

## U.S. PRODUCERS' QUESTIONNAIRE

### BOTTOM MOUNT COMBINATION REFRIGERATOR-FREEZERS FROM KOREA AND MEXICO

**This questionnaire must be received by the Commission by no later than April 13, 2011**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty investigations concerning bottom mount combination refrigerator-freezers ("bottom mount refrigerators") from Korea and Mexico (Inv. Nos. 701-TA-477 and 731-TA-1180-1181 (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 possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced bottom mount combination refrigerator-freezers ("<u>bottom mount refrigerators</u>"), top mount combination refrigerator-freezers ("<u>top mount refrigerators</u>"), or side by side combination refrigerator-freezers ("<u>side by side refrigerators</u>") (as defined in the instruction booklet) at any time since January 1, 2008?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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#### 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 acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone: ( )	_____ E-mail address
	_____ Fax ( )	

**PART I.—GENERAL INFORMATION**

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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_hours \_\_\_\_\_dollars

I-1b. **OMB feedback**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. **Establishments covered**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. **Petition support**--Do you support or oppose the petition?

Korea:     Support    Oppose     Take no position

Mexico:    Support    Oppose     Take no position

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**PART I.--GENERAL INFORMATION--Continued**

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing bottom mount refrigerators from Korea or Mexico into the United States or that are engaged in exporting bottom mount refrigerators from Korea or Mexico to the United States?

No       Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of bottom mount refrigerators?

No       Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408, chris.cassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: (\_\_\_\_) \_\_\_\_\_

Fax: (\_\_\_\_) \_\_\_\_\_

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of bottom mount refrigerators since January 1, 2008.

*(check as many as appropriate)*                      *(please describe)*

plant openings ..... \_\_\_\_\_

\_\_\_\_\_

plant closings..... \_\_\_\_\_

\_\_\_\_\_

relocations ..... \_\_\_\_\_

\_\_\_\_\_

expansions ..... \_\_\_\_\_

\_\_\_\_\_

acquisitions..... \_\_\_\_\_

\_\_\_\_\_

consolidations..... \_\_\_\_\_

\_\_\_\_\_

prolonged shutdowns or  
production curtailments ..... \_\_\_\_\_

\_\_\_\_\_

revised labor agreements..... \_\_\_\_\_

\_\_\_\_\_

other (*e.g.*, technology) ..... \_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-3. **Same equipment, machinery, and workers.**--Has your firm since January 1, 2008 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of bottom mount refrigerators and/or using the same production and related workers employed to produce bottom mount refrigerators?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and bottom mount refrigerators in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

(Quantity in number of units)			
Item	Calendar years		
	2008	2009	2010
<b>Overall Production Capacity</b>			
<b>Production of:</b>			
Bottom mount refrigerators			
Top mount refrigerators			
Side by side refrigerators			
Other product _____			
Other product _____			
Total production			

II-4. **Production constraints and product shifting.**--Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

\_\_\_\_\_

II-5. **Tolling.**--Since January 1, 2008, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of bottom mount refrigerators?

- No                       Yes--Name firm(s): \_\_\_\_\_.

II-6. **Foreign trade zone.**--Does your firm produce bottom mount refrigerators in a foreign trade zone (FTZ)?

- No                       Yes--Identify FTZ(s): \_\_\_\_\_.

II-7. **Importer.**--Since January 1, 2008, has your firm imported bottom mount refrigerators?

- No                       Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-8. **Bottom Mount Refrigerators.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of bottom mount refrigerators in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in actual units) and value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
Average production capacity <sup>1</sup> (quantity)			
Beginning-of-period inventories (quantity)			
Production (quantity)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments <sup>2</sup>			
<b>Internal consumption:</b>			
Quantity of internal consumption			
Value <sup>3</sup> of internal consumption			
<b>Transfers to related firms:</b>			
Quantity of transfers			
Value <sup>3</sup> of transfers			
<b>Export shipments:<sup>4</sup></b>			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories <sup>5</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<b>Employment data:</b>			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <p><sup>2</sup> The reported value of commercial shipments should be net of all discounts, rebates, and other incentives paid to customers, whether or not the discount, rebate, or other incentive is tied directly to sales of bottom mount refrigerators or is linked to a broader base of sales and allocated in part to bottom mount refrigerators. Where the discount, rebate, or other incentive is allocated, please state the basis for the allocation.</p> <p><sup>3</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p> <hr/> <p><sup>4</sup> Identify your principal export markets: _____.</p> <p><sup>5</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____.</p>			

