

U.S. IMPORTERS' QUESTIONNAIRE

LARGE RESIDENTIAL WASHERS FROM KOREA AND MEXICO

This questionnaire must be received by the Commission by no later than **OCTOBER 12, 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 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your 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, 2009?</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 these proceedings in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

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

_____ <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. _____

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. **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, 2009.

- (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 June 30, 2012?

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

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

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

ATTENTION:

Please use the following checklist to assist in the completion of tables II-5 through II-7:

Since Jan. 1, 2009, has your firm imported LARGE RESIDENTIAL WASHERS (as defined in the instruction booklet) from Korea?

No Yes

IF YES, PLEASE COMPLETE TABLE II-5.

Since Jan. 1, 2009, has your firm imported LARGE RESIDENTIAL WASHERS (as defined in the instruction booklet) from Mexico?

No Yes

IF YES, PLEASE COMPLETE TABLE II-6.

Since Jan. 1, 2009, has your firm imported LARGE RESIDENTIAL WASHERS (as defined in the instruction booklet) from all other sources (other than Korea and Mexico)?

No Yes

IF YES, PLEASE COMPLETE TABLE II-7.

PLEASE NOTE: Data reported in table II-5 (imports from Korea) should equal the sum of data reported in tables II-8 and II-9. If data do not reconcile, please explain:

PLEASE NOTE: Data reported in table II-6 (imports from Mexico) should equal the sum of data reported in tables II-10 and II-11. If data do not reconcile, please explain:

PLEASE NOTE: Data reported in table II-7 (imports from all other sources combined) should equal the sum of data reported in tables II-12 and II-13. If data do not reconcile, please explain:

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 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-June	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--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: _____ _____					
Reported values 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 a discount, rebate, or other incentive is allocated, please state the basis for the allocation. _____					

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 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-June	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					

¹ Please identify the foreign producers, if known: _____

² 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: _____

³ Identify your principal export markets: _____

⁴ Reconciliation of data.--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?

Yes No--Please explain: _____

Reported values 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 a discount, rebate, or other incentive is allocated, please state the basis for the allocation. _____

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 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-June	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					

¹ Please identify the sources and foreign producers, if known: _____

² 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: _____

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**—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?

Yes No--Please explain: _____

Reported values 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 a discount, rebate, or other incentive is allocated, please state the basis for the allocation. _____

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

Please use the following checklist to assist in the completion of tables II-8 through II-13:

Since Jan.1, 2009, has your firm imported *Front Load Large Residential Washers* from Korea?

No Yes

IF YES, PLEASE COMPLETE TABLE II-8.

Since Jan. 1, 2009, has your firm imported *Top Load Large Residential Washers (with rated DOE capacity \geq 3.70 cu. ft.)* from Korea?

No Yes

IF YES, PLEASE COMPLETE TABLE II-9.

Since Jan. 1, 2009, has your firm imported *Front Load Large Residential Washers* from Mexico?

No Yes

IF YES, PLEASE COMPLETE TABLE II-10.

Since Jan. 1, 2009, has your firm imported *Top Load Large Residential Washers (with rated DOE capacity \geq 3.70 cu. ft.)* from Mexico?

No Yes

IF YES, PLEASE COMPLETE TABLE II-11.

Since Jan.1, 2009, has your firm imported *Front Load Large Residential Washers* from all other sources (other than Korea and Mexico)?

No Yes

IF YES, PLEASE COMPLETE TABLE II-12.

Since Jan. 1, 2009, has your firm imported *Top Load Large Residential Washers (with rated DOE capacity \geq 3.70 cu. ft.)* from all other sources (other than Korea and Mexico)?

No Yes

IF YES, PLEASE COMPLETE TABLE II-13.

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

II-8. **IMPORTS FROM SUBJECT SOURCES OF FRONT LOAD LARGE RESIDENTIAL WASHERS.**—Report your firm’s imports, shipments, and inventories of front load large residential washers imported from **Korea** by your firm during the specified periods.

KOREA

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the foreign producers: <hr/>					
² 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-9. **IMPORTS FROM SUBJECT SOURCES OF TOP LOAD LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.)**—Report your firm’s imports, shipments, and inventories of top load large residential washers (with rated DOE capacity ≥ 3.70 cu. ft) imported from **Korea** by your firm during the specified periods.

