

U.S. IMPORTERS' QUESTIONNAIRE

WOODEN CABINETS AND VANITIES FROM CHINA

This questionnaire must be received by the Commission by **December 2, 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 investigations concerning wooden cabinets and vanities from China (Inv. Nos. 701-TA-620 and 731-TA-1445 (Final)). 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)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm imported wooden cabinets and vanities (as defined on next page) from any country at any time since January 1, 2016?

NO (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

YES (Complete all parts of the questionnaire, and return the entire questionnaire 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: **CABN**)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire 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 means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire 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 this proceeding or other proceedings 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

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on March 6, 2019, by the American Kitchen Cabinet Alliance. 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/701731/2019/wooden_cabinets_and_vanities_china/final.htm.

Wooden cabinets and vanities covered by these investigations are wooden cabinets and vanities that are for permanent installation (including floor mounted, wall mounted, ceiling hung or by attachment of plumbing), and wooden components thereof. Wooden cabinets and vanities and wooden components are made substantially of wood products, including solid wood and engineered wood products (including those made from wood particles, fibers, or other wooden materials such as plywood, strand board, block board, particle board, or fiberboard), or bamboo. Wooden cabinets and vanities consist of a cabinet box (which typically includes a top, bottom, sides, back, base blockers, ends/end panels, stretcher rails, toe kicks, and/or shelves) and may or may not include a frame, door, drawers and/or shelves. Subject merchandise includes wooden cabinets and vanities with or without wood veneers, wood, paper or other overlays, or laminates, with or without non-wood components or trim such as metal, marble, glass, plastic, or other resins, whether or not surface finished or unfinished, and whether or not completed.

Wooden cabinets and vanities are covered by the investigation whether or not they are imported attached to, or in conjunction with, faucets, metal plumbing, sinks and/or sink bowls, or countertops. If wooden cabinets or vanities are imported attached to, or in conjunction with, such merchandise, only the wooden cabinet or vanity is covered by the scope.

Subject merchandise includes the following wooden component parts of cabinets and vanities: (1) wooden cabinet and vanity frames (2) wooden cabinet and vanity boxes (which typically include a top, bottom, sides, back, base blockers, ends/end panels, stretcher rails, toe kicks, and/or shelves), (3) wooden cabinet or vanity doors, (4) wooden cabinet or vanity drawers and drawer components (which typically include sides, backs, bottoms, and faces), (5) back panels and end panels, (6) and desks, shelves, and tables that are attached to or incorporated in the subject merchandise.

Subject merchandise includes all unassembled, assembled and/or “ready to assemble” (RTA) wooden cabinets and vanities, also commonly known as “flat packs,” except to the extent such merchandise is already covered by the scope of antidumping and countervailing duty orders on Hardwood Plywood from the People's Republic of China. See *Certain Hardwood Plywood Products from the People's Republic of China: Amended Final Determination of Sales at Less Than Fair Value, and Antidumping Duty Order*, 83 FR 504 (January 4, 2018); *Certain Hardwood Plywood Products from the People's Republic of China: Countervailing Duty Order*, 83 FR 513 (January 4, 2018). RTA wooden cabinets and vanities are defined as cabinets or vanities packaged so that at the time of importation they may include: (1) wooden components required to assemble a cabinet or vanity (including drawer faces and doors); and (2) parts (e.g., screws, washers, dowels, nails, handles, knobs, adhesive glues) required to assemble a cabinet or vanity. RTAs may enter the United States in one or in multiple packages.

Subject merchandise also includes wooden cabinets and vanities and in-scope components that have been further processed in a third country, including but not limited to one or more of the following: trimming, cutting, notching, punching, drilling, painting, staining, finishing, assembly, or any other

processing that would not otherwise remove the merchandise from the scope of the investigation if performed in the country of manufacture of the in-scope product.

Excluded from the scope of this investigation, if entered separate from a wooden cabinet or vanity are:

(1) Aftermarket accessory items which may be added to or installed into an interior of a cabinet and which are not considered a structural or core component of a wooden cabinet or vanity. Aftermarket accessory items may be made of wood, metal, plastic, composite material, or a combination thereof that can be inserted into a cabinet and which are utilized in the function of organization/accessibility on the interior of a cabinet; and include:

- Inserts or dividers which are placed into drawer boxes with the purpose of organizing or dividing the internal portion of the drawer into multiple areas for the purpose of containing smaller items such as cutlery, utensils, bathroom essentials, etc.
- Round or oblong inserts that rotate internally in a cabinet for the purpose of accessibility to foodstuffs, dishware, general supplies, etc.

(2) Solid wooden accessories including corbels and rosettes, which serve the primary purpose of decoration and personalization.

(3) Non-wooden cabinet hardware components including metal hinges, brackets, catches, locks, drawer slides, fasteners (nails, screws, tacks, staples), handles, and knobs.

(4) Medicine cabinets that meet all of the following five criteria are excluded from the scope: (1) wall mounted; (2) assembled at the time of entry into the United States; (3) contain one or more mirrors; (4) be packaged for retail sale at time of entry; and (5) have a maximum depth of seven inches.

