualifies these products as premium (i.e. specific features and attributes):\_\_\_\_\_

<sup>2</sup> Please identify the specific products your firm has classified as an "other than premium" mattress: \_\_\_\_\_.

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities and values U.S. shipments by product type (i.e., lines AF through AI) in each period in this question equal the quantities and values reported for U.S. shipments (i.e., lines F through M) 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	
	2015	2016	2017	2017	2018
<b>Quantity:</b> AF + AH – F – H – J – L = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> AG + AI – G – I – K – M = zero ("0"), if not revise.	0	0	0	0	0

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

## China

<b>Quantity (in number of mattresses) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar year</b>			<b>January-June</b>	
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2017</b>	<b>2018</b>
<b>U.S. shipments:</b>					
<b>Adult:<sup>1</sup></b>					
<i>Quantity (AJ)</i>					
<i>Value (AK)</i>					
<b>Youth:<sup>2</sup></b>					
<i>Quantity (AL)</i>					
<i>Value (AM)</i>					
<b>U.S. shipments:</b>					
<i>Quantity</i>	0	0	0	0	0
<i>Value</i>	0	0	0	0	0
<p><sup>1</sup> "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," "twin," "extra-long twin," "full," "queen," "king," or "California king" mattresses. All adult mattresses are included regardless of actual size.</p> <p><sup>2</sup> "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. All youth mattresses are included regardless of actual size.</p>					

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities and values U.S. shipments by product size (i.e., lines AJ through AM) in each period in this question equal the quantities and values reported for U.S. shipments (i.e., lines F through M) in each period from question II-7. 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.

<b>Reconciliation</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2017</b>	<b>2018</b>
<b>Quantity:</b> AJ + AL – F – H – J – L = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> AI + AK – G – I – K – M = zero ("0"), if not revise.	0	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	
	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (Quantity) (A)					
<b>Imports:<sup>1,2</sup></b>					
<b>Imports under primary HTS statistical reporting numbers:<sup>3</sup></b> Quantity (B)					
Value (C)					
<b>Imports under other HTS numbers:<sup>4</sup></b> Quantity (D)					
Value (E)					
<b>U.S. shipments:</b>					
<b>Retail level commercial shipments:</b> Quantity (F)					
Value (G)					
<b>Non retail level commercial shipments:</b> Quantity (H)					
Value (I)					
<b>Internal consumption:<sup>5</sup></b> Quantity (J)					
Value <sup>3</sup> (K)					
<b>Transfers to related firms:<sup>5</sup></b> Quantity (L)					
Value <sup>3</sup> (M)					
<b>Export shipments:<sup>6</sup></b> Quantity (N)					
Value <sup>3</sup> (O)					
<b>End-of-period inventories</b> (Quantity) (P)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> 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.

<sup>3</sup> Primary HTSUS statistical reporting numbers include 9404.21.0010, 9404.21.0013, 9404.29.1005, 9404.29.1013, 9404.29.9085, and 9404.29.9087. Prior to 2016, primary HTSUS statistical reporting numbers also included 9404.21.0090, 9404.29.1090, and 9404.29.9091.

<sup>4</sup> Please list the other (i.e., non primary) HTS numbers used: \_\_\_\_\_.

<sup>5</sup> 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.

<sup>6</sup> Identify your firm's principal export markets: \_\_\_\_\_.



II-6a. **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 P) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B and D), less total shipments (i.e., lines F, H, J, L, and N). 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	
	2015	2016	2017	2017	2018
A + B + D – F – H – J – L – N – P = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-6b. **Channels of distribution: All other sources.**--Report your firm's retail-level commercial U.S. shipments of imports from all other sources by channel of distribution and your firm's non-retail level U.S. shipments (i.e., inclusive of non-retail commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from all other sources by channel of distribution.

## All other sources

Quantity (in number of mattresses)					
Item	Calendar years			January-June	
	2015	2016	2017	2017	2018
<b>Channels of distribution:</b>					
<b>Retail level commercial U.S. shipments:<sup>1</sup></b>					
Brick and mortar sales (O)					
Direct to consumer/internet (P)					
<b>Non-retail level U.S. shipments:</b>					
To distributors (Q)					
To retailers (R)					
To end users:					
Direct to consumer/internet (S)					
Hotels and other hospitality agents (T)					
Other end users <sup>2</sup> (U)					

<sup>1</sup> If your firm is a retailer and produces in-scope mattresses for use in your own retail locations, a related firm's retail locations, or for sale direct-to-the-consumer, please report those as U.S. shipments "by retailers" lines O or P depending on the nature of the retail sale. Please exclude shipments of mattresses not directly imported by your firm.

