U.S. IMPORTERS' QUESTIONNAIRE

VERTICAL METAL FILE CABINETS FROM CHINA

This questionnaire must be received by the Commission by May 14, 2019

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 duty and antidumping duty investigation(s) concerning vertical metal file cabinets "VMFCs" from China (inv. No. 701-TA-623 and 731-TA-1449 (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)).

City			State	Zi _l	ip Coc	e			
Website									
Has your firm January 1, 20	-	al metal file cabine	ts (as defined on	next pa	page) f	om any c	ountry a	t any ti	me since
☐ NO	(Sign the certifi	cation below and pro	mptly return only	this page	ge of the	question	naire to tl	ne Comr	nission)
☐ YES	(Complete all p	arts of the questionna	aire, and return the	e entire o	e questi	onnaire to	the Comr	mission)	
following lin	ık: https://dro	pbox.usitc.gov/oi	inv/. (PIN: FILE)					
•		supplied in respon				-			
edge and belief a of this certifica ation provided in mmission on the s undersigned, ack ding or other pro nel (a) for develons, and evaluatio dix 3; or (ii) by U.	nd understand tion I also grad this questionn ame or similar anowledge that beeedings may be ping or maintans relating to S. government	supplied in respon that the information to consent for the tire and throughou	nse to this queston submitted is so Commission, a sut this proceeding itted in responsed used: (i) by the of this or a relatersonnel, and opportract personnel,	subject nd its ng in an e to th e Comn ed prod eration	t to au emplo ny oth his req mission oceedir ns of	dit and voyees and or important or important or its empty, or (b) the Comit	erification cinjury printerior information in interior inission	on by the ct person or ceed tion and Official including the control of the ceed to be control of the ceed to be ceed to b	ne Commi connel, to lings cond d throug fices, and estigation ng under
edge and belief a of this certifica ation provided in mmission on the s undersigned, ack ding or other pro nel (a) for develons, and evaluatio dix 3; or (ii) by U.	nd understand tion I also grad this questionn ame or similar nowledge that accedings may be ping or maintains relating to S. government ign appropriate	supplied in respond that the information of consent for the mire and throughout merchandise. information submit of disclosed to and ining the records of the programs, per employees and con	nse to this queston submitted is some commission, and this proceeding itted in responsed used: (i) by the form of this or a relater sonnel, and operact personnel, eements.	subject nd its ng in an e to th e Comn ed prod eration	t to au emplo ny oth his req mission oceedir ns of	dit and voyees and or important or important or its empty, or (b) the Comit	erification cinjury printerior information in interior inission	on by the ct person or ceed tion and Official including the control of the ceed to be control of the ceed to be ceed to b	ne Commi connel, to lings cond d throug fices, and estigation ng under

PART I.—GENERAL INFORMATION

Background.-- This proceeding was instituted in response to a petition filed on April 30, 2019, by Hirsh Industries LLC, West Des Moines, Iowa. Countervailing and 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/701731/2019/vertical_metal_file_cabinets_china/preliminary.htm

<u>Vertical metal file cabinets "VMFCs"</u> covered by these investigations are freestanding vertical metal file cabinets containing extendable file storage elements, having a width of 25 inches or less¹, and having a height that is greater than its width ("vertical metal file cabinets").

The subject vertical metal file cabinets have bodies made of carbon and/or alloy steel and or other metals, regardless of whether painted, powder coated, galvanized or otherwise coated for corrosion protection or aesthetic appearance. The subject vertical metal file cabinets must have two to five extendable elements for file storage (e.g., file drawers) of a height that permits hanging files of either letter (8.5" x 11") or legal (8.5" x 14") sized documents.

An "extendable element" is defined as a movable load-bearing storage component including, but not limited to, drawers and filing frames. Extendable elements typically have suspension systems, consisting of glide blocks or ball bearing glides, to facilitate opening and closing.

The subject vertical metal file cabinets typically come in models with two, three, four, or five file drawers. The inclusion of an additional non-file-sized extendable storage element, not sized for storage files (e.g., a box or pencil drawer), does not remove an otherwise in-scope product from the scope. The inclusion of an integrated storage area that is 6" or less in height that is not extendable, (i.e., a cubby), also does not remove a subject vertical metal file cabinet from the scope. Accessories packaged with a subject vertical file cabinet, such as separate printer stands or shelf kits that sit on top of the in-scope vertical file cabinet are not considered integrated storage.