KOREA

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the foreign producers: <hr/>					
² 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-10. **IMPORTS FROM SUBJECT SOURCES OF FRONT LOAD LARGE RESIDENTIAL WASHERS**.--Report your firm's imports, shipments, and inventories of front load large residential washers imported from **Mexico** by your firm during the specified periods.

MEXICO

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the foreign producers:					
<hr/>					
² 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.					
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II-11. **IMPORTS FROM SUBJECT SOURCES OF TOP LOAD LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT)**.--Report your firm's imports, shipments, and inventories of top load large residential washers (with rated DOE capacity ≥ 3.70 cu. ft) imported from **Mexico** by your firm during the specified periods.

MEXICO

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the foreign producers:					
<hr/>					
² 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.					
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PART II.--TRADE AND RELATED INFORMATION--Continued

II-12. **IMPORTS FROM NONSUBJECT SOURCES OF FRONT LOAD LARGE RESIDENTIAL WASHERS.**—Report your firm’s imports, shipments, and inventories of front load large residential washers imported from **all other sources combined** by your firm during the specified periods.

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

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the sources and foreign producers: _____ ² 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-13. **IMPORTS FROM NONSUBJECT SOURCES OF TOP LOAD WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.)**—Report your firm’s imports, shipments, and inventories of top load large residential washers (with rated DOE capacity ≥ 3.70 cu. ft) imported from **all other sources combined** by your firm during the specified periods.

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

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the sources and foreign producers: _____ ² 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. Please report your U.S. commercial shipments of **CONVENTIONAL TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT (AND A CABINET ≥ 24.5 INCHES) FROM KOREA.**

KOREA

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

II-15. Please report your commercial shipments of **TOP LOAD LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.) FROM KOREA.**

KOREA

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE Capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

II-16. Please report your commercial shipments of **FRONT LOAD LARGE RESIDENTIAL WASHERS FROM KOREA.**

KOREA

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE Capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

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

II-17. Please report your U.S. commercial shipments of **CONVENTIONAL TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT (AND A CABINET ≥ 24.5 INCHES) FROM MEXICO.**

MEXICO

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

II-18. Please report your commercial shipments of **TOP LOAD WASHERS LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.) MEXICO.**

MEXICO

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE Capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

II-19. Please report your commercial shipments of **FRONT LOAD LARGE RESIDENTIAL WASHERS FROM MEXICO.**

MEXICO

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE Capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

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

II-20. Please report your U.S. commercial shipments of **CONVENTIONAL TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT (AND A CABINET ≥ 24.5 INCHES) FROM ALL OTHER SOURCES COMBINED.**

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

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

II-21. Please report your commercial shipments of **TOP LOAD WASHERS LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.) FROM ALL OTHER SOURCES COMBINED.**

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

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE Capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

II-22. Please report your commercial shipments of **FRONT LOAD LARGE RESIDENTIAL WASHERS FROM ALL OTHER SOURCES COMBIINED.**

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

U.S. commercial shipments (<i>in actual units</i>)					
Rated DOE Capacity in cubic feet	Calendar years			January-June	
	2009	2010	2011	2011	2012
Greater than or equal to 3.2 cubic feet but Less than 3.7 cubic feet					
Greater than or equal to 3.7 cubic feet but Less than 4.2 cubic feet					
Greater than or equal to 4.2 cubic feet but Less than 4.5 cubic feet					
Greater than or equal to 4.5 cubic feet					

PART II.--TRADE AND RELATED INFORMATION—Continued

II.23. What is the largest DOE rated capacity that your firm imported in commercial quantities in 2011.

Item	Largest DOE rated capacity
TOP LOAD LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.)	
FRONT LOAD LARGE RESIDENTIAL WASHERS	

II.24. For your 2011 U.S. commercial shipments, report the number of units that your firm sold with a color finish with a white finish.

2011 U.S. commercial shipments (in actual units)		
Item	Color Finish	White Finish
CONVENTIONAL TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT (AND A CABINET ≥ 24.5 INCHES)		
TOP LOAD LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.)		
FRONT LOAD LARGE RESIDENTIAL WASHERS		

II.25. Describe the paint process that is used to apply color finishes to your firm's units, i.e., vinyl coated metal, liquid painted metal, powder painted metal, or other paint process.

