

## U.S. IMPORTERS' QUESTIONNAIRE

### MATTRESSES FROM CAMBODIA, CHINA, INDONESIA, MALAYSIA, SERBIA, THAILAND, TURKEY, AND VIETNAM

This questionnaire must be received by the Commission by **APRIL 14, 2020**  
*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 countervailing duty investigation concerning mattresses from China and its antidumping duty investigations concerning mattresses from Cambodia, Indonesia, Malaysia, Serbia, Thailand, Turkey, and Vietnam (Inv. Nos. 701-TA-645 and 731-TA-1495-1501 (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, 2017?
<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 petitions filed on March 31, 2020, by Brooklyn Bedding (Phoenix, Arizona), Corsicana Mattress Company (Dallas, Texas), Elite Comfort Solutions (Newnan, Georgia), FXI, Inc. (Media, Pennsylvania), Innocor, Inc. (Media, Pennsylvania), Kolcraft Enterprises, Inc. (Chicago, Illinois), Leggett & Platt, Incorporated (Carthage, Missouri), the International Brotherhood of Teamsters (Washington, DC), and United Steel, Paper and Forestry, Rubber, Manufacturing, Energy, Allied Industrial and Service Workers International Union, AFL-CIO (Washington, DC). Antidumping and/or countervailing duties may be assessed on the subject imports as a result of these proceedings if the Commission makes affirmative determinations of injury, threat, or material retardation, and if the U.S. Department of Commerce (“Commerce”) makes affirmative determinations of dumping and/or subsidization. Questionnaires and other information pertinent to this proceeding are available at [https://usitc.gov/investigations/701731/2020/mattresses\\_china\\_cambodia\\_indonesia\\_malaysia/preliminary.htm](https://usitc.gov/investigations/701731/2020/mattresses_china_cambodia_indonesia_malaysia/preliminary.htm).

**Mattresses** covered by these investigations are 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.

Mattresses covered by these investigations are restricted to only “adult mattresses” and “youth mattresses.” “Adult mattresses” are frequently described as “twin,” “extra-long twin,” “full,” “queen,” “king,” or “California king” mattresses. “Youth mattresses” are typically described as “crib,” “toddler,” or “youth” mattresses. All adult and youth mattresses are included regardless of size or size description.

Mattresses covered by these investigations encompass 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, gel infused viscoelastic (gel foam), thermobonded polyester, polyethylene) or other resilient filling.

Mattresses covered by these investigations 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 these investigations if imported as part of furniture, with furniture mechanisms, or as part of a set, in combination with a mattress foundation.

Excluded from these investigations 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 these investigations 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 these petitions are any products covered by the existing antidumping duty orders on uncovered innerspring units from China or Vietnam. See Uncovered Innerspring Units from the People's Republic of China: Notice of Antidumping Duty Order, 74 Fed. Reg. 7661 (Feb. 19, 2009); Uncovered Innerspring Units From the Socialist Republic of Vietnam, 73 Fed. Reg. 75391 (Dec. 11, 2008).

Additionally, also excluded from the scope of these investigations 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.

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 HTS statistical reporting numbers 9404.21.0095, 9404.29.1095, 9404.29.9095, 9401.40.0000, and 9401.90.5081. The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

**“Innerspring mattresses”** are mattresses that contain innersprings, which 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.

**“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.

**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 Mary Messer (202-205-3193, mary.messer@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-2a. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire.

**“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.

--

I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm:	
Lead attorney(s):	

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

No       Yes--List the following information, relating to the ultimate parent/owner.

<b>Firm name</b>	<b>Country</b>	<b>Extent of ownership (percent)</b>

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing mattresses from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam into the United States or that are engaged in exporting mattresses from these countries to the United States?

No       Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

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.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

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

<b>Importer of record</b>	<b>Takes title to the imported product(s)</b>	<b>Consignee of the imported products(s)</b>	<b>Customs broker or freight forwarder</b>
<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).

