

**U.S. PRODUCERS' QUESTIONNAIRE**

**LARGE RESIDENTIAL WASHERS FROM KOREA AND MEXICO**

This questionnaire must be received by the Commission by no later than **JANUARY 13, 2012**

*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 countervailing duty/antidumping investigations concerning large residential washers from Korea and Mexico (Inv. Nos. 701-TA-488 and 731-TA-1199-1200 (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 large residential washers (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 these proceedings 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 these proceedings 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.*

|   |  |                                |
|---|--|--------------------------------|
| _____<br><i>Name of Authorized Official</i> | _____<br><i>Title of Authorized Official</i> | _____<br><i>Date</i>           |
| _____<br><i>Signature</i>                   | _____<br><i>Phone:</i>                       | _____<br><i>E-mail address</i> |
|   | _____<br><i>Fax:</i>                         |                                |

**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 large residential washers from Korea and Mexico into the United States or that are engaged in exporting large residential washers from Korea and 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 large residential washers?

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 **Keysha Martinez** (202-205-2136, [keysha.martinez@usitc.gov](mailto:keysha.martinez@usitc.gov)) or **Edward Petronzio** (202-205-3176, [edward.petronzio@usitc.gov](mailto:edward.petronzio@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 |  |
| Fax       |  |

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of large residential washers 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 large residential washers and/or using the same production and related workers employed to produce large residential washers?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and large residential washers in the periods indicated.

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

| (Quantity in number of units)                         |                |      |      |                   |      |
|---|----------------|------|------|-------------------|------|
| Item  | Calendar years |      |      | January-September |      |
|   | 2008           | 2009 | 2010 | 2010              | 2011 |
| <b>Overall Production Capacity</b>                    |                |      |      |                   |      |
| <b>Production of:</b><br>LARGE RESIDENTIAL<br>WASHERS |                |      |      |                   |      |
| Other product _____                                   |                |      |      |                   |      |
| Other product _____                                   |                |      |      |                   |      |
| Total production capacity                             |                |      |      |                   |      |

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 large residential washers?

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

II-6. **Foreign trade zone.**--Does your firm produce large residential washers in a foreign trade zone (FTZ)?

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

II-7. **Importer.**--Since January 1, 2008, has your firm imported large residential washers?

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

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

II-8. **Large residential washers** .--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **ALL LARGE RESIDENTIAL WASHERS** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Please note that questions II-9, II-10, and II-11 request that you distinguish between: High Efficiency Front Load, High Efficiency Top Load, and Conventional (Non-High Efficiency) Top Load Washers

| Quantity (in actual units) and value (in \$1,000)  |                |      |      |                   |      |
|--|----------------|------|------|-------------------|------|
| Item   | Calendar years |      |      | January-September |      |
|  | 2008           | 2009 | 2010 | 2010              | 2011 |
| <b>Average production capacity</b> <sup>1</sup> (quantity)   |                |      |      |                   |      |
| <b>Beginning-of-period inventories</b> (quantity)  |                |      |      |                   |      |
| <b>Production</b> (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:</b> <sup>4</sup>  |                |      |      |                   |      |
| Quantity of export shipments   |                |      |      |                   |      |
| Value of export shipments  |                |      |      |                   |      |
| <b>End-of-period inventories</b> <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>   |                |      |      |                   |      |
| <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 large residential washers or is linked to a broader base of sales and allocated in part to large residential washers. 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>  |                |      |      |                   |      |
| <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 I.—GENERAL INFORMATION**

II-9. **HIGH-EFFICIENCY FRONT LOAD WASHERS.**--Report your firm's production capacity, production, shipments, inventories, employment, and financial data related to the production of high efficiency front load washers in your U.S. establishment(s) during the specified periods.

