

U.S. PRODUCERS' 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/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 produced large residential washers (as defined in the instruction booklet) 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>
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CERTIFICATION

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

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout 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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

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

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

Korea: Support Oppose Take no position

Mexico: Support Oppose Take no position

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

No Yes--List the following information.

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

PART I.—GENERAL INFORMATION--Continued

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

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **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 production of large residential washers since January 1, 2009.

- (check as many as appropriate)* *(please describe)*
- plant openings _____

 - plant closings..... _____

 - relocations _____

 - expansions _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (*e.g.*, technology) _____

PART II.—TRADE AND RELATED INFORMATION--Continued

II-3. **Same equipment, machinery, and workers.**--Has your firm since January 1, 2009, produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of large residential washers and/or using the same production and related workers employed to produce large residential washers?

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

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

Item	<i>(Quantity in number of units)</i>				
	Calendar years			January-June	
	2009	2010	2011	2011	2012
Overall Production Capacity					
Production of: LARGE RESIDENTIAL WASHERS					
Other product _____					
Other product _____					
Total production capacity					

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

II-5. **Tolling.**--Since January 1, 2009, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of large residential washers?

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

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

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

II-7. **Importer.**--Since January 1, 2009, has your firm imported large residential washers?

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

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

ATTENTION:

Please use the following checklist to assist in the completion of tables II-8 through II-10

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

No Yes

IF YES, PLEASE COMPLETE TABLE II-8.

Since Jan. 1, 2009, has your firm produced FRONT LOAD LARGE RESIDENTIAL WASHERS?

No Yes

IF YES, PLEASE COMPLETE TABLE II-9.

Since Jan. 1, 2009, has your firm produced TOP LOAD LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY \geq 3.70 CU. FT)?

No Yes

IF YES, PLEASE COMPLETE TABLE II-10.

PLEASE NOTE: Data reported in tables II-9 and II-10 should equal the sum of data reported in table II-8. If data do not reconcile, please explain:

PART II.—TRADE AND RELATED INFORMATION—Continued

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

Please note that questions II-9 AND II-10, request that you distinguish between: Front Load and Top Load Large Residential Washers (with rated DOE capacity ≥ 3.70 cu. ft.) Table II-8 (below) should equal the sum of tables II-9 and II-10

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2009	2010	2011	2011	2012
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments ²					
Internal consumption:					
Quantity of internal consumption					
Value ³ of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ³ of transfers					
Export shipments: ⁴					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁵ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).					
² 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.					
³ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:					
⁴ Identify your principal export markets:					
⁵ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain:					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-9. **FRONT LOAD LARGE RESIDENTIAL WASHERS.**--Report your firm's production capacity, production, shipments, inventories, employment, and financial data related to the production of front load large residential washers in your U.S. establishment(s) during the specified periods. (Footnotes on the subsequent page).

Quantity (<i>in actual units</i>) and value (<i>in \$1,000</i>)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. Shipments					
U.S. commercial shipments					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Transfers to related firms					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
Export shipments					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments ²					
END-OF-PERIOD INVENTORIES ³ (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
FINANCIAL INFORMATION ⁴					
Net sales					
<i>Quantity</i>					
<i>Value</i>					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss) (<i>value</i>)					
Selling, general, and administrative expenses (<i>value</i>)					
Operating income or (loss) (<i>value</i>)					
Capital expenditures (<i>value</i>)					

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

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

² Identify your principal export markets: _____

³ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

⁴ Report financial information on a fiscal-year basis (year ending _____).

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-10. TOP LOAD LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.)—Report your firm's production capacity, production, shipments, inventories, employment, and financial data related to the production of top load large residential washers (with rated DOE capacity of ≥ 3.70 cu. ft.) in your U.S. establishment(s) during the specified periods. Footnotes on subsequent page.

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. Shipments					
U.S. commercial shipments					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Transfers to related firms					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
Export shipments					
<i>Quantity</i> of export shipments ²					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ³ (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
FINANCIAL INFORMATION ⁴					
Net sales					
<i>Quantity</i>					
<i>Value</i>					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss) (<i>value</i>)					
Selling, general, and administrative expenses (<i>value</i>)					
Operating income or (loss) (<i>value</i>)					
Capital expenditures (<i>value</i>)					

PART II.—TRADE AND RELATED INFORMATION—Continued

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁴ Report financial information on a fiscal-year basis (year ending _____). 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. _____

II-11. 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).**

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-12. Please report your U.S. commercial shipments of **TOP LOAD LARGE RESIDENTIAL WASHERS (WITH RATED DOE CAPACITY ≥ 3.70 CU. FT.).**

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-13. Please report your U.S. commercial shipments of **FRONT LOAD LARGE RESIDENTIAL WASHERS.**

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.14. 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.15 What is the largest DOE rated capacity that your firm produced 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.16. 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.17 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. 17 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 II.—TRADE AND RELATED INFORMATION—Continued

II-18. **Related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-19. **Purchases.**--Other than direct imports, has your firm otherwise purchased large residential washers since January 1, 2009? (See definitions in the instruction booklet.)

