
U.S. PRODUCERS' QUESTIONNAIRE

LARGE RESIDENTIAL WASHERS FROM CHINA

This questionnaire must be received by the Commission by **January 4, 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 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____		
Address _____		
City _____	State _____	Zip Code _____
Website _____		
Has your firm produced large residential washers (as defined on next page) at any time since January 1, 2012?		
<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: WASH)		

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:

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_7/2015/large_residential_washers_china/preliminary.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 Loading “Low-Tech” Residential Washers

Also 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 Loading “Low-Tech” Residential Washers

Also 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

Also 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 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.

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.

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.

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.

In addition, if your firm is a U.S. producer, the information you provide on your production and imports of large residential washers and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 732(c)(4) of the Act (19 U.S.C. § 1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

I-1a. **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 50 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-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes No

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **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 production of large residential washers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			

¹ Additional discussion on establishments consolidated in this questionnaire: _____.

I-3. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-4. **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-5. **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-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of large residential washers?

No Yes--List the following information.

Firm name	Address	Affiliation

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 production of large residential washers since January 1, 2012.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant closings	
<input type="checkbox"/>	relocations	
<input type="checkbox"/>	expansions	
<input type="checkbox"/>	acquisitions	
<input type="checkbox"/>	consolidations	
<input type="checkbox"/>	prolonged shutdowns or production curtailments	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	other (<i>e.g.</i> , technology)	

II-3a. **Production using same machinery.**-- Please report your firm's production of products made on the same equipment and machinery used to produce large residential washers, and the combined production capacity on this shared equipment and machinery in the periods indicated.

"Overall production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

"Production" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

Quantity (in actual units)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
Overall production capacity					
Production of:					
Large residential washers ¹	0	0	0	0	0
"Low-tech" residential washers ²					
Other products ³					
Total	0	0	0	0	0
¹ Data entered for production of large residential washers will populate here once reported in II-7. ² See definition of "low tech" on page 3. ³ Please identify these products: _____.					

II-3b. **Operating parameters.**--The production capacity reported in II-3a is based on operating ____ hours per week, ____ weeks per year.

II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.

II-3d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-3e. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between large residential washers and other products using the same equipment and/or labor?

No Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products: _____.

(ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-4. **Tolling.**--Since January 1, 2012, has your firm been involved in a toll agreement regarding the production of large residential washers?

"Toll agreement"--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No Yes--Please describe the toll arrangement(s) and name the firm(s) involved

II-5. **Production of "Low Tech" Residential Washers.**—(a) Since January 1, 2012, has your firm produced top loading "low tech" residential washers?

"Top Loading "Low-Tech" Residential Washers"--automatic clothes 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

No Yes

(b) Since January 1, 2012, has your firm produced front loading "low tech" residential washers?

"Front Loading "Low-Tech" Residential Washers"--automatic clothes washing machines that meet all of the following conditions: (1) have a horizontal rotational axis; (2) are front loading; and (3) have a drive train consisting, inter alia, of (a) a controlled induction motor (CIM), and (b) a belt drive.

No Yes

II-6. **Foreign trade zones.**--

“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. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

(a) **Firm's FTZ operations.**--Does your firm operate in a foreign trade zone (FTZ)?

No (Skip to II-7) Yes, continue to (b)

(b) **FTZ operations: Description.**--Please describe the reasons for which your firm conducts operations relating to large residential washers in an FTZ.

--

(c) **FTZ operations: Admissions.**--Has your firm admitted any large residential washers (including parts thereof within the scope of this investigation) into your FTZ(s) from foreign countries any time since January 1, 2012?

Admissions.—Admissions are goods declared as entered into your FTZ based on CBP form 214 or its electronic equivalent.

No Yes--Quantify the admissions by source in the periods specified.

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
Large residential washers— U.S. admissions into FTZ from-- China					
<i>Quantity</i>					
<i>Value</i>					
All other sources					
<i>Quantity</i>					
<i>Value</i>					

(d) **FTZ operations: Withdrawals not further processed.**--Has your firm withdrawn for consumption in the United States any of the admitted large residential washers without further processing any time since January 1, 2012?

