

April 24, 2020

VIA ELECTRONIC FILING

Lisa R. Barton, Secretary
U.S. International Trade Commission
Room 112A
500 E Street, SW
Washington, DC 20436

Inv. Nos. 701-TA-645 and
731-TA-1495-1501 (Preliminary)

PUBLIC DOCUMENT

**Re: Mattresses from Cambodia, China, Indonesia, Malaysia, Serbia, Thailand, Turkey, and
Vietnam: Response to DOJ Statement of Interest Dated April 22, 2020**

Dear Secretary Barton:

The International Sleep Products Association (ISPA) is the trade association for the mattress industry, representing mattress manufacturers and suppliers of components, equipment and services to the mattress industry.

Petitions have been filed with the International Trade Commission (ITC) alleging that mattresses imported from a number of countries are being sold at less than fair value or are benefitting from countervailable subsidies, and that those imports are materially injuring or threatening with material injury the U.S. mattress industry. ISPA is not part of either the group that filed these petitions or the importer group that opposes these petitions. We also take no position on the merits of the issues before the ITC in this preliminary injury investigation, but leave that to the ITC and the parties.

Nevertheless, I write today because a “Statement of Interest of the United States Department of Justice” (DOJ Statement) filed in this proceeding on April 22, 2020 provides an inaccurate picture of the mattress industry’s ability to respond to the pending COVID-19 pandemic. Therefore, I submit these comments in the interest of making the ITC record in these proceedings accurate and complete.

In particular, Justice speculates that the subject imports may be needed to address the demands for mattresses by the healthcare sector. Justice hypothesizes that:

it is likely that the demand for mattresses has increased and will continue to increase significantly during the pandemic as communities around the country expand hospital capacity. This demand may outpace domestic supply. If demand outpaces supply, it is possible that American industry will be able to thrive, but additional supplies will be needed, at least in the short term, to fill the gap and immediate need until American manufacturers can ramp up production.
DOJ Statement at 2.

To the best of my knowledge, none of the attorneys that signed the DOJ Statement nor any other Justice personnel have contacted ISPA to discuss this subject or seek to confirm any of these assertions. Furthermore, the DOJ Statement indicates no knowledge about ISPA's efforts to help the industry mobilize to do its part in meeting the COVID-19 challenges and make the medical community aware of the mattress industry's eagerness and readiness to supply what is needed. For example, on March 23, 2020, ISPA issued a Member Alert announcing its efforts to help link U.S. needs for hospital beds and other products that North American mattress manufacturers can produce with mattress producers' idle capacity. See Exhibit A.

ISPA followed this alert with three press releases on the same subject to inform the medical community and state and local government decision makers that mattress manufacturers located throughout the United States were ready and willing to activate their closed manufacturing plants and do their part to supply large quantities of new mattresses on short notice. ISPA also launched a process for mattress manufacturers to indicate their capability to make mattresses and other products in response to the COVID-19 crisis. See Exhibits B, C and D. In response to these efforts, over 100 North American companies (most of which are U.S. based) expressed an eagerness to restart their idle capacity to immediately supply medical bed needs.

These various communications were disseminated and reported on in both trade publications and the popular press, and are readily accessible to Justice personnel via the internet.

If Justice had investigated the facts relevant to the concerns raised in its statement, it would have learned that:

- Contrary to Justice's assertion that "it is likely that the demand for mattresses has increased," the numerous state shelter in place orders issued across the country have closed most mattress retail stores nationwide and idled most mattress manufacturers. As a result, demand for mattresses has actually plummeted and ample excess capacity exists that can be restarted immediately to meet COVID-19 needs.
- Contrary to Justice's speculation that COVID-19-related mattress "demand may outpace domestic supply," U.S. mattress manufacturers have dozens of plants which are located near every major urban area and in every region of the country. They can quickly recall their workforce and begin assembling and shipping tens of thousands of new beds daily. At minimum, with a minimum annual capacity of over 23 million mattresses, North American mattress producers collectively have the ability to make and ship at least 400,000 mattresses per week. Should additional units be needed, these companies can multiply that capacity by adding more production shifts.
- Contrary to Justice's concern that "additional supplies [of COVID-related mattresses] will be needed, at least in the short term, to fill the gap and immediate need until American manufacturers can ramp up production," domestic mattress producers can be ready to restart production in a matter of hours or days. For example, one producer offered to donate 10,000 new mattresses in response to one state's request, and actual deliveries of those finished units commenced within days after the order was placed.

