

U.S. IMPORTERS' QUESTIONNAIRE

LARGE RESIDENTIAL WASHERS FROM CHINA

This questionnaire must be received by the Commission by **October 7, 2016**
See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning large residential washers from China (Inv. No. 731-TA-1306 (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 firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm imported large residential washers (as defined on next page) from any country at any time since January 1, 2013?</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 (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: WAS2)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this investigation or other proceeding may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	Phone: _____	_____ Email address
	Fax: _____	

PART I.—GENERAL INFORMATION

Background. This proceeding was instituted in response to a petition filed on December 16, 2015, by Whirlpool Corp., Benton Harbor, MI. Antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping. Questionnaires and other information pertinent to this proceeding are available at:

http://www.usitc.gov/investigations/title_7/2016/large_residential_washers_china/final.htm.

Large Residential Washers: The products covered by this petition are all large residential washers and certain parts thereof. The term “large residential washers” denotes all automatic clothes washing machines, regardless of the orientation of the rotational axis, with a cabinet width (measured from its widest point) of at least 24.5 inches (62.23 cm) and no more than 32.0 inches (81.28 cm), except as noted below.

Also covered are certain parts used in large residential washers, namely: (1) all cabinets, or portions thereof, designed for use in large residential washers; (2) all assembled tubs¹ designed for use in large residential washers which incorporate, at a minimum: (a) a tub; and (b) a seal; (3) all assembled baskets² designed for use in large residential washers which incorporate, at a minimum: (a) a side wrapper;³ (b) a base; and (c) a drive hub;⁴ and (4) any combination of the foregoing parts or subassemblies.

Products Excluded from the Scope of this Investigation

(1) Stacked Washer-Dryers & Commercial Washers

Excluded from the scope are stacked washer-dryers and commercial washers. The term “stacked washer-dryers” denotes distinct washing and drying machines that are built on a unitary frame and share a common console that controls both the washer and the dryer. The term “commercial washer” denotes an automatic clothes washing machine designed for the “pay per use” segment meeting either of the following two definitions:

- (1) (a) it contains payment system electronics;⁵ (b) it is configured with an externally mounted steel frame at least six inches high that is designed to house a coin/token operated payment system (whether or not the actual coin/token operated payment system is installed at the time of importation); (c) it contains a push button user interface with a maximum of six manually selectable wash cycle settings, with no ability of the end user to otherwise modify water temperature, water level, or spin speed for a selected wash cycle setting; and (d) the console containing the user interface is made of steel and is assembled with security fasteners;⁶ or

¹ A “tub” is the part of the washer designed to hold water.

² A “basket” (sometimes referred to as a “drum”) is the part of the washer designed to hold clothing or other fabrics.

³ A “side wrapper” is the cylindrical part of the basket that actually holds the clothing or other fabrics.

⁴ A “drive hub” is the hub at the center of the base that bears the load from the motor.

⁵ “Payment system electronics” denotes a circuit board designed to receive signals from a payment acceptance device and to display payment amount, selected settings, and cycle status. Such electronics also capture cycles and payment history and provide for transmission to a reader.

⁶ A “security fastener” is a screw with a non-standard head that requires a non-standard driver. Examples include those with a pin in the center of the head as a “center pin reject” feature to prevent standard Allen wrenches or Torx drivers from working.

(2) (a) it contains payment system electronics; (b) the payment system electronics are enabled (whether or not the payment acceptance device has been installed at the time of importation) such that, in normal operation,⁷ the unit cannot begin a wash cycle without first receiving a signal from a bona fide payment acceptance device such as an electronic credit card reader; (c) it contains a push button user interface with a maximum of six manually selectable wash cycle settings, with no ability of the end user to otherwise modify water temperature, water level, or spin speed for a selected wash cycle setting; and (d) the console containing the user interface is made of steel and is assembled with security fasteners.