| Quantity (in actual units) and value (in \$1,000)            |               |      |      |                   |      |
|--|---------------|------|------|-------------------|------|
| Item   | Calendar year |      |      | January-September |      |
|  | 2008          | 2009 | 2010 | 2010              | 2011 |
| <b>AVERAGE PRODUCTION CAPACITY</b> (quantity)                |               |      |      |                   |      |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)            |               |      |      |                   |      |
| <b>PRODUCTION</b> (quantity)                                 |               |      |      |                   |      |
| <b>U.S. Shipments</b>  |               |      |      |                   |      |
| <b>U.S. commercial shipments</b>                             |               |      |      |                   |      |
| Quantity of commercial shipments                             |               |      |      |                   |      |
| Value of commercial shipments                                |               |      |      |                   |      |
| <b>Transfers to related firms</b>                            |               |      |      |                   |      |
| Quantity of transfers to related firms                       |               |      |      |                   |      |
| Value <sup>1</sup> of transfers to related firms             |               |      |      |                   |      |
| <b>Export shipments</b>                                      |               |      |      |                   |      |
| Quantity of export shipments                                 |               |      |      |                   |      |
| Value of export shipments <sup>2</sup>                       |               |      |      |                   |      |
| <b>END-OF-PERIOD INVENTORIES<sup>3</sup></b> (quantity)      |               |      |      |                   |      |
| <b>AVERAGE NUMBER OF PRWs</b>                                |               |      |      |                   |      |
| <b>HOURS WORKED BY PRWs</b> (1,000 hours)                    |               |      |      |                   |      |
| <b>WAGES PAID TO PRWs</b> (value)                            |               |      |      |                   |      |
| <b>FINANCIAL INFORMATION<sup>4</sup></b>                     |               |      |      |                   |      |
| <b>Net sales</b>   |               |      |      |                   |      |
| Quantity   |               |      |      |                   |      |
| Value  |               |      |      |                   |      |
| <b>Cost of goods sold</b> (value)                            |               |      |      |                   |      |
| <b>Gross profit or (loss)</b> (value)                        |               |      |      |                   |      |
| <b>Selling, general, and administrative expenses</b> (value) |               |      |      |                   |      |
| <b>Operating income or (loss)</b> (value)                    |               |      |      |                   |      |
| <b>Capital expenditures</b> (value)                          |               |      |      |                   |      |

<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> **Reconciliation of data.**--Please note that the **quantities** 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?

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

<sup>4</sup> Report financial information on a fiscal-year basis (year ending \_\_\_\_\_).

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

II-10. **HIGH EFFICIENCY TOP LOAD WASHERS.**--Report your firm's production capacity, production, shipments, inventories, employment, and financial data related to the production of high efficiency top load washers in your U.S. establishment(s) during the specified periods.

| Quantity (in actual units) and value (in \$1,000)   |               |      |      |                   |      |
|---|---------------|------|------|-------------------|------|
| Item  | Calendar year |      |      | January-September |      |
|   | 2008          | 2009 | 2010 | 2010              | 2011 |
| <b>AVERAGE PRODUCTION CAPACITY</b> (quantity)   |               |      |      |                   |      |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)   |               |      |      |                   |      |
| <b>PRODUCTION</b> (quantity)  |               |      |      |                   |      |
| <b>U.S. Shipments</b>   |               |      |      |                   |      |
| <b>U.S. commercial shipments</b>  |               |      |      |                   |      |
| Quantity of commercial shipments  |               |      |      |                   |      |
| Value of commercial shipments   |               |      |      |                   |      |
| <b>Transfers to related firms</b>   |               |      |      |                   |      |
| Quantity of transfers to related firms  |               |      |      |                   |      |
| Value <sup>1</sup> of transfers to related firms  |               |      |      |                   |      |
| <b>Export shipments</b>   |               |      |      |                   |      |
| Quantity of export shipments <sup>2</sup>   |               |      |      |                   |      |
| Value of export shipments   |               |      |      |                   |      |
| <b>END-OF-PERIOD INVENTORIES<sup>3</sup></b> (quantity)   |               |      |      |                   |      |
| <b>AVERAGE NUMBER OF PRWs</b>   |               |      |      |                   |      |
| <b>HOURS WORKED BY PRWs</b> (1,000 hours)   |               |      |      |                   |      |
| <b>WAGES PAID TO PRWs</b> (value)   |               |      |      |                   |      |
| <b>FINANCIAL INFORMATION<sup>4</sup></b>  |               |      |      |                   |      |
| <b>Net sales</b>  |               |      |      |                   |      |
| Quantity  |               |      |      |                   |      |
| Value   |               |      |      |                   |      |
| <b>Cost of goods sold</b> (value)   |               |      |      |                   |      |
| <b>Gross profit or (loss)</b> (value)   |               |      |      |                   |      |
| <b>Selling, general, and administrative expenses</b> (value)  |               |      |      |                   |      |
| <b>Operating income or (loss)</b> (value)   |               |      |      |                   |      |
| <b>Capital expenditures</b> (value)   |               |      |      |                   |      |
| <sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value.<br><sup>2</sup> Identify your principal export markets: _____<br><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?<br><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____<br><sup>4</sup> Report financial information on a fiscal-year basis (year ending _____). |               |      |      |                   |      |