II.26 Explain the similarities and differences among the models that your firm exported and that your firm sold in the U.S. since January 1, 2009.

II. 27. Did the mix of models that your firm exported change since January 1, 2009? If yes, explain how the mix differed in each year.

PART III.--PRICING AND RELATED INFORMATION

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

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 request 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, 2009 of the following products you imported from Korea and Mexico:

Product 1.--Front loading, CEE Tier 2 or 3 rated 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.

Product 2.--Front loading, CEE Tier 2 or 3 rated washer; rated DOE capacity greater than 3.7 cubic feet, but less than 4.2 cubic feet; steam cycle(s) included, water heater included; no LCD display; white finish.

Product 3.--Front loading, CEE Tier 2 or 3 rated 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.

Product 4.--Top loading, CEE Tier 2 or 3 rated 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 heater not included; lid includes glass material; white finish.

Product 5.--Top loading, CEE Tier 2 or 3 rated 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.

Product 6.--Front loading, CEE Tier 2 or 3 rated 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; any non-white finish.

Product 7.--Top loading, CEE Tier 2 or 3 rated washer; rated DOE capacity of greater than or equal to 4.2 cubic feet; steam cycle(s) not included; water heater not included; solid metal lid; white finish.

Product 8.--Top loading, CEE Tier 2 or 3 rated washer; rated DOE capacity of greater than or equal to 4.2 cubic feet; steam cycle(s) not included; water heater not included; lid includes glass material; white finish.

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

Product 9.--Front loading, CEE Tier 2 or 3 rated washer; rated DOE capacity greater than or equal to 4.2 cubic feet; steam cycle(s) not included; no LCD display; water heater included; any non-white finish.

Product 10.--Front loading, CEE Tier 2 or 3 rated washer; rated DOE capacity greater than or equal to 4.2 cubic feet; steam cycle(s) included; water heater included; no LCD display; white finish.

Product 11.--Front loading, CEE Tier 2 or 3 rated washer; rated DOE capacity equal to or greater than 4.2 cubic feet; steam cycle(s) not included; water heater included; no LCD display; white finish.

Report data for all SKUs/model numbers/product codes that fall under each above definition; identify each SKU/model number/product code for which you have reported data; and provide a specification sheet for each that allows the Commission to determine that each SKU/model number/product code contains each of the characteristics identified in the product's definition. Also indicate in the table your firm's top-selling SKU in this category for each quarter.

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.

In reporting pricing data, (1) conform discounts and rebates with the data verified by the Commerce Department for the period from Q4-2010 through Q3-2011, and (2) replicate

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

that methodology (not just the discount/rebate percentages) for the other 10 quarters of the data request, i.e., Q1 2009-Q3 2010 and Q4-2011-Q2 2012.

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

III-2a. **Price data**.--Report below the quarterly price data for pricing products¹ imported from Korea and sold by your firm.

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 1				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 1: _____</p>					

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

III-2a. **Price data.**—Continued.

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 2				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 2: _____</p>					

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

III-2a. **Price data.**—*Continued.*

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 3				
	Quantity ²	Invoice value ³	Value net of direct discounts ⁴	Value net of direct and indirect discounts ⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 3: _____

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

III-2a. **Price data.**—Continued.

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 4				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 4: _____

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

III-2a. **Price data.**—Continued.

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 5				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 5: _____

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

III-2a. **Price data.**—Continued.

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 6				
	Quantity ²	Invoice value ³	Value net of direct discounts ⁴	Value net of direct and indirect discounts ⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 6: _____</p>					

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

III-2a. **Price data.**—Continued.

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 7				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 7: _____

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

III-2a. **Price data.**—*Continued.*

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 8				
	Quantity ²	Invoice value ³	Value net of direct discounts ⁴	Value net of direct and indirect discounts ⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 8: _____

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

III-2a. **Price data.**—*Continued.*

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 9				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 9: _____</p>					

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

III-2a. **Price data.**—*Continued.*

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 10				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 10: _____</p>					

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

III-2a. **Price data.**—*Continued.*

KOREA

(Quantity in units, value in dollars)					
Period of shipment	Product 11				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 11: _____</p>					

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

III-2b. **Price data** --Report below the quarterly price data for pricing products¹ imported from Mexico and sold by your firm.