(2) Top Load residential washers with PCS/Belt/Clutch

Excluded from the scope are automatic clothes washing machines that meet all of the following conditions: (1) have a vertical rotational axis; (2) are top loading;⁸ (3) have a drive train consisting, *inter alia*, of (a) a permanent split capacitor (PSC) motor,⁹ (b) a belt drive,¹⁰ and (c) a flat wrap spring clutch.¹¹

(3) Front Load residential washers with CIM/Belt

Excluded from the scope are automatic clothes washing machines that meet all of the following conditions: (1) have a horizontal rotational axis; (2) are front loading;¹² and (3) have a drive train consisting, *inter alia*, of (a) a controlled induction motor (CIM),¹³ and (b) a belt drive.

(4) "Extra-Wide" Residential Washers

Excluded from the scope are automatic clothes washing machines that meet all of the following conditions: (1) have a horizontal rotational axis; (2) are front loading; and (3) have cabinet width (measured from its widest point) of more than 28.5 inches (72.39 cm).

⁷ "Normal operation" refers to the operating mode(s) available to end users (*i.e.*, not a mode designed for testing or repair by a technician).

⁸ "Top loading" means that access to the basket is from the top of the washer.

⁹ A "PSC motor" is an asynchronous, alternating current (AC), single phase induction motor that employs split phase capacitor technology.

¹⁰ A "belt drive" refers to a drive system that includes a belt and pulleys.

¹¹ A "flat wrap spring clutch" is a flat metal spring that, when engaged, links abutted cylindrical pieces on the input shaft with the end of the concentric output shaft that connects to the drive hub.

¹² "Front loading" means that access to the basket is from the front of the washer.

¹³ A "controlled induction motor" is an asynchronous, alternating current (AC), polyphase induction motor.

HTS Tariff Classification of Large Residential Washers

The products subject to this petition are currently classifiable under subheadings 8450.20.0040 and 8450.20.0080 of the Harmonized Tariff System of the United States (HTSUS). Products subject to this petition may also enter under HTSUS subheadings 8450.11.0040, 8450.11.0080, 8450.90.2000, and 8450.90.6000. Although the HTSUS subheadings are provided for convenience and customs purposes, the written description of the merchandise subject to this petition is dispositive.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing large residential washers (as defined above) into the United States from a foreign manufacturer or through its selling agent.

Reporting of information.-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.-- The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

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

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

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

"Establishment"--Each facility of a firm involved in the importation of large residential washers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

Firm name	Address	Extent of ownership (percent)

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing large residential washers from China into the United States or that are engaged in exporting large residential washers from China to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of large residential washers?

No Yes--List the following information.

Firm name	Address	Affiliation

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

Importer of record	Takes title to the imported product(s)	Consignee of the imported products(s)	Customs broker or freight forwarder
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

Firm name	Address	Contact person and phone number

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters large residential washers into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports large residential washers under the TIB (temporary importation under bond) program.

“Foreign trade zone” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

“Bonded warehouse” is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

“Temporary Importation under Bond (“TIB”) program” is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States(HTS).

	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in any countries other than the United States?

No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408, chris.cassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of large residential washers since January 1, 2013.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of large residential washers for delivery on or after **June 30, 2016**?

“Arranged imports” are imports for which your firm has placed an order with a foreign producer for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No Yes—Fill out the table below.

Quantity (in actual units)	
China	

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

II-5. **U.S. imports of “certain parts thereof”.**—Since January 1, 2013, has your firm imported parts or components of large residential washers as defined in the scope of this investigation (definition below)?

“Certain Parts Thereof”--certain parts used in large residential washers, namely: (1) all cabinets, or portions thereof, designed for use in large residential washers; (2) all assembled tubs designed for use in large residential washers which incorporate, at a minimum: (a) a tub; and (b) a seal; (3) all assembled baskets designed for use in large residential washers which incorporate, at a minimum: (a) a side wrapper; (b) a base; and (c) a drive hub; and (4) any combination of the foregoing parts or subassemblies.