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

II-11. **CONVENTIONAL (NON-HIGH EFFICIENCY) TOP LOAD WASHERS.**--Report your firm's production capacity, production, shipments, inventories, employment, and financial data related to the production of conventional (non-high efficiency) top load washers 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 |      |      | January-September |      |
|   | 2008          | 2009 | 2010 | 2010              | 2011 |
| <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 <sup>2</sup>                      |               |      |      |                   |      |
| <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> **Reconciliation of data.**--Please note that the **quantities** 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?

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

<sup>4</sup> Report financial information on a fiscal-year basis (year ending \_\_\_\_\_).

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

II-12. **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-13. **Purchases.**--Other than direct imports, has your firm otherwise purchased large residential washers since January 1, 2008? (See definitions in the instruction booklet.)

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

| <i>(Quantity in actual units, value in \$1,000)</i>  |                |      |      |                   |      |
|--|----------------|------|------|-------------------|------|
| Item   | Calendar years |      |      | January-September |      |
|  | 2008           | 2009 | 2010 | 2010              | 2011 |
| <b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF LARGE RESIDENTIAL WASHERS 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>   |                |      |      |                   |      |
| <b>PURCHASES FROM OTHER SOURCES:<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/>  |                |      |      |                   |      |
| <hr/>  |                |      |      |                   |      |

**PART III.—FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **Justin Jee (202-205-3186, Justin.Jee@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 |  |
| 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 large residential washers: \_\_\_\_\_
- 2. Does your firm prepare profit/loss statements for the large residential washers:  
 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 basis of accounting (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 large residential washers, 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.).

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

III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced large residential washers, 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 purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of large residential washers 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 large residential washers that your firm purchases from related parties.

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

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 Jee (202-205-3186, Justin.Jee@usitc.gov).

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

III-9. **Nonrecurring items (charges and gains) included in reported in large residential washers financial results.**--For each annual and interim period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in question III-10; i.e., if an aggregate nonrecurring item has been allocated to question III-10, only the allocated value amount included in question III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported large residential washers financial results in question III-10.

|   | Fiscal years ended--  |             |             | January-September |      |
|---|---|-------------|-------------|-------------------|------|
|   | <u>2008</u>   | <u>2009</u> | <u>2010</u> | 2010              | 2011 |
| <b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included. | <b>Nonrecurring item:</b> In these columns please report the amount ( <i>in \$1,000</i> ) of the relevant nonrecurring item reported in table III-10. |             |             |                   |      |
| 1.  |   |             |             |                   |      |
| 2.  |   |             |             |                   |      |
| 3.  |   |             |             |                   |      |
| 4.  |   |             |             |                   |      |
| 5.  |   |             |             |                   |      |
| 6.  |   |             |             |                   |      |
| 7.  |   |             |             |                   |      |

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

III-10. **Operations on Large Residential Washers.**--Report the revenue and related cost information requested below on the large residential washers 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, and for the specified interim periods. 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.

| Quantity (in actual units) and value (in \$1,000)  |                      |      |      |                   |      |
|--|----------------------|------|------|-------------------|------|
| Item   | Fiscal years ended-- |      |      | January-September |      |
|  | 2008                 | 2009 | 2010 | 2010              | 2011 |
| <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 domestic or export) and costs related to your U.S. manufacturing operations.<br><sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.<br><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.<br><sup>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8. |                      |      |      |                   |      |

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

III-11. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of large residential washers. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for large residential washers in the normal course of business, please estimate this information based upon a 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 reflect 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-- |  |  |
|                           |                      |  |  |
| <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 large residential washers. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| Value (in \$1,000)                       |                      |             |             |                   |      |
|--|----------------------|-------------|-------------|-------------------|------|
| Item                                     | Fiscal years ended-- |             |             | January-September |      |
|  | <u>2008</u>          | <u>2009</u> | <u>2010</u> | 2010              | 2011 |
| <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  
 Fiscal year (specify \_\_\_\_\_)

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 large residential washers 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 effects due to imports of large residential washers from Korea and Mexico?

- No             Yes--My firm anticipates negative effects as follows:
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

III-16. **Energy Efficient Appliance Federal Tax Credit ("EEAFTC")**—(a) Report your firm's EEAFTX on large residential washers. Provide data for your three most recently completed fiscal years.

| Value (in \$1,000) |                      |  |  |
|--------------------|----------------------|--|--|
| Item               | Fiscal years ended-- |  |  |
|                    |                      |  |  |
| EEAFTC             |                      |  |  |

- (b) Is your firm's reported EEAFTC reflected in your data 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 **William Deese (202-205-2626, William.Deese@usitc.gov)**

- IV-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 IV.

|           |  |
|-----------|--|
| Name      |  |
| Title     |  |
| Email     |  |
| 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 products produced by your firm.

**Product 1A.**--Front loading, high efficiency washer; rated DOE capacity greater than or equal to 4.2 cubic feet; steam cycle(s) included; water heater included; LCD display; any non-white finish. Report data 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.**--Front loading, high efficiency washer; rated DOE capacity greater than or equal to 3.7 cubic feet but less than 4.2 cubic feet; steam cycle(s) not included; water heater included; white finish. Report data 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.**--Front loading, high efficiency washer; rated DOE capacity of greater than or equal to 3.2 cubic feet but less than 3.7 cubic feet; steam cycle(s) not included; water heater included; white finish. Report data 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.

**Product 4A.**--Top loading, high efficiency washer; rated DOE capacity of greater than or equal to 3.7 cubic feet but less than 4.2 cubic feet; steam cycle(s) not included; water

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

heater not included; lid includes glass material; white finish. Report data 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.**--Top loading, high efficiency washer; rated DOE capacity of greater than or equal to 4.2 cubic feet; steam cycle(s) not included; water heater included; lid includes glass material; any non-white finish. Report data 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.

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs.**

**Report the U.S. f.o.b. sales value and quantity on an invoice basis (i.e., the quantity-weighted total of the prices indicated on the invoice for the product in question), and net of returns in two ways:**

**First, report the quarterly sales prices net of direct discounts (i.e., all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer. In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.**

**And second, report quarterly sales prices net of discounts described in the paragraph immediately above and also net of indirect discounts (i.e., any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.**

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

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

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |
|--|-----------------------------|----------------------------------|--|---|
| <b>Period of shipment</b>                    | <b>Product 1A</b>           |                                  |  |   |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> |
| <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                             |                             |                                  |  |   |
| <b>2011:</b>                                 |                             |                                  |  |   |
| January-March                                |                             |                                  |  |   |
| April-June                                   |                             |                                  |  |   |
| July-September                               |                             |                                  |  |   |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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 1A: \_\_\_\_\_

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

IV-2. **Pricing data.**—Continued

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |            |
|--|-----------------------------|----------------------------------|--|---|------------|
| <b>Period of shipment</b>                    | <b>Product 1B</b>           |                                  |  |   |            |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> | <b>SKU</b> |
| <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                             |                             |                                  |  |   |            |
| <b>2011:</b>                                 |                             |                                  |  |   |            |
| January-March                                |                             |                                  |  |   |            |
| April-June                                   |                             |                                  |  |   |            |
| July-September                               |                             |                                  |  |   |            |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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 1B: \_\_\_\_\_

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

IV-2. **Pricing data.**—Continued

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |
|--|-----------------------------|----------------------------------|--|---|
| <b>Period of shipment</b>                    | <b>Product 2A</b>           |                                  |  |   |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> |
| <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                             |                             |                                  |  |   |
| <b>2011:</b>                                 |                             |                                  |  |   |
| January-March                                |                             |                                  |  |   |
| April-June                                   |                             |                                  |  |   |
| July-September                               |                             |                                  |  |   |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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 2A: \_\_\_\_\_

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

IV-2. **Pricing data.**—Continued

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |            |
|--|-----------------------------|----------------------------------|--|---|------------|
| <b>Period of shipment</b>                    | <b>Product 2B</b>           |                                  |  |   |            |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> | <b>SKU</b> |
| <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                             |                             |                                  |  |   |            |
| <b>2011:</b>                                 |                             |                                  |  |   |            |
| January-March                                |                             |                                  |  |   |            |
| April-June                                   |                             |                                  |  |   |            |
| July-September                               |                             |                                  |  |   |            |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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 2B: \_\_\_\_\_

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

IV-2. **Pricing data.**—Continued

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |
|--|-----------------------------|----------------------------------|--|---|
| <b>Period of shipment</b>                    | <b>Product 3A</b>           |                                  |  |   |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> |
| <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                             |                             |                                  |  |   |
| <b>2011:</b>                                 |                             |                                  |  |   |
| January-March                                |                             |                                  |  |   |
| April-June                                   |                             |                                  |  |   |
| July-September                               |                             |                                  |  |   |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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 3A: \_\_\_\_\_

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

IV-2. **Pricing data.**—Continued

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |            |
|--|-----------------------------|----------------------------------|--|---|------------|
| <b>Period of shipment</b>                    | <b>Product 3B</b>           |                                  |  |   |            |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> | <b>SKU</b> |
| <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                             |                             |                                  |  |   |            |
| <b>2011:</b>                                 |                             |                                  |  |   |            |
| January-March                                |                             |                                  |  |   |            |
| April-June                                   |                             |                                  |  |   |            |
| July-September                               |                             |                                  |  |   |            |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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 3B: \_\_\_\_\_



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

IV-2. **Pricing data.**—Continued

| (Quantity in units, value in dollars) |                       |                            |  |   |
|---------------------------------------|-----------------------|----------------------------|--|---|
| Period of shipment                    | Product 4A            |                            |  |   |
|                                       | Quantity <sup>2</sup> | Invoice value <sup>3</sup> | Value net of direct discounts <sup>4</sup> | Value net of direct and indirect discounts <sup>5</sup> |
| <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                      |                       |                            |  |   |
| <b>2011:</b>                          |                       |                            |  |   |
| January-March                         |                       |                            |  |   |
| April-June                            |                       |                            |  |   |
| July-September                        |                       |                            |  |   |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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 4A: \_\_\_\_\_

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

IV-2. **Pricing data.**—Continued

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |            |
|--|-----------------------------|----------------------------------|--|---|------------|
| <b>Period of shipment</b>                    | <b>Product 4B</b>           |                                  |  |   |            |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> | <b>SKU</b> |
| <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                             |                             |                                  |  |   |            |
| <b>2011:</b>                                 |                             |                                  |  |   |            |
| January-March                                |                             |                                  |  |   |            |
| April-June                                   |                             |                                  |  |   |            |
| July-September                               |                             |                                  |  |   |            |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |
|--|-----------------------------|----------------------------------|--|---|
| <b>Period of shipment</b>                    | <b>Product 5A</b>           |                                  |  |   |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> |
| <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                             |                             |                                  |  |   |
| <b>2011:</b>                                 |                             |                                  |  |   |
| January-March                                |                             |                                  |  |   |
| April-June                                   |                             |                                  |  |   |
| July-September                               |                             |                                  |  |   |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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 5A: \_\_\_\_\_

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

IV-2. **Pricing data.**—Continued

| <b>(Quantity in units, value in dollars)</b> |                             |                                  |  |   |            |
|--|-----------------------------|----------------------------------|--|---|------------|
| <b>Period of shipment</b>                    | <b>Product 5B</b>           |                                  |  |   |            |
|  | <b>Quantity<sup>2</sup></b> | <b>Invoice value<sup>3</sup></b> | <b>Value net of direct discounts<sup>4</sup></b> | <b>Value net of direct and indirect discounts<sup>5</sup></b> | <b>SKU</b> |
| <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                             |                             |                                  |  |   |            |
| <b>2011:</b>                                 |                             |                                  |  |   |            |
| January-March                                |                             |                                  |  |   |            |
| April-June                                   |                             |                                  |  |   |            |
| July-September                               |                             |                                  |  |   |            |

<sup>1</sup> Pricing product definitions are provided on the first two pages of Part IV.

<sup>2</sup> Report quantity net of returns.

<sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.

<sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (*i.e.*, all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

    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).

    In reporting these sales values, do not deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.

<sup>5</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (see note 4 above) and net of indirect discounts (*i.e.*, any discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer) that, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

    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).

**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-3a. **Price setting.**-- How does your firm determine the prices that it charges for sales of large residential washers (*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          | Profit margin off of minimum advertised price (MAP) | Other, describe |
|----------------------------|--------------------------|--------------------------|---|-----------------|
| <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>                            |                 |

IV-3b. **MAP Pricing.**

- (a) Does your firm set MAP pricing with retailers based on negotiations with retailers () , or is MAP pricing set by your firm ( )?
- (b) For the same large residential washers models sold to different retailers, is the MAP always the same ( ) or sometimes different ()?
- (c) What factors determine the specific MAP levels at retail for your firm's large residential washers? (Check all that apply).
  - MAP prices set by competitors for large residential washers with similar features.
  - Model-specific sales volume targets and MAP levels believed to be required to meet those targets.
  - The invoice price from your firm to the retailer.
  - Discounts and rebates (direct and indirect- see definition in IV-2) provided by you to the retailer.
- (d) In your firm's negotiations of sales prices to retailers is the MAP a factor in setting that price?
 

Yes                       No

If "Yes", explain how the MAP is used as a factor in affecting the invoice price paid by the retailer to you. Include, for example, if there is a "margin" for the retailer off the MAP that sets the invoice price, and if discounts or rebates are considered in setting the invoice price at this stage of price negotiations. If you responded "No," explain what factors (other than the MAP) affect your invoice price to retailers.

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

IV-4 **Discount policy.**

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

| Quantity discounts       | Annual total volume discounts | Sales incentives         | Promotional discounts    | No discount policy       | Other*                   | Describe |
|--------------------------|-------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|----------|
| <input type="checkbox"/> | <input type="checkbox"/>      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |          |

\* Include, for example, cooperative advertising allowances, co-marketing funds, and sales person incentives.

(b) Report the following information for 2010. For the definition of direct discounts and indirect discounts, please see pages 14-15 in section IV-2.

**To allocate a particular indirect discount across products benefitting from the discount, multiply the total value of the indirect discount by the ratio of the sales value of each product line benefitting from the discount to the total sales value of all products benefitting from the discount.**

**2010:**

| Product   | Total quantity sold (units) | Total value sold (dollars) | Percent of total value sold (percent) | Total value of direct discounts (dollars) | Total value of indirect discounts (dollars) |
|---|-----------------------------|----------------------------|---------------------------------------|---|---|
| 1. Large residential washers  |                             |                            |                                       |   |   |
| 2. ...of which- product for which data was provided in the pricing tables (question IV-2)   |                             |                            |                                       |   |   |
| 3. All other washers and dryers   | X                           |                            |                                       |   |   |
| 4. All non-laundry white goods <sup>1</sup>   | X                           |                            |                                       |   |   |
| 5. All other goods <sup>2</sup>   | X                           |                            |                                       |   |   |
| Sum of rows 1, 3, 4, and 5  | X                           |                            | 100%                                  |   |   |
| <p>1 "All non-laundry white goods" is defined as major household appliances including dishwashers, cooktops, ranges, refrigerators, and microwave ovens, but not washers and dryers.</p> <p>2 "All other goods" is defined as all other household appliances, televisions, computer displays, mobile communication devices, and any other goods sold to a retailer that also sells subject washers.</p> |                             |                            |                                       |   |   |

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

IV-4. **Discount policy.**—*Continued*

- (c) Does your firm provide discounts, rebates, or any other type of allowances to a retailer based on units sold by the retailer, based on sales from your firm to the retailer, or both? Please describe.

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- (d) How important a role do indirect discounts play in your price negotiations with customers? Please explain.

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- (e) Does your firm negotiate for more floor space, end-cap space, promotional displays, or other promotional considerations in exchange for indirect discounts? Please explain.

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- (f) In your firm's own internal deliberations on setting prices to retailers, are indirect discounts allocated to individual SKUs or at a broader level (e.g., all washers or all appliances)? Please explain.

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

**IV-5. Pricing terms for large residential washers.--**

(a) What are your firm's typical sales terms for its U.S.-produced large residential washers?

| Net 30 days              | Net 60 days              | 2/10 net 30 days         | Other (specify) |
|--------------------------|--------------------------|--------------------------|-----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                 |

(b) On what basis are your prices of domestic large residential washers usually quoted (*check one*)?

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

IV-6. **Contract versus spot.--**Approximately what share of your firm's sales of its U.S.-produced large residential washers in 2010 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

| <u>Type of sale</u>   | <u>Share of 2010 sales</u> |
|---|----------------------------|
| <b>Long-term contracts</b> (multiple deliveries for more than 12 months)        | _____ %                    |
| <b>Short-term contracts</b> (multiple deliveries up to and including 12 months) | _____ %                    |
| <b>Spot sales</b> (for a single delivery)                                       | _____ %                    |
| <b>Total</b>  | <b>100 %</b>               |

IV-7. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for large residential washers (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

| Typical sales contract provisions                | Item                  | Short term contracts<br>(multiple deliveries up to and including 12 months) | Long term contracts<br>(multiple deliveries for more than 12 months) |
|--|-----------------------|---|--|
| Average contract duration                        | <i>Number of days</i> |   |  |
| Price renegotiation (during the contract period) | <i>Yes</i>            | <input type="checkbox"/>  | <input type="checkbox"/>   |
|  | <i>No</i>             | <input type="checkbox"/>  | <input type="checkbox"/>   |
| Fixed quantity and/or price                      | <i>Quantity</i>       | <input type="checkbox"/>  | <input type="checkbox"/>   |
|  | <i>Price</i>          | <input type="checkbox"/>  | <input type="checkbox"/>   |
|  | <i>Both</i>           | <input type="checkbox"/>  | <input type="checkbox"/>   |
| Meet or release provision                        | <i>Yes</i>            | <input type="checkbox"/>  | <input type="checkbox"/>   |
|  | <i>No</i>             | <input type="checkbox"/>  | <input type="checkbox"/>   |
| Not applicable                                   |                       | <input type="checkbox"/>  | <input type="checkbox"/>   |



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

IV-8. **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 large residential washers?

| <u>Source</u>     | <u>Share of<br/>2010 sales</u> | <u>Lead time (days)</u> |
|-------------------|--------------------------------|-------------------------|
| From inventory    | _____ %                        | _____                   |
| Produced to order | _____ %                        | _____                   |
| <b>Total</b>      | <b>100 %</b>                   |                         |

IV-9. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of large residential washers that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %
- (b) Who generally arranges the transportation to your customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) Indicate the approximate percentage of your sales of large residential washers that are delivered the following distances from your production facility.

| Distance from production facility | Share        |
|-----------------------------------|--------------|
| Within 100 miles                  | %            |
| 101 to 1,000 miles                | %            |
| Over 1,000 miles                  | %            |
| <b>Total</b>                      | <b>100 %</b> |

IV-10. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of large residential washers? (check all that apply)

| Geographic area   | √ if applicable          |
|---|--------------------------|
| <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, and VI, among others. | <input type="checkbox"/> |

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

IV-11. **End uses.**--List the end uses (residential, commercial, etc.) of the large residential washers that you manufacture.

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IV-12. **Substitutes.**-- Can other products be substituted for large residential washers?

No                       Yes--Please fill out the table.

|    | Substitute | End use in which this substitute is used | Have changes in the prices of this substitute affected the price for large residential washers? |                          |             |
|----|------------|--|---|--------------------------|-------------|
|    |            |  | No  | Yes                      | Explanation |
| 1. |            |  | <input type="checkbox"/>  | <input type="checkbox"/> |             |
| 2. |            |  | <input type="checkbox"/>  | <input type="checkbox"/> |             |
| 3. |            |  | <input type="checkbox"/>  | <input type="checkbox"/> |             |

IV-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for large residential washers has changed since January 1, 2008. Describe the principal factors that have affected these changes in demand.

| Market                           | Increase                 | No change                | Decrease                 | Fluctuate                | Factors |
|----------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------|
| <b>Within the United States</b>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |         |
| <b>Outside the United States</b> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |         |

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of large residential washers since January 1, 2008?

No                       Yes--Please describe and quantify if possible.

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

IV-15. **Business cycles.**--

(a) Is the large residential washers market subject to business cycles or conditions of competition (including seasonal business) distinctive to large residential washers?

No (skip to question IV-16.)       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 **large residential washers** since January 1, 2008?

No       Yes-- Please describe.

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IV-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply large residential washers 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-17. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce large residential washers and whether your firm expects these trends to continue.