"Freestanding" means the unit has a solid top rather than an open top and is not designed to be attached to, be hung from or to support a desktop or other work surface. The ability to anchor a vertical file cabinet to a wall for stability or to prevent it from tipping over does not exclude the unit from the scope.

Subject vertical file cabinets may have different handle styles including plastic, metal, recessed or otherwise integrated handles. The addition of mobility elements such as casters or wheels, a dolly or other mobility elements does not remove the product from the scope. Packaging a subject vertical metal file cabinet with other accessories, including, but not limited to, locks, leveling glides, caster kits, drawer accessories (e.g., including but not limited to follower wires, follower blocks, file compressors, hanger rails, pencil trays, and hanging file folders), printer stand, shelf kit and magnetic hooks, also does not remove the product from the scope.

¹ Vertical file cabinets are defined by the Business and Institutional Furniture Manufacturers Association ("BIFMA") X5.9 testing standard as having a depth greater than its width and all imported vertical metal filing cabinets currently meet this standard. To prevent circumvention of the scope, petitioners have set a width limitation. Because the narrowest lateral file sold in the market is over 29 inches wide, petitioners have set the maximum width for an in-scope vertical file at 25 inches.

Excluded from the scope are vertical file cabinets with bodies made of plastic, wood, or other non-metallic substances.

Also excluded from the scope are lateral file cabinets. Lateral file cabinets typically have a body that is more than 25 inches wide and have a width that is greater than the body depth.

Also excluded from the scope are pedestal file cabinets. Pedestal file cabinets are metal file cabinets with body depths that are greater than or equal to their width, are under 31" in height, and have the following characteristics: (1) an open top or the means for the cabinet to be attached to or hung from a desktop or other work surface (i.e., not freestanding); or (2) freestanding file cabinets that have: (a) at least a 90 percent drawer extension for all extendable storage elements; (b) a central locking system; (c) a minimum weight density of 9.5 lbs/cubic foot; and (d) casters or leveling glides. A "central locking system" locks all drawers in a unit.

Also excluded from the scope are fire proof or fire resistant file cabinets that meet Underwriters Laboratories ("UL") fire protection standard 72, class 350, which covers the test procedures applicable to fire-resistant equipment intend to protect paper records.

The merchandise subject to the investigation is classified in the Harmonized Tariff Schedule of the United States ("HTSUS") subheading 9403.10.00 (statistical reporting number 9403.10.0020). While HTSUS subheadings are provided for convenience and Customs purposes, the written description of the scope of the investigation is dispositive; decisions on classification are within the authority of Customs.

<u>Importer</u>.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing VMFCs (as defined above) into the United States from a foreign manufacturer or through its selling agent.

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.

<u>Confidentiality</u>.--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.

<u>Verification</u>.-- 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.

<u>Release of information</u>.--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.

<u>Valid number error messages.</u>—If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Jessica Oliva (202-205-3432, jessica.olivafigueroa@usitc.gov).

<u>D-GRIDS tool.</u>--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macroenabled MS Excel file available for download from the Commission's generic questionnaires webpage (https://www.usitc.gov/trade_remedy/question.htm) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

I-1. <u>OMB statistics</u>.--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

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 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

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

I-2.	Establishments coveredProvide the name and address of establishment(s) covered by this
	questionnaire. If your firm is publicly traded, please specify the stock exchange and trading
	symbol.

"Establishment" Each facility of a firm involved in the importation of VMFCs, including auxiliary
facilities operated in conjunction with (whether or not physically separate from) such facilities.