The DOJ Statement also overlooks the fact that in the highly unlikely event that the COVID-19 crisis outstrips the ample and idle domestic mattress production capacity, producers in Canada and Mexico stand ready to supply these needs as well. Neither of these countries' exports are covered by the pending petitions. As next door neighbors to the United States, producers in both countries are well positioned to meet additional U.S. demand quickly should that need arise.

In short, the speculative statements that form the basis of the DOJ Statement are simply conjecture and are not supported by the facts.

Please contact me should you have questions or need additional information.

Respectfully submitted,

Ryan Trainer
President, ISPA

ISPA MEMBER ALERT

Industry data news & updates



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ISPA Member Alert | March 23, 2020

How Can ISPA Members Help Solve COVID-19 Supply Problems?

The mattress industry once again is demonstrating its generosity and creativity as individual companies mobilize their manufacturing capabilities to help deal with the COVID-19 crisis.

Over the weekend, our staff has spoken with several ISPA members that are using their manufacturing resources to help meet some of the supply challenges that U.S. hospitals and others are experiencing with critical shortages of personal protective equipment (PPE). In addition to making hospital beds and other mattresses, some members are converting their sewing operations to make safety masks. Others are exploring how to make isolation gowns, surgical masks, privacy curtains, disinfecting wipes, shoe covers, filters and other safety and protective supplies.

To help facilitate that process, ISPA will provide information and resources that members can use to match their capabilities to current needs, and to help them navigate the evolving federal, state and local restrictions that could affect their ability to make and deliver needed supplies.

ISPA is creating a new page on our website called "ISPA COVID-19 Member Resources." For starters, this web page will include these resources:

- A [form](#) that the National Association of Manufacturers (NAM) has developed with the White House to identify and match urgent needs with manufacturers' capacity to produce and distribute supplies. This can be a starting point for ISPA members interested in manufacturing some of the needed products.
- NAM has also created a [State Restriction Snapshot Tracker](#), which summarizes how federal, state and local governments are responding to the crisis in terms of "shelter-in-place" orders and other restrictions. NAM will update its Tracker as the situation changes, so consult this tool to learn how these restrictions might affect your ability to make and ship goods. When available, the Tracker also provides information on who to contact for more information.
- The Emergency Care Research Institute, a non-profit organization that

conducts independent medical device evaluations has prepared the [Personal Protective Equipment \(PPE\) Supply Equivalents](#), which identifies best matches for a number of PPE products, including exam gloves, disinfecting wipes, isolation gowns, IV solutions, N95 air purifying respirators, shoe covers, and surgical masks, based on key performance indicators (KPIs) and functional equivalence. This resource might be useful as ISPA members evaluate their capabilities to make different products.

- New York Governor Andrew Cuomo has announced that his state is offering funding to companies that can supply gloves, gowns and masks that are in short supply. Interested companies may call 212-803-3100.

The ISPA Covid-19 Member Resources page will be available later today.

ISPA wants to know about your successes and challenges in supplying these critical needs. Let us know if you encounter government regulatory problems where ISPA might be able to help, or if you have other ideas on how ISPA can help your company advance the mattress industry's ability to do its part. Please send your feedback to [Grant Johnson](#) at 571-635-6302.

And please send us your stories, social media posts and other ways we can share your efforts and successes.

Once Congress enacts the COVID-19 relief legislation currently being considered, we will post information on our resources page to help ISPA members understand what that law means for you and your company.

Stay well!

Ryan Trainer
ISPA President



INTERNATIONAL SLEEP
PRODUCTS ASSOCIATION



Mattress and Other Sleep Product Manufacturers Mobilizing to Help with Medical Supplies During COVID-19 Crisis

ISPA members join together to help meet health care supply needs across the country



NEWS PROVIDED BY

International Sleep Products Association →

Apr 01, 2020, 20:56 ET

ALEXANDRIA, Va., April 1, 2020 /PRNewswire/ -- The International Sleep Products Association (ISPA) today announced its members have mobilized to help meet the medical supply needs of health care providers in response to the coronavirus (COVID-19) outbreak. Member organizations have manufacturing plants throughout the country that are refocusing to produce mattresses and personal protective equipment (PPE) to address nationwide shortages.

