

U.S. PURCHASERS' 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
Website _____
Has your firm purchased large residential washers (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2013?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: WAS2)

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 submitting 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:

Fax

Email address

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; (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

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.

selected wash cycle setting; and (d) the console containing the user interface is made of steel and is assembled with security fasteners;⁶ or

(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).

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

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.

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.

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.

Purchaser--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing large residential washers from another firm that produces, imports, or otherwise distributes large residential washers.

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 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 25 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 your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

“Establishment”--Each facility of a firm involved in the purchase 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 SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import large residential washers from China into the United States or which export large residential washers from China to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import large residential washers from countries other than China into the United States or which export large residential washers from countries other than China to the United States?

No Yes--List the following information.

Firm name and country	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce large residential washers?

No Yes--List the following information.

Firm name	Address	Affiliation

PART II.--PURCHASES

Contact information.-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**— Report your firm’s total U.S. purchases of large residential washers. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer’s questionnaire.)

Item	2012	2013	2014
	Quantity (in actual units)		
Purchases of large residential washers produced by--			
Branded (own label)			
United States (e.g., GE, Whirlpool)			
China (LG and/or Samsung)			
All other suppliers:1			
Total branded purchases	0	0	0
OEM (private label)			
United States (e.g., GE, Whirlpool)			
China (LG and/or Samsung)			
All other suppliers:1			
Total OEM purchases1	0	0	0
¹ Please identify these producers/suppliers:			

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of large residential washers from different sources have changed since January 1, 2013.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States (e.g., GE, Whirlpool)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China (LG and/or Samsung)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **OEM purchases.**—Did your firm purchase large residential washers pursuant to an OEM contract?

No	Yes	If yes, please contact Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov).
<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Purchases from one country only.**--If your firm has purchased large residential washers from only one country, please explain the reasons for doing so.

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for large residential washers since January 1, 2013. Also, provide the share of the quantity of your firm's total purchases of large residential washers that each of these suppliers accounted for in 2015.

No.	Supplier's name	City and state	Share of quantity of 2015 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of large residential washers (check all that apply)?

Retailer	Hotel, institution, or multifamily residence	Contractor/ Builder	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

*If your firm is a **distributor** or **reseller** of large residential washers, please answer questions III-2 and III-3.*

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases large residential washers?

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

III-3. **Types of customers.**—

(a) What are the major types of consumers to which your firm sells large residential washers?

(b) Does your firm sell to contractors/housing developers? If yes, please estimate the percentage of your firm's total sales of large residential washers that were sold to contractors/housing developers in 2015 and report the quantity of large residential washers by country of origin sold to contractors/housing developers in 2015.

Sales of large residential washers to contractors/housing developers			
No	Yes	Washers produced in United States (e.g., GE, Whirlpool)	Washers produced in China (LG and/or Samsung)
		2015 Quantity (in number of units)	
<input type="checkbox"/>	<input type="checkbox"/>		

III-4. **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 price of this substitute affected the price for large residential washers?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **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-6. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2015 purchases of large residential washers that required large residential washers produced in the United States.

	Estimated percentage of your firm's total 2015 purchases of large residential washers
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain:)	%
Total (should sum to 100.0%)	0.0 %

III-7. 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-8.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

- (b) 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-8. Decisions based on producer and country-of-origin.--**How often does your firm, and if known, do your customers, make purchasing decisions involving large residential washers based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Decision based on producer					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Decision based on country of origin					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-9. **Availability of supply.**--Has the availability of large residential washers in the U.S. market changed since January 1, 2013?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
U.S.-produced product (e.g., GE, Whirlpool)	<input type="checkbox"/>	<input type="checkbox"/>	
China (LG and/or Samsung)	<input type="checkbox"/>	<input type="checkbox"/>	
Other sources	<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with 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-11. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of large residential washers (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has this purchasing frequency changed since January 1, 2013?

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

III-12. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a flooring or purchase decision? Between ____ and ____ firms

III-13. **Supplier negotiations.**--

(a) Do your firm's flooring or purchasing decisions of large residential washers usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Does your firm tend to vary its flooring or purchases from a given supplier within a specified time period based on the price offered for that period?

No	Yes	If yes, specify the time period.
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2013?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2013?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell large residential washers to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-17. **Failure to certify.**--Since January 1, 2013, have any domestic or foreign producers failed in their attempts to certify or qualify their large residential washers with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase large residential washers (examples include availability, features, price, quality, product design, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-19. **Purchasing factors.**--Please rate the importance of the following factors in your firm's flooring or purchasing decisions for large residential washers.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Energy Star rated	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Design/style	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct discounts ¹ offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ease of use	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fit, feel, and finish	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indirect discounts ² offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Innovative features	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Large capacity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
LED or LCD display for front load LRW	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Margin opportunity ³	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Model-specific margin (MAP minus cost)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Promotional support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Steam cycle	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Water heater	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ Direct discounts are 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 the discounts are provided, 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.

