

**IMPORTERS' QUESTIONNAIRE  
UNCOVERED INNERSPRING UNITS FROM CHINA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615-B  
500 E Street, SW, Washington, DC 20024

**So as to be received by the Commission by no later than January 20, 2004**

The information called for in this questionnaire is for use by the U.S. International Trade Commission in connection with its market disruption investigation concerning **uncovered innerspring units (innersprings)** from China (inv. No. TA-421-5) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421 of the Act. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported innersprings (as defined in the instruction booklet) from <b>ANY source</b> at any time since January 1, 1999?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under, an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Signature of Authorized Official*

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

( ) ( )

\_\_\_\_\_  
*Phone* *Fax*

**PART I. GENERAL QUESTIONS**

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 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20024.

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

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

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

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

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

No                       Yes—List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing innersprings from China into the United States or which are engaged in exporting innersprings from China to the United States?

No                       Yes—List the following information.

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

**PART I. GENERAL QUESTIONS—Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of innersprings?

No             Yes—List the following information.

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

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

Importer of record             Takes title to the imported product(s)  
 Consignee of the imported product(s)             Customs broker or freight forwarder

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

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

I-8. Please indicate whether your firm enters innersprings into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No             Yes  
Bonded warehouses     No             Yes

I-9. Please indicate whether your firm imports innersprings under the TIB (temporary importation under bond) program.

No             Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Brian Allen (202-708-4728 or e-mail [ballen@usitc.gov](mailto:ballen@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_

Name and title

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Phone No.    E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of innersprings since January 1, 1999?

No                   Yes—Supply details as to the time, nature, and significance of such changes.

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II-3. Has your firm imported or arranged for the importation of innersprings from China for delivery after December 31, 2003?

No                   Yes—Indicate when such orders are to be delivered and the quantities involved.

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II-4. If your firm also produces innersprings in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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II-5. Please provide the HTS number(s) under which your firm (or agent) imported the subject innersprings into the United States during January 1999-December 2003. If HTS usage changed during the period, please provide the time periods and HTS numbers involved.

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

II-6. **IMPORTS BY SOURCE—INNERSPRINGS.**—Report your firm’s imports and your firm’s shipments and inventories of innersprings imported by your firm during the specified periods.

(See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need.**

China

All other sources combined<sup>1</sup>

(Quantity in 1,000 units, value in \$1,000)					
Item	Calendar years				
	1999	2000	2001	2002	2003
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>					
<b>IMPORTS:<sup>2</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/ transfers					
Value <sup>3</sup> of internal consumption/ transfers					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <i>(quantity)</i>					
<b>U.S. COMMERCIAL SHIPMENTS TO:</b>					
Distributors <i>(quantity)</i>					
End users <i>(quantity)</i>					
<sup>1</sup> Please identify these sources: _____ <sup>2</sup> Please identify the foreign producers, if known: _____ <sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, 2001, 2002, and 2003: _____ <sup>4</sup> Identify your principal export markets: _____ <sup>5</sup> <u>Reconciliation of data</u> .--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7. **U.S. SHIPMENTS BY TYPE--INNERSPRINGS.**—Report your firm’s U.S. shipments of innersprings imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.** Photocopy this page as necessary.

China

All other sources combined

Item	Calendar years				
	1999	2000	2001	2002	2003
<b>Quantity (1,000 units)</b>					
<b>ADULT:</b>					
Twin					
Full					
Queen					
King					
Total					
<b>SPECIALTY:</b>					
Youth					
Crib					
Futon					
Other <sup>1</sup>					
Total					
<b>Value (\$1,000)</b>					
<b>ADULT:</b>					
Twin					
Full					
Queen					
King					
Total					
<b>SPECIALTY:</b>					
Youth					
Crib					
Futon					
Other <sup>1</sup>					
Total					
<sup>1</sup> Please specify: _____					
Note: Data should reconcile with U.S. shipments reported in section II-6.					

**PART III.-PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248 or e-mail cworkman@usitc.gov).

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

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

\_\_\_\_\_  
Phone No.

