

U.S. PRODUCERS' QUESTIONNAIRE

LARGE POWER TRANSFORMERS FROM KOREA

This questionnaire must be received by the Commission by no later than **JULY 28, 2011**

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning large power transformers from Korea (Inv. No. 731-TA-1189 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

| |
|---|
| <p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced large power transformers (as defined in the instruction booklet) at any time since January 1, 2008?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (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> |
|---|

CERTIFICATION

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

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

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone: ()

Fax ()

E-mail address

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

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

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

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

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

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

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Edward Petronzio (202-205-3176, edward.petronzio@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

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

Name and title: _____

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

E-mail: _____ Telephone: () _____

Fax: () _____

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

(check as many as appropriate) *(please provide details (locations, time frame, etc.))*

plant openings, expansions, or acquisitions _____

plant closings, consolidations, or relocations _____

prolonged shutdowns or production curtailments _____

other (*e.g.*, changes in technology, revised labor agreements, et cetera) _____

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

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

- No Yes--List these products and report your firm's combined production capacity and production of these products and large power transformers in the periods indicated below.

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

NOTE: PLEASE REPORT QUANTITIES IN MEGAVOLT AMPERES (MVA)

| <i>(Quantity in MVA)</i> | | | | | |
|-----------------------------|----------------|------|------|--------------|------|
| Item | Calendar years | | | January-June | |
| | 2008 | 2009 | 2010 | 2010 | 2011 |
| Overall Production Capacity | | | | | |
| Production of: | | | | | |
| Large power transformers | | | | | |
| Other product 1 | | | | | |
| Other product 2 | | | | | |

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

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

- No Yes--Name firm(s): _____.

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

- No Yes--Identify FTZ(s): _____.

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

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

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

II-8a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of large power transformers in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

NOTE: PLEASE REPORT QUANTITY IN MVA AND VALUE IN \$1,000

| Quantity (in MVA) and value (in \$1,000) | | | | | |
|--|----------------|------|------|--------------|------|
| Item | Calendar years | | | January-June | |
| | 2008 | 2009 | 2010 | 2010 | 2011 |
| Average production capacity ¹ (MVA) | | | | | |
| Beginning-of-period inventories (MVA) | | | | | |
| Production (MVA) | | | | | |
| U.S. shipments: | | | | | |
| Commercial shipments: | | | | | |
| Quantity of commercial shipments (MVA) | | | | | |
| Value of commercial shipments | | | | | |
| Internal consumption: | | | | | |
| Quantity of internal consumption (MVA) | | | | | |
| Value ² of internal consumption | | | | | |
| Transfers to related firms: | | | | | |
| Quantity of transfers (MVA) | | | | | |
| Value ² of transfers | | | | | |
| Export shipments:³ | | | | | |
| Quantity of export shipments (MVA) | | | | | |
| Value of export shipments | | | | | |
| End-of-period inventories ⁴ (MVA) | | | | | |
| Channels of distribution: | | | | | |
| U.S. shipments to distributors (MVA) | | | | | |
| U.S. shipments to end users (MVA) | | | | | |
| Employment data: | | | | | |
| Average number of PRWs (number) | | | | | |
| Hours worked by PRWs (1,000 hours) | | | | | |
| Wages paid to PRWs (value) | | | | | |
| ¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). | | | | | |
| ² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: | | | | | |
| ³ Identify your principal export markets: _____ | | | | | |
| ⁴ Reconciliation of data.--Please note that the quantities (MVA) reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? | | | | | |
| <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ | | | | | |

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

II-8b. **Trade data.**--Report your firm's production capacity, production, shipments, and inventories, related to the production of large power transformers in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

NOTE: PLEASE REPORT QUANTITY IN UNITS OF LARGE POWER TRANSFORMERS

| Item | Quantity (in units) | | | | |
|--|---------------------|------|------|--------------|------|
| | Calendar years | | | January-June | |
| | 2008 | 2009 | 2010 | 2010 | 2011 |
| Average production capacity (units) | | | | | |
| Beginning-of-period inventories (units) | | | | | |
| Production (units) | | | | | |
| U.S. shipments: | | | | | |
| Commercial shipments: | | | | | |
| Quantity of commercial shipments (units) | | | | | |
| Internal consumption: | | | | | |
| Quantity of internal consumption (units) | | | | | |
| Transfers to related firms: | | | | | |
| Quantity of transfers (units) | | | | | |
| Export shipments: | | | | | |
| Quantity of export shipments (units) | | | | | |
| End-of-period inventories¹ (units) | | | | | |
| ¹ Reconciliation of data.--Please note that the quantities (units) reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ | | | | | |

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

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

II-10. **Purchases.**--Other than direct imports, has your firm otherwise purchased large power transformers since January 1, 2008? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

