
LOST SALES AND LOST REVENUE SURVEY

LARGE RESIDENTIAL WASHERS FROM CHINA

This survey must be received by the Commission by January 4, 2016

See last page for filing instructions.

The information called for in this survey 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 survey 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 survey can be obtained from Cindy Cohen (202-205-3230, Cindy.Cohen@usitc.gov) or Michele Breaux (202-205-2781, Michele.Breaux@usitc.gov).

Name of firm _____		
Address _____		
City _____	State _____	Zip Code _____
Website _____		
Has your firm purchased 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 survey to the Commission)	
<input type="checkbox"/> YES	(Complete all parts of the survey, and return the entire survey to the Commission)	
Return survey 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 this survey 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 survey and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this investigation or other proceeding may be disclosed to and used:

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone

Email address

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. U.S. producers of Large Residential Washers have provided the USITC with allegations about sales or revenue that they have lost due to competition from imports of Large Residential Washers from China. One or more domestic producer(s) have named your firm in such an allegation.

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

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 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).

Reporting of information.-- If information is not readily available from your records, provide carefully prepared estimates.

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.

Confidentiality.--The data furnished in response to this survey 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.

Release of information.--The information provided by your firm in response to this survey, 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. Please also retain a copy of the final document that you submit.

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 survey. This may or may not be the person whose signature is at the bottom of page 1.

Name	
Title	
Email	
Telephone	

PURCHASE INFORMATION

1. **Country of Origin.**—Does your firm know the country of origin of the large residential washers that it purchases?

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

2. **Purchases.**—Report your firm’s total U.S. purchases of large residential washers. Estimates are acceptable.

Item	2012	2013	2014
Purchases of large residential washers produced by--	Quantity (in actual units)		
Branded (own label)			
GE and/or Whirlpool			
LG and/or Samsung			
All other: ¹			
OEM (private label)			
GE and/or Whirlpool			
LG and/or Samsung			
All other: ¹			
¹ Please identify these producers/suppliers:			

3. **Changes in purchasing patterns.**— Please indicate how the shares of your firm’s purchases of large residential washers from different producers/suppliers have changed since January 1, 2012.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
GE and/or Whirlpool	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
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"/>	

4. **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.

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

5. **Lost Sales—Retailers.**—

- (a) Has your firm ever denied a floor spot to a U.S. producer (e.g., GE, Whirlpool), or reduced the number of existing floor spots for U.S.-produced large residential washers, because that U.S. producer's proposed price (e.g., wholesale price, retailer margin, MAP, or PMAP plans) was uncompetitive?

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

- (b) If yes, were the prices offered by the U.S. producer uncompetitive in relation to prices offered for competitive large residential washers produced by LG and/or Samsung?

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

- (c) Since January 1, 2012, did promotional activity (e.g., PMAPs, rebates, SPIFFs) by LG and/or Samsung for large residential washers impact the volume of large residential washers purchased by your firm from U.S. producers (e.g., GE, Whirlpool)?

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

6. **Lost Sales—OEM Contracts.**--

- (a) Did your firm purchase any large residential washers models from LG and/or Samsung since January 1, 2012 pursuant to a long-term, OEM contract (regardless of when the contract was executed)?

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

(b) If yes, did a U.S. producer bid to supply any comparable large residential washer models?

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

(c) If yes, were any of the final contract prices paid to LG and/or Samsung washer models lower than the final bid prices offered by U.S. producers for comparable washer models?

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

(d) Was price an important factor when considering the competitiveness of bids to supply large residential washers under OEM contract?

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

7. Lost Revenues.--

(a) Since January 1, 2012, did a U.S. producer (e.g., GE, Whirlpool) ever lower its prices in order to retain sales with your firm (e.g., through reduced PMAPs, increased discounts/rebates or margin opportunity) in response to promotional pricing or price reductions offered by LG and/or Samsung for large residential washers?

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

(b) Since January 1, 2012, did any U.S. producers reduce prices (e.g., wholesale price, MAP, or PMAP plans) in order to acquire or maintain flooring at your store(s) for U.S.-produced large residential washers?

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

8. Other explanations--Please provide any additional comments in this box.

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OMB INFORMATION

- 9. **OMB statistics.**--Please report the actual number of hours required and the cost to your firm of completing this survey.

Hours	Dollars

The questions in this survey 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 survey is estimated to average 4 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the survey.

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

HOW TO FILE YOUR SURVEY RESPONSE

Please do not attempt to modify the format or permissions of the survey document.

Please submit the completed survey using one of the methods noted below. If your firm is unable to complete the MS Word survey 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 survey 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 survey to Cindy.Cohen@usitc.gov or Michele.Breaux@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

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