Also excluded from the scope of this investigation are:

(1) All products covered by the scope of the antidumping duty order on Wooden Bedroom Furniture from the People's Republic of China. See Notice of Amended Final Determination of Sales at Less Than Fair Value and Antidumping Duty Order: Wooden Bedroom Furniture from the People's Republic of China, 70 FR 329 (January 4, 2005).

(2) All products covered by the scope of the antidumping and countervailing duty orders on Hardwood Plywood from the People's Republic of China. See *Certain Hardwood Plywood Products from the People's Republic of China: Amended Final Determination of Sales at Less Than Fair Value, and Antidumping Duty Order*, 83 FR 504 (January 4, 2018); *Certain Hardwood Plywood Products from the People's Republic of China: Countervailing Duty Order*, 83 FR. 513 (January 4, 2018).

Imports of subject merchandise are classified under Harmonized Tariff Schedule of the United States (HTSUS) statistical numbers 9403.40.9060 and 9403.60.8081. The subject component parts of wooden cabinets and vanities may be entered into the United States under HTSUS statistical number 9403.90.7080. Although the HTSUS subheadings are provided for convenience and customs purposes, the written description of the scope of this investigation is dispositive.

Full units are (1) fully assembled wooden cabinets and vanities and/or (2) RTA "flat packs" of wooden cabinets and vanities containing all the necessary components for fully assembled wooden cabinet or vanity.

Components are specifically the parts of cabinets and vanities such as: wooden cabinet and vanity frames; the cabinet box; wooden cabinet or vanity doors; and wooden cabinet or vanity drawer and drawer components. This does not include any accessories that are excluded from the scope of these investigations (e.g., moldings and carven wooden accessories).

Cabinets consist of a cabinet box (which typically includes a top, bottom, sides, back, base blockers, ends/end panels, stretcher rails, toe kicks, and/or shelves) and may or may not include a frame, door, drawers and/or shelves that are usually found in the kitchen.

Vanities consist of a cabinet box (which typically includes a top, bottom, sides, back, base blockers, ends/end panels, stretcher rails, toe kicks, and/or shelves) and may or may not include a frame, door, drawers and/or shelves that are usually found in the bathroom.

Furniture style are fully assembled, packaged for retail sale finished units that 1) include an integrated countertop and sink, 2) include at least one of the following: doors, drawers or shelves 3) do not include a toe kick and that are usually found in the bathroom. FSVs are sold as a final product and are not customizable by the consumer. Reported data should exclude the value of the out-of-scope merchandise included in the retail package (i.e. countertops and sinks).

Hospitality style consists of permanently affixed articles meeting the definitions of cabinets and vanities above, but intended for installation and use in hotels.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing wooden cabinets and vanities (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.

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.

Valid number error messages.--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 **Calvin Chang** (202-205-3062, calvin.chang@usitc.gov).

D-GRIDS tool.--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 macro-enabled 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. **OMB statistics.**--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 covered.**--Provide 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 wooden cabinets and vanities, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: _____.

I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm:	
Lead attorney(s):	

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on wooden cabinets and vanities. More than one answer may be applicable.

Importer of record	Takes title to the imported product(s)	Consignee of the imported products(s)	Customs broker or freight forwarder
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignee.**--If your firm is an importer of record of wooden cabinets and vanities but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Firm name	Address	Contact person and phone number

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters wooden cabinets and vanities into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports wooden cabinets and vanities 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 designated 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	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

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, please specify.
<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Calvin Chang** (202-205-3062, calvin.chang@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-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 II.

Name	
Title	
Email	
Telephone	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of wooden cabinets and vanities since January 1, 2016.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/>	Office/warehouse/showroom openings	
<input type="checkbox"/>	Office/warehouse/showroom closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of wooden cabinets and vanities (either full units or the components thereof) for delivery after **September 30, 2019**?

“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.
<input type="checkbox"/>	<input type="checkbox"/>	

Full Units

Source	Period			
	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020
	Quantity (in number of units) and value (in \$1,000)			
China: <i>Quantity</i>				
<i>Value</i>				
All other sources: <i>Quantity</i>				
<i>Value</i>				

Components

Source	Period			
	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020
	Value (\$1,000)			
China:				
All other sources:				

II-4. **Imports in the 12-month period preceding the petition.**--Has your firm imported cabinets and vanities (either full units or the components thereof) from any source between March 1, 2018 and February 28, 2019? (i.e., the last *ten* months in 2018 and the first *two* months in 2019 combined).

No	Yes	If yes, report the value of such import below by source.
<input type="checkbox"/>	<input type="checkbox"/>	

Full Units

Quantity (in number of units) and value (in \$1,000)	
Source	March 2018 through February 2019
China:	
<i>Quantity</i>	
<i>Value</i>	
All other sources:	
<i>Quantity</i>	
<i>Value</i>	

Components

Value (in \$1,000)	
Source	March 2018 through February 2019
China	
All other sources	

II-5. **Reasons for importing if producer.**--If your firm also produces wooden cabinets and vanities 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).