No Yes, please provide country of origin:

Definitions

“Imports” –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered). . Please report different product configurations as follows:

- (1) Question II-6a and II-9a = “Top load” residential washers
- (2) Question II-6b and II-9b = “Front load” residential washers
- (3) Question II-6c and II-9c = “Front Loading residential washers with CIM/Belt”

“Import quantities” –Quantities reported should be net of returns.

“Import values” –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

“U.S. commercial shipments”— Shipments made within the United States as a result of an arm’s length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

“Internal consumption” –Product consumed internally by your firm.

“Transfers to related firms” –Shipments made to related domestic firms. Such transactions are valued at fair market value.

“Related firm” –A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

“Export shipments”— Shipments to destinations outside the United States, including shipments to related firms.

“Inventories” --Finished goods inventory, not raw materials or work in progress.

“Top load residential washer”—a large residential washer configured with a basket on a vertical axis and loaded using a door on the top of the unit. Top load residential washers may utilize an agitator, an HE agitator, or an impeller to facilitate its washing action.

“Front load residential washer”—a large residential washer configured with a drum on a horizontal axis and loaded using a door on the front of the unit.

“Front Loading residential washers with CIM/Belt”—a large residential washer configured to include: (1) a horizontal rotational axis; (2) front loading; and (3) a drive train consisting, *inter alia*, of (a) a controlled induction motor (CIM), and (b) a belt drive.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-6a. **TOP LOAD RESIDENTIAL WASHERS: IMPORTS FROM CHINA.**—Report your firm's U.S. imports and your firm's shipments and inventories of top load large residential washers imported from China during the specified periods.

CHINA

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Beginning-of-period inventories (quantity) (A)					
Imports: ¹					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption/ company transfers:					
Quantity (F)					
Value ² (G)					
Export shipments: ³					
Quantity (H)					
Value (I)					
End-of-period inventories (quantity) (J)					
Channels of distribution:					
Commercial U.S. shipments:					
To retailers (quantity) (K)					
To distributors (quantity) (L)					
To buying groups (quantity) (M)					
To home builders/contractors (quantity) (N)					
To end users/consumers (quantity) (O)					

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

II-6a. TOP LOAD RESIDENTIAL WASHERS: IMPORTS FROM CHINA.--Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, M, N, and O) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2013	2014	2015	2015	2016
K + L + M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

II-6b. **FRONT LOAD RESIDENTIAL WASHERS: IMPORTS FROM CHINA.**—Report your firm’s U.S. imports and your firm’s shipments and inventories of front load large residential washers imported from China during the specified periods.

CHINA

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Beginning-of-period inventories (quantity) (A)					
Imports: ¹ Quantity (B)					
Value (C)					
U.S. shipments: Commercial shipments: Quantity (D)					
Value (E)					
Internal consumption/ company transfers: Quantity (F)					
Value ² (G)					
Export shipments: ³ Quantity (H)					
Value (I)					
End-of-period inventories (quantity) (J)					
Channels of distribution: Commercial U.S. shipments: To retailers (quantity) (K)					
To distributors (quantity) (L)					
To buying groups (quantity) (M)					
To home builders/contractors (quantity) (N)					
To end users/consumers (quantity) (O)					

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm’s principal export markets: _____.

II-6b. **FRONT LOAD RESIDENTIAL WASHERS: IMPORTS FROM CHINA.**–Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, M, N, and O) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2013	2014	2015	2015	2016
K + L + M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

II-6c. **FRONT LOAD RESIDENTIAL WASHERS WITH CIM/BELT: IMPORTS FROM CHINA.**—Report your firm's U.S. imports and your firm's shipments and inventories of front load large residential washers with a CIM/Belt imported from China during the specified periods. Data on front load residential washers with CIM/Belt should only be reported in this question and should not be included in the data reported in II-6b.