"Hospitals and health care providers in many areas of the country are in dire need of hospital beds and other equipment, such as masks, as they confront the COVID-19 crisis. Our members are here to help," said ISPA President Ryan Trainer. "Some member companies have immediate supplies of mattresses and beds that can be delivered quickly to areas with the greatest need. Others have capacity to make these products for rapid distribution by the hundreds or thousands. Many members also have the ability to supply other PPE products in short supply."

Government agencies, hospitals and health care providers looking for supplies are invited to reach out to ISPA members by completing a short form describing your needs. ISPA will circulate that information to producers that can meet those requests.

In addition to making hospital beds and other mattresses, some members are converting their sewing operations to make safety masks while others are exploring how to make isolation gowns, surgical masks, privacy curtains, disinfecting wipes, shoe covers, filters and other safety and protective supplies.

Please email ISPA at info@sleepproducts.org if you have further questions.

Additionally, ISPA has launched a dedicated COVID-19 webpage so members can stay informed on how they can help. ISPA will continue to update the page as the situation evolves.

About the International Sleep Products Association

Established in 1915, the International Sleep Products Association (ISPA) is dedicated to lead and advance the interest of the sleep products industry by helping the world sleep better. As the industry's trade organization, ISPA represents the Sleep Products Industry and members in countries around the world.

ISPA provides a wide range of services including exclusive industry surveys and statistics, government advocacy support, educational offerings, the industry's ISPA EXPO trade show, safety research through its Sleep Products Safety Council, consumer research and education through its Better Sleep Council, BedTimes and Sleep Savvy publications.

Contact: Mary Helen Rogers
mhrogers@sleepproducts.org
(202) 413-2832

SOURCE International Sleep Products Association

Related Links

Mattress Industry Is Ready To Deliver For Hospitals And Health Care Providers

Manufacturers have capacity to help provide mattresses, beds and personal protective equipment (PPE) to fight COVID-19



NEWS PROVIDED BY

International Sleep Products Association →

Apr 03, 2020, 18:28 ET

ALEXANDRIA, Va., April 3, 2020 /PRNewswire/ -- The following statement is issued by Ryan Trainer, President of the International Sleep Products Association (ISPA), to highlight the mattress manufacturing industry's ability to meet the demand for products to support health care providers who are on the front lines of the global response to the COVID-19 global pandemic.

"As the world faces the most challenging health care crisis in modern history, the mattress industry is doing its part by keeping the supply chain of critical goods moving, here and abroad. The global pandemic has caused temporary furloughs, but workers stand ready to be called to action to meet these important needs.

ISPA surveyed its members to determine how it could help hospitals and health care providers meet their needs in the face of a projected surge of COVID-19 cases. The response from factories across the United States and Canada has been overwhelming.

The mattress sector is already responding. Manufacturers have donated thousands of mattresses targeting areas of acute need. Others are making and delivering mattresses and beds that the health care system needs now and over the longer term. ISPA members have also quickly shifted production to help fill the protective mask shortage. Other manufacturers are working to repurpose their operations to make isolation gowns, privacy curtains, disinfecting wipes, filters and other protective supplies.

The important message to health care providers, policymakers and the public is that ISPA's North American members have the capacity, materials and workforce to meet America's needs. With plants in all major metropolitan areas and in most states, ISPA manufacturers can make and ship products almost immediately.

When hospitals and health care providers need help, the men and women of the mattress industry are ready to deliver."

Additional Background

Government agencies, hospitals and health care providers looking for supplies are invited to reach out to ISPA members by completing a form. ISPA will circulate that information to producers that can meet those requests.

Additionally, ISPA has launched a COVID-19 webpage so members can stay informed on how they can help.

About the International Sleep Products Association

The International Sleep Products Association supports innovation and growth across the sleep products industry. We're committed to serving members through public policy, research, public affairs, education initiatives and more. Learn more at <https://sleepproducts.org/>.