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 1				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 1: _____

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

III-2b. **Price data.**—*Continued.*

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 2				
	Quantity ²	Invoice value ³	Value net of direct discounts ⁴	Value net of direct and indirect discounts ⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 2: _____

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

III-2b. **Price data.**—Continued.

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 3				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 3: _____

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

III-2b. **Price data.**—*Continued.*

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 4				
	Quantity ²	Invoice value ³	Value net of direct discounts ⁴	Value net of direct and indirect discounts ⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 4: _____</p>					

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

III-2b. **Price data.**—*Continued.*

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 5				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 5: _____

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

III-2b. **Price data.**—*Continued.*

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 6				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 6: _____</p>					

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

III-2b. **Price data.**—Continued.

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 7				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 7: _____

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

III-2b. **Price data.**—Continued.

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 8				
	Quantity ²	Invoice value ³	Value net of direct discounts ⁴	Value net of direct and indirect discounts ⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 8: _____</p>					

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

III-2b. **Price data.**—Continued.

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 9				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 9: _____

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

III-2b. **Price data.**—*Continued.*

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 10				
	Quantity ²	Invoice value ³	Value net of direct discounts ⁴	Value net of direct and indirect discounts ⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					

¹ Pricing product definitions are provided on the first two pages of Part III.

² Report quantity net of returns.

³ Report the quantity-weighted total of the prices indicated on the invoices for the product.

⁴ 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.

⁵ 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 10: _____

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

III-2b. **Price data.**—*Continued.*

MEXICO

(Quantity in units, value in dollars)					
Period of shipment	Product 11				
	Quantity²	Invoice value³	Value net of direct discounts⁴	Value net of direct and indirect discounts⁵	Top-selling SKU
2009:					
January-March					
April-June					
July-September					
October-December					
2010:					
January-March					
April-June					
July-September					
October-December					
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
<p>¹ Pricing product definitions are provided on the first two pages of Part III.</p> <p>² Report quantity net of returns.</p> <p>³ Report the quantity-weighted total of the prices indicated on the invoices for the product.</p> <p>⁴ 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>⁵ 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>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 11: _____</p>					

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) What factors determine the MAP pricing levels set by your firm?
(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.
- Other. Please explain. _____

(b) For the same large residential washers models sold to different retailers, is the MAP always the same () or sometimes different ()?

(c) Does your firm produce or sell a product lineup across a range of MAPs?

- No Yes

If yes, please describe that range and the pricing structure of your large residential washer product line.

(d) Does your MAP pricing take into account the pricing of your competitors' product offerings for both similarly featured and more heavily featured large residential washer models?

- No Yes

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 2009, 2010, and 2011. For the definition of direct discounts and indirect discounts, please see page 16 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.

2009:

Product	Total quantity sold (units)	Total value sold (dollars)	Percent of total value sold (percent)	Total value of direct discounts (dollars)	Total value of indirect discounts (dollars)
1. Large residential washers					
2. ...of which- product for which data was provided in the pricing tables (question IV-2)					
3. All other washers and dryers	X				
4. All non-laundry white goods ¹	X				
5. All other goods ²	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

IV-4(b)—*Continued.*

2010:

Product	Total quantity sold (units)	Total value sold (dollars)	Percent of total value sold (percent)	Total value of direct discounts (dollars)	Total value of indirect discounts (dollars)
1. Large residential washers					
2. ...of which- product for which data was provided in the pricing tables (question IV-2)					
3. All other washers and dryers	X				
4. All non-laundry white goods ¹	X				
5. All other goods ²	X				
Sum of rows 1, 3, 4, and 5	X		100%		
<p>3 "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>4 "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>					

2011:

Product	Total quantity sold (units)	Total value sold (dollars)	Percent of total value sold (percent)	Total value of direct discounts (dollars)	Total value of indirect discounts (dollars)
1. Large residential washers					
2. ...of which- product for which data was provided in the pricing tables (question IV-2)					
3. All other washers and dryers	X				
4. All non-laundry white goods ¹	X				
5. All other goods ²	X				
Sum of rows 1, 3, 4, and 5	X		100%		
<p>5 "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>6 "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.

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

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

- (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.

- (g) Please describe each type of indirect discount, rebate or other form of sales support that your firm offers to retailers and/or distributors of large residential washers. For each, describe how a retailer qualifies, the formula that determines the indirect discount amount, and the timing of the payment (for rebates and allowances).