U.S. Importers' Questionnaire – Vertical metal file cabinets (Preliminary) I-3. Ownership.--Is your firm owned, in whole or in part, by any other firm? No Yes--List the following information Extent of ownership (percent) Firm name Address I-4. Related importers/exporters.--Does your firm have any related firms, either domestic or foreign, that are engaged in importing VMFCs from China into the United States or that are engaged in exporting VMFCs from China to the United States? No Yes--List the following information. Firm name Country Affiliation

nporters' Questionnaire –	Vertical metal file cabir	ets (Preliminary)	Page				
Related producersDoes your firm have any related firms, either domestic or foreign, that engaged in the production of VMFCs?							
□ No □ Yes	List the following inforr	nation.					
Firm name	Country		Affiliation				
	-Please indicate the natu answer may be applicab Takes title to the	re of your firm's importinle. Consignee of the	g operations on Customs broker or				
Importer of record	imported product(s)	imported products(s)	freight forwarder				
	•	of VMFCs but is not the ophone number, and indivi					
Firm name	Address		Contact person				
			and phone number				
			and phone				
			and phone				

I-8.	FTZ, TIB, or bonded warehousesPlease indicate whether your firm enters VMFCs into, or					
	withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate					
	whether your firm imports VMFCs under the TIB (temporary importation under bond) program.					

"Foreign trade zone" is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

"Bonded warehouse" is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

"Temporary Importation under Bond ("TIB") program" is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

Item	No	Yes
Foreign trade zones		
Bonded warehouses		
Temporary importation under bond		

I-9. Other trade actions. -- To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No	Yes	If yes, Yes-Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jessica Oliva (202-205-3432, jessica.olivafigueroa@usitc.gov). Supply all data requested on a <u>calendar-year</u> basis.

II-1.		nationPlease identify the responsible raff may contact that individual regarding	individual and the manner by which ng the confidential information submitted
	Name		
	Title		
	Email		
	Telephone		

II-2. <u>Changes in operations.</u>—Please indicate whether your firm has experienced any of the following changes in relation to the importation of VMFCs since January 1, 2016.

(ched	ck as many as appropriate)	(If checked, please describe; leave blank if not applicable)
	Office/warehouse openings	
	Office/warehouse closings	
	Relocations	
	Expansions	
	Acquisitions	
	Consolidations	
	Prolonged shutdowns or importation curtailments	
	Revised labor agreements	
	Other (e.g., technology)	

115	Important'	Questionnaire -	- Vertical m	atal fila	rahinats l	Draliminary	
U.S.	importers	Ouestionnaire -	- verucai m	etai ille (cabinets i	Preliminary)	

U.S. Im	iporters' Qu	uestionnai	ire – Vertical metal	file cabinets (Pr	reliminary	/)	Page 10		
II-3a.	<u>Arranged imports</u> Has your firm imported or arranged for the importation of VMFCs for delivery after December 31, 2018 ?								
	for subjec	"Arranged imports" are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.							
	No	Yes							
			If yes, fill out the	table below.					
			1						
	Sou	ırce	Jan-Mar 2019	Apr-Jun 201	Period	ul Cont 2010	Oct-Dec 2019		
	300	irce	Jan-Ivial 2019	· •	ntity (<i>in u</i>	ul-Sept 2019	Oct-Dec 2019		
	China			Quai	icity (iii u				
	All Other Sources								
II-3b.	China or C	Imports in the 12 month period preceding the petitionHas your firm imported VMFCs from China or Other Source between April 1, 2018 and March 31, 2019? (i.e., the last nine months in 2018 and first three months in 2019 combined)							
	No	Yes							
			If yes, report the quantity of such import below by source.				2.		
			C 1	Quantity (in un	<u> </u>				
	China		Source		Apr	il 2018 through	Warch 2019		
	Other sou	ırces							
	Other 300								
II-4.	please ind	Reasons for importing if producerIf your firm also produces VMFCs in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.							

Definitions

"Imports" –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

"Import quantities" —Quantities reported should be net of returns.

"Import values"—Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

"U.S. shipments"— Shipments made within the United States as a result of an arm's length transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption/including own firm's retail sales" — Product consumed internally by your firm, which includes merchandise that your firm transferred to your own firm's retail locations. Such transactions are valued at fair market value (i.e., <u>not</u> the total value of final downstream processed merchandise (in the case of internal consumption), <u>nor</u> the retail sale value (in the case of your firm owning and operating its own retail locations); rather these transactions should be recorded at the fair market wholesale value of the merchandise used for further processing or for retail level sale).

"Transfers to related firms" – Shipments made to related firms. Such transactions are valued at fair market value.

"Related firm" —A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

"Export shipments"— Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" -- Finished goods inventory, not raw materials or work in progress.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-5a. <u>U.S. imports from China</u>.--Report your firm's imports and your firm's shipments and inventories of VMFCs imported from China by your firm during the specified periods.