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

(e) **FTZ operations: Withdrawals for U.S. consumption of large residential washers that have undergone further processing in the FTZ.**--Has your firm withdrawn for U.S. consumption any large residential washers from your FTZ(s) that have undergone further processing in the FTZ(s) any time since January 1, 2012?

- No Yes--Quantify the withdrawals and the country of origin of the admitted components below.

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
Large residential washers withdrawn from FTZ(s) for U.S. consumption after further processing with admitted components from.--					
China					
Quantity					
Import value reported for Customs purposes (value) ¹					
Total value of the U.S. shipment (value) ²					
All other sources					
Quantity					
Import value reported for Customs purposes (value) ¹					
Total value of the U.S. shipment (value) ²					
Export shipments					
Quantity					
Value ³					
<p>¹ This is the dutiable value of the foreign-origin components embodied in the finished LRWs that was reported as a withdrawal into consumption for Customs purposes, and was subject to duties based on the HTS classification for finished LRWs (and not the admitted component HTS classification(s)).</p> <p>² This the total value of the finished LRW that was shipped to a U.S. customer and should be a subset of the U.S. shipment data reported in question II-8.</p> <p>³ This the total value of the finished LRW that was shipped from an FTZ to a non-U.S. customer and should be a subset of the export shipment data reported in question II-8.</p>					

II-7. **Importer.**--Since January 1, 2012, has your firm imported large residential washers?

"Importer" – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

No

Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-8. **Production, shipment and inventory data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of large residential washers in its U.S. establishment(s) during the specified periods.

"Average production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

"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.

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-8. Production, shipment and inventory data.--

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
Average production capacity ¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption:					
Quantity (F)					
Value ² (G)					
Transfers to related firms:					
Quantity (H)					
Value ² (I)					
Export shipments: ³					
Quantity (J)					
Value (K)					
End-of-period inventories ⁴ (quantity) (L)					
¹ The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity: _____. ² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____. ³ Identify your firm's principal export markets: _____.					

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). 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-September	
	2012	2013	2014	2014	2015
B + C – D – F – H – J – L = 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: _____.					

II-9. **U.S. commercial shipment data, by configuration and efficiency.**--Report your firm's U.S. commercial shipments of large residential washers in its U.S. establishment(s) during the specified periods, by configuration (top vs. front load) and if reporting top load residential washers then also by efficiency (non high efficiency vs. high efficiency).

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
Commercial U.S. shipments of—					
Top-load LRWs.—					
Non high efficiency top-load LRWs.—					
Quantity (M)					
Value (N)					
High efficiency top-load LRWs.—¹					
Quantity (O)					
Value (P)					
Front load LRWs.—					
Quantity (Q)					
Value (R)					
¹ Please provide the standard your firm used to define "high efficiency" and explain any changes that occurred during the period of investigation. _____					

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-8. 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-8 so that they are returning zeroes prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2012	2013	2014	2014	2015
Quantity reconciliation. --M + O + Q - D = should equal zero ("0"), if not revise.	0	0	0	0	0
Value reconciliation. --N + P + R - E = should equal zero ("0"), if not revise.	0	0	0	0	0

II-10. **Channels of distribution.**-- Report your firm's commercial U.S. shipments by channel of distribution.

Quantity (in actual units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
Channels of distribution:					
Commercial U.S. shipments:					
To distributors/retailers (quantity) (S)					
To end users/consumers (quantity) (T)					

RECONCILIATION OF COMMERCIAL SHIPMENTS.—Quantity of commercial U.S. shipments reported in this question should reconcile with the data reported in question II-8. If the reconciliation formula below is not returning zeroes ("0")s 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-September	
	2012	2013	2014	2014	2015
Quantity reconciliation. --S + T – D = zero ("0"), if not revise.	0	0	0	0	0

II-11. **Employment data.**--Report your firm's employment-related data related to the production of large residential washers and provide any explanation for any trends in these data.

"Production Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (\$1,000)					

Explanation of trends:

II-12. **Related firms.**--If your firm reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-13. **Purchases.**--Other than direct imports, has your firm otherwise purchased large residential washers since January 1, 2012?

“Purchase” – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

“Direct import” –A transaction to buy from a foreign producer where your firm is the importer of record or consignee.

No Yes--Report such purchases below and explain the reasons for your firms' purchases:

(Quantity in actual units)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
Purchases from U.S. importers¹ of large residential washers from— China					
All other sources					
Purchases from domestic producers²					
Purchases from other sources²					
¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. ² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.					

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 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.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

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

Name	
Title	
Email	
Telephone	
Fax	

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

- A. When does your firm's fiscal year end (month and day)? _____
If your firm's fiscal year changed during the data-collection period, explain below:

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

- 2. Does your firm prepare profit/loss statements for large residential washers:
 Yes No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes large residential washers, as well as specific statements and worksheets) used to compile these data.

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

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

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

Products	Share of sales
Large residential washers	%
	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of large residential washers from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

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

III-7. **Inputs from related suppliers.**--Please identify the inputs used in the production of large residential washers that your firm purchases from related suppliers and that are reflected in table III-9a. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
Input valuation as recorded in the firm's accounting books and records		

III-8. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9a (financial results on Large Residential Washers) in a manner consistent with your firm's accounting books and records.

Yes

No--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in table III-9a.

--

III-9a. **Operations on Large Residential Washers.**--Report the revenue and related cost information requested below on the large residential washers operations of your firm's U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Quantity (in actual units) and value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	2012	2013	2014	2014	2015
Net sales quantities: ²					
Commercial sales ("CS")	0	0	0	0	0
Internal consumption ("IC")	0	0	0	0	0
Transfers to related firms ("Transfers")	0	0	0	0	0
Total net sales quantities	0	0	0	0	0
Net sales values: ²					
Commercial sales	0	0	0	0	0
Internal consumption	0	0	0	0	0
Transfers to related firms	0	0	0	0	0
Total net sales values	0	0	0	0	0
Cost of goods sold (COGS): ³					
Raw materials	0	0	0	0	0
Direct labor	0	0	0	0	0
Other factory costs	0	0	0	0	0
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses	0	0	0	0	0
General and administrative expenses	0	0	0	0	0
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense	0	0	0	0	0
All other expense items	0	0	0	0	0
All other income items	0	0	0	0	0
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above	0	0	0	0	0

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

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

	Fiscal years ended--			January-September	
	2012	2013	2014	2014	2015
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9a where the nonrecurring item is classified.	Nonrecurring item: In these columns please report the amount of the relevant nonrecurring item reported in table III-9a. Value (\$1,000)				
1. , classified as					
2. , classified as					
3. , classified as					
4. , classified as					
5. , classified as					
6. , classified as					
7. , classified as					

III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in table III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10 identify where these items are reported in table III-9a.

--

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of large residential washers. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for large residential washers in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in table III-9a. Provide data as of the end of your firm's three most recently completed fiscal years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject product if these assets are also related to other products. In the space provided, please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2012	2013	2014
Total assets (net) ¹			
¹ Describe _____			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for large residential washers. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	2012	2013	2014	2014	2015
Capital expenditures					
Research and development expenses					
¹ Please indicate the nature, focus, and significance of your firm's capital expenditures on the subject product.					

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, 12, and 13 are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-9a reconcile with data in question II-7?

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

III-15. **Effects of imports on investment.**--Since January 1, 2012, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of large residential washers from China?

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

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-16. **Effects of imports on growth and development.**--Since January 1, 2012, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of large residential washers from China?

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

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-17. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of large residential washers from China?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative 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 IV.-- PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Michele Breaux (202-205-2781, Michele.breaux@usitc.gov) and/or Cindy Cohen (202-205-3230, Cindy.cohen@usitc.gov).

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

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2012 of the following products produced by your firm.

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 washer; direct drive; impeller; rated DOE capacity greater than or equal to 4.7 cubic feet but less than 5.2 cubic feet; water heater included; no steam cycle(s) 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 washer; not Energy Star rated; no direct drive; impeller; no water heater included; no steam cycle(s) included; solid opaque lid; 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., U.S. point of shipment and should not include U.S.-inland transportation costs. Values should be 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 a retailer).

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.

III-2a. During January 2012-September 2015, did your firm produce in the United States 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 following pricing data table as appropriate.
<input type="checkbox"/>	No. --Skip to question III-3.

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

Report data in actual units and actual dollars (not 1,000s).

<i>(Quantity² in actual units, value³ in actual dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								

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

² Report quantity net of returns.

³ Report the U.S. f.o.b. sales value net of returns, and net of direct and indirect discounts as defined on the second page of Part IV. Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (i.e., not charged to your customers).

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

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

Report data in actual units and actual dollars (not 1,000s).

<i>(Quantity² in actual units, value³ in actual dollars)</i>						
Period of shipment	Product 5		Product 6		Product 7	
	Quantity	Value	Quantity	Value	Quantity	Value
2012:						
January-March						
April-June						
July-September						
October-December						
2013:						
January-March						
April-June						
July-September						
October-December						
2014:						
January-March						
April-June						
July-September						
October-December						
2015:						
January-March						
April-June						
July-September						

¹ Pricing product definitions are provided on the first two pages of Part IV.
² Report quantity net of returns.
³ Report the U.S. f.o.b. sales value net of returns, and net of direct and indirect discounts as defined on the second page of Part IV. Also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (i.e., not charged to your customers).

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 5:
 Product 6:
 Product 7:

IV-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	
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.

IV-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"/>	

IV-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) 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"/>	

(c) 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).

(d) 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"/>	

IV-5. **Pricing terms.--**

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

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

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

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

IV-6. **Contract versus spot.--**Approximately what share of your firm's sales of its U.S.-produced large residential washers in 2014 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 2014 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced large residential washers (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"/>

IV-8. **Lead times.**--What is your firm's share of sales 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 its U.S.-produced large residential washers?

Source	Share of 2014 sales	Lead time (average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

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

- (a) What is the approximate percentage of the total delivered cost of U.S.-produced large residential washers 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) Indicate the approximate percentage of your firm's sales of large residential washers that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

- IV-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its U.S.-produced large residential washers since January 1, 2012 (check all that apply)?

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

IV-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, 2012. 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"/>	

IV-12. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of large residential washers since January 1, 2012?

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

IV-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? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-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, 2012?

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

IV-14. **Supply constraints.**--Has your firm refused, declined, or been unable to supply large residential washers since January 1, 2012 (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"/>	

IV-15. **Raw materials.**--How have large residential washers raw materials prices changed since January 1, 2012?

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"/>	

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

Please indicate A, F, S, N, or 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		
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:		

IV-19. **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	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of large residential washers, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p>		

IV-20. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for large residential washers since January 1, 2012. Indicate the share of the quantity of your firm's total shipments of large residential washers that each of these customers accounted for in 2014.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2014 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

IV-21. Competition from imports

- (a) **Lost revenue.**--Since January 1, 2012: To avoid losing sales to competitors selling large residential washers from China, did your firm:

	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

- (b) **Lost sales.**--Since January 1, 2012: Did your firm lose sales of large residential washers to imports of this product from China?

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

- (c) **The submission of lost sales/lost revenue allegations is to be completed only by NON-PETITIONERS.**

If your firm indicated “yes” to any of the above, your firm can provide the Commission with additional information by downloading and completing the lost sales/lost revenues worksheet at http://usitc.gov/trade_remedy/question.htm. Note that the Commission may contact the firms named to verify the allegations reported.

Is your firm submitting the lost sales/lost revenues worksheet?

<input type="checkbox"/>	No— Please explain.
<input type="checkbox"/>	Yes— Please complete the worksheet and submit via the Commission dropbox. https://dropbox.usitc.gov/oinv/ . (PIN: WASH)

- IV-22. Other explanations.**--If your firm would like to further explain a response to a question in Part IV 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.

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_7/2015/large_residential_washers_china/preliminary.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:** **WASH**

- **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 does not produce 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.