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 2011 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 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

MEXICO

<u>Type of sale</u>	<u>Share of 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (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

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (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 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

MEXICO

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

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	%	%
Total	100 %	100 %

- 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
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Central Southwest. —AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pacific Coast. —CA, OR, and WA.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other. —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.

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. **Product changes.**--Have there been any significant changes in the product mix or marketing of large residential washers since January 1, 2009?

No Yes-- Please describe.

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

III-14. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for large residential washers and other washers has changed since January 1, 2009. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Conventional top loading large residential washers, 3.7 cubic feet or more capacity, within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Conventional top loading large residential washers, 3.7 cubic feet or more capacity, outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Conventional top loading residential washers, less than 3.7 cubic feet capacity (and with a cabinet width of at least 24.5 inches), within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Conventional top loading residential washers, less than 3.7 cubic feet capacity (and with a cabinet width of at least 24.5 inches), outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
High-efficiency top-loading large residential washers, within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
High-efficiency top-loading large residential washers, outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
High-efficiency front-loading large residential washers, within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
High-efficiency front-loading large residential washers, outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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? **In your answer, please specify for which types of large residential washers (conventional top load, high efficiency front load, high efficiency top load, or all) you are answering.**

No (skip to question III-16.) Yes-- Please describe and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for large residential washers since January 1, 2009? **In your answer, please specify for which types of large residential washers (conventional top load, high efficiency front load, high efficiency top load, or all) you are answering.**

No Yes-- Please describe.

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply large residential washers since January 1, 2009 (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.

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.

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 Market Research

Please supply any market research or other surveys you have that indicate the reasons consumers purchase U.S.-produced or subject large residential washers, and the sensitivity of consumer purchase decisions to price and changes in price.

Also, if not included above, please submit all proprietary and public studies, analyses, and reports that discuss any of the following subjects, including the perceptions of consumers concerning these subjects, which were prepared or issued since January 1, 2009:

- a. quality or reliability of any washer model;
- b. design, styling, or “fit, feel, and/or finish” of any washer model;
- c. factors that influence purchase decisions of consumers, including but not limited to, the importance of brand or product type (i.e., conventional top load, high-efficiency top load, and/or high-efficiency front load);
- d. dealer or customer perceptions of any washer manufacturer or any of its products;
- e. prices or relative prices of any competing brands of washer models;
- f. preferences of consumers for specific features or innovations;
- g. the extent of cross-shopping among conventional top load, high-efficiency top load, and/or high-efficiency front load models or the factors that influence cross-shopping.

These studies should be provided regardless of whether your firm prepared them internally, commissioned them from an outside source, or acquired them from a third party.

- No such surveys or studies Surveys and/or studies attached.

Additional comments/descriptions of surveys and/or studies:

III-21. **Value of Features.** Please indicate how much each of the following features added to the price at which you sold your large residential washers to retailers in 2011:

Feature	<\$25	\$25-\$49	\$50-\$74	\$75-\$99	>\$100
+ 0.5 Cubic feet capacity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Heater (i.e., sanitize cycle)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Steam cycle	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Glass lid (for top load washers)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color (i.e., non-white) cabinet	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
LCD display	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-22. **Innovation.** Identify each product feature that your firm added during the POI that you believe constituted an innovation that provided a competitive advantage over your competitors.

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, 2009. Indicate the share of the quantity of your firm's total shipments of large residential washers that each of these customers accounted for in 2011.

Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2011 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	

PART IV.—ALTERNATIVE PRODUCT INFORMATION

ATTENTION:

Please use the following checklist to assist in the completion of tables IV-1 through IV-3:

Since Jan.1, 2009, has your firm imported *Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)* from Korea?

No Yes

IF YES, PLEASE COMPLETE TABLE IV-1.

Since Jan.1, 2009, has your firm imported *High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)* from Korea?

No Yes

IF YES, PLEASE COMPLETE TABLE IV-2.

Since Jan.1, 2009, has your firm imported *Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)* from Korea?

No Yes

IF YES, PLEASE COMPLETE TABLE IV-3.

