

**U.S. IMPORTERS' 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 and 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 imported large residential washers (as defined in the instruction booklet) from any country at any time since January 1, 2008?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>E-mail address</i>
	_____ <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 40 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.

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

I-3. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

I-4. **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-5. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on large residential washers. More than one answer may be applicable.

- Importer of record                                       Takes title to the imported product(s)  
 Consignee of the imported products(s)               Customs broker or freight forwarder.

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

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters large residential washers into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones       No               Yes

Bonded warehouses       No               Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports large residential washers under the TIB (temporary importation under bond) program.

No               Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No               Yes--Please specify. \_\_\_\_\_

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**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 importation of large residential washers since January 1, 2008.

- (check as many as appropriate)*                      *(please describe)*
- office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_
  - office/warehouse 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. **Arranged U.S. imports.**—(a) Has your firm imported or arranged for the importation of large residential washers from Korea or Mexico for delivery after September 30, 2011?

No             Yes—Indicate when such orders are to be delivered and the quantities and SKUs involved.

<b>Imports from Korea:</b>		<b>Date of delivery</b>	<b>SKUs</b>
<i>Quantity of imports</i>	units		
<i>Value of imports</i>	\$		
<b>Imports from Mexico:</b>		<b>Date of delivery</b>	<b>SKUs</b>
<i>Quantity of imports</i>	units		
<i>Value of imports</i>	\$		

II-4. **Reasons for importing.**--If your firm also produces large residential washers in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of ALL LARGE RESIDENTIAL WASHERS imported from **Korea** by your firm during the specified periods. (See definitions in the instruction booklet.)

*Please note that the unit of measure for quantity is actual number of large residential washers and the unit of measure for value is THOUSANDS of dollars.*

**KOREA**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-September	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories ALL LARGE RESIDENTIAL WASHERS imported from **Mexico** by your firm during the specified periods. (See definitions in the instruction booklet.)

***Please note that the unit of measure for quantity is actual number of large residential washers and the unit of measure for value is THOUSANDS of dollars.***

**MEXICO**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-September	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



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

II-7. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of ALL LARGE RESIDENTIAL WASHERS imported from **all other sources combined (i.e., sources other than Korea and Mexico)** by your firm during the specified periods. (See definitions in the instruction booklet.)

*Please note that the unit of measure for quantity is actual number of large residential washers and the unit of measure for value is THOUSANDS of dollars.*

**ALL OTHER SOURCES COMBINED**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-September	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

*Please note that the following questions request that you distinguish between:*

- 1) *High efficiency front load washers*
- 2) *High efficiency top load washers*
- 3) *Conventional (non-high efficiency) top load washers*

II-8. **IMPORTS FROM SUBJECT SOURCES OF HIGH EFFICIENCY FRONT LOAD WASHERS.**—Report your firm's imports, shipments, and inventories of high efficiency front load washers imported from **Korea** by your firm during the specified periods. (See definitions in the instruction booklet.)

**KOREA**

Item	Quantity (in actual units), value (in \$1,000)				
	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the foreign producers: _____ _____					
<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. _____					

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

II-9. **IMPORTS FROM SUBJECT SOURCES OF HIGH EFFICIENCY FRONT LOAD WASHERS**.—Report your firm’s imports, shipments, and inventories of high efficiency front load washers imported from **Mexico** by your firm during the specified periods. (See definitions in the instruction booklet.)

**MEXICO**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the foreign producers: <hr/>					
<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. _____ <hr/>					

II-10. **IMPORTS FROM NONSUBJECT SOURCES OF HIGH EFFICIENCY FRONT LOAD WASHERS**.—Report your firm’s imports, shipments, and inventories of high efficiency front load washers imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED  
(COUNTRIES OTHER THAN KOREA AND MEXICO)**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the sources and foreign producers: <hr/>					
<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. _____ <hr/>					

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

II-11. **IMPORTS FROM SUBJECT SOURCES OF HIGH EFFICIENCY TOP LOAD WASHERS.**—Report your firm’s imports, shipments, and inventories of high efficiency top load washers imported from **Korea** by your firm during the specified periods. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:<sup>1</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the foreign producers:					
_____					
<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. _____					

II-12. **IMPORTS FROM SUBJECT SOURCES OF HIGH EFFICIENCY TOP LOAD WASHERS.**—Report your firm’s imports, shipments, and inventories of high efficiency top load washers imported from **Mexico** by your firm during the specified periods. (See definitions in the instruction booklet.)