<b>Firm name</b>	<b>Address</b>	<b>Contact person and phone number</b>

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 designated 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 Mary Messer (202-205-3193, mary.messer@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, 2017.

<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 **December 31, 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.

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

Source	Period			
	Jan-Mar 2020	Apr-Jun 2020	Jul-Sept 2020	Oct-Dec 2020
	<b>Quantity (in number of mattresses)</b>			
Cambodia				
China				
Indonesia				
Malaysia				
Serbia				
Thailand				
Turkey				
Vietnam				
All other sources				

II-3b. **Imports in the 12 month period preceding the petition.**--Has your firm imported mattresses from any source between **March 2019 through February 2020?** (i.e., the last ten months in 2019 and first two months in 2020 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"/>	

<b>Quantity (in number of mattresses)</b>	
<b>Source</b>	<b>March 2019 through February 2020</b>
Cambodia	
China	
Indonesia	
Malaysia	
Serbia	
Thailand	
Turkey	
Vietnam	
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).

**“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).

**“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, 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 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 Cambodia.**—Report your firm's imports and your firm's shipments and inventories of mattresses imported from Cambodia by your firm during the specified periods.

## Cambodia

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-5a. U.S. imports from Cambodia.–Continued**

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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. U.S. shipments, by type.**--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 Cambodia by type during 2019.

## Cambodia

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0

II-5c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from Cambodia by channel of distribution during the specified periods.

## Cambodia

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0

II-6a. **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

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.



**II-6a. 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 L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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. U.S. shipments, by type.**--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 type during 2019.

## China

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0

II-6c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from China by channel of distribution during the specified periods.

## China

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0

II-7a. **U.S. imports from Indonesia.**—Report your firm's imports and your firm's shipments and inventories of mattresses imported from Indonesia by your firm during the specified periods.

## Indonesia

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-7a. U.S. imports from Indonesia.–Continued**

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-7b. U.S. shipments, by type.**--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 Indonesia by type during 2019.

## Indonesia

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0

II-7c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from Indonesia by channel of distribution during the specified periods.

## Indonesia

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

*RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0

II-8a. **U.S. imports from Malaysia.**—Report your firm's imports and your firm's shipments and inventories of mattresses imported from Malaysia by your firm during the specified periods.

## Malaysia

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-8a. U.S. imports from Malaysia.–Continued**

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-8b. U.S. shipments, by type.**--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 Malaysia by type during 2019.

## Malaysia

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0

II-8c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from Malaysia by channel of distribution during the specified periods.

## Malaysia

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0



II-9a. **U.S. imports from Serbia.**—Report your firm's imports and your firm's shipments and inventories of mattresses imported from Serbia by your firm during the specified periods.

## Serbia

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

II-9a. **U.S. imports from Serbia.**—*Continued*

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-9b. **U.S. shipments, by type.**—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 Serbia by type during 2019.

## Serbia

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

**RECONCILIATION OF SHIPMENTS.**—Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0

II-9c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from Serbia by channel of distribution during the specified periods.

## Serbia

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0

II-10a. **U.S. imports from Thailand.**—Report your firm's imports and your firm's shipments and inventories of mattresses imported from Thailand by your firm during the specified periods.

## Thailand

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-10a. U.S. imports from Thailand.–Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-10b. U.S. shipments, by type.**--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 Thailand by type during 2019.

## Thailand

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0

II-10c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from Thailand by channel of distribution during the specified periods.

## Thailand

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

*RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0

II-11a. **U.S. imports from Turkey.**—Report your firm's imports and your firm's shipments and inventories of mattresses imported from Turkey by your firm during the specified periods.

## Turkey

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-11a. U.S. imports from Turkey.–Continued**

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-11b. U.S. shipments, by type.**--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 Turkey by type during 2019.

## Turkey

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0



II-11c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from Turkey by channel of distribution during the specified periods.