China

Qua	antity (in units), valu	ie (<i>in \$1,000</i>)		
	Calendar years			
ltem	2016	2017	2018	
Beginning-of-period inventories (quantity) (A)				
Imports: ¹				
Quantity (B)				
Value (C)				
U.S. shipments: Commercial shipments: Quantity (D)				
Value (E)				
Internal consumption/including own firm's retail sales: ² Quantity (F)				
Value³ (G)				
Transfers to related firms: Quantity (H)				
Value³ (I)				
Export shipments: ⁴ Quantity (J)				
Value (K)				
End-of-period inventories (quantity) (L)				
Please report imports based on country processing or shipment location (if differ Include merchandise that your firm to Internal consumption and transfers to different basis for valuing these transact However, the data provided about the Identify your firm's principal exports.	ent). Please identify the ransferred to your own or related firms must be ions in your records, played in this table should	ne foreign producers, if ken firm's retail locations. e valued at fair market velease specify that basis (nown: alue. If your firm uses a e.g., cost, cost plus, etc.):	

II-5a. U.S. imports from China.—Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Calendar years		
2016	2017	2018
0	0	0
	2016	•

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

II-5b. <u>Channels of distribution: China</u>.--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption including VMFCs for your own firm's retail sales), and transfers to related firms from China by channel of distribution.

China

	Calendar years		
Item	2016	2017	2018
	Quantity (in units)		
Channels of distribution: U.S. shipments: To distributors (M)			
To retailers (N)			
To end users (O)			

<u>RECONCILIATION OF CHANNELS.</u>--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N and O) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "O"), the data reported must be revised prior to submission to the Commission.

	Calendar years		
Reconciliation item	2016	2017	2018
M + N + O - D - F - H = zero ("0"),			
if not revise.	0	0	0

II-5c. <u>U.S. shipments by primary metal: China.</u>--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption including for own firm's retail sales, and transfers to related firms) of imports from China by primary metal type of the body during the specified periods.

China

Quantity (in units); Value (in \$1,000)			
	Calendar years		
Item	2016	2017	2018
U.S. shipments from China.—			
Steel:			
Quantity (P)			
Value (Q)			
Other metals:1			
Quantity (R)			
Value (S)			
¹ If other metals, please identify the material:		•	

<u>RECONCILIATION OF SHIPMENTS</u>.--Please ensure that the quantities and values reported for US shipments by primary metal (i.e., lines P through S) in each time period equal the quantities and values reported for U.S. shipments (i.e., lines D through I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Calendar years		
Reconciliation	2016	2017	2018
Quantity: $P + R - D - F - H = zero$			
("0"), if not revise.	0	0	0
Value: $Q + S - E - G - I = zero ("0"),$			
if not revise.	0	0	0

II-6a. <u>Imports from All Other Sources</u>.—Report your firm's imports and your firm's shipments and inventories of VMFCs imported from **All Other Sources** by your firm during the specified periods.

All Other Sources

Quantity (in units), value	(in \$1,000)	
		Calendar years	
Item	2016	2017	2018
Beginning-of-period inventories (quantity) (A)			
Imports:12 Quantity (B)	0	0	0
Value (C)	0	0	0
U.S. shipments: Commercial shipments: Quantity (D)			
Value (E)			
Internal consumption/including own firm's retail sales: ³ Quantity (F)			
Value⁴ (G)			
Transfers to related firms: Quantity (H)			
Value⁴ (I)			
Export shipments: ⁵ Quantity (J)			
Value (K)			
End-of-period inventories (quantity) (L)			
 Please report imports based on country-of-oprocessing or shipment location (if different). Pl Data on U.S. imports will populate into this that shipment location (if different) and transfer transfer and transfers to relate different basis for valuing these transactions in the location. However, the data provided above in the location of the location of the location. 	ease identify the fable once reported to your own fied firms must be voour records, pleads table should be	foreign producers, if knowed in question II-7. Irm's retail locations. Valued at fair market valuals se specify that basis (e.g.)	wn: ue. If your firm uses a ., cost, cost plus, etc.):

II-6a. Imports from All Other Sources.-Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

	Calendar years		
Reconciliation	2016	2017	2018
A + B - D - F - H - J - L = should equal			
zero ("0") or provide an explanation.1	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate:			

II-6b. Channels of distribution: All Other Sources. -- Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption including for own firm's retail sales, and transfers to related firms) of imports from All Other Sources by channel of distribution.

All Other Sources

Item	Calendar years		
	2016	2017	2018
	Quantity (in units)		
Channels of distribution: U.S. shipments: To distributors (M)			
To retailers (N)			
To end users (O)			

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N and O) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Calendar years		
Reconciliation item	2016	2017	2018
M + N + O - D - F - H = zero ("0"),			
if not revise.	0	0	0

II-6c. <u>U.S. shipments from All Other Sources by primary metal</u> - Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption including for own firm's retail sales, and transfers to related firms) of imports from All Other Sources by primary metal type of the body during the specified periods.

All Other Sources

Quantity (in units); Value (in \$1,000)			
		Calendar years	
Item	2016	2017	2018
U.S. shipments from All Other Sources.— Steel, other than stainless steel: Quantity (P)			
Value (Q)			
Other metals: ¹ Quantity (R)			
Value (S)	_		

<u>RECONCILIATION OF SHIPMENTS</u>.--Please ensure that the quantities and values reported for US shipments by primary metal (i.e., lines P through S) in each time period equal the quantities and values reported for U.S. shipments (i.e., lines D through I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Calendar years		
Reconciliation	2016	2017	2018
Quantity: $P + R - D - F - H = zero$ ("0"), if not revise.	0	0	0
Value: $Q + S - E - G - I = zero$ ("0"), if not revise.	0	0	0

II-7. <u>U.S. imports from individual nonsubject sources</u> - Report your firm's U.S. imports by individual nonsubject source (i.e., sources other than China) during the specified periods.

Quantity (in units); Value (in \$1,000)

		Calendar years				
Item	2016	2017	2018			
U.S. imports from						
Canada:						
Quantity (T)						
Value (U)						
Mexico:						
Quantity (V)						
Value (W)						
Taiwan:						
Quantity (X)						
Value (Y)						
United Kingdom:						
Quantity (Z)						
Value (AA)						
Italy:						
Quantity (AB)						
Value (AC)						
All other nonsubject						
sources:1						
Quantity (AD)						
Value (AE)						
¹ List the other sources:	<u></u> ·					
tables in part II, plea	d firms If your firm reporte ase identify the firm(s) and in elated firms (e.g., joint ventu ed at market value or by a no	ndicate the nature of th	e relationship between			
for which a narrativ	If your firm would like to f re response box was not prov space provided below. Please	rided, please note the q	uestion number and the			

firm had in providing the data in this section, including but not limited to technical issues with

the MS Word questionnaire.

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U.S. Importers' Questionnaire – Vertical metal file cabinets (Preliminary)

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Pamela Davis (202-205-2218, pamela.davis@usitc.gov).

III-1. Contact information.--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	

PRICE DATA

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2016 of the following products your firm imported from China:

<u>Product 1.</u>--Vertical metal file cabinet, 17.75'' - 18.25'' deep, two file drawers, letter size (14.25'' - 15.25'') wide), containing a lock, not containing casters

<u>Product 2.--</u> Vertical metal file cabinet, 17.75'' - 18.25'' deep, two file drawers and one pencil drawer, letter size (14.25'' - 15.25'') wide), containing a lock, not containing casters

<u>Product 3.--</u> Vertical metal file cabinet, 17.75" - 18.25" deep, three file drawers, letter size (14.25" - 15.25" wide), containing a lock, not containing casters

<u>Product 4.--</u> Vertical metal file cabinet, 26.25'' - 26.75'' deep, four file drawers, letter size (14.25'' - 15.25'') wide), containing a lock, not containing casters

Please note that values should be <u>f.o.b.</u>, <u>U.S.</u> <u>point of shipment</u> and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

During January 2016-December 2018, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

YesPlease complete the following pricing data table as appropriate.
NoSkip to question III-3.

III-2. <u>Price data</u>.--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

Report data in <u>units</u> and <u>actual dollars</u> (not 1,000s).

