

HOW BIG IS YOUR DUTY?

Starting June 17, your bedrooms could be subject to a variety of massive import duties

Why are these companies asking to put their hands in your customers' pockets?

American Drew	Crawford Furniture	L. & J.G. Stickley	Sandberg Furniture
American of Martinsville	Cresent Manufacturing	Lea Industries	Stanley Furniture
Bassett Furniture	Harden Furniture	Michels-Pilliod Company	Vaughan Furniture
Carolina Furniture Works	Hart Furniture	MJ Wood Products	Vaughan - Bassett Furniture
Century Furniture	Higdon Furniture	Mobel Furniture	Vermont Tubbs
Copeland Furniture	Johnston/TomBigbee	Moosehead Manufacturing	Webb Furniture
	Kincaid Furniture	Pennsylvania House	

These companies- the petitioners- filed a dumping petition with the U.S. Government against Chinese wooden bedroom furniture. Their petition may result in **PUNISHING DUTIES** on the bedrooms you are now buying from China - and the duties would take effect only 8 weeks from now!!!!

When you visit these companies' showrooms this week:

ASK WHY the petitioners are seeking duties on Chinese products when a number of them helped set up the Chinese factories that make these products.

ASK WHETHER they are seeking duties now only because many of them no longer serve as middlemen earning spreads of up to 40% on sales to U.S. retailers.

ASK WHETHER they filed the petition just to keep the duties for themselves (a recent U.S. law gives them that right).

ASK WHERE their bedrooms that were previously produced in China are now being made.

ASK HOW much bedroom prices will increase when the duties kick in.

ASK HOW they suggest you should deal with these unpredictable, retroactive duties.

AS YOU READ THIS, MANY OF THESE COMPANIES ARE SCRAMBLING TO MOVE THEIR BEDROOM PRODUCTION FROM CHINA TO OTHER ASIAN AND SOUTH AMERICAN COUNTRIES - BUT NOT TO THE USA.

THESE COMPANIES SURELY KNOW THAT MOST (IF NOT ALL) OF THESE BEDROOMS WILL NEVER BE MADE IN THE USA

MANY MORE AMERICAN RETAIL JOBS WILL BE LOST THAN MANUFACTURING JOBS GAINED

WILL YOUR CUSTOMERS PAY HIGHER PRICES?

IF THESE COMPANIES WIN, WE ALL LOSE

JOIN THE FURNITURE RETAILERS OF AMERICA TO HELP FIGHT THIS PETITION

LEARN MORE ABOUT THE CHINA BEDROOM FURNITURE TRADE CASE

The Furniture Retailers of America (FRA) will be holding a special briefing on April 22, 2004 for all interested retailers and importers attending the International Furniture Market.

BRIEFING: China Wooden Bedroom Furniture Trade Case

DATE: April 22

TIME: Noon

PLACE: Noble's Restaurant, 101 S Main St, High Point

Box lunch will be served.

Furniture Retailers of America (FRA) includes: The Bombay Company, Inc., City Furniture, Crate & Barrel, Havertys Furniture Cos., J. C. Penney Company, Inc., Rhodes Furniture, Inc., Rooms To Go, and more than 40 other small, medium and large furniture retailers representing approximately 3400 outlets and more than 200,000 associates.

Notice: The statements and questions contained in this notice are not intended to convey allegations regarding any particular company. Readers should conduct their own investigation of a company to ascertain the particular policies, practices, and motivations of that company.

ATTEND ON THE 22ND



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