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

**Section III-A.-PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's shipments of the following innerspring products imported from China and sold to unrelated U.S. customers during January 1999-December 2003:

**Product 1.**– Twin size: 312 coil count, 9-gauge border rod, 13-gauge coil, measuring 36.5 by 73.5 inches.

**Product 2.**– Full size: 312 coil count, 9-gauge border rod, 13-gauge coil, measuring 51.5 by 73.5 inches.

**Product 3.**– Queen size: 312 coil count, 6-gauge border rod, 13-gauge coil, measuring 58.5 by 78.5 inches.

**Product 4.**– Queen size: 336 coil count, 6-gauge border rod, 13-gauge coil, measuring 58.5 by 78.5 inches.

**Product 5.**– King size: 312 coil count, 6-gauge border rod, 13-gauge coil, measuring 74.5 by 78.5 inches.

**Product 6.**– Calif. king size: 312 coil count, 6-gauge border rod, 13-gauge coil, measuring 70 by 82.5 inches.

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

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> imported from China and sold by your firm.

Product 1  Product 2  Product 3  Product 4  Product 5  Product 6

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	F.o.b. value
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified innerspring unit, provide a description of your product: <hr/>		



**PART III. PRICING AND RELATED INFORMATION—Continued**

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

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

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

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III-B-3. What are your firm's typical sales terms for innersprings imported from China (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what percentage of your firm's sales of innersprings imported from China are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

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

(b) How frequently are contracts renegotiated? \_\_\_\_\_

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

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

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of imported innersprings?

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-6. What is the approximate percentage of the total delivered value of innersprings that is accounted for by U.S. inland transportation costs? \_\_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_ or purchaser \_\_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? \_\_\_\_ percent

101 to 1,000 miles? \_\_\_\_ percent

More than 1,000 miles? \_\_\_\_ percent.

III-B-7. What is the geographic market area in the United States served by your firm's imports of innersprings from China?

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III-B-8. What other products may be substitutes for innersprings?

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III-B-9. Describe the end uses of the innersprings that you import from China. For each end use product, what percentage of the total cost is accounted for by innersprings?

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III-B-10. How has the demand within the United States (and outside the United States if known) for innersprings changed since January 1, 1999? What were the principal factors affecting changes in demand?

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III-B-11. Have there been any significant changes in the product range or marketing of innersprings in the past five years?

No       Yes—Please describe.

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-12. Does your firm purchase or sell innersprings over the internet?

- No
- Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of innersprings in 2002 accounted for by internet transactions.

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IV-B-13. a) Do the U.S. firms to which you sell innersprings require that your firm be qualified before they will purchase innersprings from you? If yes, please describe, in detail, the qualification process. Include in your description the steps required, the time of the process, the type of unit involved, and the types of customers (end user, distributor, etc.) that require qualification.

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b) Since January 1, 1999, has your firm ever failed to qualify to supply innersprings to a U.S. customer? Yes \_\_\_\_ No \_\_\_\_ . If yes, please give the date, customer name, type of innerspring unit(s), and the reason for the failure to qualify.

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III-B-14. Are the U.S.-produced and imported innersprings from China used interchangeably (i.e., can they physically be used in the same applications)?

- Yes
- No--Please explain.

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III-B-15. Are the U.S.-produced and NONSUBJECT imported innersprings (i.e., products imported from countries other than China) generally used interchangeably?

- Yes
- No--Please explain, by country.

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-16. Are NONSUBJECT imported innersprings and imported innersprings from China used interchangeably?

Yes       No--Please explain, by country.

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III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced innersprings and innersprings imported from China that are a significant factor in your firm's sales of innersprings?

No       Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the imported products (e.g., quality, availability, transportation network, product range, technical support, etc.).

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III-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced innersprings and NONSUBJECT imported innersprings that are a significant factor in your firm's sales of innersprings?

No       Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the nonsubject imported products, by country of origin.

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III-B-19. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported innersprings and imported innersprings from China that are a significant factor in your firm's sales of innersprings?

No       Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported products vis-a-vis the imported products from China.

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest U.S. customers for innersprings imported from China during 1999-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of innersprings from China that each of these customers accounted for in 2003.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (not P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2003 sales (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					