CHINA

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Beginning-of-period inventories (quantity) (A)					
Imports: ¹					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption/ company transfers:					
Quantity (F)					
Value ² (G)					
Export shipments: ³					
Quantity (H)					
Value (I)					
End-of-period inventories (quantity) (J)					
Channels of distribution:					
Commercial U.S. shipments:					
To retailers (quantity) (K)					
To distributors (quantity) (L)					
To buying groups (quantity) (M)					
To home builders/contractors (quantity) (N)					
To end users/consumers (quantity) (O)					
¹ Please identify the foreign producers, if known: _____. ² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____. ³ Identify your firm's principal export markets: _____.					

II-6c. **FRONT LOAD RESIDENTIAL WASHERS WITH CIM/BELT: IMPORTS FROM CHINA.**–*Continued*

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, M, N, and O) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2013	2014	2015	2015	2016
K + L + M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

II-7. **MONTHLY IMPORTS AND INVENTORIES FROM CHINA.**—Report your firm’s monthly U.S. imports and end-of-period inventories of large residential washers from China during the specified periods.

CHINA

Quantity (in actual units)		
Month	U.S. imports	End of period U.S. inventories
2015.--		
January 2015		
February 2015		
March 2015		
April 2015		
May 2015		
June 2015		
July 2015		
August 2015		
September 2015		
October 2015		
November 2015		
December 2015		
2016.--		
January 2016		
February 2016		
March 2016		
April 2016		
May 2016		
June 2016		

RECONCILIATION OF IMPORTS AND INVENTORIES.-- Please ensure that the total imports reported for full year 2015, and for the two partial periods (e.g., January to June 2015, and January to June 2016) reported in previous questions II-6a and II-6b combined (as noted below) matches the monthly data reported here. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation for	Full year 2015	Jan-Jun 2015	Jan-Jun 2016
U.S. imports from China (II-6a + II-6b)	0	0	0
Reconciliation for	Full year 2015 Ending Dec 31 2015	Jan-Jun 2015 Ending Jun 30 2015	Jan-Jun 2016 Ending Jun 30 2015
End of period inventories of imports from China (II-6a + II-6b)	0	0	0

NOTE.--REVISE DATA IF NOT RETURNING ZEROES.

II-8a. **U.S. IMPORTS FROM CHINA: U.S. commercial shipments of top load large residential washers, by efficiency.**--Report your firm's U.S. commercial shipments of U.S. imports of top load large residential washers from China during the specified periods, by efficiency (Energy Star rated or non-Energy Star rated).

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Commercial U.S. shipments of U.S. imports of—					
Top-load LRWs.—					
Non-Energy Star rated.—					
Quantity (P)					
Value (Q)					
Energy Star rated.—					
Quantity (R)					
Value (S)					

Note:--A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.

***RECONCILIATION OF COMMERCIAL SHIPMENTS.**—Quantity and value of commercial U.S. shipments reported in this question should reconcile with the data reported in question II-6a. If the reconciliation formulas below are not returning zeroes ("0") in each period, please revise the data either in this question or in question II-6 so that they are returning zeroes prior to submission to the Commission.*

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
Quantity reconciliation: P + R – D (from II-6a) = should equal zero ("0"), if not revise.	0	0	0	0	0
Value reconciliation: Q + S – E (from II-6a) = should equal zero ("0"), if not revise.	0	0	0	0	0

II-8b. **U.S. commercial shipments of top load large residential washers, agitator or no agitator.--**
 Separate and report your firm's U.S. commercial shipments of top load large residential washers based on whether or not the large residential washer had an agitator.

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Commercial U.S. shipments of—					
Top-load LRWs.—					
With Agitator—					
<i>Quantity (T)</i>					
<i>Value (U)</i>					
Without Agitator¹—					
<i>Quantity (V)</i>					
<i>Value (W)</i>					

¹ Models "without agitators" may include models that include "impellers," "agi-pellers," or "infusors."