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

IV-18. **Interchangeability.**--Are large residential washers produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

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

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

| Country-pair   | Korea | Mexico | Other countries |
|--|-------|--------|-----------------|
| United States  |       |        |                 |
| Korea  |       |        |                 |
| Mexico   |       |        |                 |
| For any country-pair producing large residential washers that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:<br><hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> |       |        |                 |

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

IV-19. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between large residential washers produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

| Country-pair   | Korea | Mexico | Other countries |
|--|-------|--------|-----------------|
| United States  |       |        |                 |
| Korea  | X     |        |                 |
| Mexico   | X     | X      |                 |
| <p>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 large residential washers, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> |       |        |                 |

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

IV-20. Does your firm receive the Manufacturers' Energy Efficient Appliance Credit for its sales of large residential washers?

No             Yes

If so, how does the credit affect your firm's pricing of large residential washers?

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IV-21. Please provide the data requested below for your firm's large residential washers that were both (1) sold by retailers at promotional prices during the month of November 2011 (whether or not delivered in that month) and (2) for which your company (or an affiliate) offered the retailer (or its affiliate) a direct or an indirect discount to support the retailer's promotional pricing, regardless of whether the washer was sold to the retailer in November 2011, and regardless of whether the discount offered by your firm was paid before, during, or after the month of November, or whether it still remains to be paid.

*November 2011 Sales of Subject Large Residential Washers*

|  | <b>Large residential washer volume (in units) associated with retailers' November 2011 sales</b> |
|--|--|
| <b>A. HE Front Load Washers:</b>         |  |
| Model 1: _____                           |  |
| Model 2: _____                           |  |
| Model 3: _____                           |  |
| Model 4: _____                           |  |
| Model 5: _____                           |  |
| <b>B. HE Top Load Washers:</b>           |  |
| Model 1: _____                           |  |
| Model 2: _____                           |  |
| Model 3: _____                           |  |
| Model 4: _____                           |  |
| Model 5: _____                           |  |
| <b>C. Conventional Top Load Washers:</b> |  |
| Model 1: _____                           |  |
| Model 2: _____                           |  |
| Model 3: _____                           |  |
| Model 4: _____                           |  |
| Model 5: _____                           |  |

IV-22. Please describe market conditions (pricing, supply, demand, etc.) in the U.S. market for large residential washers in the October-December 2011 period.

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

IV-23. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for large residential washers since January 1, 2008. Indicate the share of the quantity of your firm's total shipments of large residential washers that each of these customers accounted for in 2010.

| Customer's name | Contact person | Email | Telephone | Street address (not P.O. box), city, state, and zip code     | Share of 2010 sales (%) |
|-----------------|----------------|-------|-----------|--|-------------------------|
| 1               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 2               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 3               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 4               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 5               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 6               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 7               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 8               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 9               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 10              |                |       |           | Street Address<br>City        '        State        Zip Code |                         |

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

**IV-24. COMPETITION FROM IMPORTS--LOST REVENUES.--**

Since January 1, 2008: To avoid losing sales to competitors selling large residential washers from Korea and/or Mexico, did your firm:

Reduce prices  No  Yes

Roll back announced price increases  No  Yes

**THE TABLE BELOW IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

If you indicated "yes" above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., 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 initial price quotation
- Quantity involved
- Your initial *rejected* price quotation (total delivered value)
- Your *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

| Customer name,<br>contact person,<br>phone and fax<br>numbers | Product | Date of<br>quote | Quantity<br>(units) | Initial<br>rejected U.S.<br>price (total<br>value--<br>dollars) | Accepted<br>U.S. price<br>(total value--<br>dollars) | Country of<br>origin | Competing<br>import price<br>(total<br>value—<br>dollars) |
|---|---------|------------------|---------------------|---|--|----------------------|---|
| Firm<br><br>Contact<br><br>Phone      Fax                     |         |                  |                     |   |  |                      |   |
| Firm<br><br>Contact<br><br>Phone      Fax                     |         |                  |                     |   |  |                      |   |
| Firm<br><br>Contact<br><br>Phone      Fax                     |         |                  |                     |   |  |                      |   |
| Firm<br><br>Contact<br><br>Phone      Fax                     |         |                  |                     |   |  |                      |   |



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

**IV-25. COMPETITION FROM IMPORTS--LOST SALES.—**

Since January 1, 2008: Did your firm lose sales of large residential washers to imports of these products from Korea and/or Mexico?

No                       Yes

**THE TABLE BELOW IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., 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)

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