<sup>2</sup> Other end users include to government entities. Please describe the end users reported: \_\_\_\_\_

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines Q and R) in each time period equal the quantity reported for retail level commercial U.S. shipments (i.e., line F) in each time period. Please also ensure that the quantities reported for channels of distribution (i.e., lines S through W) in each time period equal the quantity reported for non-retail level U.S. shipments (i.e., line H, J and L) in each time period. 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	
	2015	2016	2017	2017	2018
<b>Retail level:</b> Q + R – F = zero ("0"), if not revise.	0	0	0	0	0
<b>Non-retail level:</b> S + T + U + V + W – H – J – L = zero ("0"), if not revise.	0	0	0	0	0

II-6c. **U.S. shipments by product composition: All other sources.**--Report your firm's U.S. shipments (i.e. inclusive of retail commercial U.S. shipments, non-retail commercial U.S. shipments, internal consumption, and transfers to related firms) from all other sources by product composition.

## All other sources

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar year			January-June	
	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>					
<b>Innerspring only:</b>					
Quantity (X)					
Value (Y)					
<b>Non-innerspring only:</b>					
Quantity (Z)					
Value (AA)					
<b>Hybrid:</b>					
Quantity (AB)					
Value (AC)					
<b>Other:<sup>1</sup></b>					
Quantity (AD)					
Value (AE)					
<b>U.S. shipments:</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0
<sup>1</sup> Please describe these products: _____					

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities and values U.S. shipments by product composition (i.e., lines X through AE) in each period in this question equal the quantities and values reported for U.S. shipments (i.e., lines F through M) 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	
	2015	2017	2017	2017	2018
<b>Quantity:</b> X + Z + AB + AD – F – H – J – L = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> Y + AA + AC + AE – G – I – K – M = zero ("0"), if not revise.	0	0	0	0	0

II-6d. **U.S. shipments by product tier: All other sources.**--Report your firm's U.S. shipments (i.e. inclusive of retail commercial U.S. shipments, non-retail commercial U.S. shipments, internal consumption, and transfers to related firms) from all other sources by product type.

## All other sources

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar year			January-June	
	2015	2016	2017	2017	2018
<b>U.S. shipments: Premium:<sup>1</sup></b>					
Quantity (AF)					
Value (AG)					
<b>Other than premium:<sup>2</sup></b>					
Quantity (AH)					
Value (AI)					
<b>U.S. shipments:</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0
<sup>1</sup> Please identify the specific products your firm has classified as a "premium" mattress: _____. Also, specify the attributes that qualifies these products as premium (i.e. specific features and attributes): _____ <sup>2</sup> Please identify the specific products your firm has classified as an "other than premium" mattress: _____.					

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities and values U.S. shipments by product type (i.e., lines AF through AI) in each period in this question equal the quantities and values reported for U.S. shipments (i.e., lines F through M) 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	
	2015	2016	2017	2017	2018
<b>Quantity:</b> AF + AH – F – H – J – L = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> AG + AI – G – I – K – M = zero ("0"), if not revise.	0	0	0	0	0

II-5e. **U.S. shipments by product size: All other sources.**--Report your firm's U.S. shipments (i.e., inclusive of non-retail commercial U.S. shipments, retail commercial U.S. shipments, internal consumption, and transfers to related firms) from all other sources by product size.

## All other sources

Quantity (in number of mattresses) and value (in \$1,000)					
Item	Calendar year			January-June	
	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>					
<b>Adult:<sup>1</sup></b>					
Quantity (AJ)					
Value (AK)					
<b>Youth:<sup>2</sup></b>					
Quantity (AL)					
Value (AM)					
<b>U.S. shipments:</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0

<sup>1</sup> "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," "twin," "extra-long twin," "full," "queen," "king," or "California king" mattresses. All adult mattresses are included regardless of actual size.

<sup>2</sup> "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. All youth mattresses are included regardless of actual size.

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities and values U.S. shipments by product size (i.e., lines AJ through AM) in each period in this question equal the quantities and values reported for U.S. shipments (i.e., lines F through M) in each period 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	
	2015	2016	2017	2017	2018
<b>Quantity:</b> AJ + AL – F – H – J – L = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> AI + AK – G – I – K – M = 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** (202-205-3363, [andrew.knipe@usitc.gov](mailto: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, 2015 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.