RECONCILIATION OF COMMERCIAL SHIPMENTS.—Quantity and value of commercial U.S. shipments reported in this question should reconcile with the data reported in question II-6a. If the reconciliation formulas below are not returning zeroes ("0") in each period, please revise the data either in this question or in question II-8 so that they are returning zeroes prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
Quantity reconciliation: T + V – D (from II-6a) = should equal zero ("0"), if not revise.	0	0	0	0	0
Value reconciliation: U + W – E (from II-6a) = should equal zero ("0"), if not revise.	0	0	0	0	0

II-9a. **TOP LOAD RESIDENTIAL WASHERS: IMPORTS FROM ALL OTHER SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of top load large residential washers imported from all other sources combined by your firm during the specified periods.

ALL OTHER SOURCES COMBINED

(List sources: _____)

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Beginning-of-period inventories (quantity) (A)					
Imports: ¹					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption/ company transfers:					
Quantity (F)					
Value ² (G)					
Export shipments: ³					
Quantity (H)					
Value (I)					
End-of-period inventories (quantity) (J)					
Channels of distribution:					
Commercial U.S. shipments:					
To retailers (quantity) (K)					
To distributors (quantity) (L)					
To buying groups (quantity) (M)					
To home builders/contractors (quantity) (N)					
To end users/consumers (quantity) (O)					

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm’s principal export markets: _____.

II-9a. TOP LOAD RESIDENTIAL WASHERS: IMPORTS FROM ALL OTHER SOURCES.--Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2013	2014	2015	2015	2016
K + L + M – D = zero ("0"), if not revise.	0	0	0	0	0

II-9b. **FRONT LOAD RESIDENTIAL WASHERS: IMPORTS FROM ALL OTHER SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of front load large residential washers imported from all other sources combined by your firm during the specified periods.

ALL OTHER SOURCES COMBINED

(List sources: _____)

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Beginning-of-period inventories (quantity) (A)					
Imports: ¹					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption/ company transfers:					
Quantity (F)					
Value ² (G)					
Export shipments: ³					
Quantity (H)					
Value (I)					
End-of-period inventories (quantity) (J)					
Channels of distribution:					
Commercial U.S. shipments:					
To retailers (quantity) (K)					
To distributors (quantity) (L)					
To buying groups (quantity) (M)					
To home builders/contractors (quantity) (N)					
To end users/consumers (quantity) (O)					

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm’s principal export markets: _____.

II-9b. **FRONT LOAD RESIDENTIAL WASHERS: IMPORTS FROM ALL OTHER SOURCES.**–*Continued*

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.–Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

RECONCILIATION OF CHANNELS.–Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, M, N, and O) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2013	2014	2015	2015	2016
K + L + M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

II-9c. **FRONT LOAD RESIDENTIAL WASHERS WITH CIM/BELT: IMPORTS FROM ALL OTHER SOURCES.**—
 Report your firm's imports and your firm's shipments and inventories of front load residential washers with CIM/Belt imported from all other sources combined by your firm during the specified periods. Data on front load residential washers with CIM/Belt should only be reported in this question and should not be included in the data reported in II-6b.

ALL OTHER SOURCES COMBINED

(List sources: _____)

Quantity (in actual units), value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Beginning-of-period inventories (quantity) (A)					
Imports: ¹ Quantity (B)					
Value (C)					
U.S. shipments: Commercial shipments: Quantity (D)					
Value (E)					
Internal consumption/ company transfers: Quantity (F)					
Value ² (G)					
Export shipments: ³ Quantity (H)					
Value (I)					
End-of-period inventories (quantity) (J)					
Channels of distribution: Commercial U.S. shipments: To retailers (quantity) (K)					
To distributors (quantity) (L)					
To buying groups (quantity) (M)					
To home builders/contractors (quantity) (N)					
To end users/consumers (quantity) (O)					

¹ Please identify the foreign producers, if known: _____.

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

II-9c. **FRONT LOAD RESIDENTIAL WASHERS WITH CIM/BELT: IMPORTS FROM ALL OTHER SOURCES.**
Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, M, N, and O) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2013	2014	2015	2015	2016
K + L + M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

II-10a. **U.S. IMPORTS FROM ALL OTHER SOURCES: U.S. commercial shipments of top load large residential washers, by efficiency.**--Report your firm's U.S. commercial shipments of U.S. imports of top load large residential washers from all other sources during the specified periods, by efficiency (Energy Star rated or non-Energy Star rated).