“Commercial U.S. shipments” – Shipments made within the United States as a result of an arm’s length commercial transaction in the ordinary course of business excluding retail sales. 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 for own firm’s retail sales” – Product consumed internally by your firm, which includes (a) using wooden cabinets or vanities in the production of a downstream to further process the final product, (b) installing wooden cabinets or vanities in a building in transactions in which your firm mixes the cost of wooden cabinets or vanities with services (i.e., installation, design work), and (c) merchandise that your firm transferred to your own firm’s retail locations. These transactions should be valued at fair market wholesale value of the wooden cabinets or vanities used, i.e., not the total value of final downstream processed merchandise (in the case of internal consumption), nor the total value of any installation/design services (in case your firm provides installation or design services), nor the retail sale value (in the case of your firm owning and operating its own retail locations).

“Transfers to related firms” –Shipments made to related domestic 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 sole 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-6a. **U.S. imports from China.**— Report your firm's imports and your firm's shipments and inventories of cabinets and vanities imported from China by your firm during the specified periods.

China -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
Beginning-of-period inventories:					
Quantity (A)					
Value (B)					
Imports:¹					
Quantity (C)					
Value (D)					
U.S. shipments:					
Commercial shipments:					
Quantity (E)					
Value (F)					
Internal consumption/ including for own firm's retail sales:²					
Quantity (G)					
Value ² (H)					
Transfers to related firms:²					
Quantity (I)					
Value ² (J)					
Export shipments:³					
Quantity (K)					
Value (L)					
End-of-period inventories:					
Quantity (M)					
Value (N)					
<p>¹ Please identify the foreign producers, if known: _____.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p>³ Identify your firm's principal export markets: _____.</p>					

II-6a. **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 M) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line C), less total shipments (i.e., lines E, G, I, and K). 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.

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
A + C – E – G – I – K – M = should equal zero ("0") or provide an explanation. ¹	0	0	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. **U.S. imports of components: China.**-- Report your firm's U.S. imports of components of cabinets from China in the specified periods. Inventories (lines O and AB) should reflect products maintained "as imported" and not downstream U.S.-manufactured cabinets, or any WIP for domestic manufacturing. The lines for commercial U.S. shipments and export shipped (X and AA) should reflect components sold or exported "as imported" and components processed into downstream U.S.-manufactured cabinets sales. If your firm is an end user of the components (i.e., either manufactures downstream full cabinets from imported components or uses the imported components are part of own firm's retail level operations), those shipments should be reported (in line Y) at the fair value of the components in the form the form they were imported in.

China – Components

Value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
Beginning-of-period inventories (O)					
U.S. imports.¹⁻⁻					
Component: Frames (P)					
Component: Boxes (Q)					
Component: Doors (R)					
Component: Drawers (S)					
Component: Back and end panels (T)					
Component: Other (U)					
All in-scope components (V)	0	0	0	0	0
U.S. shipments.--					
Commercial shipments (W)					
Internal consumption/ including for own firm's retail sales (X) ^{2 3}					
Transfers to related firms (Y) ²					
Export shipments (Z)⁴					
End-of-period inventories(AA)					
¹ Please identify the foreign producers, if known: _____. ² Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value. ³ Identify your firm's principal export markets: _____.					

II-6c. **Channels of distribution: China.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of cabinets and vanities from China by channel of distribution. If your firm reported data in the lines for internal consumption in parts "a" and "b" of this question (i.e., lines H or Y), consider your own firm type as the appropriate channel. For example, if your firm is a designer/dealer, and you import cabinets for your own firm's designing and installation services, report 100 percent of your shipments as "to Designer/dealers" (line AD).

China -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Channels of distribution	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments: Full units					
to Distributors: Quantity (AB)					
Value (AC)					
to Designers/dealers: Quantity (AD)					
Value (AE)					
to Retailers: Quantity (AF)					
Value (AG)					
to End users: Quantity (AH)					
Value (AI)					

China -- Components

Value (in \$1,000)					
Channels of distribution	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments: Components					
to Distributors (AJ)					
to Designers/dealers (AK)					
to Retailers (AL)					
to End users (AM)					

II-6c. **Channels of distribution: China**--Continued

***RECONCILIATION OF CHANNELS**--Please ensure that the quantity and values of full cabinet units reported for channels of distribution (i.e., lines AB through AI) in each time period equal the sum of the quantity and values reported for U.S. shipments of full cabinet units (i.e., lines E through J). Furthermore, please ensure that the value of components reported for channels of distribution (lines AJ through AM) in each time period equal the sum of the values reported for U.S. shipments of components (lines W through Y). 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.*

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
Reconciliation for full units: quantity AB + AD + AF + AH – E – G – I = zero ("0"), if not revise.	0	0	0	0	0
Reconciliation for full units: value AC + AE + AG + AI – F – H – J = zero ("0"), if not revise.	0	0	0	0	0
Reconciliation for components: value AJ + AK + AL + AM – W – X – Y = zero ("0"), if not revise.	0	0	0	0	0

II-6d. **U.S. shipments by assembly: China.**-- Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of cabinets and vanities from China by assembly, i.e., fully assembled vs ready-to-assemble (RTA) flat pack.