		(Q	uantity in units	, value <i>in dol</i>	lars)			
Product 1			Product 2		Product 3		Product 4	
Period of shipment	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								
¹ Net values (i.e., gross firm's U.S. point of shipmer ² Pricing product defin NoteIf your firm's product	nt. litions are provi ct does not exac	ded on the fir	st page of Part I	II.	competitive wit	h the specifie		·
description of your firm's p	roduct. Also, p	ease explain	any anomalies i	n your firm's	reported pricing	g data.		
Product 1:								
Product 2:								
Product 3:								
Product 4:								

III-2b.	Price data checklistPlease check that the pricing data in question III-2(a) has been correctly
	reported.

Is the price data reported above:	√ if Yes
In actual dollars (<i>not</i> \$1,000)?	
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	
Net of all discounts and rebates?	
Have returns credited to the quarter in which the sale occurred?	
Less than reported commercial shipments in part II in each year?	

III-2c.	<u>Pricing data methodology</u> Please describe the method and the kinds of documents/records that were used to compile your price data.

U.S. Importe	ers' Questionnaire	 Vertical metal file 	cabinets (Preliminary)
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III-3a. <u>Imports for repackaging or retail sale.</u> Did your firm import VIV sales in your firm's retail locations since January 1, 2016?		ts for repackaging or retail saleDid your firm import VMFCs for repackaging or use for n your firm's retail locations since January 1, 2016?
		YesPlease complete the following table as appropriate.
		NoSkip to question III-4.

Report below the import data¹ for pricing products² imported from China and sold at retail.

Please note that values should be <u>landed</u>, <u>duty-paid</u> and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).

China

Report data in units and actual dollars (not 1,000s).

Product 1		Prod	Product 2		Product 3		Product 4	
Period of importation	Quantity	LDP value ¹ (<i>dollars</i>)	Quantity	LDP value ¹ (<i>dollars</i>)	Quantity	LDP value ¹ (dollars)	Quantity	LDP value ¹ (dollars)
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								
April-June								
July-September								
October-December								
2018:								
January-March								
April-June								
July-September								
October-December								

¹ LDP value (i.e., landed duty-paid values): Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States). See "Import values" definition in Part II (Trade and Related Information – Definitions).

NoteIf your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a
description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.
Product 1:

Product 2:
Product 3:
Product 4:

² Pricing product definitions are provided on the first page of Part III.

III-3b. <u>Inland transportation costs for your firm's direct imports of VMFCs for repackaging or retail</u> <u>sale.</u>--

If your firm reported import purchases costs above (questions III-3a), what is the approximate percentage of the total cost VMFCs that you directly imported from China that is accounted for by U.S. inland transportation costs from the port of importation to your distribution network, retail store(s), or manufacturing plant(s)?

Country	Percent
China	%

III-3c. Additional costs for your firm's direct imports of VMFCs for your firm's repackaging or retail sale.

(i) If your firm reported direct import purchase costs above (question III-3a), please identify the factors (other than U.S. inland transportation costs or costs already included in landed duty paid "LDP" values) that add to your cost of importing directly since January 1, 2016. Estimate the ratio to the cost of the landed duty-paid value, and explain the specific costs associated with each category.

Factors	Estimated ratio to landed duty- paid value (percent)	Explanation
Logistical or supply chain management costs (not already included in LDP value)		
Warehousing/inventory carrying costs (not already included in LDP value)		
Insurance costs (<u>not</u> already included in LDP value)		
Other, please identify ()		

(ii)	To which source(s) transaction costs to	•	pare costs in det	ermining your addit	cional
	U.S. importers	U.S. producers	Both	Neither	
(iii)	(a) Briefly identify t from a U.S. importe		, ,	IFCs instead of purc	hasing VMF(
(iii)	• • • • •		, ,	IFCs instead of purc	hasing VMFC
(iii)	from a U.S. importe (b) Please provide t	er or from a U.S. pro	nducer.	IFCs instead of purc og directly imported cent of landed duty-	VMFCs

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

U.S. Importers	' Questionnaire -	- Vertical metal file	cabinets	(Preliminary)
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III-4.	Price settingHow does your firm determine the prices that it charges for sales of VMFCs
	(check all that apply)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe

III-5. <u>Discount policy</u>.--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe

III-6. <u>Pricing terms.--</u>On what basis are your firm's prices of imported VMFCs from China usually quoted *(check one)*?