NOTE: PLEASE REPORT QUANTITY IN MVA AND UNITS AND VALUE IN \$1,000

| <i>(Quantity in MVA and units, value in \$1,000)</i> | | | | | |
|--|----------------|------|------|--------------|------|
| Item | Calendar years | | | January-June | |
| | 2008 | 2009 | 2010 | 2010 | 2011 |
| PURCHASES FROM U.S. IMPORTERS² OF LARGE POWER TRANSFORMERS FROM-- | | | | | |
| Korea: | | | | | |
| Quantity (MVA) | | | | | |
| Quantity (units) | | | | | |
| Value | | | | | |
| All other countries: | | | | | |
| Quantity (MVA) | | | | | |
| Quantity (units) | | | | | |
| Value | | | | | |
| PURCHASES FROM DOMESTIC PRODUCERS:² | | | | | |
| Quantity (MVA) | | | | | |
| Quantity (units) | | | | | |
| Value | | | | | |
| PURCHASES FROM OTHER SOURCES:² | | | | | |
| Quantity (MVA) | | | | | |
| Quantity (units) | | | | | |
| Value | | | | | |
| ¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. | | | | | |
| <hr/> | | | | | |
| ² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. | | | | | |
| <hr/> | | | | | |
| <hr/> | | | | | |

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Charles Yost (202-205-3432, Charles.yost@usitc.gov)**.

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

Name and title: _____

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

E-mail: _____ Telephone: () _____

Fax: () _____

III-2. **General guidance.**--Financial data are requested on a product-line basis, that is large power transformers (LPTs), according to the definition of the product in the instruction booklet. Inputs your firm receives from affiliates to produce LPTs should be stated at cost (i.e., intra-firm profits eliminated—see question III-7) while transfers of LPTs to related affiliates should be stated at fair market value. Please report all sales on an f.o.b. basis; except for timing differences, the data reported in questions III-9 and II-9 should reconcile (see question III-12).

III-3. **Accounting system.**--Briefly describe your financial accounting system.

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

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

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

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

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

5. Does your firm recognize revenue from sales of the subject merchandise:
 At point of sale (date of delivery)
 On a long-term contract basis (during production);
If yes, please check the accounting method used:
____ percentage of completion or
____ completed contract

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

PART III.--FINANCIAL INFORMATION--Continued

III-4. **Cost accounting system.**--Briefly describe your cost accounting system (*e.g.*, standard cost, job order cost, *etc.*).

III-5. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-6. **Other products.**--Please list any other products you produced in the facilities in which you produced LPT, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

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

PART III.--FINANCIAL INFORMATION--Continued

III-7a. Does your firm receive **inputs** (raw materials, labor, energy, or any other services) used in the production of LPTs from any related firms?

Yes—Continue to question III-7 below. No--Continue to question III-8 below.

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

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

III-7c. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-9 (i.e., costs reported in question III-9 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

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

Yes No—Please contact **Charles Yost (202-205-3432, Charles.yost@usitc.gov)**.

II-8. **Nonrecurring charges.**--For each annual and interim period for which financial results are reported in question III-9, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-9 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's LPTs operations.

| Item | Fiscal years ended-- | | |
|---|----------------------|-------|-------|
| | _____ | _____ | _____ |
| Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-10.) | | | |
| 1. Description: ; Classification | | | |
| 2. Description: ; Classification | | | |
| 3. Description: ; Classification | | | |
| 4. Description: ; Classification | | | |
| 5. Description: ; Classification | | | |
| 6. Description: ; Classification | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-9. Operations on LPTs.--Report the revenue and related cost information requested below on the LPTs operations of your U.S. establishment(s).¹ Do not report the resale of purchased subject products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three most recently completed fiscal years in chronological order from left to right.

| Quantity (in units) and value (in \$1,000) | | | | | |
|--|----------------------|-------|-------|--------------|------|
| Item | Fiscal years ended-- | | | January-June | |
| | _____ | _____ | _____ | 2010 | 2011 |
| Net sales quantities (in units): ³ | | | | | |
| Commercial sales ("CS") | | | | | |
| Internal consumption ("IC") | | | | | |
| Transfers to related firms ("Transfers") | | | | | |
| Total net sales quantities | | | | | |
| Net sales quantities (in MVA): ³ | | | | | |
| Commercial sales ("CS") | | | | | |
| Internal consumption ("IC") | | | | | |
| Transfers to related firms ("Transfers") | | | | | |
| Total net sales quantities | | | | | |
| Net sales values: ³ | | | | | |
| Commercial sales | | | | | |
| Internal consumption | | | | | |
| Transfers to related firms | | | | | |
| Total net sales values | | | | | |
| Cost of goods sold (COGS): ⁴ | | | | | |
| Raw materials | | | | | |
| Direct labor | | | | | |
| Other factory costs | | | | | |
| Total COGS | | | | | |
| Gross profit or (loss) | | | | | |
| Selling, general, and administrative (SG&A) expenses: | | | | | |
| Selling expenses | | | | | |
| General and administrative expenses | | | | | |
| Total SG&A expenses | | | | | |
| Operating income (loss) | | | | | |
| Other income and expenses: | | | | | |
| Interest expense | | | | | |
| All other expense items | | | | | |
| All other income items | | | | | |
| All other income or expenses, net | | | | | |
| Net income or (loss) before income taxes | | | | | |
| Depreciation/amortization included above | | | | | |

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-7.
³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on LPTs.--Report the cost of input materials corresponding to the operations reported in question III-9.

| Value (in \$1,000) | | | | | |
|--|----------------------|-------|-------|--------------|------|
| Item | Fiscal years ended-- | | | January-June | |
| | _____ | _____ | _____ | 2010 | 2011 |
| Grain oriented silicon electrical steel (GOES) | | | | | |
| Windings | | | | | |
| All other raw material inputs | | | | | |
| Total raw materials | | | | | |

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

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

| Value (in \$1,000) | | | |
|---------------------------------|----------------------|-------|-------|
| Item | Fiscal years ended-- | | |
| | _____ | _____ | _____ |
| Accounts receivable | | | |
| Finished goods inventories | | | |
| All other current assets | | | |
| Property, plant, and equipment: | | | |
| Original cost | | | |
| Less: Accumulated depreciation | | | |
| Net book value | | | |
| All other noncurrent assets | | | |
| Total assets (net) | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on LPTs. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| Item | Value (in \$1,000) | | | | |
|-----------------------------------|----------------------|-------|-------|---------------|------|
| | Fiscal years ended-- | | | January-March | |
| | _____ | _____ | _____ | 2010 | 2011 |
| Capital expenditures | | | | | |
| Research and development expenses | | | | | |

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

Please indicate whether your financial data for questions III-9, 10, and 12 are based on a calendar year or your fiscal year: Calendar year (_____) or Fiscal year (_____)

Please note the quantities and values reported in question III-9 should reconcile with the data reported in question II-9 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-9 reconcile with data in question II-9?

Yes No--Please explain _____

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

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) _____

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

III-15. **Anticipated effects of imports**.--Does your firm anticipate any negative impact of imports of LPTs from Korea?

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Clark Workman** (202-205-3248, clark.workman@usitc.gov)

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

Name and title: _____

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

E-mail: _____ Telephone: () _____

Fax: () _____

GENERAL BID AND PRICE INFORMATION

IV-2. **Bid Opportunities.**--How often is there more than one chance to bid on a particular sales agreement?

Always Frequently Sometimes Rarely Never

Please describe the relationship between initial and final bids if there is a difference. That is, if the bid price changes between the initial and final bids, what factors determine this change (e.g., changes in specification, negotiated price changes, competitive pressure, etc.). Please describe the role and importance of initial bids in the overall bidding/negotiation process. If necessary, attach additional sheets.

IV-3. **Bid Competition.**--If there is more than one chance to bid on a particular sales agreement at least sometimes, how often does the purchaser discuss with you the bids of competing firms (whether or not they disclose who the competition is) in order to get you to lower your bid price? Please describe these discussions.

Always Frequently Sometimes Rarely Never

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-4. **Bid Exclusions.**--Since January 1, 2008, have there been instances when your firm has been excluded from bidding (e.g., your firm submitted a bid that the purchaser did not consider, or the purchaser did not ask your firm to bid) on sales of large power transformers? If so, how often and why were your bid(s) were not considered? Attach additional pages if necessary.

Yes No

IV-5. **Services Included in Bid.**--Do the bids that you make for large power transformers typically include other services such as installation, maintenance, warranties, etc.? Please explain your answer.

Yes No

IV-6. **Initial Bid Price Determination.**--How does your company typically set initial bid prices? If you use a cost-plus basis, indicate whether you base cost on past experience and what factors the cost includes (e.g., SG&A, overhead, service/warranty, installation, or development costs). If so, how does your company calculate these factors? If necessary, attach additional sheets.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-8. **Discount policy.**—Does your firm offer discounts? If so, please describe. If not, please indicate why they are not offered.

Yes No

IV-9. **Pricing & shipping terms.--**

(a) What are your firm's typical sales terms for its U.S.-produced large power transformers (e.g., 2/10 net 30 days)? _____.

(b) On what basis are your prices of domestic large power transformers usually quoted? (check one)

F.o.b.--Please specify point: _____ Delivered

(c) Who generally arranges the transportation to your customers' locations? (check one)

your firm or purchaser

(d) What is the approximate percentage of the total delivered cost of large power transformers that is accounted for by U.S. inland transportation costs? _____ percent.