## Turkey

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

*RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0

II-12a. **U.S. imports from Vietnam.**—Report your firm's imports and your firm's shipments and inventories of mattresses imported from Vietnam by your firm during the specified periods.

## Vietnam

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-12a. U.S. imports from Vietnam.–Continued**

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-12b. U.S. shipments, by type.**--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 Vietnam by type during 2019.

## Vietnam

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0

II-12c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from Vietnam by channel of distribution during the specified periods.

## Vietnam

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

*RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0

II-13a. **Imports from all other sources.**—Report your firm’s imports and your firm’s shipments and inventories of mattresses imported from **all other sources** by your firm during the specified periods.

## All other sources

**(list sources: \_\_\_\_\_)**

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

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

<sup>2</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>3</sup> Please: (a) identify the related firms; (b) indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary, et cetera), (c) indicate whether the transfers were recorded in your books and records at fair market value or other, non-market formula; and (d) indicate whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. \_\_\_\_\_.

<sup>4</sup> Identify your firm’s principal export markets: \_\_\_\_\_.

**II-13a. 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 L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line 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		
	2017	2018	2019
A + B – D – F – H – J - L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-13b. U.S. shipments, by type: All other sources.**--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 type during 2019.

## All other sources

Quantity (in number of mattresses)	
Item	Calendar year 2019
<b>U.S. shipments:</b>	
Innerspring mattresses (M)	
Non-innerspring mattresses (N)	
Hybrid mattresses (O)	

**RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities reported for U.S. shipments, by type (i.e., lines M, N, and O) in 2019 equal the quantity reported for U.S. shipments (i.e., line D, F, H) in 2019. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2019
M + N + O - D - F - H = zero ("0"), if not revise.	0

II-13c. **Channels of distribution.**--Report your firm's U.S. *commercial* shipments of imports from all other sources by channel of distribution during the specified periods.

## All other sources

Quantity (in number of mattresses)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>Commercial U.S. shipments:</b>			
To retailers (P)			
To non-retailers (Q) <sup>1</sup>			
<sup>1</sup> Identify the types of non-retail firms: _____.			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for commercial U.S. shipments by channel (i.e., lines P and Q) equal the quantity reported for commercial U.S. shipments (i.e., line D). If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar years		
	2017	2018	2019
P + Q - D = zero ("0"), if not revise.	0	0	0

II-14. **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 John Benedetto (202-205-3270, john.benedetto@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, 2017 of the following products your firm imported from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam:

**Product 1.**-- 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 2.**-- 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.

**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.

**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 2017-December 2019, did your firm import from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam 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(s) 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 Cambodia and sold by your firm.

## Cambodia

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

<b>(Quantity in number of mattresses, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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:

III-2b. **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.

## China

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

<b>(Quantity in number of mattresses, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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:

III-2c. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Indonesia and sold by your firm.

## Indonesia

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

<b>(Quantity in number of mattresses, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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:

III-2d. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Malaysia and sold by your firm.

## Malaysia

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

<b>(Quantity in number of mattresses, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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:

III-2e. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Serbia and sold by your firm.

## Serbia

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

<b>(Quantity in number of mattresses, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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:

III-2f. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Thailand and sold by your firm.

## Thailand

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

<b>(Quantity in number of mattresses, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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:

III-2g. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Turkey and sold by your firm.

## Turkey

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

<b>(Quantity in number of mattresses, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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:



III-2h. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Vietnam and sold by your firm.

## Vietnam

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

<b>(Quantity in number of mattresses, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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:

III-2i. **Price data checklist.**--Please check that the pricing data in questions III-2(a) through III-2(h) have been correctly reported.

Are the price data reported above:	<b>√ if Yes</b>
In actual dollars ( <b>not</b> \$1,000) and number of mattresses?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport 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-2j. **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.*

### **PURCHASE COST DATA**

III-3. This question requests quarterly quantity and landed-duty paid value data for your firm's imports of the products defined in question III-2 above (p. 32) for internal consumption and/or use for sales in your firm's retail locations from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam since January 1, 2017.