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Commercial U.S. shipments of U.S. imports of—					
Top-load LRWs.—					
Non-Energy Star rated.—					
Quantity (P)					
Value (Q)					
Energy Star rated.—					
Quantity (R)					
Value (S)					

Note:--A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.

***RECONCILIATION OF COMMERCIAL SHIPMENTS.**—Quantity and value of commercial U.S. shipments reported in this question should reconcile with the data reported in question II-9a. If the reconciliation formulas below are not returning zeroes ("0")s in each period, please revise the data either in this question or in question II-6 so that they are returning zeroes prior to submission to the Commission.*

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
Quantity reconciliation: P + R – D (from II-9a) = should equal zero ("0"), if not revise.	0	0	0	0	0
Value reconciliation: Q + S – E (from II-9a) = should equal zero ("0"), if not revise.	0	0	0	0	0

II-10b. **U.S. commercial shipments of U.S. imports of top load large residential washers, agitator or no agitator.--** Separate and report your firm's U.S. commercial shipments of U.S. imports of top load large residential washers based on whether or not the large residential washer had an agitator.

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2013	2014	2015	2015	2016
Commercial U.S. shipments of U.S. imports of—					
Top-load LRWs.--					
With Agitator--					
<i>Quantity (T)</i>					
<i>Value (U)</i>					
Without Agitator¹--					
<i>Quantity (V)</i>					
<i>Value (W)</i>					

¹ Models "without agitators" may include models that include "impellers," "agi-pellers," or "infusors."

RECONCILIATION OF COMMERCIAL SHIPMENTS.—Quantity and value of commercial U.S. shipments reported in this question should reconcile with the data reported in question II-9a. If the reconciliation formulas below are not returning zeroes ("0") in each period, please revise the data either in this question or in question II-8 so that they are returning zeroes prior to submission to the Commission.

Reconciliation	Calendar years			January-June	
	2013	2014	2015	2015	2016
Quantity reconciliation: T + V – D (from II-9a) = should equal zero ("0"), if not revise.	0	0	0	0	0
Value reconciliation: U + W – E (from II-9a) = should equal zero ("0"), if not revise.	0	0	0	0	0

II-11. **Out-of-scope imports.**--Please report your firm's U.S. imports of the following products during the periods specified.

- (1) **Top Load residential washers with PCS/Belt/Clutch**—residential washing machines that meet all of the following conditions: (1) have a vertical rotational axis; (2) are top loading; (3) have a drive train consisting, *inter alia*, of (a) a permanent split capacitor (PSC) motor, (b) a belt drive, and (c) a flat wrap spring clutch.

- (2) **“Extra-Wide” Residential Washers**—residential washing machines that meet all of the following conditions: (1) have a horizontal rotational axis; (2) are front loading; and (3) have cabinet width (measured from its widest point) of more than 28.5 inches (72.39 cm).

Item	Calendar year			January to June	
	2013	2014	2015	2015	2016
	Quantity (units); Value (\$1,000s)				
U.S. imports of: “Top Load residential washers with PCS/Belt/Clutch” from.— China <i>Quantity</i>					
<i>Value</i>					
All other sources ¹ <i>Quantity</i>					
<i>Value</i>					
U.S. imports of: “Extra wide washers” from.— China <i>Quantity</i>					
<i>Value</i>					
All other sources ³ <i>Quantity</i>					
<i>Value</i>					
¹ Please list the other sources: _____ ² Please list the other sources: _____ ³ Please list the other sources: _____					

II-13. Dryer attachment rate (Sales of large residential washers with dryers).—

(a) Please report the sales attachment rate for your U.S. commercial shipments of washers and dryers in 2015, for each washer category specified below. Estimate, if necessary. If you are relying on third-party information for this estimate, please provide the source.