² Indirect discounts are 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.

³ "Margin opportunity" refers to the profit margins for retailers for the product in question.

III-20. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of large residential washers?

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III-21. **Frequency of decisions based on price.**--How often does your firm purchase the large residential washers that are offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-22. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the large residential washers market since January 1, 2013.

Firm(s)	Describe how the firm(s) exhibited price leadership

III-23. **Innovation leaders.**--An innovation leader is defined as a firm that initiated technological or quality improvements that mattered to your firm, to your firm's customers, or to both.

Please list the names of any firms you considered to be an innovation leader in the large residential washer market since January 1, 2013.

Firm(s)	Describe how the firm(s) exhibited innovation leadership, including any product characteristics, qualities, or features that demonstrated innovation.

III-24. **Floor spots.**--

(a) Does your firm allocate floor spots to different types of large residential washers at different price points?

No	Yes	If yes, please explain your reasons for allocating floor spots to different large residential washers at different price points.
<input type="checkbox"/>	<input type="checkbox"/>	

III-24. **Floor spots.—Continued.**

- (b) Has your firm ever denied or threatened to deny a floor spot to a supplier for a particular large residential washer model because that supplier's proposed price (whether suggested retail price, suggested MAP price, or price offered to your firm) was too high?

No	Yes	If yes, please identify the competing suppliers, SKUs and prices for the relevant large residential washer models.
<input type="checkbox"/>	<input type="checkbox"/>	

- (c) Does your firm factor the expected profits (*i.e.*, the difference between the price you pay and the price at which you expect to sell a specific large residential washer, multiplied by the volume of your expected sales) into its decisions about which models and which suppliers will be allocated floor space?

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

- (d) How often does your firm make flooring decisions for large residential washers which are offered at the lowest price for a given set of features?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (e) Does relative large residential washer pricing from alternative suppliers affect your floor space allocation decisions among those suppliers?

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

- III-25. **Customer flexibility top vs front.**--How often are consumers willing to switch between a top load and a front load large residential washer based on relative pricing between the two offerings?

Always	Frequently	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-26. **Cross product impact.**—

- (a) Does the availability and/or price of a highly featured large residential washer (*i.e.*, one with many features such as large capacity heat, steam, color, etc.) affect the sales of less featured large residential washers?

No	Yes	If yes, please explain what the effect is on the price and/or volume of sales of the less highly-featured large residential washers.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) How often do price reductions on highly featured top load and front load washers from China (LG and/or Samsung) put downward pressure on prices for less featured top load washers with agitators from the United States (Whirlpool (all brands) and/or GE)?

	Frequency that price reductions on highly featured LRWs from LG and/or Samsung affect the price of top load washers with agitators from Whirlpool (all brands) and GE				
	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Top load (impeller) from LG and/or Samsung	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Front load LG and/or Samsung	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- (c) How often do price reductions on less featured top load washers with agitators from Whirlpool (all brands) or GE put downward pressure on prices for highly featured top load washers and front load washers from LG and Samsung?

	Frequency that price reductions of less featured top load washers with agitators from Whirlpool (all brands) and GE affect the price on highly feature LRWs from LG and/or Samsung				
	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Top load (impeller) from LG and/or Samsung	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Front load LG and/or Samsung	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-27. **Cross supplier impact.**--Is the price you are willing to pay for offerings from any particular supplier influenced by the prices/features offered by competing suppliers?

No	Yes	If yes, please describe how price and feature differences (e.g., capacity, steam, color, etc.) in the product offerings of different suppliers are taken into account in your purchasing decisions.
<input type="checkbox"/>	<input type="checkbox"/>	

III-28. **Promotions.**—

(a) Indicate whether the volume of large residential washers sold each year at promotional prices has changed since January 1, 2013.

Increased	Decreased	Remained the same
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) In 2015, what percentage of your large residential washer sales was made at promotional prices? _____ percent.

(c) In your planning for major holiday promotions, do you negotiate support levels with your suppliers?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

(d) If yes, do you signal to one supplier the relative levels of support being offered by other competing suppliers?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

III-29. Promotional Activities.—

- (a) Please indicate the importance on a scale of 0 to 5 of use of the following types of promotional activities (e.g. discount, rebates, allowances, etc.) by supplier used to support your firm's retail sales since January 1, 2013. A one (1) indicates that the promotional activity was minimally impactful while a five (5) indicates that the promotional activity was highly impactful and helpful in increasing your firm's retail sales. A zero (0) indicates that the promotional activity was not used.