China -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments-- Fully assembled					
Quantity (AN)					
Value (AO)					
RTA flat pack					
Quantity (AP)					
Value (AQ)					

RECONCILIATION OF SHIPMENT BY ASSEMBLY.--Please ensure that the quantities and values reported for U.S. shipments by product type (i.e., lines AN through AQ) in each time period equal the quantity reported for U.S. shipments (i.e., lines E through J) in part "a" of this question. 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.

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
Quantity: AN + AP - E - G - I = zero ("0"), if not revise.	0	0	0	0	0
Value: AO + AQ - F - H - J = zero ("0"), if not revise.	0	0	0	0	0

II-6e. **U.S. shipments by broad category: China.** --Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from China by broad category (i.e., vanities vs cabinets).

China -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments.--					
Vanities					
Quantity (AR)					
Value (AS)					
Cabinets					
Quantity (AT)					
Value (AU)					

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values U.S. shipments by broad category (i.e., lines AR through AU) in each period in this question are equal to the quantities and values reported for U.S. shipments (i.e., lines D through I) in each period from question II-6a. 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.

Reconciliation	Calendar years			January-September	
	2016	2016	2018	2018	2019
Quantity: AR + AT – E – G – I = zero ("0"). If not, revise.	0	0	0	0	0
Value: AS + AU – F – H – J = zero ("0"). If not, revise.	0	0	0	0	0

II-6f. **U.S. shipments of furniture style vanities: China.** --Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of furniture style vanities imported from China.

China -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments-- Furniture style vanities					
Quantity (AV)					
Value (AW)					
All other products¹					
Quantity	0	0	0	0	0
Value	0	0	0	0	0

¹ Please ensure that that quantities and values reported for lines AV and AW do not exceed quantities and values U.S. shipments reported in lines E through J in question II-6a. If the calculated fields for "all other products" above are returning negative values, please revise your data prior to submission to the Commission.

II-6g. **U.S. shipments of hotel style vanities and cabinets: China.** --Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of hotel style vanities and cabinets imported from China.

China -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments-- Hotel style vanities and cabinets					
Quantity (AX)					
Value (AY)					
All other products¹					
Quantity	0	0	0	0	0
Value	0	0	0	0	0

¹ Please ensure that that quantities and values reported for lines AX and AY do not exceed quantities and values U.S. shipments reported in lines E through J in question II-6a. If the calculated fields for "all other products" above are returning negative values, please revise your data prior to submission to the Commission.

II-7a. **U.S. imports from all other sources.**– Report your firm’s imports and your firm’s shipments and inventories of cabinets and vanities imported from all other sources by your firm during the specified periods.

All other sources -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
Beginning-of-period inventories:					
Quantity (A)					
Value (B)					
Imports:¹					
Quantity (C)					
Value (D)					
U.S. shipments:					
Commercial shipments:					
Quantity (E)					
Value (F)					
Internal consumption/ including for own firm’s retail sales:²					
Quantity (G)					
Value ² (H)					
Transfers to related firms:²					
Quantity (I)					
Value ² (J)					
Export shipments:³					
Quantity (K)					
Value (L)					
End-of-period inventories:					
Quantity (M)					
Value (N)					
<p>¹ Please identify the foreign producers, if known: _____.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p>³ Identify your firm’s principal export markets: _____.</p>					

II-7a. U.S. 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 M) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line C), less total shipments (i.e., lines E, G, I, and K). 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.

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
A + C – E – G – I – K – M = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-7b. **U.S. imports of components: All other sources.**-- Report your firm's U.S. imports of components of cabinets and vanities from all other sources in the specified periods. Inventories (lines O and AB) should reflect products maintained "as imported" and not downstream U.S.-manufactured cabinets, or any WIP for domestic manufacturing. The lines for commercial U.S. shipments and export shipped (X and AA) should reflect components sold or exported "as imported" and components processed into downstream U.S.-manufactured cabinets sales. If your firm is an end user of the components (i.e., either manufactures downstream full cabinets from imported components or uses the imported components are part of own firm's retail level operations), those shipments should be reported (in line Y) at the fair value of the components in the form the form they were imported in.

Components

Value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
Beginning-of-period inventories (O)					
U.S. imports.¹--					
Component: Frames (P)					
Component: Boxes (Q)					
Component: Doors (R)					
Component: Drawers (S)					
Component: Back and end panels (T)					
Component: Other (U)					
All in-scope components (V)	0	0	0	0	0
U.S. shipments.--					
Commercial shipments (W)					
Internal consumption/ including for own firm's retail sales (X) ^{2 3}					
Transfers to related firms (Y) ²					
Export shipments (Z)⁴					
End-of-period inventories(AA)					
¹ Please identify the foreign producers, if known: _____. ² Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value. ³ Identify your firm's principal export markets: _____.					

II-7c. **Channels of distribution: All other sources.**-- Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of cabinets and vanities from all other sources by channel of distribution. If your firm reported data in the lines for internal consumption in parts "a" and "b" of this question (i.e., lines H or Y), consider your own firm type as the appropriate channel. For example, if your firm is a designer/dealer, and you import cabinets for your own firm's designing and installation services, report 100 percent of your shipments as "to Designer/dealers" (line AE).

All other sources -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Channels of distribution	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments: Full units					
to Distributors:					
Quantity (AB)					
Value (AC)					
to Designers/dealers:					
Quantity (AD)					
Value (AE)					
to Retailers:					
Quantity (AF)					
Value (AG)					
to End users:					
Quantity (AH)					
Value (AI)					

All other sources -- Components

Value (in \$1,000)					
Channels of distribution	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments: Components					
to Distributors (AJ)					
to Designers/dealers (AK)					
to Retailers (AL)					
to End users (AM)					

II-7c. **Channels of distribution: All other sources.--Continued**

RECONCILIATION OF CHANNELS.--Please ensure that the quantity and values of full cabinet units reported for channels of distribution (i.e., lines AB through AI) in each time period equal the sum of the quantity and values reported for U.S. shipments of full cabinet units (i.e., lines E through J). Furthermore, please ensure that the value of components reported for channels of distribution (lines AJ through AM) in each time period equal the sum of the values reported for U.S. shipments of components (lines W through Y). 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.

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
Reconciliation for full units: quantity $AB + AD + AF + AH - E - G - I = \text{zero}$ ("0"), if not revise.	0	0	0	0	0
Reconciliation for full units: value $AC + AE + AG + AI - F - H - J = \text{zero}$ ("0"), if not revise.	0	0	0	0	0
Reconciliation for components: value $AJ + AK + AL + AM - W - X - Y = \text{zero}$ ("0"), if not revise.	0	0	0	0	0

II-7d. **U.S. shipments by assembly: All other sources.**-- Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of cabinets and vanities from all other sources by type, i.e., fully assembled vs ready-to-assemble (RTA) flat pack.

All other sources -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments.-- Fully assembled					
Quantity (AN)					
Value (AO)					
RTA flat pack					
Quantity (AP)					
Value (AQ)					

RECONCILIATION OF SHIPMENT BY ASSEMBLY.--Please ensure that the quantities and values reported for U.S. shipments by product type (i.e., lines AP through AR) in each time period equal the quantity reported for U.S. shipments (i.e., lines E through J) in part "a" of this question. 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.

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
Quantity: AN + AP - E - G - I = zero ("0"), if not revise.	0	0	0	0	0
Value: AO + AQ - F - H - J = zero ("0"), if not revise.	0	0	0	0	0

II-7e. **U.S. shipments by broad category: All other sources.** --Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from all other sources by broad category (i.e., vanities vs cabinets).

All other sources -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments.-- Vanities					
Quantity (AR)					
Value (AS)					
Cabinets					
Quantity (AT)					
Value (AU)					

***RECONCILIATION OF SHIPMENTS.**--Please ensure that the quantities and values U.S. shipments by broad category (i.e., lines AR through AU) in each period in this question are equal to the quantities and values reported for U.S. shipments (i.e., lines D through I) in each period from question II-7a. 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.*

Reconciliation	Calendar years			January-September	
	2016	2016	2018	2018	2019
Quantity: AR + AT – E – G – I = zero ("0"). If not, revise.	0	0	0	0	0
Value: AS + AU – F – H – J = zero ("0"). If not, revise.	0	0	0	0	0

II-7f. **U.S. shipments of furniture style vanities: All other sources.** --Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of furniture style vanities imported from all other sources.

All other sources -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments-- Furniture style vanities					
Quantity (AV)					
Value (AW)					
All other products¹					
Quantity	0	0	0	0	0
Value	0	0	0	0	0

¹ Please ensure that that quantities and values reported for lines AR and AS do not exceed quantities and values U.S. shipments reported in lines E through J in question II-7a. If the calculated fields for "all other products" above are returning negative values, please revise your data prior to submission to the Commission.

II-7g. **U.S. shipments of hotel style vanities and cabinets: All other sources.** --Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of hotel style vanities and cabinets imported from all other sources.

All other sources -- Full Units

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
U.S. shipments-- Hotel style vanities and cabinets					
Quantity (AX)					
Value (AY)					
All other products¹					
Quantity	0	0	0	0	0
Value	0	0	0	0	0

¹ Please ensure that that quantities and values reported for lines AX and AY do not exceed quantities and values U.S. shipments reported in lines E through J in question II-7a. If the calculated fields for "all other products" above are returning negative values, please revise your data prior to submission to the Commission.

- II-8. **Transfers to related firms.**-- If your firm reported transfers to related firms in any of the data tables in part II, please identify the firm(s) and indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary) and whether the transfers were priced at market value or by a non-market formula.

- II-9. **Other explanations.**-- If your firm would like to further explain a response to a question in Part II 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.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Craig Thomsen** (202-205-3226, craig.thomsen@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:

Product 1.-- Assembled 30" width x 24" depth x 34-35" height base cabinet with three or four drawers, painted, plywood box construction, shaker style or flush face doors

Product 2.-- Assembled 30" width x 12" depth x 30" height wall cabinet with two doors, painted, plywood box construction, shaker style or flush face doors

Product 3.-- Assembled 36" width x 24" depth x 34-35" height sink base with two doors and one or two faux drawer faces, painted, plywood box construction, shaker style or flush face doors

Product 4.-- Assembled 36" width x 36" depth x 34-35" height corner cabinet with Lazy Susan, painted, plywood box construction, shaker style or flush face doors

Product 5a.-- Assembled 18" width x 24" depth x 34-35" height base cabinet with one door and one drawer, painted, plywood box construction, shaker style or flush face doors

Product 5b.-- RTA 18" width x 24" depth x 34-35" height base cabinet with one door and one drawer, painted, plywood box construction, shaker style or flush face doors

Product 6a.-- Assembled 24" width x 21" depth x 34-35" height vanity base with two doors and faux drawer face, no attached countertop or sink, painted, plywood box construction, shaker style or flush face doors

Product 6b.-- RTA 24" width x 21" depth x 34-35" height vanity base with two doors and faux drawer face, no attached countertop or sink, painted, plywood box construction, shaker style or flush face doors

Please note that values should be **f.o.b., U.S. point of shipment** 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).

III-2a. During January 2016-September 2019, 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)?

<input type="checkbox"/>	Yes. --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	No. --Skip to question III-3.

III-2b. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

Report data in **number of cabinets** and **actual dollars** (not 1,000s).

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (number of cabinets)	Value (dollars)	Quantity (number of cabinets)	Value (dollars)	Quantity (number of cabinets)	Value (dollars)	Quantity (number of cabinets)	Value (dollars)
2016:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2017:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2018:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2019:								
Jan-Mar								
Apr-June								
July-Sep								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

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

Note.--If 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:

III-2b. **Price data.**—*Continued.*

China

Report data in ***number of cabinets*** and ***actual dollars*** (not 1,000s).

Period of shipment	Product 5a		Product 5b		Product 6a		Product 6b	
	Quantity (number of cabinets)	Value (dollars)	Quantity (number of cabinets)	Value (dollars)	Quantity (number of cabinets)	Value (dollars)	Quantity (number of cabinets)	Value (dollars)
2016:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2017:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2018:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2019:								
Jan-Mar								
Apr-June								
July-Sep								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

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

Note.—If 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 5a:

Product 5b:

Product 6a:

Product 6b:

III-2c. **Price data checklist.**--Please check that the pricing data in question III-2b has been correctly reported.

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

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

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.

III-3a. **Imports for internal use, repackaging, or retail sale.**-- Did your firm import wooden cabinets and vanities for internal consumption, repackaging, or use for sales in your firm's retail locations since January 1, 2016?

<input type="checkbox"/>	Yes. --Please complete the following table as appropriate.
<input type="checkbox"/>	No. --Skip to question III-4.

III-3b. **Import purchase cost data.**--Report below the import data¹ for pricing products² imported from China and used by your own firm or sold at retail.

Please note that values should be landed, duty-paid 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). Do not include your firm's purchase costs for any of the products reported as arms-length, non-retail transactions in III-2b.

China

Report data in number of cabinets and actual dollars (not 1,000s).

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (number of cabinets)	Landed, duty-paid (LDP) value ¹ (dollars)	Quantity (number of cabinets)	Landed, duty-paid (LDP) value ¹ (dollars)	Quantity (number of cabinets)	Landed, duty-paid (LDP) value ¹ (dollars)	Quantity (number of cabinets)	Landed, duty-paid (LDP) value ¹ (dollars)
2016:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2017:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2018:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2019:								
Jan-Mar								
Apr-June								
July-Sep								

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).

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

Note.--If 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:

III-3b. **Import purchase cost data.**—*Continued.*

China

Report data in number of cabinets and actual dollars (not 1,000s).

Period of shipment	Product 5a		Product 5b		Product 6a		Product 6b	
	Quantity (number of cabinets)	Landed, duty-paid (LDP) value ¹ (dollars)	Quantity (number of cabinets)	Landed, duty-paid (LDP) value ¹ (dollars)	Quantity (number of cabinets)	Landed, duty-paid (LDP) value ¹ (dollars)	Quantity (number of cabinets)	Landed, duty-paid (LDP) value ¹ (dollars)
2016:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2017:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2018:								
Jan-Mar								
Apr-June								
July-Sep								
Oct-Dec								
2019:								
Jan-Mar								
Apr-June								
July-Sep								

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).

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

Note.—If 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 5a:

Product 5b:

Product 6a:

Product 6b:

III-3c. **Inland transportation costs for your firm's direct imports of wooden cabinets and vanities for internal use or retail sale.--**

If your firm reported import purchases costs above (question III-3b), what is the approximate percentage of the total cost wooden cabinets and vanities 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-3d. **Additional costs for your firm's direct imports of wooden cabinets and vanities for your firm's internal use or retail sale.**

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

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

- (ii) To which source(s) does your firm compare costs in determining your additional transaction costs to directly import?

U.S. importers	U.S. producers	Both	Neither
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-3d.—*Continued.*

- (iii) (a) Briefly identify the benefits of directly importing wooden cabinets and vanities instead of purchasing wooden cabinets and vanities from a U.S. importer or from a U.S. producer.

- (b) Please provide the estimated margin saved by having directly imported wooden cabinets and vanities instead of purchasing from a U.S. importer. ____ percent of landed duty-paid value.

- (c) Explain any variation in the margin saved since January 1, 2016.

Please note that the remaining questions in Part IV of this questionnaire refer to all kitchen cabinets and bathroom vanities. If the answers to the questions in this section differs by product type (as defined on pages 3-4) then indicate the difference the most appropriate narrative field; if a question does not contain an available narrative field for such an explanation, indicate the difference in the in question III-23.

III-4. **Price setting.**--How does your firm determine the prices that it charges for sales of wooden cabinets and vanities (*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
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Pricing terms.**--On what basis are your firm's prices of imported wooden cabinets and vanities from China usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of wooden cabinets and vanities 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?

Item	Type of sale				Total (should sum to 100.0%)
	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)	
Share of 2018 sales	%	%	%	%	0.0 %

III-8. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for wooden cabinets and vanities 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	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs ¹	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ Please identify the indexes used: _____.				

III-9. **Lead times.**--What is your firm's share of sales of wooden cabinets and vanities imported from China from inventory and produced to order and what is the typical lead time in business days between a customer's order and the date of delivery for your firm's sales of wooden cabinets and vanities?

Source	Share of 2018 sales	Lead time (range of days)
From your firm's U.S. inventory Fully assembled	%	
RTA Flat pack	%	
Components	%	
From foreign manufacturers' inventory Fully assembled	%	
RTA Flat pack	%	
Components	%	
Produced to order Fully assembled	%	
RTA flat pack	%	
Components	%	
Total (should sum to 100.0%)	0.0 %	

III-10. **Shipping information.**—

- (a) What is the approximate percentage of the cost of wooden cabinets and vanities 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 wooden cabinets and vanities 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 wooden cabinets and vanities imported from China 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	%
Total (should sum to 100.0%)	0.0 %

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

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

III-12. **Sales representative agreements.**—

(a) Did your firm have contracts with independent sales representatives since January 1, 2016?

No Yes--Please answer part (b).

(b) Did these contracts allow representation of product lines from different suppliers (whether domestic or imported)?

No	Yes	If no, please describe the restrictions placed on independent sales representatives in these contracts.
<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Substitutes.**--Can other products be substituted for wooden cabinets and vanities?

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for wooden cabinets and vanities?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for wooden cabinets and vanities has changed since January 1, 2016. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of wooden cabinets and vanities since January 1, 2016?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. Conditions of competition.—

(a) Is the wooden cabinets and vanities market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to wooden cabinets and vanities?

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-17.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for wooden cabinets and vanities since January 1, 2016?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. Supply constraints.—Has your firm refused, declined, or been unable to supply wooden cabinets and vanities since January 1, 2016 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. Raw materials.—How have wooden cabinets and vanities 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 wooden cabinets and vanities.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Impact of section 301 tariffs.**-- Did the imposition of tariffs on Chinese-origin products under to section 301 have an impact on the wooden cabinet and vanity market in the United States?

Yes — Please indicate the impact in the table below.	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Factor	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how the imposition of tariffs under section 301 affected each factor of the wooden cabinet and vanity market in the United States.
Supply of U.S.-produced wooden cabinets and vanities containers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Supply of wooden cabinets and vanities imported from China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Supply of wooden cabinets and vanities imported from other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices for wooden cabinets and vanities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall U.S. demand for wooden cabinets and vanities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Raw material costs for wooden cabinets and vanities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Interchangeability.**--Is wooden cabinets and vanities 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 O 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

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

Country-pair	China	Other countries
United States		
China	X	
For any country-pair producing wooden cabinets and vanities that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

III-21. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between wooden cabinets and vanities 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 O 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

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

Country-pair	China	Other countries
United States		
China	X	
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 wooden cabinets and vanities, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

III-22. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for wooden cabinets and vanities since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of wooden cabinets and vanities that each of these customers accounted for in 2018.

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

III-23. **Other explanations.**--If 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.

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PART IV.--ALTERNATIVE PRODUCT INFORMATION

Further information on this part of the questionnaire can be obtained from **Calvin Chang** (202-205-3062, calvin.chang@usitc.gov).

IV-1. **Comparability of various products.**--For each of the following indicate whether cabinets and vanities are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

(a) **Physical Characteristics and End Uses.**--The differences and similarities in the physical characteristics and end uses.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>physical characteristics and uses</i> :
Cabinets vs vanities		
Furniture style vanities vs all other cabinets and vanities		
Hotel style cabinets and vanities vs all other cabinets and vanities		

(b) **Interchangeability.**--The ability to substitute the products in the same application.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>interchangeability</i> :
Cabinets vs vanities		
Furniture style vanities vs all other cabinets and vanities		
Hotel style cabinets and vanities vs all other cabinets and vanities		

IV-1. **Comparability of various products.**--Continued

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
- M: mostly comparable or similar;
- S: somewhat comparable or similar;
- N: never or not-at-all comparable or similar; or
- O: no familiarity with products.

(c) **Channels of distribution.**--Channels of distribution/market situation through which the products are sold (*i.e.*, sold direct to end users, through wholesaler/distributors, etc.).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>channels of distribution</u> :
Cabinets vs vanities		
Furniture style vanities vs all other cabinets and vanities		
Hotel style cabinets and vanities vs all other cabinets and vanities		

(d) **Manufacturing facilities, production processes, and production employees.**--Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>manufacturing facilities, production processes, and production employees</u> :
Cabinets vs vanities		
Furniture style vanities vs all other cabinets and vanities		
Hotel style cabinets and vanities vs all other cabinets and vanities		

IV-1. **Comparability of various products.**--*Continued*

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
- M: mostly comparable or similar;
- S: somewhat comparable or similar;
- N: never or not-at-all comparable or similar; or
- O: no familiarity with products.

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in the market (*e.g.*, sales/marketing practices).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>customer and product perceptions</u> :
Cabinets vs vanities		
Furniture style vanities vs all other cabinets and vanities		
Hotel style cabinets and vanities vs all other cabinets and vanities		

(f) **Price.**--Whether prices are comparable or differ between the products.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> :
Cabinets vs vanities		
Furniture style vanities vs all other cabinets and vanities		
Hotel style cabinets and vanities vs all other cabinets and vanities		

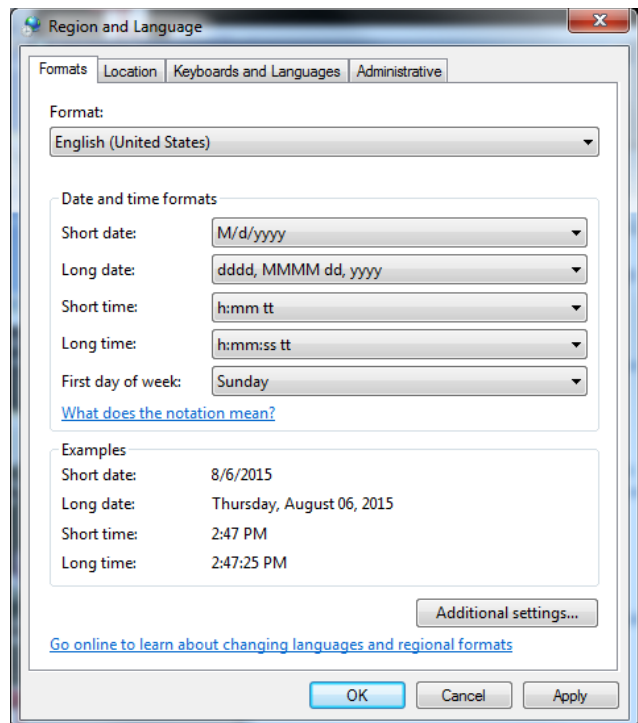
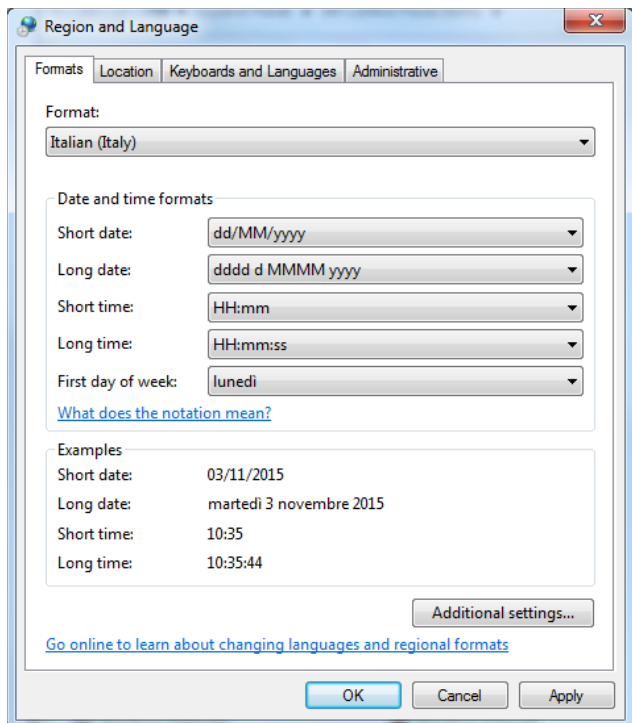
Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form 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/wooden_cabinets_and_vanities_chi_na/final.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.

- **Upload via Secure Drop Box.**—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:** **CABN**

- **E-mail.**—E-mail the MS Word questionnaire to calvin.chang@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.

Parties to this proceeding.—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.