**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 or equal to 10.0 inches.

**Product 3.**--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.

**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.

**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).**

During January 2015-June 2018, 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"/>	<b>Yes.</b> --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.

III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm. Do not include data for retail sales to consumers.

## 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		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2015:</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2016:</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2017:</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2018:</b>								
Jan-Mar								
Apr-June								

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

<sup>2</sup> 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:

Product 4:



III-2b. **Price data checklist.**--Please check that the pricing data in question III-2(a) has been correctly reported.

Is the price data reported above:	<b>√ if Yes</b>
Exclusive of retail sales to consumers (i.e. does <b>not</b> include such sales data)?	<input type="checkbox"/>
In actual dollars ( <b>not</b> \$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-2c. **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-3. **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, 2015?

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

III-3a. **Imports for internal use, repackaging, or retail sale.**--Report below the import data<sup>1</sup> for pricing products<sup>2</sup> imported from China and used by your own firm or sold at retail.

**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).**

## 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 shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Landed, duty-paid (LDP) value <sup>1</sup>	Quantity	Landed, duty-paid (LDP) value <sup>1</sup>	Quantity	Landed, duty-paid (LDP) value <sup>1</sup>	Quantity	Landed, duty-paid (LDP) value <sup>1</sup>
<b>2015:</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2016:</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2017:</b>								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
<b>2018:</b>								
Jan-Mar								
Apr-June								

<sup>1</sup> 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).

<sup>2</sup> 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:

Product 4:

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

If your firm reported import purchases costs above (questions III-3 and III-3a), 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-3c. 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-3 and III-3a), 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, 2015. Estimate the share of the cost of the landed duty-paid value, and explain the specific costs associated with each category.

Factors	Estimated share of 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)	%	
Other1, please identify (     )	%	
Other2, please identify (     )	%	
Other3, 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-3c. **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, 2015.

III-3d. **Did your firm purchase mattresses from a U.S. producer?**

- No       Yes--Please complete the U.S. purchasers questionnaire. (available at: [https://usitc.gov/investigations/701731/2018/mattresses\\_china/preliminary.htm](https://usitc.gov/investigations/701731/2018/mattresses_china/preliminary.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 <sup>1</sup>	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<sup>1</sup> 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 2017 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 more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of 2017 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).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (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 <sup>1</sup>	<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"/>
<sup>1</sup> 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?

<b>Source</b>	<b>Share of 2017 sales</b>	<b>Lead time (Average number of days)</b>
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced-to-order	%	
<b>Total (should sum to 100.0%)</b>	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.

<b>Distance from your firm's U.S. point of shipment</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (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, 2015 (check all that apply)?

<b>Geographic area</b>	<b>China</b>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> —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 be substituted for mattresses (as defined on page 2 of this questionnaire)?

No                       Yes--Please fill out the table.

Substitute	End use 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.**--Indicate how demand within the United States and outside of the United States (if known) for inner-spring, foam, and hybrid mattresses has changed since January 1, 2015. 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
<b>Within the United States</b>					
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"/>	
Other (describe: )	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>					
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"/>	
Other (describe: )	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of mattresses since January 1, 2015 (*please respond for each item*)?

	<b>No</b>	<b>Yes</b>	<b>If yes, please describe.</b>
<b>Direct to consumer sales</b> (i.e. internet sales, "bed(s)-in-a-box," "mattress(es)-in-a-box," and/or "compressed mattress(es).")	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Branding</b>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Private label programs</b>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Floor slots</b>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Location on e-commerce sites</b>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Other</b>	<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **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"/> <b>No</b>	Skip to question III-17.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for mattresses since January 1, 2015?

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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply mattresses since January 1, 2015 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

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

III-18. **Raw materials.**--How have prices of the raw materials used to produce mattresses changed since January 1, 2015?

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.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Impact of the section 301 investigation.**--This question concerns the section 301 investigation and subsequent announcement on additional tariffs that include certain mattresses proposed and implemented by the United States in response to Chinese trade practices.