Delivered	F.o.b.	If f.o.b., specify point

III-7. <u>Contract versus spot.</u>--Approximately what share of your firm's sales of VMFCs imported from China in 2018 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

	Type of sale					
ltem	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	Total (should sum to 100.0%	,
Share of 2018 sales	%	%	%	%	0.0	%

III-8. <u>Contract provisions.</u>--Please fill out the table regarding your firm's typical sales contracts for VMFCs imported from China (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)		
Average contract duration	No. of days		365			
Price renegotiation	Yes					
(during contract period)	No					
	Quantity					
Fixed quantity and/or price	Price					
,. ,	Both					
Indexed to raw	Yes					
material costs ¹	No					
Not applicable						
¹ Please identify the in	¹ Please identify the indexes used:					

III-9. <u>Lead times.</u>—What is your firm's share of sales of VMFCs imported from China from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of VMFCs?

Source	Share of 2018 sales	Lead time (Average number of days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

III-10.	Shipping information.—									
	(a)	What is the approximate percentage of the cost of VMFCs imported from China that is accounted for by U.S. inland transportation costs? percent.								
	(b)	Who generally arranges the transportation to your firm's customers' locations? Your firm Purchaser (check one)								
	(c)	•	When your firm sells VMFCs imported from China, from where is it shipped? Point of importation Storage facility (check one)							
	(d)		Indicate the approximate percentage of your firm's sales of VMFCs imported from Chin that are delivered the following distances from your firm's U.S. point of shipment.							
		Distance from your firm's U.S. point of shipment	Share							
		Within 100 miles	%							
		101 to 1,000 miles	%							
		Over 1,000 miles	%							

III-11. <u>Geographical shipments.</u>—In which U.S. geographic market area(s) has your firm sold VMFCs imported from subject countries since January 1, 2016 (check all that apply)?

0.0 %

Total (should sum to 100.0%)

Geographic area	China				
Northeast.–CT, ME, MA, NH, NJ, NY, PA, RI, and VT.					
Midwest.–IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.					
Southeast.—AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.					
Central Southwest.—AR, LA, OK, and TX.					
MountainsAZ, CO, ID, MT, NV, NM, UT, and WY.					
Pacific Coast.–CA, OR, and WA.					
Other.—All other markets in the United States not previously listed, including AK, HI, PR, and VI.					

U.S. Importers' Questionnaire – Vertical metal file cabinets (Prelimina	ry)
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III-12. <u>End uses.</u>--List the end uses of the VMFCs that your firm imports. For each end-use product, what percentage of the <u>total cost</u> is accounted for by VMFCs and other inputs?

		Share of total cost of end-use product accounted for by			
			(should sum to		
End-use product	VMFCs	Other inputs	100.0% across)		
	%	%	0.0 %		
	%	%	0.0 %		
	%	%	0.0 %		

	□ N	0	YesP	lease fill ou	t the tab	le.		
		F	nd use in v	which this	На		anges in the price	of this substitute for VMFCs?
Substitute			End use in which this substitute is used			Yes	Expl	anation
1.								
2.								
3.								
III-1		wn) for VM factors tha	FCs has ch t have affe	nanged sinc ected these	e Januar changes	y 1, 20 s in de	mand.	e of the United trends and describe
		Overall increase	No change	Overall decrease	Fluctua no clea			ation and factors
in the United States								
de the United States								

III-15.	<u>Product changes.</u> Have there been any significant changes in the product range, product mix or marketing of VMFCs since January 1, 2016?						
	No	Yes	If yes, please des	cribe.			
III-16.	Conditions of competition.—						
			•	siness cycles (other than general economy-wide ns of competition distinctive to VMFCs?			
	Check all	that apply	1.	Please describe.			
		No		Skip to question III-16.			
		Yes-Busin seasonal	ess cycles (e.g. business)				
			r distinctive s of competition				
	(b) If yes, have there been any changes in the business cycles or conditions of competition for VMFCs since January 1, 2016?						
	No	Yes	If yes, describe	е.			
III-17.	January 1, declining to	2016 (exa o accept r	mples include planew customers or	used, declined, or been unable to supply VMFCs since cing customers on allocation or "controlled order entry," renew existing customers, delivering less than the eet timely shipment commitments, etc.)?			
	No	Yes	If yes, please des	cribe.			