PLEASE NOTE: Data reported in table IV-1 (imports from Korea) should equal the sum of data reported in tables IV-2 and IV-3. If data do not reconcile, please explain:

PART IV.—ALTERNATIVE PRODUCT INFORMATION--Continued

IV-1. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT. (and a cabinet width ≥ 24.5 inches)** 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-June	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. —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: _____ _____					
Reported values 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 a discount, rebate, or other incentive is allocated, please state the basis for the allocation. _____					

PART IV.—ALTERNATIVE PRODUCT INFORMATION--Continued

IV-2. **IMPORTS FROM SUBJECT SOURCES OF *High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)***—Report your firm's imports, shipments, and inventories of High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. 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-June	
	2009	2010	2011	2011	2012
Imports:¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the foreign producers:					

² 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. _____					

IV-3. **IMPORTS FROM SUBJECT SOURCES OF *Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)*** –Report your firm's imports, shipments, and inventories of Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. 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-June	
	2009	2010	2011	2011	2012
Imports:¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the foreign producers:					

² 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 IV.—ALTERNATIVE PRODUCT INFORMATION--Continued

ATTENTION:

Please use the following checklist to assist in the completion of tables IV-4 through IV-6:

Since Jan.1, 2009, has your firm imported TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT. (and a cabinet width \geq 24.5 inches) from Mexico?

No Yes

IF YES, PLEASE COMPLETE TABLE V-4.

Since Jan.1, 2009, has your firm imported *High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width \geq 24.5 inches)* from Mexico?

No Yes

IF YES, PLEASE COMPLETE TABLE V-5.

Since Jan.1, 2009, has your firm imported *Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width \geq 24.5 inches)* from Mexico?

No Yes

IF YES, PLEASE COMPLETE TABLE V-6.

PLEASE NOTE: Data reported in table IV-4 (imports from Mexico) should equal the sum of data reported in tables IV-5 and IV-6. If data do not reconcile, please explain:

PART IV.—ALTERNATIVE PRODUCT INFORMATION--Continued

IV-4. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories **TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT. (and a cabinet width ≥ 24.5 inches)** 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-June	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. —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: _____ _____					
Reported values 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 a discount, rebate, or other incentive is allocated, please state the basis for the allocation. _____					

PART IV.—ALTERNATIVE PRODUCT INFORMATION--Continued

IV-5. **IMPORTS FROM SUBJECT SOURCES OF *High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)*** –Report your firm’s imports, shipments, and inventories of High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft 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-June	
	2009	2010	2011	2011	2012
Imports:¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the foreign producers:					

² 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. _____					

IV-6. **IMPORTS FROM SUBJECT SOURCES OF *Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)*** –Report your firm’s imports, shipments, and inventories of Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. 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-June	
	2009	2010	2011	2011	2012
Imports:¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the foreign producers:					

² 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 IV.—ALTERNATIVE PRODUCT INFORMATION--Continued

ATTENTION:

Please use the following checklist to assist in the completion of tables IV-7 through IV-9:

Since Jan. 1, 2009, has your firm imported TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT. (and a cabinet width ≥ 24.5 inches) from all other sources (other than Korea and Mexico)?

No Yes

IF YES, PLEASE COMPLETE TABLE V-7.

Since Jan. 1, 2009, has your firm imported *High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)* from all other sources (other than Korea and Mexico)?

No Yes

IF YES, PLEASE COMPLETE TABLE V-8.

Since Jan. 1, 2009, has your firm imported *Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)* from all other sources (other than Korea and Mexico)?

No Yes

IF YES, PLEASE COMPLETE TABLE V-9.

PLEASE NOTE: Data reported in table IV-7 (imports from all other sources combined) should equal the sum of data reported in tables IV-8 and IV-9. If data do not reconcile, please explain:

PART IV.—ALTERNATIVE PRODUCT INFORMATION--Continued

IV-7. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT. (and a cabinet width ≥ 24.5 inches)** imported from **all other sources combined (i.e., sources other than Korea and Mexico)** by your firm during the specified periods.

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-June	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____ _____ _____					
² 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: _____ _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. —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: _____ _____					
Reported values 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 a discount, rebate, or other incentive is allocated, please state the basis for the allocation. _____ _____					

PART IV.—ALTERNATIVE PRODUCT INFORMATION--Continued

IV-8. **IMPORTS FROM NONSUBJECT SOURCES OF *High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)*** –Report your firm’s imports, shipments, and inventories of High Efficiency Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. imported from **all other sources combined** by your firm during the specified periods.