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-9. **Related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-10. **Purchases other than direct imports.**--Has your firm otherwise purchased bottom mount refrigerators since January 1, 2008? (A purchase is a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product. A direct import is a transaction to buy from a foreign producer where your firm is the importer of record or consignee.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<b>(Quantity in actual units, value in \$1,000)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>			
<b>Korea:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Mexico:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>All other countries:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>			
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>			

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-11. **COMPARABILITY OF BOTTOM MOUNT REFRIGERATORS WITH TOP MOUNT REFRIGERATORS.**—Since January 1, 2008, has your firm produced top mount refrigerators?

No                       Yes--Please describe the differences and similarities between bottom mount and top mount refrigerators by answering the questions below.

**(a) Do bottom mount and top mount refrigerators have the same physical characteristics and end uses?**

No                       Yes

Please describe the similarities and/or differences between the physical characteristics or end uses.

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**(b) Are bottom mount and top mount refrigerators interchangeable?**

No                       Yes

Please describe what makes these two products interchangeable or not interchangeable.

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**(c) Are the manufacturing processes, facilities, and production employees used to produce bottom mount refrigerators similar to those to produce top mount refrigerators?**

No                       Yes

Please describe the similarities and/or differences between the two manufacturing processes.

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**(d) Do bottom mount and top mount refrigerators share the same channels of distribution?**

No                       Yes

Please describe the similarities and/or differences between the channels of distribution.

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**(e) Do you or your customers perceive bottom mount and top mount refrigerators to be similar products?**

Yes                       No, please describe the perceived differences between the two products:

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**(f) Are there generally differences in price between bottom mount and top mount refrigerators?**

No

Yes, bottom mount refrigerators are generally higher in price than top mount refrigerators.

Yes, bottom mount refrigerators are generally lower in price than top mount refrigerators.



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-12. **Top Mount Refrigerators.**--Report your firm's production capacity, production, shipments, inventories, employment, and financial data related to the production of top mount refrigerators in your U.S. establishment(s) during the specified periods.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )			
Item	Calendar year		
	2008	2009	2010
<b>AVERAGE PRODUCTION CAPACITY</b> ( <i>quantity</i> )			
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>PRODUCTION</b> ( <i>quantity</i> )			
<b>U.S. Shipments</b>			
<b>U.S. commercial shipments</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Transfers to related firms</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>1</sup> of transfers to related firms			
<b>Export shipments</b>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> ( <i>quantity</i> )			
<b>AVERAGE NUMBER OF PRWs</b>			
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )			
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )			
<b>FINANCIAL INFORMATION</b> <sup>4</sup>			
<b>Net sales</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Cost of goods sold</b> ( <i>value</i> )			
<b>Gross profit or (loss)</b> ( <i>value</i> )			
<b>Selling, general, and administrative expenses</b> ( <i>value</i> )			
<b>Operating income or (loss)</b> ( <i>value</i> )			
<b>Capital expenditures</b> ( <i>value</i> )			
<sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value. <sup>2</sup> Identify your principal export markets: <sup>3</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: <sup>4</sup> Report financial information on a fiscal-year basis (year ending _____).			

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-13. **COMPARABILITY OF BOTTOM MOUNT REFRIGERATORS WITH SIDE BY SIDE REFRIGERATORS.**—Since January 1, 2008, has your firm produced side by side refrigerators?

- No                       Yes--Please describe the differences and similarities between bottom mount and side by side refrigerators by answering the questions below.

**(b) Do bottom mount and side by side refrigerators have the same physical characteristics and end uses?**

- No                       Yes

Please describe the similarities and/or differences between the physical characteristics or end uses.