**MEXICO**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:<sup>1</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the foreign producers:					
_____					
<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. _____					

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

II-13. **IMPORTS FROM NONSUBJECT SOURCES OF HIGH EFFICIENCY TOP LOAD WASHERS.**—Report your firm’s imports, shipments, and inventories of high efficiency top load washers imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED  
(COUNTRIES OTHER THAN KOREA AND MEXICO)**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the sources and foreign producers: _____ _____					
<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. _____					

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

II-14. **IMPORTS FROM SUBJECT SOURCES OF CONVENTIONAL (NON-HIGH EFFICIENCY) TOP LOAD WASHERS.**—Report your firm's imports, shipments, and inventories of conventional (non-high efficiency) top load washers imported from **Korea** by your firm during the specified periods. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:<sup>1</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the foreign producers:					
_____					
<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. _____					

II-15. **IMPORTS FROM SUBJECT SOURCES OF CONVENTIONAL (NON-HIGH EFFICIENCY) TOP LOAD WASHERS.**—Report your firm's imports, shipments, and inventories of conventional (non-high efficiency) top load washers imported from **Mexico** by your firm during the specified periods. (See definitions in the instruction booklet.)

**MEXICO**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:<sup>1</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the foreign producers:					
_____					
<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. _____					

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

II-16. **IMPORTS FROM NONSUBJECT SOURCES OF CONVENTIONAL (NON-HIGH EFFICIENCY) TOP LOAD WASHERS.**—Report your firm's imports, shipments, and inventories of conventional (non-high efficiency) top load washers imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED  
(COUNTRIES OTHER THAN KOREA AND MEXICO)**

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-September	
	2008	2009	2010	2010	2011
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments <sup>2</sup>					
<b>End-of-period inventories (quantity)</b>					
<sup>1</sup> Please identify the sources and foreign producers: <hr/>					
<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. _____					

**PART III.--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)**

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	

**PRICE DATA**

III-2. These questions requests quarterly price and quantity 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 you imported from Korea and Mexico:

**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 III.--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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Price data**.--Report below the quarterly price data for pricing products<sup>1</sup> imported from Korea and sold by your firm.

**KOREA**

<b>(Quantity in units, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1A</b>			<b>Value net of direct and indirect discounts<sup>5</sup></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>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 III.

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Price data.**—Continued.

**KOREA**

<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					
<p><sup>1</sup> Pricing product definitions are provided on the first two pages of Part III.</p> <p><sup>2</sup> Report quantity net of returns.</p> <p><sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p><sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (<i>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p>    In reporting these sales values, <u>do not</u> deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.</p> <p><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>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p><b>Note.</b>--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 1B: _____</p>					

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

III-2a. **Price data.**—*Continued.*

**KOREA**

<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				
<p><sup>1</sup> Pricing product definitions are provided on the first two pages of Part III.</p> <p><sup>2</sup> Report quantity net of returns.</p> <p><sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p><sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (<i>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p>    In reporting these sales values, <u>do not</u> deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.</p> <p><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>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p><b>Note.</b>--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 2A: _____</p>				

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

III-2a. **Price data.**—Continued.

**KOREA**

<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 III.

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Price data.**—Continued.

**KOREA**

<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				
<p><sup>1</sup> Pricing product definitions are provided on the first two pages of Part III.</p> <p><sup>2</sup> Report quantity net of returns.</p> <p><sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p><sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (<i>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p>    In reporting these sales values, <u>do not</u> deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.</p> <p><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>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p><b>Note.</b>--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 3A: _____</p>				

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

III-2a. **Price data.**—Continued.

**KOREA**

<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 III.

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Price data.**—*Continued.*

**KOREA**

<b>(Quantity in units, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 4A</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				
<p><sup>1</sup> Pricing product definitions are provided on the first two pages of Part III.</p> <p><sup>2</sup> Report quantity net of returns.</p> <p><sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p><sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (<i>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p>    In reporting these sales values, <u>do not</u> deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.</p> <p><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>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p><b>Note.</b>--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 4A: _____</p>				



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

III-2a. **Price data.**—Continued.

**KOREA**

(Quantity in units, value in dollars)					
Period of shipment	Product 4B				
	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>	SKU
<b>2008:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2009:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2010:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2011:</b>					
January-March					
April-June					
July-September					

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

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Price data.**—*Continued.*

**KOREA**

<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				
<p><sup>1</sup> Pricing product definitions are provided on the first two pages of Part III.</p> <p><sup>2</sup> Report quantity net of returns.</p> <p><sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p><sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (<i>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p>    In reporting these sales values, <u>do not</u> deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.</p> <p><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>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p><b>Note.</b>--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 5A: _____</p>				

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

III-2a. **Price data.**—Continued.

**KOREA**

(Quantity in units, value in dollars)					
Period of shipment	Product 5B				
	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>	SKU
<b>2008:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2009:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2010:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2011:</b>					
January-March					
April-June					
July-September					

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

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data**.--Report below the quarterly price data for pricing products<sup>1</sup> imported from Mexico and sold by your firm.

**MEXICO**

<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 III.

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**—*Continued.*

**MEXICO**

<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 III.

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**—Continued.

**MEXICO**

<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 III.