Supplier – promotional activity pair	National Advertising	Co-op Advertising	National Promotions	In-Store Promotions	Sales Personnel Incentives (SPIFFS)	Other Discounts Rebates
US - GE						
US – Whirlpool						
China- LG						
China – Samsung						
Other						
¹ List the "other suppliers" and the country of origin of the products being promoted.						

- (b) Explain any changes in these promotional activities since January 1, 2013.

III-30. Purchasing subject imports rather than domestic products.—

- (a) Since January 1, 2013, did your firm purchase imports of large residential washers from China (LG/Samsung) instead of U.S.-produced large residential washers (e.g., GE, Whirlpool)?

Yes (also respond to parts (b) and (c))	No (If "No", skip to next question)
<input type="checkbox"/>	<input type="checkbox"/>

- (b) If you responded "Yes" to part (a), was the product from China (LG/Samsung) priced lower than the domestic product?

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>

- (c) If you responded "Yes" to part (a) above, was price a primary reason for the shift?

Yes	If Yes, estimate the quantity of purchases that your firm shifted to China (LG/Samsung) since January 1, 2013 because of price (in number of units)	No	If No, please indicate the reason for the shift
<input type="checkbox"/>		<input type="checkbox"/>	

III-31. U.S. producers and import competition.—

- (a) Since January 1, 2013, in connection with a sale or offer to sell large residential washers to your firm, did U.S. producers (e.g., GE, Whirlpool) reduce their prices of domestically produced large residential washers in order to compete with lower-priced imports of large residential washers produced in China (LG and/or Samsung)?

Yes (also respond to question part (b))	No (If "No", skip to next question)	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (b) If your firm responded "yes", please provide an estimate of the reduction in U.S. producers' prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

Estimated reduction in U.S. prices (percent)	Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors
%	

III-32. What factors influence a consumer's decision to buy a conventional top load washer (i.e., a top load washer with agitator), a high-efficiency top load washer, or a high-efficiency front-load washer?

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III-33. **Purchases of dryers.**--When making purchase decisions for large residential washers, do you also consider the price, discounts, and other promotional support for dryers and pedestals offered by suppliers?

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

III-34. **Matching washers and dryers.**—Of your firm's purchases of matching washers and electric dryers, please estimate the percentage of those purchases where the invoice price for both the washer and the electric dryer was the same, by each of the respective suppliers identified below, since January 1, 2013.

Percentage of purchases of matching washers and dryers with the same invoice price	Whirlpool	GE	LG	Samsung
< 25%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
25 – 49%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
50 – 74%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
75 and above	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Did not purchase matching washers/dryers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-35. **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-36. **Product lifecycle cost.**--Does the cost of a large residential washer over its lifecycle impact the following purchasing decisions?

Purchasing decision	No	Yes	If yes, please describe the mechanics of this analysis
Your firm's purchasing decisions	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers' purchasing decisions	<input type="checkbox"/>	<input type="checkbox"/>	

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for large residential washers for which your firm has actual marketing/pricing knowledge.

United States (e.g., GE, Whirlpool)	China (LG and/or Samsung)	Other sources	Other sources (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **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	China (LG and/or Samsung)	Other sources
United States (e.g., GE, Whirlpool)		
China (LG and/or Samsung)		
For any country-pair producing large residential washers which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:		

IV-3. **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 purchases 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 (LG and/or Samsung)	Other sources
United States (<i>e.g.</i> , GE, Whirlpool)		
China (LG and/or Samsung)	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 purchases of large residential washers, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-4. **Country preferences.**--Do you or your customers ever specifically order large residential washers from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of large residential washers only available from certain suppliers?

No	Yes	If yes, please identify the suppliers and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

Factor	LRW from United States (e.g., GE, Whirlpool) compared to LRW from China (LG and/or Samsung)			LRW from United States (e.g., GE, Whirlpool) compared to LRW from other sources			LRW from China (LG and/or Samsung) compared to LRW from other sources		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Promotional support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Water heater	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ Direct discounts are 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 the discounts are provided, 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.

² Indirect discounts are 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.

³ "Margin opportunity" refers to the profit margins for retailers for the product in question.

⁴ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-8. **Minimum quality.**--How often do large residential washers from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States (e.g., GE, Whirlpool)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China (LG and Samsung)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-9. **Source supplier differentiation.**—Most of the questions above group suppliers by source, i.e., United States = GE and/or Whirlpool, and China = LG and/or Samsung. For any of your responses above would you have noted a significant difference had the two suppliers from each country source been broken out separately?

Supplier group	No	Yes	If yes, please describe how your response would have differed and to what particular questions.
United States (e.g., GE, Whirlpool)	<input type="checkbox"/>	<input type="checkbox"/>	
China (LG and/or Samsung)	<input type="checkbox"/>	<input type="checkbox"/>	

IV-10. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

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 Aimee.Larsen@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 does not purchase 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 your firm submits (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.