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

<i>(Quantity in actual units, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2009	2010	2011	2011	2012
PURCHASES FROM U.S. IMPORTERS² OF LARGE RESIDENTIAL WASHERS FROM—					
Korea:					
<i>Quantity</i>					
<i>Value</i>					
Mexico:					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
<hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					
<hr/>					
<hr/>					

PART III.—FINANCIAL INFORMATION

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

III-1. **Contact information**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

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

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

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

2. Does your firm prepare profit/loss statements for the large residential washers:
 Yes No

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

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

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

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

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

PART III.—FINANCIAL INFORMATION--Continued

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

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

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of large residential washers from any related firms?

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

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of large residential washers that your firm purchases from related parties.

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

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

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

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

PART III.—FINANCIAL INFORMATION--Continued

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

	Fiscal years ended--			January-June	
	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2011</u>	<u>2012</u>
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included.	Nonrecurring item: In these columns please report the amount (<i>in \$1,000</i>) of the relevant nonrecurring item reported in table III-10.				
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.—FINANCIAL INFORMATION--Continued

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

Quantity (in actual units) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2009	2010	2011	2011	2012
Net sales quantities: ³					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.					

PART III.—FINANCIAL INFORMATION--Continued

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

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

Value (in \$1,000)			
Item	Fiscal years ended--		
Total assets (net)			

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

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2011</u>	<u>2012</u>
Capital expenditures					
Research and development expenses					

III-13. **Data consistency and reconciliation**.--Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year:

- Calendar year
- Fiscal year (specify _____)

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

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

- Yes No--Please explain _____

PART III.—FINANCIAL INFORMATION--Continued

III-14. **Effects of imports**--Since January 1, 2009, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of large residential washers from Korea and Mexico?

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

III-15. **Anticipated effects of imports**--Does your firm anticipate any negative effects due to imports of large residential washers from Korea and Mexico?

- No Yes--My firm anticipates negative effects as follows:
- _____
- _____
- _____

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

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

Please explain, if any, the effect the EEAFTC had on your pricing:

(b) Is your firm's reported EEAFTC reflected in your data to question III-10? _____

Yes--Please identify which table III-10 line item: _____

No—Please explain why it is not reported and where it is recorded in your books:

PART IV.--PRICING AND RELATED INFORMATION

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

IV-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-2. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2009 of the following products produced by your firm.

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 IV.— 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.

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

IV-2. **Pricing data.**--Report below the quarterly price data for pricing products¹ produced and sold by your firm.

(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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**—Continued

(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					

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

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**—Continued

(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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. Pricing data.—Continued

(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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**—Continued

(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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**—Continued

(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					

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

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 6: _____

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

IV-2. **Pricing data.**—Continued

(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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)					
Period of shipment	Product 8				
	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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**—Continued

(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 IV.

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**—Continued

(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					

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

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**—Continued

(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					

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

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 11: _____

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

IV-3a. **Price setting.**-- How does your firm determine the prices that it charges for sales of large residential washers (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Profit margin off of minimum advertised price (MAP)	Other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

(a) 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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-4 Discount policy.

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

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

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

(b) Report the following information for 2009, 2010, and 2011. For the definition of direct discounts and indirect discounts, please see page 18 in section IV-2.

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

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

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

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

- (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 IV.--PRICING AND RELATED INFORMATION--Continued

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

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

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

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

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced large residential washers in 2011 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 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 %

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

Typical sales contract provisions	Item	Short term contracts (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)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<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	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

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

IV-8. **Lead times.**--What is your share of sales both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced large residential washers?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

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

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

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

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

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

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

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

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

No Yes--Please fill out the table.

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

IV-13. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of large residential washers since January 1, 2009?

No Yes--Please describe and quantify if possible.

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

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

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

(a) Is the large residential washers market subject to business cycles or conditions of competition (including seasonal business) distinctive to large residential washers? **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 IV-16.) Yes-- Please describe below 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.

IV-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.

IV-17. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce large residential washers and whether your firm expects these trends to continue.

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

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

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

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	Korea	Mexico	Other countries
United States			
Korea	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 IV.--PRICING AND RELATED INFORMATION--Continued

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

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	Korea	Mexico	Other countries
United States			
Korea	X		
Mexico	X	X	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of large residential washers, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>			

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

IV- 20. 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:

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

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

IV-23. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for large residential washers since January 1, 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.--PRICING AND RELATED INFORMATION--Continued

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

Since January 1, 2009: To avoid losing sales to competitors selling large residential washers from Korea and/or Mexico, did your firm:

Reduce prices No Yes

Roll back announced price increases No Yes

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

If you indicated "yes" above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

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

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

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

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

Since January 1, 2009: Did your firm lose sales of large residential washers to imports of these products from Korea and/or Mexico?