Product configuration	Attachment rate of LRWs with dryers in 2015 U.S. commercial shipments (percentage)
Top-load (with agitator)	
Top-load (with impeller or infusor)	
Front-load	
Source:	

(b) From January 1, 2013 to June 30, 2016, did you charge the same or different invoice prices to your customers for matching washers and electric dryers?

- Same Different--Provide an estimate of the percentage of shipments for which different prices were charged:

(c) If you answered "Different" in Part b, provide below the average price difference in each category of washer for which matching dryers were sold in 2015:

Product configuration	Average price difference between the LRW and the matching dryer in 2015 (dollars/per unit between LRW and dryer)
Top-load (with agitator)	
Top-load (with impeller or infusor)	
Front-load	

II-14. Other explanations.--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, Aimee.Larsen@usitc.gov).

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

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2013 of the following products your firm imported from China:

Product 1.-- Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 3.7 cubic feet but less than 4.2 cubic feet; no water heater included; no steam cycle(s) included; no LCD display; white finish.

Product 2.-- Top loading, Energy Star rated washer; direct drive; impeller; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; no water heater included; no steam cycle(s) included; solid opaque lid; white finish.

Product 3.-- Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 3.7 cubic feet but less than 4.2 cubic feet; water heater included; steam cycle(s) included; no LCD display; white finish.

Product 4.-- Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; no water heater included; no steam cycle(s) included; no LCD display; white finish.

Product 5.-- Top loading, Energy Star rated; direct drive; impeller; rated DOE capacity greater than or equal to 4.7 cubic feet by less than 5.2 cubic feet; no water heater included; no steam cycle included; lid includes clear or tinted window; white finish.

Product 6.-- Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; water heater included; steam cycle(s) included; no LCD display; any non-white finish.

Product 7.-- Top loading, Energy Star rated; direct drive; impeller; rated DOE capacity greater than or equal to 4.7 cubic feet by less than 5.2 cubic feet; water heater included; steam cycle included; lid includes clear or tinted window; white finish.

Product 8.-- Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; water heater included; steam cycle(s) included; no LCD display; white finish.

Product 9.-- Top loading washer; not Energy Star rated; rated DOE capacity greater than or equal to 3.7 cubic feet but less than 4.2 cubic feet; no direct drive; impeller; no water heater included; no steam cycle(s) included; solid opaque lid; white finish.

Product 10.-- Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; water heater included; steam cycle(s) included; no LCD display; white finish.

Report data for all SKUs/model numbers/product codes that fall under each above definition.

If the DOE rated capacity for a particular SKU/model number/product code changed during the period, classify the SKU/model number/product code consistent with the capacity being advertised at the time of sale. Classify a washer as Energy Star if it was being advertised as Energy Star at the time of sale.

Please report values as follows:

Total dollar values should be f.o.b. port 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 direct and indirect 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 these customers, including whether provided to a customer or directly to a consumer (e.g., consumer rebates)). Also indicate in the table your firm's top-selling SKU in this product category for each quarter.

Direct discounts 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.

Indirect discounts, 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.

Note: Items such as discounts, allowances, and rebates, which are included as adjustments to revenue, should be consistent with the company's accounting procedures; i.e., they should not include items that are treated separately as costs.

III-2a. During January 2013-June 2016, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	Yes. --Please complete the pricing data table (III-2b) attached in the Excel spreadsheet as appropriate.
<input type="checkbox"/>	No. --Skip to question III-3.

III-2c. **Pricing product SKUs.**-- Identify each SKU/model number/product code for which you have reported data.

Pricing Product	SKU/model number/product code ¹
Product 1	
Product 2	
Product 3	
Product 4	
Product 5	
Product 6	
Product 7	
Product 8	
Product 9	
Product 10	
¹ 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.	

III-2d. **Pricing data methodology.**—Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

III-3. **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	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Discount policy.**—

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

Quantity discounts	Annual total volume discounts	Sales incentives	Promotional discounts	Cooperative advertising allowances	Co-marketing funds	Other ¹
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ Describe other:						

(b) Report the following information for 2013, 2014, and 2015. For the definition of direct discounts and indirect discounts, please see page 32 in section III-2.