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**—Continued.

**MEXICO**

(Quantity in units, value in dollars)					
Period of shipment	Product 2B				
	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>	SKU
<b>2008:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2009:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2010:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2011:</b>					
January-March					
April-June					
July-September					

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

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**—*Continued.*

**MEXICO**

<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 III.

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**—Continued.

**MEXICO**

(Quantity in units, value in dollars)					
Period of shipment	Product 3B				
	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>	SKU
<b>2008:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2009:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2010:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2011:</b>					
January-March					
April-June					
July-September					

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

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**—*Continued.*

**MEXICO**

<b>(Quantity in units, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 4A</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				
<p><sup>1</sup> Pricing product definitions are provided on the first two pages of Part III.</p> <p><sup>2</sup> Report quantity net of returns.</p> <p><sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p><sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (<i>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p>    In reporting these sales values, <u>do not</u> deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.</p> <p><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>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p><b>Note.</b>--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 4A: _____</p>				

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

III-2b. **Price data.**—Continued.

**MEXICO**

(Quantity in units, value in dollars)					
Period of shipment	Product 4B				
	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>	SKU
<b>2008:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2009:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2010:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2011:</b>					
January-March					
April-June					
July-September					

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

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**—*Continued.*

**MEXICO**

<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				
<p><sup>1</sup> Pricing product definitions are provided on the first two pages of Part III.</p> <p><sup>2</sup> Report quantity net of returns.</p> <p><sup>3</sup> Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p><sup>4</sup> Report the U.S. f.o.b. sales value net of returns, and net of direct discounts (<i>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p>    In reporting these sales values, <u>do not</u> deduct discounts, incentives, allowances, rebates and other sales support that are not product-specific in nature.</p> <p><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>i.e.</i>, 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.</p> <p>    Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (<i>i.e.</i>, not charged to your customers).</p> <p><b>Note.</b>--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 5A: _____</p>				

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

III-2b. **Price data.**—Continued.

**MEXICO**

(Quantity in units, value in dollars)					
Period of shipment	Product 5B				
	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>	SKU
<b>2008:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2009:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2010:</b>					
January-March					
April-June					
July-September					
October-December					
<b>2011:</b>					
January-March					
April-June					
July-September					

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

<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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"/>	

III-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 III.--PRICING AND RELATED INFORMATION--Continued**

**III-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 III-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 III-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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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 III.--PRICING AND RELATED INFORMATION--Continued**

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

**KOREA**

- (a) What are your firm's typical sales terms for large residential washers imported from Korea?

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 imported large residential washers from Korea usually quoted (*check one*)?

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

**MEXICO**

- (c) What are your firm's typical sales terms for large residential washers imported from Mexico?

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

- (d) On what basis are your prices of imported large residential washers from Mexico usually quoted (*check one*)?

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

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of large residential washers imported from Korea and Mexico in 2010 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

**KOREA**

<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>

**MEXICO**

<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>

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

III-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).

**KOREA**

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short term contracts</b> (multiple deliveries up to and including 12 months)	<b>Long term contracts</b> (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"/>

**MEXICO**

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short term contracts</b> (multiple deliveries up to and including 12 months)	<b>Long term contracts</b> (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 III.--PRICING AND RELATED INFORMATION--Continued**

III-8. **Lead times.**--What is your share of sales of large residential washers imported from Korea and Mexico 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 large residential washers?

**KOREA**

<u>Source</u>	<u>Share of 2010 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

**MEXICO**

<u>Source</u>	<u>Share of 2010 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

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

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of large residential washers imported from Korea and Mexico that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) When you sell large residential washers imported from Korea and Mexico, from where is it shipped?  
 Point of importation     Storage facility     (*check one*)
- (d) Indicate the approximate percentage of your sales of large residential washers imported from Korea and Mexico that are delivered the following distances from your U.S. point of shipment.

Distance from your U.S. point of shipment	Share (from Korea)	Share (from Mexico)
Within 100 miles	%	%
101 to 1,000 miles	%	%
Over 1,000 miles	%	%
<b>Total</b>	<b>100</b> %	<b>100</b> %

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

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

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

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

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III-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"/>	

III-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
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

No                       Yes-- Please describe.

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

III-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 III-16.)       Yes-- Please describe 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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III-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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III-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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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	X		
Mexico	X	X	
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: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>			



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

III-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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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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III-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: _____	

III-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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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 City        '        State        Zip Code	
2				Street Address City        '        State        Zip Code	
3				Street Address City        '        State        Zip Code	
4				Street Address City        '        State        Zip Code	
5				Street Address City        '        State        Zip Code	
6				Street Address City        '        State        Zip Code	
7				Street Address City        '        State        Zip Code	
8				Street Address City        '        State        Zip Code	
9				Street Address City        '        State        Zip Code	
10				Street Address City        '        State        Zip Code	