No Yes

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

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

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

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

PART V.—ALTERNATIVE PRODUCT INFORMATION

ATTENTION:

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

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

No Yes

IF YES, PLEASE COMPLETE TABLE V-1.

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

No Yes

IF YES, PLEASE COMPLETE TABLE V-2.

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

No Yes

IF YES, PLEASE COMPLETE TABLE V-3.

PLEASE NOTE: Data reported in tables V-2 and V-3 should equal the sum of data reported in table V-1. If data do not reconcile, please explain:

PART V.—ALTERNATIVE PRODUCT INFORMATION--Continued

V-1. **Top Load Residential Washers with rated DOE capacity < 3.70 cu. ft. (and a cabinet ≥ 24.5 inches)**--Report your firm's production capacity, production, shipments, inventories, and employment in your U.S. establishment(s) during the specified periods. Footnotes on next page.

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. Shipments					
U.S. commercial shipments					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Transfers to related firms					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
Export shipments					
<i>Quantity</i> of export shipments ²					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ³ (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
FINANCIAL INFORMATION ⁴					
Net sales					
<i>Quantity</i>					
<i>Value</i>					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss) (<i>value</i>)					
Selling, general, and administrative expenses (<i>value</i>)					
Operating income or (loss) (<i>value</i>)					
Capital expenditures (<i>value</i>)					

PART V.— ALTERNATIVE PRODUCT INFORMATION--Continued

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

² Identify your principal export markets: _____

³ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

⁴ Report financial information on a fiscal-year basis (year ending _____).

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 V.—ALTERNATIVE PRODUCT INFORMATION--Continued

V-2. CONVENTIONAL (NON-HIGH EFFICIENCY) TOP LOAD RESIDENTIAL WASHERS WITH RATED DOE CAPACITY < 3.70 CU. FT (AND A CABINET ≥ 24.5 INCHES).

Report your firm's production capacity, production, shipments, inventories, employment, and financial data in your U.S. establishment(s) during the specified periods. Footnotes on next page.

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
AVERAGE PRODUCTION CAPACITY (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. Shipments					
U.S. commercial shipments					
Quantity of commercial shipments					
Value of commercial shipments					
Transfers to related firms					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
Export shipments					
Quantity of export shipments ²					
Value of export shipments					
END-OF-PERIOD INVENTORIES³ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION⁴					
Net sales					
Quantity					
Value					
Cost of goods sold (COGS):⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					

PART V.—ALTERNATIVE PRODUCT INFORMATION--Continued

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

² Identify your principal export markets: _____

³ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

⁴ Report financial information on a fiscal-year basis (year ending _____).

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 V.—ALTERNATIVE PRODUCT INFORMATION--Continued

V-3. **HIGH EFFICIENCY TOP LOAD RESIDENTIAL WASHERS WITH RATED CAPACITY < 3.70 CU. FT (AND A CABINET ≥ 24.5 INCHES).**--Report your firm's production capacity, production, shipments, inventories, employment, and financial data in your U.S. establishment(s) during the specified periods. Footnotes on next page

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar year			January-June	
	2009	2010	2011	2011	2012
AVERAGE PRODUCTION CAPACITY (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. Shipments					
U.S. commercial shipments					
Quantity of commercial shipments					
Value of commercial shipments					
Transfers to related firms					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
Export shipments					
Quantity of export shipments ²					
Value of export shipments					
END-OF-PERIOD INVENTORIES ³ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION ⁴					
Net sales					
Quantity					
Value					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					

PART V.—ALTERNATIVE PRODUCT INFORMATION--Continued

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

² Identify your principal export markets: _____

³ Reconciliation of data--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

⁴ Report financial information on a fiscal-year basis (year ending _____).

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 V.—ALTERNATIVE PRODUCT INFORMATION--Continued

V-4. **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 V.—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 V.—ALTERNATIVE PRODUCT INFORMATION--Continued

V-5. COMPARABILITY OF CONVENTIONAL TOP LOAD (“CTL”) RESIDENTIAL WASHERS AND HIGH EFFICIENCY (“HE”) LRWs.

(a) Do CTL 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 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 WASHERS similar to those to produce HE LRWs?

No Yes

Please describe the similarities and/or differences.

(d) Do CTL 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 WASHERS and HE LRWs to be similar products?

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

PART V.—ALTERNATIVE PRODUCT INFORMATION--Continued

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

No

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

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

Please explain:

PART V.—ALTERNATIVE PRODUCT INFORMATION--Continued

V-6. COMPARABILITY OF TOP LOAD RESIDENTIAL WASHERS WITH DOE RATED CAPACITY < 3.7 CU FT (“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 produce 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 produce TL RESIDENTIAL WASHERS and LRWs to be similar products?

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

PART V.—ALTERNATIVE PRODUCT INFORMATION--Continued

(f) Are there generally differences in price between produce 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:
