

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

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

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)). Further information on this questionnaire can be obtained from Clark Workman (202-205-3248).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased **innersprings** (as defined in the instruction booklet) from any source (domestic or foreign) since January 1, 1999?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

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 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 the 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

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Phone

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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 20436.

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of innersprings.

<i>(Quantity in 1,000 units, value in \$1,000)</i>					
Item	1999	2000	2001	2002	2003
PURCHASES FROM U.S. PRODUCERS:¹					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM CHINA:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM ALL OTHER COUNTRIES:³					
<i>Quantity</i>					
<i>Value</i>					
¹ Please identify the producer(s): _____ ² Please identify the importer(s): _____ ³ Please identify the country(ies): _____					

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of innersprings from different sources (both domestic and foreign) have changed in the last 5 years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/Decrease	Reason

II-3. If your firm has purchased innersprings from only one source, please explain the reasons for doing so.

II-4. Please report your end-of-year inventories of innersprings. If your firm maintains inventories on other than a calendar-year basis (i.e., end of a fiscal year), please note the inventory date. Estimates are acceptable.

Year	1999	2000	2001	2002	2003
Inventory Date (if applicable)					
Inventory (in 1,000 units)					

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of innersprings (check all that apply)?

Distributor (_____)

End User (please describe) (_____)

III-2. Are you aware whether the innersprings you are purchasing are U.S.-produced or imported?

Always Usually Sometimes Never

III-3. Do you know the manufacturer of the innersprings that you purchase?

Always Usually Sometimes Never

III-4. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

III-5. How frequently do you make purchases (circle one) ?

daily weekly monthly other (_____)

III-6. How many suppliers do you generally contact before making a purchase?

III-7. How frequently do you vary purchase volumes based on price?

III-8. If you have changed suppliers within the last 5 years, please list the supplier, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 5 years?

No Yes--Please identify the firms and indicate how you become aware of them.

III-10. What characteristics does your firm consider when determining the quality of a supplier's innersprings?

III-11. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase innersprings for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____
2. _____
3. _____

Other factors or comments: _____

III-12. How often does your firm purchase innersprings, that are of the same specification, on the basis of those offered at the lowest price?

Always Usually Sometimes Never

III-13. Since 1999, how frequently has the price of the innersprings you are purchasing changed?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-14. Of the total value of the innersprings that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

III-15. Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED INNERSPRINGS

IV-1. Please indicate the countries of origin for the innersprings for which your firm has actual marketing/pricing knowledge.

United States China Other countries (Please specify _____)

IV-2. Are imported and domestically produced innersprings generally used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States, China and other countries.

_____ vs _____ Yes No--Please explain below.

_____ vs _____ Yes No--Please explain below.

IV-3. Are certain types/sizes of innersprings available from only a single source (domestic or foreign, including China and other countries)?

No Yes--Please identify the source and the type/size.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
INNERSPRINGS--Continued**

IV-4. For the factors listed below, please rate how innersprings produced in each country you identified in your response to the first question in Part IV compares with innersprings produced in each of the other countries you identified (including the United States, China, and other countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

	compared to		
_____			_____
(specify country)			(specify country)
	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality (meeting specifications)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality (exceeding specifications)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of "superior" means that the price is generally lower. For example, if you report United States compared to China and check "superior", this means that you rate the U.S. price as generally lower than the Chinese price. Conversely, if you were to check "inferior" in this example, you would be rating the U.S. price as being generally higher than the Chinese price.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
INNERSPRINGS--Continued**

IV-5. For the factors listed below, please rate each in terms of its importance in your purchase decision for innersprings.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality (meeting specifications)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality (exceeding specifications)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART V.--SUPPLIER IDENTIFICATION

Please list the ten largest suppliers from which you have purchased innersprings since 1999 and approximate the percentage of the volume of your innerspring purchases each accounted for in 2003.

No.	Firm name	Percentage of 2003 purchases
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		