During January 2017-December 2019, did your firm import any of the products listed on page 32 from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam for internal consumption or for use for sales in your firm's retail locations?

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

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

**Please note that values should be landed, duty-paid (LDP) 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).**

## Cambodia

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

<b>(Quantity in number of mattresses, LDP value in dollars)</b>						
<b>Period of importation</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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 pricing data.

Product 1:

Product 2:

Product 3:

III-3b. **Imports for internal use 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 (LDP) 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).**

## China

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

<b>(Quantity in number of mattresses, LDP value in dollars)</b>						
<b>Period of importation</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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 pricing data.

Product 1:

Product 2:

Product 3:

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

**Please note that values should be landed, duty-paid (LDP) 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).**

## Indonesia

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

<b>(Quantity in number of mattresses, LDP value in dollars)</b>						
<b>Period of importation</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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 pricing data.

Product 1:

Product 2:

Product 3:

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

**Please note that values should be landed, duty-paid (LDP) 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).**

## Malaysia

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

<b>(Quantity in number of mattresses, LDP value in dollars)</b>						
<b>Period of importation</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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 pricing data.

Product 1:

Product 2:

Product 3:

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

**Please note that values should be landed, duty-paid (LDP) 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).**

## Serbia

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

<b>(Quantity in number of mattresses, LDP value in dollars)</b>						
<b>Period of importation</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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 pricing data.

Product 1:

Product 2:

Product 3:

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

**Please note that values should be landed, duty-paid (LDP) 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).**

## Thailand

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

<b>(Quantity in number of mattresses, LDP value in dollars)</b>						
<b>Period of importation</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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 pricing data.

Product 1:

Product 2:

Product 3:



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

**Please note that values should be landed, duty-paid (LDP) 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).**

## Turkey

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

<b>(Quantity in number of mattresses, LDP value in dollars)</b>						
<b>Period of importation</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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 pricing data.

Product 1:

Product 2:

Product 3:

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

**Please note that values should be landed, duty-paid (LDP) 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).**

## Vietnam

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

<b>(Quantity in number of mattresses, LDP value in dollars)</b>						
<b>Period of importation</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						

<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 pricing data.

Product 1:

Product 2:

Product 3:

**The following questions ask about the costs/benefits (not included in the LDP values reported above) that factor into your firm's decision to import mattresses rather than purchase from a U.S. producer or importer of mattresses.**

**III-3i. Additional costs for your firm's imports of mattresses for your firm's internal use or retail sale.—**

i. Did your firm incur any additional costs by importing mattresses rather than purchasing from a U.S. producer or importer (e.g., logistical or supply chain management costs, warehousing/inventory carrying costs, insurance or other risk management fees, demurrage fees, indirect and overseas costs)?

No                       Yes—Please answer parts ii, iii, and iv.

ii. Please provide an estimate of the total additional cost incurred (as a percentage compared to LDP value) when importing mattresses rather than purchasing from a U.S. producer or importer. (Report only the portion that is related to your firm's importing activities, either directly or indirectly, and not already included in the LDP value. Do NOT include any costs that also would be incurred if your firm purchased the product from a U.S. producer or importer.) \_\_\_\_\_ percent compared to LDP value.

iii. Please identify and explain the specific additional costs incurred by your firm and estimate each cost (in percent) compared to the cost of importing. (Only report costs and the portion of each cost that was related to your firm's importing activities for mattresses, either directly or indirectly, and that are not already included in the LDP value. Do NOT report costs that your firm would incur when purchasing mattresses from a U.S. producer or importer.)

Costs	Estimated percentage compared to LDP value (percent)	Explanation
	%	
	%	
	%	
	%	

iv. Briefly describe how your firm's additional costs (beyond the purchase price) by importing mattresses directly compare with the additional costs your firm incurs when purchasing from a U.S. producer or U.S. importer.

III-3j. **Decision basis.**—To which source(s) does your firm compare costs in determining whether or not to import mattresses? Check all that apply.

U.S. importers	U.S. producers	Neither U.S. importers nor U.S. producers
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-3k. **Benefits of importing mattresses.**

i. Briefly identify the benefits of importing mattresses instead of purchasing mattresses from a U.S. importer or from a U.S. producer.

--

ii. Is it your firm's experience that the mattresses your firm imported from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam are priced lower than they would be if your firm purchased from a U.S. importer or U.S. producer?

Imports are priced lower when	No	Yes (If yes to either, please answer parts iii and iv.)
Not including the additional costs above	<input type="checkbox"/>	<input type="checkbox"/>
Including the additional costs above	<input type="checkbox"/>	<input type="checkbox"/>

iii. Please estimate your firm's savings by importing mattresses instead of purchasing from a U.S. producer or U.S. importer since January 1, 2017 (as a percent of the purchase price from the U.S. importer or U.S. producer). For your estimate, compare the price of purchasing from a U.S. importer or U.S. producer to the cost of direct imports (including the additional costs described above in III-3i).

Factors	Estimated savings (percent of purchase price from U.S. importer/producer)
U.S. producer	%
U.S. importer	%

iv. What methods or experience did you base the estimates in III-3kiii (i.e. based on previous transactions with U.S. producers and/or U.S. importers, market research, etc.) Check all that apply.

Reported estimates in III-3kiii based on	√ if Yes
Previous company transactions	<input type="checkbox"/>
Market research	<input type="checkbox"/>
Other – Please explain	<input type="checkbox"/>

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of these data, as Commission staff may contact your firm regarding questions. 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.*

**Questions III-4 to III-11 apply only to firms that import mattresses for sale to unrelated retailers, as opposed to firms that import mattresses and then sell them to consumers at retail. If your firm imports mattresses and sells to consumers at retail, please skip to question III-12.**

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	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Pricing terms.**--On what basis are your firm's prices of imported mattresses from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam 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 Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam in 2019 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 2019 sales	%	%	%	%	0.0 %

III-8. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for mattresses imported from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam (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 <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 Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam from inventory and 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 2019 sales	Lead time (Average number of days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-10. **Shipping information.**—

- (a) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser *(check one)*
  
- (b) When your firm sells mattresses imported from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam, from where is it shipped?  
 Point of importation     Storage facility *(check one)*
  
- (c) Indicate the approximate percentage of your firm's sales of mattresses imported from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam 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	%
<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 subject countries since January 1, 2017 (check all that apply)?

<b>Geographic area</b>	<b>Cambodia</b>	<b>China</b>	<b>Indonesia</b>	<b>Malaysia</b>	<b>Serbia</b>	<b>Thailand</b>	<b>Turkey</b>	<b>Vietnam</b>
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-12. **Inland transportation costs.**—What is the approximate percentage of the cost of mattresses imported from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and/or Vietnam that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

III-13. **End uses.**--List the end uses of the mattresses that your firm imports. For each end-use product, what percentage of the total cost is accounted for by mattresses and other inputs? (If your firm's mattresses are sold at retail without further inclusion in other products, then they account for 100 percent of the total cost).

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



III-14. **Substitutes.**--Can other products be substituted for mattresses?

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-15. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for mattresses has changed since January 1, 2017. 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
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of mattresses since January 1, 2017?

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

III-17. **Conditions of competition.**—

(a) Is the mattresses 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-18.
<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, 2017?

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

III-18. **Supply constraints.**--Has your firm refused, declined, or been unable to supply mattresses since January 1, 2017 (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-19. **Raw materials.**--How have mattresses raw material prices changed since January 1, 2017?

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-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	Cambodia	China	Indonesia	Malaysia	Serbia	Thailand	Turkey	Vietnam	Other countries
United States									
Cambodia	X								
China	X	X							
Indonesia	X	X	X						
Malaysia	X	X	X	X					
Serbia	X	X	X	X	X				
Thailand	X	X	X	X	X	X			
Turkey	X	X	X	X	X	X	X		
Vietnam	X	X	X	X	X	X	X	X	
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

<b>Country-pair</b>	Cambodia	China	Indonesia	Malaysia	Serbia	Thailand	Turkey	Vietnam	Other countries
United States									
Cambodia									
China									
Indonesia									
Malaysia									
Serbia									
Thailand									
Turkey									
Vietnam									
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, 2017. Indicate the share of the quantity of your firm's total shipments of mattresses that each of these customers accounted for in 2019.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2019 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.

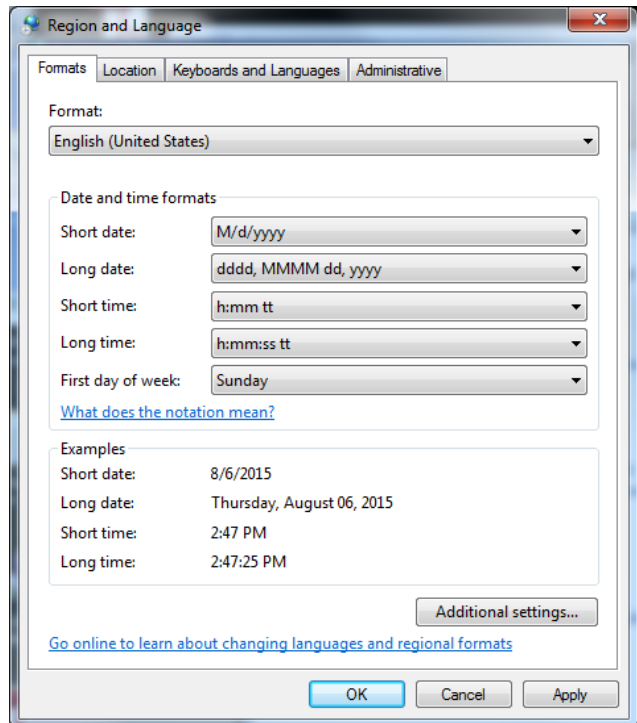
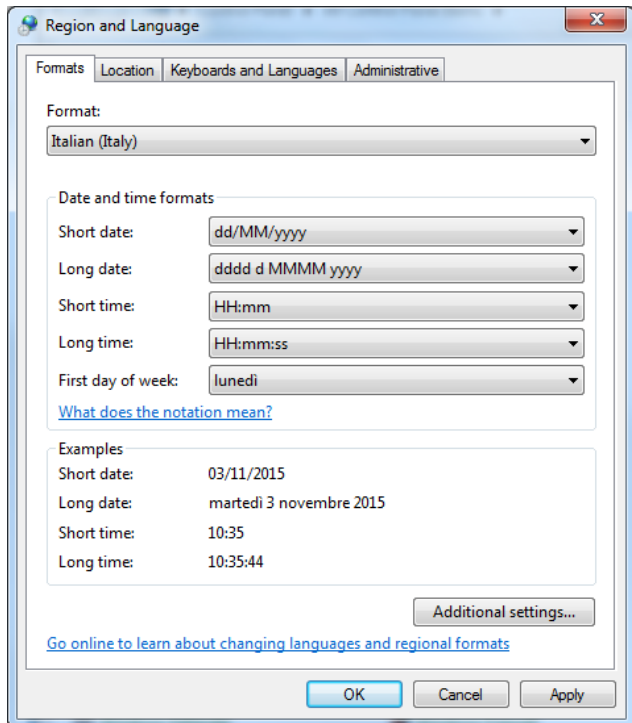
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (“.”) to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric 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 U.S. 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://usitc.gov/investigations/701731/2020/mattresses\\_china\\_cambodia\\_indonesia\\_malaysia/preliminary.htm](https://usitc.gov/investigations/701731/2020/mattresses_china_cambodia_indonesia_malaysia/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 [mary.messer@usitc.gov](mailto:mary.messer@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.