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

2013:

Product	Total quantity sold (units)	Total sales value net of all discounts (dollars)	Total value of direct discounts (dollars)	Total value of indirect discounts (dollars)	Total invoice value (dollars)
1. Large residential washers	0	0			0
2. ...of which data were provided in the pricing tables (question III-2b)					0
3. All other washers and dryers	 				0
4. All non-laundry white goods ¹	 				0
5. All other goods ²	 				0
Sum of rows 1, 3, 4, and 5		0	0	0	0
<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>					

III-4b. **Discount policy.**—*Continued.*

2014:

Product	Total quantity sold (units)	Total sales value net of all discounts (dollars)	Total value of direct discounts (dollars)	Total value of indirect discounts (dollars)	Total invoice value (dollars)
1. Large residential washers	0	0			0
2. ...of which data were provided in the pricing tables (question III-2b)					0
3. All other washers and dryers	 				0
4. All non-laundry white goods ¹	 				0
5. All other goods ²	 				0
Sum of rows 1, 3, 4, and 5		0	0	0	0
<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>					

2015:

Product	Total quantity sold (units)	Total sales value net of all discounts (dollars)	Total value of direct discounts (dollars)	Total value of indirect discounts (dollars)	Total invoice value (dollars)
1. Large residential washers	0	0			0
2. ...of which data were provided in the pricing tables (question III-2b)					0
3. All other washers and dryers	 				0
4. All non-laundry white goods ¹	 				0
5. All other goods ²	 				0
Sum of rows 1, 3, 4, and 5		0	0	0	0
<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>					

III-4. Discount policy.—Continued.

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

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

- (d) 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).

--

- (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?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-5. Pricing terms.--

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

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

- (b) On what basis are your firm's prices of imported of large residential washers from China usually quoted (*check one*)?

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of large residential washers imported from China in 2015 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of 2015 sales	%	%	%	%	0.0 %

III-7. **Contract provisions.**—Please fill out the table regarding your firm's typical sales contracts for large residential washers from China (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i># of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-8. **Lead times.**--What is your firm's share of sales of large residential washers imported from China from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of large residential washers?

Source	Share of 2015 sales	Lead time (average number of days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

III-9. **Shipping information.**—

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

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 500 miles	%
501 to 999 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

III-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold large residential washers imported from subject countries since January 1, 2013 (check all that apply)?

Geographic area	China
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.	<input type="checkbox"/>

III-11. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for large residential washers has changed since January 1, 2013. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of large residential washers since January 1, 2013?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-13. Conditions of competition.—

(a) Is the large residential washers market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to large residential washers?

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-14.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for large residential washers since January 1, 2013?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. Supply constraints.—Has your firm refused, declined, or been unable to supply large residential washers since January 1, 2013 (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	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. Raw materials.— How have large residential washers raw materials prices changed since January 1, 2013?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm’s selling prices for large residential washers.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-16. Product lifecycle.—Do the different stages of a large residential washer’s lifecycle affect the product’s price?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **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 O 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

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

Country-pair	China	Other countries
United States		
China	X	
For any country-pair producing large residential washers that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

III-18. **Factors other than price.**--Are differences other than price (*e.g.*, 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 O 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

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

Country-pair	China	Other countries
United States		
China	X	
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:		

III-19. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for large residential washers since January 1, 2013. Indicate the share of the quantity of your firm's total shipments of large residential washers that each of these customers accounted for in 2015.

	Customer's name	City	State	Share of 2015 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

III-20. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

http://www.usitc.gov/investigations/title_7/2016/large_residential_washers_china/final.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin:** **WAS2**

- **E-mail.**—E-mail the MS Word questionnaire to chris.cassise@usitc.gov; include a scanned copy of the signed certification page (page 1).

Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.

If your firm did not import this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.