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**(b) Are bottom mount and side by side refrigerators interchangeable?**

- No                       Yes

Please describe what makes these two products interchangeable or not interchangeable.

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**(c) Are the manufacturing processes, facilities, and production employees used to produce bottom mount refrigerators similar to those to produce side by side refrigerators?**

- No                       Yes

Please describe the similarities and/or differences between the two manufacturing processes.

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**(d) Do bottom mount and side by side refrigerators share the same channels of distribution?**

- No                       Yes

Please describe the similarities and/or differences between the channels of distribution.

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**(e) Do you or your customers perceive bottom mount and side by side refrigerators to be similar products?**

- Yes                       No, please describe the perceived differences between the two products:

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**(f) Are there generally differences in price between bottom mount and side by side refrigerators?**

- No  
 Yes, bottom mount refrigerators are generally higher in price than side by side refrigerators.  
 Yes, bottom mount refrigerators are generally lower in price than side by side refrigerators.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-14. **Side by Side Refrigerators.**--Report your firm's production capacity, production, shipments, inventories, employment, and financial data related to the production of side by side refrigerators in your U.S. establishment(s) during the specified periods.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )			
Item	Calendar year		
	2008	2009	2010
<b>AVERAGE PRODUCTION CAPACITY</b> ( <i>quantity</i> )			
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>PRODUCTION</b> ( <i>quantity</i> )			
<b>U.S. Shipments</b>			
<b>U.S. commercial shipments</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Transfers to related firms</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>1</sup> of transfers to related firms			
<b>Export shipments</b>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> ( <i>quantity</i> )			
<b>AVERAGE NUMBER OF PRWs</b>			
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )			
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )			
<b>FINANCIAL INFORMATION</b> <sup>4</sup>			
<b>Net sales</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Cost of goods sold</b> ( <i>value</i> )			
<b>Gross profit or (loss)</b> ( <i>value</i> )			
<b>Selling, general, and administrative expenses</b> ( <i>value</i> )			
<b>Operating income or (loss)</b> ( <i>value</i> )			
<b>Capital expenditures</b> ( <i>value</i> )			
<sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value. <sup>2</sup> Identify your principal export markets: <sup>3</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: <sup>4</sup> Report financial information on a fiscal-year basis (year ending _____).			

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, justin.jee@usitc.gov).

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

III-2. **Accounting system.**--Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? \_\_\_\_\_  
If your fiscal year changed during the period examined, explain below: \_\_\_\_\_

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_

2. Does your firm prepare profit/loss statements for the subject merchandise:  
 Yes  No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,  unaudited,  annual reports,  10Ks,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually

4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes bottom mount refrigerators, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced bottom mount refrigerators, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %

III-6. Does your firm receive **inputs** (raw materials, labor, energy, or any other services) used in the production of bottom mount refrigerators from any related firms?

Yes—Continue to question III-7 below.       No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of bottom mount refrigerators that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes  No—Please contact Justin S. Jee (202-205-3186, justin.jee@usitc.gov).

III-9. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-10, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-10 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and restructuring charges of the company's bottom mount refrigerators operations.

Item	Fiscal years ended--		
	<u>2008</u>	<u>2009</u>	<u>2010</u>
<b>Non-recurring charges:</b> (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-10.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

**PART III.--FINANCIAL INFORMATION--Continued**

III-10. Operations on bottom mount refrigerators.--Report the revenue and related cost information requested below on the bottom mount refrigerators operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202)205-3186 before completing this section of the questionnaire.

<b>Quantity (in actual units) and value (in \$1,000)</b>			
<b>Item</b>	<b>Fiscal years ended--</b>		
	<u>2008</u>	<u>2009</u>	<u>2010</u>
<b>Net sales quantities:</b> <sup>3</sup>			
Commercial sales ("CS")			
Internal consumption ("IC")			
Transfers to related firms ("Transfers")			
Total net sales quantities			
<b>Net sales values:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
<b>Cost of goods sold (COGS):</b> <sup>4</sup>			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
<b>Gross profit or (loss)</b>			
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
<b>Operating income (loss)</b>			
<b>Other income and expenses:</b>			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
<b>Net income or (loss) before income taxes</b>			
<b>Depreciation/amortization included above</b>			
<sup>1</sup> Include only sales (whether <u>domestic or export</u> ) and costs related to your <u>U.S. manufacturing operations</u> . <sup>2</sup> Please <u>eliminate any profits or (losses) on inputs from related firms</u> pursuant question III-8. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include <u>costs associated with CS, IC, and Transfers</u> , as well as export shipments in question II-8.			

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of bottom mount refrigerators. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for bottom mount refrigerators in the normal course of business, please estimate this information based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

**Note:** Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2008	2009	2010
<b>Total assets (net)</b>			

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on bottom mount refrigerators. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2008	2009	2010
<b>Capital expenditures</b>			
<b>Research and development expenses</b>			

III-13. **Data consistency and reconciliation.--**

Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year: Calendar year ( ) or Fiscal year ( )

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

Yes  No--Please explain \_\_\_\_\_



**PART III.--FINANCIAL INFORMATION--Continued**

III-14. **Effects of imports**.--Since January 1, 2008, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of bottom mount refrigerators from Korea and Mexico?

- No                       Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
  - Denial or rejection of investment proposal
  - Reduction in the size of capital investments
  - Rejection of bank loans
  - Lowering of credit rating
  - Problem related to the issue of stocks or bonds
  - Other (specify) \_\_\_\_\_

III-15. **Anticipated effects of imports**.--Does your firm anticipate any negative impact of imports of bottom mount refrigerators from Korea and Mexico?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-16. **Energy Efficient Appliance Federal Tax Credit**.—(a) Report your firm's claimed Energy Efficient Appliance Credit on bottom mount refrigerators, top mount refrigerators, and side by side refrigerators. Provide data for your three most recently completed fiscal years.

Item	Value (in \$1,000)		
	Fiscal years ended--		
	<u>2008</u>	<u>2009</u>	<u>2010</u>
Bottom mount refrigerators			
Top mount refrigerators			
Side by side refrigerators			
<b>Total</b>			

(b) Is your firm's reported Energy Efficient Appliance Credit reflected in your answer to question III-10

- Yes --Please identify which table III-10 line item \_\_\_\_\_
- No--Please explain why it is not reported and where it is recorded in your books.

**PART IV.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov)

IV-1. Please identify the individual to be contacted regarding the confidential information requested in part IV?

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for parts IV with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

**PRICE DATA**

IV-2. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2008 of the following bottom mount refrigerator products produced by your firm.

**Product 1A:** 2 external doors; total capacity of 21.5-22.4 cubic feet; stainless steel; single evaporator; no external ice/water dispenser, but with an internal icemaker; Energy Star rated. Report for all your SKUs that fall under this definition, and supply a specification sheet for each.

**Product 1B:** For each quarter during the period, report data for Product 1A, but only for your highest-volume SKU falling within this product definition. Also identify the specific SKU number, and supply a specification sheet for that SKU.

**Product 2A:** 4 external doors and/or drawers; total capacity of 24.5-25.4 cubic feet; stainless steel; single evaporator; external ice and water dispenser; Energy Star rated. Report for all your SKUs that fall under this definition, and supply a specification sheet for each.

**Product 2B:** For each quarter during the period, report data for Product 2A, but only for your highest-volume SKU falling within this product definition. Also identify the specific SKU number, and supply a specification sheet for that SKU.

**Product 3A:** 4 external doors and/or drawers; total capacity of 27.5+ cubic feet; stainless steel; dual evaporators; external ice and water dispenser; Energy Star rated. Report for all your SKUs that fall under this definition, and supply a specification sheet for each.

**Product 3B:** For each quarter during the period, report data for Product 3A, but only for your highest-volume SKU falling within this product definition. Also identify the specific SKU number, and supply a specification sheet for that SKU.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

- Product 4A:** 3 external doors; total capacity of 26.5-27.4 cubic feet; stainless steel; single evaporator; external ice/water dispenser; Energy Star rated. Report for all your SKUs that fall under this definition, and supply a specification sheet for each.
- Product 4B:** For each quarter during the period, report data for Product 4A, but only for your highest-volume SKU falling within this product definition. Also identify the specific SKU number, and supply a specification sheet for that SKU.
- Product 5A:** 3 external doors; total capacity of 27.5+ cubic feet; stainless steel; dual evaporators; external ice/water dispenser; Energy Star rated. Report for all your SKUs that fall under this definition, and supply a specification sheet for each.
- Product 5B:** For each quarter during the period, report data for Product 5A, but only for your highest-volume SKU falling within this product definition. Also identify the specific SKU number, and supply a specification sheet for that SKU.
- Product 6A:** 3 external doors and/or drawers; total capacity of 22.5 - 26 cubic feet; stainless steel; external ice and water dispenser; Energy Star rated. Report for all your SKUs that fall under this definition, and supply a specification sheet for each.
- Product 6B:** For each quarter during the period, report data for Product 6A, but only for your highest-volume SKU falling within this product definition. Also identify the specific SKU number, and supply a specification sheet for that SKU.
- Product 7A:** 3 external doors and/or drawers; total capacity of 22.5 - 26 cubic feet; stainless steel; no external ice and water dispenser; Energy Star rated. Report for all your SKUs that fall under this definition, and supply a specification sheet for each.
- Product 7B:** For each quarter during the period, report data for Product 7A, but only for your highest-volume SKU falling within this product definition. Also identify the specific SKU number, and supply a specification sheet for that SKU.

**Please note that quantities in this section should be reported in actual units.**

**Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers).**

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

(Quantity in units, value in dollars)		
Period of shipment	Product 1A	
	Quantity	Value
<b>2008</b>		
January-March		
April-June		
July-September		
October-December		
<b>2009</b>		
January-March		
April-June		
July-September		
October-December		
<b>2010</b>		
January-March		
April-June		
July-September		
October-December		
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other "back end" adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for this product, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other "back end" adjustments that are not directly tied to this product.:</u></b></p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 1A:</p>		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)			
Period of shipment	Product 1B		
	Quantity	Value	SKU
<b>2008</b>			
January-March			
April-June			
July-September			
October-December			
<b>2009</b>			
January-March			
April-June			
July-September			
October-December			
<b>2010</b>			
January-March			
April-June			
July-September			
October-December			
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 1B: _____</p>			

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)		
Period of shipment	Product 2A	
	Quantity	Value
<b>2008</b>		
January-March		
April-June		
July-September		
October-December		
<b>2009</b>		
January-March		
April-June		
July-September		
October-December		
<b>2010</b>		
January-March		
April-June		
July-September		
October-December		
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other "back end" adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other "back end" adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 2A: _____</p>		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)			
Period of shipment	Product 2B		
	Quantity	Value	SKU
<b>2008</b>			
January-March			
April-June			
July-September			
October-December			
<b>2009</b>			
January-March			
April-June			
July-September			
October-December			
<b>2010</b>			
January-March			
April-June			
July-September			
October-December			
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 2B: _____</p>			

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)		
Period of shipment	Product 3A	
	Quantity	Value
<b>2008</b>		
January-March		
April-June		
July-September		
October-December		
<b>2009</b>		
January-March		
April-June		
July-September		
October-December		
<b>2010</b>		
January-March		
April-June		
July-September		
October-December		
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 3A: _____</p>		



**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)			
Period of shipment	Product 3B		
	Quantity	Value	SKU
<b>2008</b>			
January-March			
April-June			
July-September			
October-December			
<b>2009</b>			
January-March			
April-June			
July-September			
October-December			
<b>2010</b>			
January-March			
April-June			
July-September			
October-December			
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 3B: _____</p>			

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)		
Period of shipment	Product 4A	
	Quantity	Value
<b>2008</b>		
January-March		
April-June		
July-September		
October-December		
<b>2009</b>		
January-March		
April-June		
July-September		
October-December		
<b>2010</b>		
January-March		
April-June		
July-September		
October-December		
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other "back end" adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other "back end" adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 4A: _____</p>		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)			
Period of shipment	Product 4B		
	Quantity	Value	SKU
<b>2008</b>			
January-March			
April-June			
July-September			
October-December			
<b>2009</b>			
January-March			
April-June			
July-September			
October-December			
<b>2010</b>			
January-March			
April-June			
July-September			
October-December			

<sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:** \_\_\_\_\_

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 4B: \_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)		
Period of shipment	Product 5A	
	Quantity	Value
<b>2008</b>		
January-March		
April-June		
July-September		
October-December		
<b>2009</b>		
January-March		
April-June		
July-September		
October-December		
<b>2010</b>		
January-March		
April-June		
July-September		
October-December		
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 5A: _____</p>		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)			
Period of shipment	Product 5B		
	Quantity	Value	SKU
<b>2008</b>			
January-March			
April-June			
July-September			
October-December			
<b>2009</b>			
January-March			
April-June			
July-September			
October-December			
<b>2010</b>			
January-March			
April-June			
July-September			
October-December			

<sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other "back end" adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (i.e., not charged to your customers)..

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other "back end" adjustments that are not directly tied to the SKUs above.:** \_\_\_\_\_

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5B: \_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)		
Period of shipment	Product 6A	
	Quantity	Value
<b>2008</b>		
January-March		
April-June		
July-September		
October-December		
<b>2009</b>		
January-March		
April-June		
July-September		
October-December		
<b>2010</b>		
January-March		
April-June		
July-September		
October-December		
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 6A: _____</p>		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)			
Period of shipment	Product 6B		
	Quantity	Value	SKU
<b>2008</b>			
January-March			
April-June			
July-September			
October-December			
<b>2009</b>			
January-March			
April-June			
July-September			
October-December			
<b>2010</b>			
January-March			
April-June			
July-September			
October-December			
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 6B: _____</p>			

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)		
Period of shipment	Product 7A	
	Quantity	Value
<b>2008</b>		
January-March		
April-June		
July-September		
October-December		
<b>2009</b>		
January-March		
April-June		
July-September		
October-December		
<b>2010</b>		
January-March		
April-June		
July-September		
October-December		
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 7A: _____</p>		



**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)			
Period of shipment	Product 7B		
	Quantity	Value	SKU
<b>2008</b>			
January-March			
April-June			
July-September			
October-December			
<b>2009</b>			
January-March			
April-June			
July-September			
October-December			
<b>2010</b>			
January-March			
April-June			
July-September			
October-December			
<p><sup>1</sup> Report the U.S. f.o.b. sales value and quantity net of returns, and net of all discounts, incentives, allowances, rebates, and other adjustments that are directly tied to the specific product. In reporting sales values, do not report any allocated discounts, incentives, allowances, rebates, or other “back end” adjustments that are not directly tied to a specific product. Also deduct any U.S. freight costs to your customers’ receiving points that were absorbed by your firm (i.e., not charged to your customers)..</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part IV.</p> <p><b><u>In addition, please report, for the SKUs above, the total dollar value of 2010 allocated discounts, incentives, allowances, rebates, and other “back end” adjustments that are not directly tied to the SKUs above.:</u></b> _____</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 7B: _____</p>			

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of bottom mount refrigerators (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- Transaction by transaction                       Contracts                       Set price lists
- Reverse internet auction sales
- Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

IV-4. **Discount policy.**—

(a) Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts                       Annual total volume discounts                       No discounts
- Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

If your firm provided any form of discount, rebate, allowance, promotional amount, or spiff, or any other form of price reduction, that pertained to both bottom mount combination refrigerator-freezers and any other product or category of products, including, but not limited to, other types of refrigerators, washers, dryers, dishwashers, microwave ovens, or ranges, then report the following information for 2008, 2009, and 2010:

Total amount of discounts, etc. granted on all products:

\$ \_\_\_\_\_ 2008  
 \$ \_\_\_\_\_ 2009  
 \$ \_\_\_\_\_ 2010

Total quantity and value of the products sold to which the discounts, etc. pertained:

Quantity (units): _____ 2008	Value: \$ _____ 2008
Quantity (units): _____ 2009	Value: \$ _____ 2009
Quantity (units): _____ 2010	Value: \$ _____ 2010

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**IV-5. Pricing terms for bottom mount refrigerators.--**

- (a) What are your firm's typical sales terms for its U.S.-produced bottom mount refrigerators (e.g., 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of domestic bottom mount refrigerators usually quoted? (check one)  
 F.o.b.--Please specify point: \_\_\_\_\_  Delivered

**IV-6. Contract versus spot.--**Approximately what share of your firm's sales of its U.S.-produced bottom mount refrigerators in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales</u>
Long-term contracts	_____ %
Short-term contracts	_____ %
Spot sales	_____ %
<b>Total</b>	<b>100%</b>

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-7. **Long-term contract provisions.**--If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet-or-release provision?     Yes     No

IV-8. **Short-term contract provisions.**--If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet-or-release provision?     Yes     No

IV-9. **Lead times.**--What is your share of sales both from inventory and produced to order, and what is the average lead time between a customer's order and the date of delivery, for your firm's sales of your U.S.-produced bottom mount refrigerators?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u>
From inventory	_____ %	_____ days
Produced to order	_____ %	_____ days
<b>Total</b>	<b>100 %</b>	

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of bottom mount refrigerators that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm or     purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of bottom mount refrigerators? (check all that apply)

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

IV-12. **End uses.**--List the end uses (residential, commercial, etc.) of the bottom mount refrigerators that you manufacture.

\_\_\_\_\_

\_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-13. **Substitutes.**--Please list in order of importance any products that may be substituted for bottom mount refrigerators. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for bottom mount refrigerators.

<b>Substitute</b>	<b>Application</b>	<b>Have changes in the prices of this substitute affected the price for bottom mount refrigerators?</b>
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-14. **Demand trends.**--

(a) How has the demand within the United States for bottom mount refrigerators changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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(b) How has the demand outside the United States (if known) for bottom mount refrigerators changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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IV-15. **Product changes.**-- Have there been any significant changes in the product mix or marketing of bottom mount refrigerators since January 1, 2008?

No       Yes--Please describe and quantify if possible.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-16. **Business cycles.**--

(a) Is the bottom mount refrigerators market subject to business cycles or other distinct conditions of competition?

No (skip to question IV-17.)       Yes-- Please describe below and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for bottom mount refrigerators since January 1, 2008?

No       Yes-- Please describe.

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IV-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply bottom mount refrigerators since January 1, 2008 (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, been unable to meet timely shipment commitments, etc.)?

No       Yes-- Please describe.

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IV-18. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce bottom mount refrigerators and whether your firm expects these trends to continue.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-21. **Cost of features.** Please estimate how much each of the following features added to the cost of a bottom mount refrigerator in 2010.

Convertible Compartments: \_\_\_\_\_ dollars per unit

Crisper Trays: \_\_\_\_\_ dollars per unit

Dual Evaporator: \_\_\_\_\_ dollars per unit

Energy Star Rated: \_\_\_\_\_ dollars per unit

External Ice/Water Dispenser: \_\_\_\_\_ dollars per unit

LED Lighting: \_\_\_\_\_ dollars per unit

LCD Interface: \_\_\_\_\_ dollars per unit

Premium Shelving: \_\_\_\_\_ dollars per unit

Quick Freezing: \_\_\_\_\_ dollars per unit

Stainless Steel Exterior: \_\_\_\_\_ dollars per unit

Additional Comments: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

IV-22. Does your firm receive the Manufacturers' Energy Efficient Appliance Credit for its sales of bottom mount refrigerators?

No       Yes

If so, how does the credit affect your firm's pricing of bottom mount refrigerators?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-23. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for bottom mount refrigerators since January 1, 2008. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of bottom mount refrigerators that each of these customers accounted for in 2010.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2010 shipments (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-25. **COMPETITION FROM IMPORTS--LOST SALES.** -- **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2008: Did your firm lose sales of bottom mount refrigerators to imports of these products from Korea and/or Mexico?

No                       Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity ( <i>units</i> )	Rejected U.S. price (total value-- <i>dollars</i> )	Country of origin	Competing import price (total value— <i>dollars</i> )