(e) What proportion of your sales are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-10. **Multiple contract provisions.--**

(a) What percentage of your sales of large power transformers are sold via contracts for multiple shipments of large power transformers with the same purchaser?

0% 1-20% 20-40% 40-60% 60-80% 80-100%

(b) What is the average number of large power transformers in a multiple-shipment contract? _____ units

(c) Can prices be renegotiated during the contract period? Yes No

(d) If so, how often are prices renegotiated? .

Always Frequently Sometimes Rarely Never

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-11. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced large power transformers? _____ months

IV-12. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's large power transformers? (check all that apply)

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

IV-13. **End uses.**--List the end uses of the large power transformers that you manufacture. For each end-use product, what percentage of the total cost is accounted for by large power transformers and other inputs?

| End use product | Share of total cost of end use product accounted for by: | | Total |
|-----------------|--|------------------------|-------|
| | Large power transformers (percent) | Other inputs (percent) | |
| 1. | % | % | 100% |
| 2. | % | % | 100% |
| 3. | % | % | 100% |

IV-14. **Changes in end uses.**--Have there been any changes in the end uses of large power transformers since 2008?

No Yes--Please describe.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-15. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of large power transformers in the future?

No Yes--Please describe and identify the time period

IV-16. **Substitutes.**--Are there any nonsubject products that may be substituted for large power transformers?

No Yes—Please fill in the following table.

| Substitute product | Description of applications and end uses in which this substitute can be used | Have changes in the price of this substitute affected the price of large power transformers since January 1, 2008 |
|--------------------|---|---|
| 1. | | <input type="checkbox"/> Yes <input type="checkbox"/> No Please explain-- _____ _____ |
| 2. | | <input type="checkbox"/> Yes <input type="checkbox"/> No Please explain-- _____ _____ |
| 3. | | <input type="checkbox"/> Yes <input type="checkbox"/> No Please explain-- _____ _____ |
| 4. | | <input type="checkbox"/> Yes <input type="checkbox"/> No Please explain-- _____ _____ |

IV-17. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for large power transformers since 2008?

No Yes--Please explain.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-18. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for large power transformers in the future?

- No Yes--Please describe.

IV-19. **Raw materials.**--

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for large power transformers since 2008?

(b) Do you anticipate changes in your raw material costs in the foreseeable future?

- No Yes—Please explain.

IV-20. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy, labor, or raw materials; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced large power transformers in the U.S. market since 2008?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-21. Availability of supply (U.S.-produced).--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced large power transformers in the U.S. market in the future?

- Increase No change Decrease

(b) If you anticipate changes in supply, please explain.

IV-22. Allocation.--Has your firm refused, declined, or been unable to supply large power transformers at any time since 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, unable to meet timely shipment commitments, etc.)

- No Yes--Please note and document the time period(s) (i.e., month and year), country of origin, and the customer involved; and the amount and type of product involved.

IV-23. Availability of supply (nonsubject).--Has the availability of NONSUBJECT large power transformers (*i.e.*, large power transformers imported from countries other than Korea) changed since 2008?

- No Yes--Please explain.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-24. **Export constraints.**--Describe how easily your firm can shift its sales of large power transformers between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, tariffs, non-tariff barriers, or other constraints that would prevent or retard your firm from shifting large power transformers between the U.S. and alternative country markets within a 12-month period.

IV-25. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of large power transformers since 2008?

No Yes--Please describe and quantify if possible.

IV-26. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of large power transformers in the future?

No Yes--Please identify, including the time period.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-28. **Demand trends.--**

- (a) How has the demand within the United States for large power transformers changed since January 1, 2008? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

- (b) How has the demand outside the United States (if known) for large power transformers changed since January 1, 2008? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

IV-29. **Conditions of competition.--**

- (a) Is the large power transformers market subject to business cycles or conditions of competition other than the changes in the overall economy?

No Yes--Please explain and estimate the duration of any such cycle.

- (b) Have the business cycles or conditions of competition for large power transformers changed since 2008?

No Yes--Please explain any such changes.

- IV-30. **Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss large power transformers supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Korea, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-33. Please identify below the names and addresses of your firm's 10 largest customers for large power transformers during 2008-2010. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of large power transformers that each of these customers accounted for in 2010.

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

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-35. COMPETITION FROM IMPORTS--LOST SALES.-- THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.

Since January 1, 2008: Did your firm lose sales of large power transformers to imports of these products from Korea?

No Yes

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

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

| Customer name, contact person, e-mail address, and phone and fax numbers | Product (including MVA rating) | Date of quote | Quantity (units) | Rejected U.S. price (total value--dollars) | Country of origin of competing bid | Competing import price (total value—dollars) |
|---|---------------------------------------|----------------------|-------------------------|---|---|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |