

LOST SALES AND LOST REVENUE SURVEY

TOOL CHESTS AND CABINETS FROM CHINA AND VIETNAM

This survey must be received by the Commission by **April 25, 2017**
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 and antidumping investigations concerning tool chests and cabinets from China and Vietnam (Inv. Nos. 701-TA-575 and 731-TA-1360-1361 (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)). Further information on this survey can be obtained from Amelia Preece (202-205-3250, Amelia.Preece@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
Website _____

Has your firm purchased tool chests and cabinets (as defined on next page) at any time since January 1, 2014?

- ☐ **NO** (Sign the certification below and promptly return **only** this page of the survey to the Commission)
☐ **YES** (Complete all parts of the survey, and return the entire survey to the Commission)

Return questionnaire via the U.S. International Trade Commission **Drop Box** by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **TOOL**)

CERTIFICATION

I certify that the information herein supplied in this survey 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 submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this survey 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 these investigations or other proceeding 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

GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on April 11, 2017, by Waterloo Industries Inc., Sedalia, Missouri. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2017/tool_chests_and_cabinets_china_and_vietnam/preliminary.htm](https://www.usitc.gov/investigations/701731/2017/tool_chests_and_cabinets_china_and_vietnam/ preliminary.htm)

Tool chests and cabinets covered by these investigations are all metal tool chests and cabinets, including top chests, intermediate chests, tool cabinets and side cabinets, storage units, mobile work benches, and work stations and that have the following physical characteristics:

- (1) a body made of carbon, alloy, or stainless steel and/or other metals;
- (2) two or more drawers for storage in each individual unit;
- (3) a width (side to side) exceeding 21 inches but not exceeding 60 inches;
- (4) a drawer depth (front to back) exceeding 10 inches but not exceeding 24 inches; and
- (5) prepackaged for retail sale.

Prepackaged for retail sale means the units are packaged in a cardboard box or other container suitable for retail display and sale. Subject tool chests and cabinets are covered whether imported in assembled or unassembled form. Subject merchandise includes tool chests and cabinets produced in China or Vietnam but assembled, prepackaged for sale, or subject to other minor processing in a third country prior to importation into the United States. Similarly, it would include tool chests and cabinets produced in China or Vietnam that are later found to be assembled, prepackaged for sale, or subject to other minor processing after importation into the United States.

Subject tool chests and cabinets may also have doors and shelves in addition to drawers, may have handles (typically mounted on the sides), and may have a work surface on the top. Subject tool chests and cabinets may be uncoated (e.g., stainless steel), painted, powder coated, galvanized, or otherwise coated for corrosion protection or aesthetic appearance.

Subject tool chests and cabinets may be shipped, packaged or sold as individual units or in sets. When sold in sets, they typically include a cabinet with one or more chests that stack on top of the cabinet. Tool cabinets act as a base tool storage unit and typically have rollers, casters, or wheels to permit them to be moved more easily when loaded with tools. Work stations are tool cabinets with a work surface on the top that may be made of rubber, plastic, metal, or wood.

Top chests are designed to be used with a tool cabinet to form a tool storage unit. The top chests may be mounted on top of the base tool cabinet or onto an intermediate chest. They are often sold as a set with tool cabinets or intermediate chests, but may also be sold separately. They may be sold with mounting hardware (e.g., bolts) and instructions for assembling them onto the base tool cabinet or onto an intermediate tool chest which rests on the base tool cabinet. Smaller top chests typically have handles on the sides, for purposes of lifting the chest out of the package onto the cabinet, while the larger top chests typically lack handles. Intermediate tool chests are designed to fit on top of the floor standing tool cabinet and to be used underneath the top tool chest. Although they may be imported, sold or used separately from the tool cabinet, intermediate chests are designed to be used in

conjunction with tool cabinets. The intermediate chests typically do not contain handles. The intermediate and top chests have the capability of being bolted together.

Side cabinets are designed to be bolted or otherwise attached to the side of the base storage cabinet to expand the storage capacity of the base tool cabinet.

Subject tool chests and cabinets also may be shipped, packaged or sold with a tool set included, and when this occurs the tools are part of the subject merchandise.

Excluded from the scope of these investigations are tool boxes, chests and cabinets with bodies made of plastic, carbon fiber, wood, or other non-metallic substances. Also excluded from the scope of these investigations are portable tool boxes. Portable-tool boxes have each of the following characteristics:

- (1) fewer than three drawers;
- (2) a handle on the top that allows the tool box to be carried by hand; and
- (3) a width that is 21 inches or less; and depth (front to back) not exceeding 10 inches.

Also excluded from the scope of these investigations are industrial grade steel tool chests and cabinets. The excluded industrial grade steel tool chests and cabinets are those:

- (1) having a body that is over 60 inches wide; or
- (2) having each of the following physical characteristics:
 - (a) a body made of steel that is 0.055" or more in thickness;
 - (b) all drawers over 21" deep;
 - (c) all drawer slides rated for 200 lbs. or more; and
 - (d) not prepackaged for retail sale.

Also excluded from the scope of these investigations are work benches with fewer than two drawers. Excluded work benches have a solid top working surface, have fewer than two drawers, are supported by legs and have no solid front, side, or back panels enclosing the body of the unit.

Also excluded from the scope of these investigations are metal filing cabinets that are configured to hold hanging file folders and are properly entered into United States through Harmonized Tariff Schedule of the United States ("HTSUS") category 9403.10.0020.

Tool chests and cabinets are currently imported under statistical reporting number 9403.20.0030 and 7326.90.8688 of the Harmonized Tariff Schedule of the United States (HTSUS). They may also be imported under HTSUS statistical reporting numbers 9403.20.0026 and 7326.90.3500. The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

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. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of tool chests and cabinets and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

Contact information.--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this survey. This may or may not be the person whose signature is at the bottom of page 1.

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |

PURCHASE INFORMATION

1. **Purchases.**—Report your firm's total U.S. purchases of tool chests and cabinets. Estimates are acceptable. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire.)

| Item | 2014 | 2015 | 2016 |
|---|---------------------|------|------|
| | Quantity (in units) | | |
| Purchases of tool chests and cabinets produced in— | | | |
| United States | | | |
| China | | | |
| Vietnam | | | |
| All other countries ¹ | | | |
| Sources unknown | | | |
| Total purchases | 0 | 0 | 0 |
| ¹ Please identify these countries: | | | |

2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of tool chests and cabinets from different sources have changed since January 1, 2014.

| Source of purchases | Did not purchase | Decreased | Increased | Constant | Fluctuated | Explanation for trend |
|---------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|
| United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| China | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Vietnam | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| All other countries | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Sources unknown | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

3. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase tool chests and cabinets.

| | |
|---|--|
| 1. | |
| 2. | |
| 3. | |
| Please list any other factors that are very important in your purchase decisions: | |

4. **Purchasing subject imports rather than domestic products.**—

- (a) Since January 2014, did your firm purchase imports of tool chests and cabinets from China and Vietnam instead of U.S.-produced tool chests and cabinets? Respond for each subject country.

| Source | Yes (also respond to parts (b) and (c)) | No (If “No” for both countries, skip to next question) |
|---------|--|---|
| China | <input type="checkbox"/> | <input type="checkbox"/> |
| Vietnam | <input type="checkbox"/> | <input type="checkbox"/> |

- (b) If you responded “Yes” to part (a), was the imported product priced lower than the domestic product?

| Source | Yes | No |
|---------|--------------------------|--------------------------|
| China | <input type="checkbox"/> | <input type="checkbox"/> |
| Vietnam | <input type="checkbox"/> | <input type="checkbox"/> |

- (c) If you responded “Yes” to part (a), was price a primary reason for purchasing subject imports rather than domestic product?

| Source | Yes | If Yes, estimate the quantity of imports purchased instead of domestic product since January 2014 (in units) | No | If No, please indicate the reason your firm purchased imports instead of domestic product |
|---------|--------------------------|--|--------------------------|---|
| China | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Vietnam | <input type="checkbox"/> | | <input type="checkbox"/> | |

5. **U.S. producers and import competition.**—

- (a) Since January 1, 2014, in connection with a sale or offer to sell tool chests and cabinets to your firm, did U.S. producers reduce their prices of domestically produced tool chests and cabinets in order to compete with lower-priced imports of tool chests and cabinets from the subject countries? Respond for each subject country.

| Source | Yes (also respond to question part (b)) | No (If “No” for both countries, skip to next question) | Don’t know |
|---------|---|--|--------------------------|
| China | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Vietnam | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

- (b) If your firm responded “yes” to any of the above countries, please provide an estimate of the reduction in U.S. producers’ prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

| Source | Estimated reduction in U.S. prices (percent) | Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors |
|---------|--|---|
| China | % | |
| Vietnam | % | |

6. **Method of purchase**--Please provide a general description of your firm’s method(s) of purchase (e.g., individual purchase, contract, bids, Internet purchases, etc.) for tool chests and cabinets.

7. **Other explanations**--Please provide any additional comments in this box.

OMB INFORMATION

8. **OMB statistics.**--Please report the actual number of hours required and the cost to your firm of completing this survey.

| Hours | Dollars |
|-------|---------|
| | |

The questions in this survey 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 survey is estimated to average 4 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the survey.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this survey. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

HOW TO FILE YOUR SURVEY RESPONSE

Please do not attempt to modify the format or permissions of the survey document.

Please submit the completed survey using one of the methods noted below. If your firm is unable to complete the MS Word survey 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 survey 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/>
- **Enter Investigation:** Select “Tool Chests and Cabinets” in the drop down menu
- **Pin:** **TOOL**

- **E-mail.**—E-mail the MS Word survey to Amelia.Preece@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 purchase this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.