III-18. Raw materials.--How have VMFC raw material prices changed since January 1, 2016?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for VMFC.

III-19. <u>Interchangeability</u>.--Are VMFCs produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Other countries
United States		
China		
	r producing VMFCs that is sometimes or plain the factors that limit or preclude in	<u> </u>

III-20. <u>Factors other than price.</u>--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between VMFCs produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = no familiarity with products from a specified country-pair

Country-pair	China	Other countries			
United States					
China					
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of VMFCs, identify the country-pair and report the advantages or disadvantages imparted by such factors:					

Raw material costs for VMFCs in the U.S.

market

0.5. Importers Questio	illialie – v	ertical ille	tai ille cab	illets (Freili	iiiaiy)	rage 33		
III-21. Impact of the sand subsequen		_		-		ion 232 investigation s.		
	imported	steel and	_	•		ubsequent imposition ch 2018 have an impact		
Yes —Plea	se fill out t answer pa		w and	No)	Don't know		
Item		Response						
Impact on your firm ¹								
Impact on overall U.S. market ¹								
¹ Please identify the ibefore and after the app	•	_	•	•	•	erations/overall market		
investi		subseque	nt impositi			the impact of the 232 eel and aluminum		
ltem	Increase	No change	Decrease	Fluctuate with no clear trend	Explana	ation and factors		
Overall demand for VMFCs in the U.S. market								
Supply of VMFCs in the U.S. market								
Prices for VMFCs in the U.S. market								

U.S. Ir	mporte	rs' Questio	nnaire – V o	ertical me	etal file ca	abinets (Preli	minary)	Page 34		
III-22.	-22. <u>Impact of the section 301 investigation</u> . — This question concerns the section 301 investigation and tariffs on VMFCs.									
	t	the section	301 invest	igation in	npact, or	•	oate that it will i	on of tariff remedies in impact, your firm's		
			se fill out t		w and	No		Don't know		
		Iter	<u> </u>				Posnonso			
	Impac	t on your f					Response			
		t on overal		cet ¹						
	1 P	Please ident	tify the ma	gnitude a			s, and compare nent of the secti	your firm's on 301 measures.		
	(uncement	and subs	equent ir	nplementatio	_	ease indicate the impact In the section 301		
	N Item Increase cha				Decreas	Fluctuate with no clear e trend		ation and factors		
Overall demand for VMFCs in the U.S. [
	for VN .S. mar	ЛFCs in ket								
	for VN .S. mar	ЛFCs in ket								

Raw material costs for

VMFCs in the U.S.

market

III-23. <u>Customer identification.</u>--List the names and contact information for your firm's 10 largest U.S. customers for VMFCs since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of VMFCs that each of these customers accounted for in 2018.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2018 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

III-24.	Other explanationsIf your firm would like to further explain a response to a question in Part III for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

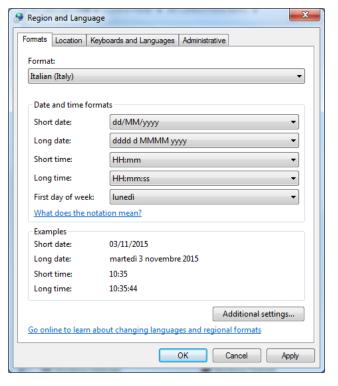
Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

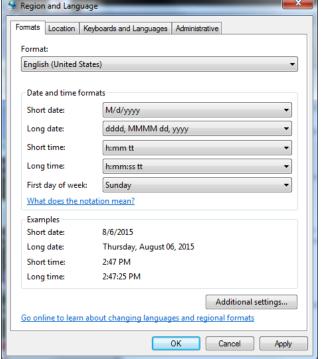
The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the questionnaire. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.





HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a "fillable" form in MS Word format on the Commission's website at:

https://www.usitc.gov/investigations/701731/2019/vertical_metal_file_cabinets_china/preliminary.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

• <u>Upload via Secure Drop Box</u>.—Upload the MS Word questionnaire 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/ Pin: FILE

• E-mail.—E-mail the MS Word questionnaire to Jessica.olivafigueroa@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 import this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

<u>Parties to this proceeding</u>.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission's Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.