- (a) Did Federal Register notice on July 17, 2018 requesting public comment on the modified product listing (to include certain mattresses) and White House announcement on September 17, 2018 regarding the placement of an additional ten percent tariff on mattresses imported from China under HTS statistical numbers 9404.21.00, 9404.29.10, and 9404.29.90, to take effect on September 24, 2018, impact, or do you anticipate that it will impact, your firm's mattress business and/or the U.S. mattress market as a whole? (See <https://www.gpo.gov/fdsys/granule/FR-2018-07-17/2018-15090> and <https://www.whitehouse.gov/briefings-statements/statement-from-the-president-4/>)

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

Item	Response
Anticipated or current impact on your firm <sup>1</sup>	
Anticipated or current impact on overall U.S. market <sup>1</sup>	
<sup>1</sup> 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.	

III-19. **Impact of the section 301 investigation.**--*Continued*

(b) **Assessment of specific impacts of the section 301 investigation.**--Please indicate the impact of the announcements and subsequent implementation of remedies in the section 301 investigation and tariff actions regarding mattresses.

<b>Item</b>	<b>Increase</b>	<b>No change</b>	<b>Decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors</b>
Overall demand for 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"/>	
Anticipated overall demand for mattresses in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated prices for mattresses in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **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-21. **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-22. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for mattresses since January 1, 2015. Indicate the share of the quantity of your firm's total shipments of mattresses that each of these customers accounted for in 2017.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2017 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

III-23. **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.

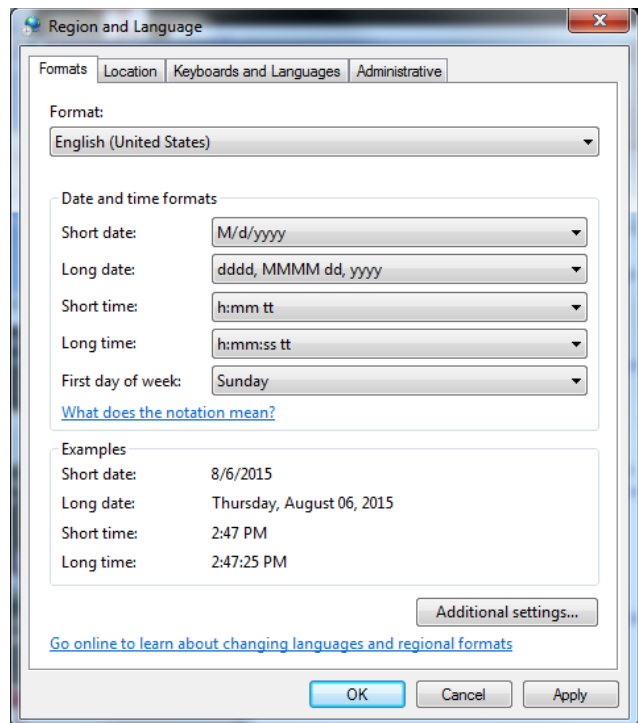
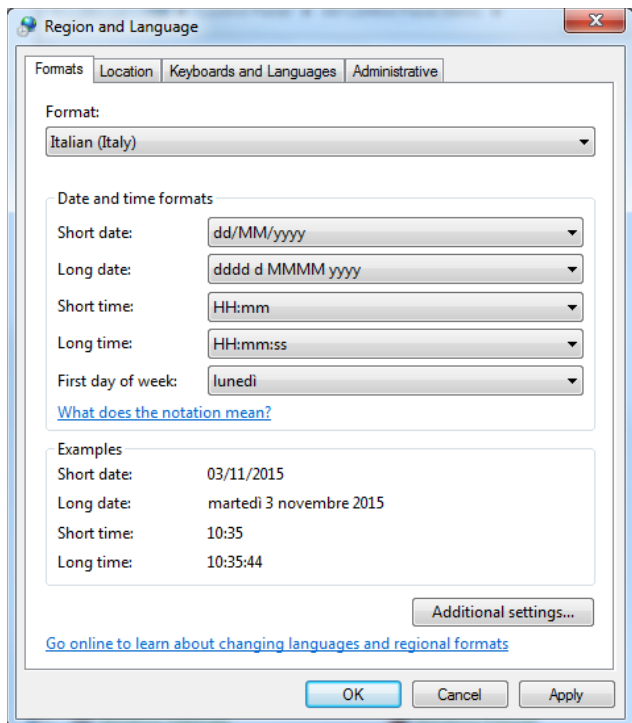
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (“.”) to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric 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/preliminary.htm](https://www.usitc.gov/investigations/701731/2018/mattresses_china/preliminary.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](mailto: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.