Contact: Mary Helen Rogers

Email: mhrogers@sleepproducts.org

Phone: (202) 413-2832

SOURCE International Sleep Products Association

Related Links

<http://www.sleepproducts.org>

US Mattress Manufacturers Provide Thousands of Medical Relief Mattresses with Capacity to Produce More Than 400,000 Weekly During the COVID-19 Crisis

Industry joins together to help meet health care supply needs across the country



NEWS PROVIDED BY

International Sleep Products Association →

Apr 09, 2020, 22:32 ET

ALEXANDRIA, Va., April 9, 2020 /PRNewswire/ -- The International Sleep Products Association (ISPA) today announced that US mattress manufacturing facilities across the country are working hard to produce and deliver mattresses and other critical products to fellow Americans in need.

"When the pandemic began, the International Sleep Products Association surveyed its members to determine how the industry could help hospitals and health care providers meet their needs in the face of a projected surge of COVID-19 cases," said Ryan Trainer, ISPA president. "The response from factories across the United States and Canada has been overwhelming, making clear that when help is needed, the men and women of the mattress industry stand ready to deliver."

Hear from a few of the companies involved—

Everton Mattress, President Chris Sanders

"We've made over 5,000 masks and supplied them to police and fire departments, care centers, hospice, medical care centers, and home health facilities in Filer and Twin, Idaho. We are now supplying companies, like convenience stores and equipment supply stores that supports dairy and farm operations."

Tempur Sealy, CEO Scott Thompson

"We are producing more than 20,000 mattresses per day for virus response. We have a full team of corporate employees who are doing daily outreach to state and federal government officials to let them know that our company has not just tremendous capacity to help, but (also) a tremendous compassion for our fellow citizens. We want to help, and we will continue to help."

Hickory Springs, COO Michael Hinshaw, Jr.

"We are shifting production at our facilities in North Carolina and Mississippi to provide up to 4,000 mattresses for medical use per day, as well as 2,000 metal beds per day – and we expect those numbers to increase. As one of the largest suppliers of OEM mattresses and mattress components for the bedding industry, we have the expertise and capabilities to produce these products quickly and efficiently to help address health care facility bed shortages as well as provide temporary sleep surfaces for emergency and overflow hospital sites nationally. In this unprecedented time, we are faced with many challenges, but as a company we are focusing all of our efforts on helping those in need, while also supporting the well-being of our employees by taking extra sanitary precautions for elevated cleanliness and adhering to workforce distancing guidelines as directed by the CDC and the WHO."

Relief Bed International, Founder Scott Smalling

"We've been tasked with helping with homelessness and other needs, and we love what we do. Our early cooperation with Serta Simmons was fantastic. While it continues, other US suppliers of products have really been inspired to come alongside to help with the efforts. Relief Bed also is now gearing up to supply face shields."

Brooklyn Bedding, CEO John Merwin

"We find ourselves in a unique position to help Americans, to provide viable solutions, at this very critical time in our history. We have set up a product page at BrooklynBedding.com for orders on demand and can produce up to thousands of mattresses a day, shipped to any

destination in the country. As a Phoenix-based company, we've committed to free mattress delivery to hospitals and government agencies within our valley and have negotiated discounted rates, nationwide, for full semi-truckload deliveries. At this time, we are also producing masks for the State of Arizona as well as essential workers in our region. We continue to support the trucking industry with sleeper cab beds during this incredibly demanding period."

Serta Simmons Bedding, Chairman & CEO Dave Swift

"We are committed to ensuring those who are hospitalized have a bed available where they can receive care and heal. That's why we are donating 10,000 mattresses to New York City hospitals and temporary medical facilities, and why we are ready, with our factory footprint and distribution network, to produce an additional 20,000 beds a day."

Leggett & Platt, CEO Karl Glassman

"We can produce 8,000 mattresses a week, as well as supply innersprings, foam, and other components to other bedding producers. In addition, our employees are brainstorming ways to retool processes and redeploy raw materials to meet the needs of the moment. This is innovation in adversity. Furniture sewers are now stitching face masks, chemical lab workers are creating hand sanitizer, our foam plants are providing components for face shields."

Facilities in need of additional mattresses or other items during this crisis are encouraged to reach out to your local mattress manufacturer or contact <https://sleepproducts.org/request-help/> for help getting connected.

About the International Sleep Products Association

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Contact: Mary Helen Rogers

Email: mhrogers@sleepproducts.org

Phone: (202) 413-2832

SOURCE International Sleep Products Association

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Attachments

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