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

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
Imports:¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the sources and foreign producers: _____					
² 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. _____					

IV-9. **NONSUBJECT SOURCES OF *Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet width ≥ 24.5 inches)*** –Report your firm’s imports, shipments, and inventories of Conventional Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. imported from **all other sources combined** by your firm during the specified periods.

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

Quantity (in actual units), value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
Imports:¹					
Quantity of imports					
Value of imports					
U.S. commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
End-of-period inventories (quantity)					
¹ Please identify the sources and foreign producers: _____					
² 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 IV.—ALTERNATIVE PRODUCT INFORMATION--*Continued*

IV-10. COMPARABILITY OF HIGH EFFICIENCY TOP LOAD (“HETL”) AND HIGH EFFICIENCY FRONT LOAD (“HEFL”) LARGE RESIDENTIAL WASHERS (“LRWS”).

(a) Do HETL and HEFL LRWs have the same physical characteristics and end uses?

No Yes

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

(b) Are HETL and HEFL LRWs interchangeable?

No Yes

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

(c) Are the manufacturing facilities, processes, and employees used to produce HETL similar to those to produce HEFL LRWs ?

No Yes

Please describe the similarities and/or differences.

(d) Do HETL and HEFL LRWs share the same channels of distribution?

No Yes

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

(e) Do customers and producers perceive HETL and HEFL LRWs to be similar products?

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

PART IV.—ALTERNATIVE PRODUCT INFORMATION--*Continued*

(f) Are there generally differences in price between HETL and HEFL LRWs?

No

Yes, HETL LRWs are generally higher in price than HEFL LRWs.

Yes, HEFL LRWs are generally higher in price than HETL LRWs.

Please explain:

PART IV.—ALTERNATIVE PRODUCT INFORMATION--*Continued*

IV-11. COMPARABILITY OF CONVENTIONAL TOP LOAD (“CTL”) RESIDENTIAL WASHERS AND HIGH EFFICIENCY (“HE”) LRWs.

(a) Do CTL RESIDENTIAL WASHERS and HE LRWs have the same physical characteristics and end uses?

No Yes

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

(b) Are CTL RESIDENTIAL WASHERS and HE LRWs interchangeable?

No Yes

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

(c) Are the manufacturing facilities, processes, and employees used to produce CTL RESIDENTIAL WASHERS similar to those to produce HE LRWs?

No Yes

Please describe the similarities and/or differences.

(d) Do CTL RESIDENTIAL WASHERS and HE LRWs share the same channels of distribution?

No Yes

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

(e) Do customers and producers perceive CTL RESIDENTIAL WASHERS and HE LRWs to be similar products?

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

PART IV.—ALTERNATIVE PRODUCT INFORMATION--*Continued*

(f) Are there generally differences in price between CTL RESIDENTIAL WASHERS and HE LRWs?

No

Yes, CTL LRWs are generally higher in price than HE LRWs.

Yes, HE LRWs are generally higher in price than CTL LRWs.

Please explain:

PART IV.—ALTERNATIVE PRODUCT INFORMATION--*Continued*

IV-12. COMPARABILITY OF TOP LOAD RESIDENTIAL WASHERS WITH DOE RATED CAPACITY < 3.7 CU FT AND A CABINET WIDTH ≥ 24.5 INCHES (“TL RESIDENTIAL WASHERS”) AND LARGE RESIDENTIAL WASHERS (“LRWs”).

(a) Do TL RESIDENTIAL WASHERS and LRWs have the same physical characteristics and end uses?

No Yes

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

(b) Are TL RESIDENTIAL WASHERS and LRWs interchangeable?

No Yes

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

(c) Are the manufacturing facilities, processes, and employees used to produce TL RESIDENTIAL WASHERS similar to those to produce LRWs?

No Yes

Please describe the similarities and/or differences.

(d) Do TL RESIDENTIAL WASHERS and LRWs share the same channels of distribution?

No Yes

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

(e) Do customers and producers perceive TL RESIDENTIAL WASHERS and LRWs to be similar products?

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

PART IV.—ALTERNATIVE PRODUCT INFORMATION--*Continued*

(f) Are there generally differences in price between TL RESIDENTIAL WASHERS and LRWs?

No

Yes, TL RESIDENTIAL WASHERS are generally higher in price than LRWs.

Yes, LRWs are generally higher in price than produce TL RESIDENTIAL WASHERS

Please explain:
