

## U.S. PRODUCERS' QUESTIONNAIRE

### LARGE POWER TRANSFORMERS FROM KOREA

This questionnaire must be received by the Commission by **May 21, 2018**  
*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 review of the antidumping duty order concerning large power transformers from Korea (Inv. No. 731-TA-1189 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm produced large power transformers (as defined on the next page) at any time since January 1, 2012?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> (PIN: <b>TRANS</b>)</p>
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#### CERTIFICATION

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

**PART I.—GENERAL INFORMATION**

**Background.**--On August 31, 2012, the Department of Commerce ("Commerce") issued an antidumping duty order on imports of large power transformers from Korea. On July 3, 2017, the Commission instituted a review pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the order would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make an affirmative determination, the order will remain in place. If either the Commission or Commerce makes a negative determination, Commerce will revoke the order. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2017/large\\_power\\_transformers\\_korea/first\\_review\\_full.htm](https://www.usitc.gov/investigations/701731/2017/large_power_transformers_korea/first_review_full.htm).

**Large power transformers** covers large liquid dielectric power transformers ("LPTs") having a top power handling capacity greater than or equal to 60,000 kilovolt amperes (60 megavolt amperes), whether assembled or unassembled, complete or incomplete.

Incomplete LPTs are subassemblies consisting of the active part and any other parts attached to, imported with, or invoiced with the active parts of LPTs. The "active part" of the transformer consists of one or more of the following when attached to or otherwise assembled with one another: The steel core or shell, the windings, electrical insulation between the windings, or the mechanical frame for an LPT.

The product definition encompasses all such LPTs regardless of name designation, including but not limited to step-up transformers, step-down transformers, autotransformers, interconnection transformers, voltage regulator transformers, rectifier transformers, and power rectifier transformers.

The LPTs subject to this order are currently classifiable under subheadings 8504.23.0040, 8504.23.0080, and 8504.90.9540 of the Harmonized Tariff Schedule of the United States (HTSUS). Although the HTSUS subheadings are provided for convenience and customs purposes, the written description of the scope of this order is dispositive.

**Reporting of information.**-- If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

**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 of your files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in

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

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

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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-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 power transformers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments Covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: <hr/>			

I-3. **Position regarding continuation of order.**--Does your firm support or oppose continuation of the following antidumping duty order currently in place for large power transformers?

Country	Support	Oppose	Take no position
Korea	<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 power transformers into the United States or that are engaged in exporting large power transformers to the United States?

No             Yes--List the following information.

Firm name	Country	Affiliation

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

No             Yes--List the following information.

Firm name	Country	Affiliation

I-7. **Business plan.**--In Part II of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for large power transformers?

No	Yes	<b>If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Nathanael Comly (202-205-3174, [nathanael.comly@usitc.gov](mailto:nathanael.comly@usitc.gov)) or Christopher Robinson (202-205-2542; [christopher.robinsonw@usitc.gov](mailto:christopher.robinsonw@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	

II-2a. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of large power transformers since January 1, 2012.

<i>Check as many as appropriate.</i>	<i>If checked, please describe; leave blank if not applicable.</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"/> Corporate restructuring	
<input type="checkbox"/> Other (e.g., technology)	

II-2b. **Anticipated changes in operations.**--Does your firm anticipate any changes in in the character of its operations or organization relating to the production of large power transformers in the future?

		<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentations that address this issue. Include in your response a specific projection of your firm's capacity to produce large power transformers (in MVA top rated) for 2018 and 2019.</b>
<b>No</b>	<b>Yes</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

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 power transformers, 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.

<b>Quantity (in MVA top rated)</b>					
<b>Item</b>	<b>Calendar year</b>			<b>January-March</b>	
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2017</b>	<b>2018</b>
<b>Overall production capacity</b>					
<b>Production of:</b>					
Large power transformers (60 to 299 MVA)					
Large power transformers (over 300 MVA)					
Total large power transformers <sup>1</sup>	0	0	0	0	0
Other products <sup>2</sup>					
<b>Total</b>	0	0	0	0	0
<sup>1</sup> Please see reconciliation below. <sup>2</sup> Please identify these products: _____.					

II-3a. **Production using same machinery –Continued**

*RECONCILIATION OF LARGE POWER TRANSFORMERS PRODUCTION.--Please ensure that the quantities reported above for large power transformers (i.e., those of 60 to 299 MVA plus those over 300 MVA) in each time period equal the quantity reported for large power transformers in II-4 (i.e., line C) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar year			January-March	
	2015	2016	2017	2017	2018
Total large power transformers – question II-4 line C = zero ("0"), if not revise.	0	0	0	0	0

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. **Efficiency gains.**--Have there been changes to the technology used in the production of large power transformers that have resulted in efficiency gains in your firm's large power transformers since January 1, 2012?

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



II-3f. **Product shifting.**--Is your firm able to switch production (capacity) between large power transformers and other products (i.e., products other than large power transformers) 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-3g. **Product shifting factors.**--Please describe the factors that affect your firm's ability to shift production capacity between between large power transformers and other products (i.e., products other than large power transformers) (e.g., time, cost, relative price change, qualification or lack thereof, etc.), and the degree to which these factors enhance or constrain such shifts.

II-3h. **Product shifting by MVA rating.**--Is your firm able to switch production (capacity) between large power transformers with a rating of 60 to 299 MVA and large power transformers with a rating of 300 MVA or more 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-3i. **Product shifting factors by MVA rating.**--Please describe the factors that affect your firm's ability to shift production capacity between between large power transformers with a rating of 60 to 300 MVA and large power transformers with a rating of 300 MVA or more (e.g., time, cost, relative price change, qualification or lack thereof, etc.), and the degree to which these factors enhance or constrain such shifts.

- II-4. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of large power transformers 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. Such transactions are valued at fair market value.

**"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.

**"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.

*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-4. **Production, shipment, and inventory data.** --Continued

Quantity (in MVA top rated); Value (in 1,000 dollars)					
Item	Calendar year			January-March	
	2015	2016	2017	2017	2018
<b>Average production capacity<sup>1</sup></b> <i>(quantity) (A)</i>					
<b>Beginning-of-period inventories</b> <i>(quantity) (B)</i>					
<b>Production</b> <i>(quantity) (C)</i>					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>quantity (D)</i>					
<i>value (E)</i>					
<b>Internal consumption:<sup>2</sup></b>					
<i>quantity (F)</i>					
<i>value (G)</i>					
<b>Transfers to related firms:<sup>2</sup></b>					
<i>quantity (H)</i>					
<i>value (I)</i>					
<b>Export shipments:<sup>3</sup></b>					
<i>quantity (J)</i>					
<i>value (K)</i>					
<b>End-of-period inventories</b> <i>(quantity) (L)</i>					

<sup>1</sup> 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 (use additional pages as necessary). \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. Does your firm use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_ (however, provide the data above at fair market value).

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-4. Production, shipment, and inventory data.--Continued**

*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 reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.*

Reconciliation	Calendar year			January-March	
	2015	2016	2017	2017	2018
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

**II-5. Channels of distribution.--Report your firm's commercial U.S. shipments by channel of distribution.**

Quantity (in MVA top rated)					
Item	Calendar year			January-March	
	2015	2016	2017	2017	2018
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments to—</b>					
Distributors (M)					
Utilities (N)					
Other end users (O)					

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

Reconciliation	Calendar year			January-March	
	2015	2016	2017	2017	2018
M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

II-6. **Historical U.S. shipments.**--Report your firm's U.S. shipments related to the production of large power transformers in its U.S. establishment(s) during the specified periods.

Quantity (in MVA top rated); Value (in 1,000 dollars)			
Item	Calendar year		
	2012	2013	2014
<b>U.S. shipments:</b>			
Quantity			
Value			

II-7. **U.S. shipments by MVA rating.**--Report your firm's U.S. shipments related to the U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of large power transformers during the specified periods.

Item	Calendar year		
	2015	2016	2017
<b>U.S. shipments:</b>			
60 MVA to 299 MVA			
Quantity (MVA top rated) (P)			
Quantity (Units) (Q)			
Value (\$1,000) (R)			
300 MVA or more			
Quantity (MVA top rated) (S)			
Quantity (Units) (T)			
Value (\$1,000) (U)			

**RECONCILIATION OF US SHIPMENTS.**--Please ensure that the quantities and value reported for US shipments in this question (i.e., lines P and S and lines R and U) in each time period equal the quantities and value reported for U.S. shipments (i.e., lines D through I) in each time period in question II-4. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year		
	2015	2016	2017
<b>Quantity:</b> P + S - D - F - H = zero ("0"), if not revise.	0	0	0
<b>Value:</b> R + U - E - G - I = zero ("0"), if not revise.	0	0	0

II-8a. **Ability and actual production by MVA (top rated) range.**--Report whether your firm has the capability to produce the following categories of large power transformers based on MVA (top-rated) in the United States and whether your firm actually produced large power transformers in that range.

Item	Able to produce (check if yes)	Actually produced (2012-2017) (check if yes)
60 to 99 MVA	<input type="checkbox"/>	<input type="checkbox"/>
100 to 199 MVA	<input type="checkbox"/>	<input type="checkbox"/>
200 to 299 MVA	<input type="checkbox"/>	<input type="checkbox"/>
300 to 399 MVA	<input type="checkbox"/>	<input type="checkbox"/>
400 to 499 MVA	<input type="checkbox"/>	<input type="checkbox"/>
500 to 599 MVA	<input type="checkbox"/>	<input type="checkbox"/>
600 to 699 MVA	<input type="checkbox"/>	<input type="checkbox"/>
700 or greater MVA	<input type="checkbox"/>	<input type="checkbox"/>

II-8b. **Technical limitations impacting firm's ability to produce above the 300 MVA (top-rated) thresholds.**--Are there technical limitations to your firm's ability to produce large power transfers with a MVA (top-rated) of more than 300?

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

II-8c. **Economic considerations impacting firm's willingness to produce above the 300 MVA (top-rated) thresholds.**--Are there economic considerations that impact your firm's willingness to produce large power transformers above the MVA (top-rated) of more than 300?

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

II-9a. **Ability and actual production by kV range.**--Report whether your firm has the capability to produce the following categories of large power transformers based on high line voltage (kV) in the United States and whether your firm actually produced large power transformers in that range.

Item	Able to produce (check if yes)	Actually produced (2012-2017) (check if yes)
Less than 345 kV	<input type="checkbox"/>	<input type="checkbox"/>
345 to 499 kV	<input type="checkbox"/>	<input type="checkbox"/>
500 to 764 kV	<input type="checkbox"/>	<input type="checkbox"/>
765 kV or greater	<input type="checkbox"/>	<input type="checkbox"/>

II-9b. **Technical limitations impacting firm's ability to produce above 764 kV.**-Are there technical limitations to your firm's ability to produce large power transfers with a high line voltage (kV) of more than 764kV?

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

II-9c. **Economic considerations impacting firm's willingness to produce above 764 kV.**-Are there economic considerations that impact your firm's willingness to produce large power transformers with a high line voltage (kV) of more than 764kV?

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

II-10. **Employment data.**--Report your firm's employment-related data related to the production of large power transformers and provide an explanation for any trends in these data.

**"Production and 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 March periods, calculate similarly and divide by 3

**"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 year			January-March	
	2015	2016	2017	2017	2018
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>\$1,000</i> )					

Explanation of trends:

II-11. **Transfers to related firms.**--If your firm reported transfers to related firms in question II-4, 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-12. **Purchases.**--Other than imports by your firm, has your firm otherwise purchased large power transformers (either domestic or imported) since January 1, 2012?

- No                       Yes-- Please indicate the reasons for your firm's purchases (if your firms' reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods.

**"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.

**"Import"** –A transaction to buy from a foreign supplier where your firm is the importer of record.

Reason for purchases:

--

<b>Quantity (in MVA top rated)</b>					
<b>Item</b>	<b>Calendar year</b>			<b>January-March</b>	
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2017</b>	<b>2018</b>
<b>Purchases from U.S. importers of large power transformers from— Korea<sup>1</sup></b>					
All other sources <sup>2</sup>					
<b>Purchases from domestic producers<sup>3</sup></b>					
<b>Purchases from other sources<sup>3</sup></b>					
<sup>1</sup> 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: _____. <sup>2</sup> Please list the top sources of your firms purchases: _____. <sup>3</sup> Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.					

II-13. **Toll production.**--Since January 1, 2012, has your firm been involved in a toll agreement regarding the production of large power transformers?

**"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.

<b>No</b>	<b>Yes</b>	<b>If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-14. **Foreign trade zones.**--

- (a) **Firm's FTZ operations.**--Does your firm produce large power transformers in and/or admit large power transformers into a foreign trade zone (FTZ)?

“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.

No	Yes	If yes-- Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import large power transformers into a foreign trade zone (FTZ) for use in distribution of large power transformers and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

II-15. **Imports.**--Since January 1, 2012, has your firm imported large power transformers?

“Importer” – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf.

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	If yes-- <b><u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u></b>

II-16. **Imports by an affiliated firm.**--Since January 1, 2012, has a firm affiliated with your firm imported large power transformers?

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	If yes— <b><u>HAVE YOUR AFFILIATED FIRM COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u></b>

II-17. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of large power transformers from Korea in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

--

II-18. **Likely impact of revocation.**--Would your firm anticipate any changes in in the character of its operations or organization, including its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of large power transformers in the future if the antidumping duty orders on large power transformers from Korea were to be revoked?

		<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentations that address this issue. Include in your response a specific projection of your firm's capacity to produce large power transformers (in MVA top rated) for 2018 and 2019.</b>
<b>No</b>	<b>Yes</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

II-19. **Other explanations:**--If your firm would like to explain further 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](mailto: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	

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 power transformers:

\_\_\_\_\_

2. Does your firm prepare profit/loss statements for large power transformers:  
 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,    10Qs,  
 Monthly,    quarterly,    semi-annually,    annually
4. Accounting basis:  GAAP,    cash,    tax, or    other comprehensive basis of accounting (specify) \_\_\_\_\_
5. Report how your firm recognizes revenue from the sales of large power transformers in the specified periods.

Item	Fiscal year		
	2015	2016	2017
<b>Share of revenue recognized:</b>			
At point of sale or date of delivery			
Based on milestones specified in purchase order <sup>1</sup>			
Other <sup>2</sup>			
<b>Total</b> (should sum to 100.0 percent in each column)	0.0	0.0	0.0
<sup>1</sup> Please describe the most common milestones used for revenue recognition when based on milestone specified in the purchase order. _____ <sup>2</sup> Please describe the other revenue recognition method(s) used. _____.			

*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 power transformers, 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. Please include sufficient detail as to what items in each category are being allocated; e.g., for COGS: direct materials, labor, variable overhead, fixed overhead, etc.

III-5a. **Product listing.**--Please list the products your firm produces in the facilities in which it produces large power transformers, 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 power transformers	%
	%
	%
	%
	%

III-5b. **Anticipated changes in product listing.**--Do you anticipate that the share of your firm's net sales accounted for by these products will change in the next fiscal year?

No

Yes--In the space below, please describe the anticipated changes.

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of large power transformers 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 power transformers that your firm purchases from related suppliers and that are reflected in question 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 the 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
<b>Input valuation as recorded in the firm's accounting books and records</b>		

III-8. **Inputs from related suppliers at cost.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in question III-9a (financial results on large power transformers) in a manner consistent with the 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 question III-9a.

III-9a. **Operations on large power transformers.**--Report the revenue and related cost information requested below on the large power transformers operations of your firm's U.S. establishment(s).<sup>1</sup> 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.

Item	Quantity (in MVA top rated); Value (in 1,000 dollars)				
	Fiscal year			January-March	
	2015	2016	2017	2017	2018
<b>Net sales quantities:</b> <sup>2</sup>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>2</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3</sup>					
Raw materials (reported in III-9c)	0	0	0	0	0
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
All other expense items					
All other income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The volume amounts reported should correspond to revenue and cost recognition reflected in this table; i.e., volume reported in this table, depending on revenue recognition approach, may or may not correspond to the shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> 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. **Historical operations on large power transformers.**--Report the revenue and related performance information requested below on the large power transformers operations of your firm's U.S. establishment(s).<sup>1</sup>

Quantity (in MVA top rated); Value (in 1,000 dollars)			
Item	Fiscal years ended--		
	2012	2013	2014
Net sales quantity			
Net sales value			
Operating income or (loss)			

III-9c. **Inputs reported as raw material.**--Report the cost of input materials corresponding to the operations reported in question III-9a.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-March	
	2015	2016	2017	2017	2018
Grain oriented silicon electrical steel (GOES)					
Steel plate					
Dielectric mineral oil					
Controls and accessories					
Windings					
All other raw material inputs					
Total raw material costs (III-9a)	0	0	0	0	0

If you reported a figure for "Controls and accessories," please explain below how you define the term "accessories" in the normal course of business.



III-9d. **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 large power transformer 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 question 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 question III-9a; i.e., if an aggregate nonrecurring item has been allocated to question III-9a, only the allocated value amount included in question 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 question III-9a.

Item	Calendar years		
	2015	2016	2017
	Value (\$1,000)		
Nonrecurring item 1			
Nonrecurring item 2			
Nonrecurring item 3			
Nonrecurring item 4			
Nonrecurring item 5			
Nonrecurring item 6			
Nonrecurring item 7			

**Nonrecurring item:** In this table please provide a brief description of each nonrecurring item reported above and indicate the specific line item in table III-9a where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the nonrecurring item
Nonrecurring item 1		
Nonrecurring item 2		
Nonrecurring item 3		
Nonrecurring item 4		
Nonrecurring item 5		
Nonrecurring item 6		
Nonrecurring item 7		

III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If nonrecurring items were reported in question 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 question 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 power transformers. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for large power transformers 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 question 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 products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2015	2016	2017
Total assets (net) <sup>1</sup>			
<sup>1</sup> If applicable, describe reason(s) for notable changes in total reported assets during period _____			

If you reported total assets on the basis of an allocation method, please describe the allocation in detail below.

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for large power transformers. 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-March	
	2015	2016	2017	2017	2018
Capital expenditures <sup>1</sup>					
Research and development expenses <sup>2</sup>					
<sup>1</sup> Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____					
<sup>2</sup> Please describe the nature, focus, and significance of your firm's R&D expenses related to 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 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, to the extent applicable (see question III-9a (note 2), reconcile with the data reported in question II-4 (including export shipments) as long as they are reported on the same calendar year basis.

**RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure, to the extent applicable (see question III-9a (note 2)), that the quantities and values reported for total shipments in part II equal the quantities and values reported for total net sales in part III of this questionnaire in each time period unless the financial data from part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.

Item	Fiscal years ended--			January-March	
	2015	2016	2017	2017	2018
<b>Quantity:</b> Trade data from question II-4 (lines D, F, H, and J) less financial total net sales quantity data from question III-9a, = zero ("0").	0	0	0	0	0
<b>Value:</b> Trade data from question II-4 (lines E, G, I, and K) less financial total net sales value data from question III-9a, = zero ("0").	0	0	0	0	0

Do these data in question III-9a reconcile with data in question II-4?

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

III-15. **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 Cindy Cohen (202-205-3230, cindy.cohen@usitc.gov).

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

Name	
Title	
Email	
Telephone	

IV-2. How often do transactions or sales require your firm to go through a qualification process or enter a blanket agreement, as a condition to bid on a particular project?

Item	Always	Frequently	Sometimes	Rarely/Never
Qualification process required	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Blanket agreement required	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-3a. **Bid Opportunities.**--How often is there more than one chance to bid on a particular sales agreement?

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

IV-3b. **Bid Competition.**--How often does the purchaser discuss with you the bids of competing firms (whether or not you disclose who the competition is) in order to get a lower bid price?

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

IV-4. **Services Included in Bid.**--Do the bids that you make for LPTs typically include other services such as installation, maintenance, warranties, etc.?

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

IV-5. **Discount policy.**--Please describe your firm's discount policies.

--

IV-6. **Pricing terms.**--

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

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 power transformers usually quoted (*check one*)?

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

**IV-7. Multiple shipment contracts.--**

- (a) Please report the approximate share of the value of your firm's sales of its U.S.-produced large power transformers in 2017 by type of contract.

Type of sale	Share of value of 2017 sales
Single shipment contract	%
Blanket/alliance agreement (bidding)	%
Blanket/alliance agreement (private)	%
Multiple shipment individual contract (bidding)	%
Multiple shipment individual contract (private)	%
<b>Total</b> (should sum to 100.0%)	0.0 %

- (b) What is the average number of large power transformers in a multiple-shipment contract? \_\_\_\_\_ units

- (c) Absent a change in the specifications or terms of the original agreement (e.g., a change in warranty, purchaser's request for installation, etc.), can prices be renegotiated during the contract period?

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

- (d) If yes, how often are prices renegotiated?

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

IV-8. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced large power transformers? \_\_\_\_\_ days

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

- (a) What is the approximate percentage of the cost of U.S.-produced large power transformers that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %
- (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 power transformers that are delivered the following distances from your firm's production facility.

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

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

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

IV-11. **End uses.**--Have there been any changes in the end uses of large power transformers since January 1, 2012? Do you anticipate any future changes?

<b>Changes in end uses</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	



IV-12. **Availability of supply.**--Has the availability of large power transformers in the U.S. market changed since January 1, 2012? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2012:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Korea	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Korea	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for large power transformers has changed since January 1, 2012, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors (including any major changes in demand during any particular year since 2012)
<b>Demand since January 1, 2012</b>					
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"/>	
<b>Anticipated future demand</b>					
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-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of large power transformers since January 1, 2012? Do you anticipate any future changes?

<b>Changes in product range, product mix, or marketing</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-15. **Conditions of competition.**--

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

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question IV-16(a).
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for large power transformers since January 1, 2012?

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

IV-16a. **Impact of smart grid technology on firm.**--Have developments relating to smart grid technology had a discernible impact on your firm's production and sales of large power transformers since January 1, 2012?

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

IV-16b. **Impact of increase in renewable energy on firm.**--Have developments relating to growth in renewable energy sources had a discernible impact on your firm's production and sales of large power transformers since January 1, 2012?

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

IV-17. **Section 232 relief effects.**--

(a) **Familiarity.**--Are you familiar with the 232 national security investigation or the subsequent imposition of tariffs on imported steel products?

Yes--Continue to question IV-17(b).  No--Continue to question IV-18.

(b) **Raw materials impact.**--Rate and describe the effect of the announcement of the 232 national security investigation in April 2017 or the subsequent imposition of tariffs on imported steel products in March 2018 on the price of raw materials used to make large power transformers.

Factor	Rating of the factor					Describe your rating and the impact of the event (including timing and quantification as applicable)
	No/minimal effect			Substantial effect		
	1	2	3	4	5	
Announcement of the 232 investigation in <b>April 2017</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Imposition of tariffs on imported steel products in <b>March 2018</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-17. **Section 232 relief effects.--Continued**

(c) **Overall conditions impact.**--Rate and describe the effect of the announcement of the 232 national security investigation in April 2017 or the subsequent imposition of tariffs on imported steel products in March 2018 on other conditions of competition for large power transformers.

Factor	Rating of the factor					Describe your rating and the impact of the event (including timing and quantification as applicable)
	No/minimal effect			Substantial effect		
	1	2	3	4	5	
Announcement of the 232 investigation in <b>April 2017</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Imposition of tariffs on imported steel products in <b>March 2018</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-18. **Supply constraints.**--Has your firm refused, declined, or been unable to supply large power transformers 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, being unable to meet timely shipment commitments, etc.)?

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

IV-19. **Raw materials.**--Indicate how large power transformers raw material prices have changed since January 1, 2012, and how you expect they will change in the future.

Raw materials prices	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 power transformers.
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **Price comparisons.**--Please compare market prices of large power transformers in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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IV-21. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss large power transformers supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Korea, and (3) the world as a whole. Of particular interest is such data from 2012 to the present and forecasts for the future.

IV-22. **Export constraints.**--Describe how easily your firm can shift its sales of large power transformers between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting large power transformers between the U.S. and alternative country markets within a 12-month period.

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IV-23. **Barriers to trade.**--Are your firm's exports of large power transformers subject to any tariff or non-tariff barriers to trade in other countries?

No	Yes	If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2012, or that are expected to occur in the future.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-24. **Interchangeability.**--Are large power transformers 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	Korea	Other countries
United States		
Korea	X	
For any country-pair producing large power transformers 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-25. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between large power transformers 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	Korea	Other countries
United States		
Korea	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of large power transformers, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-26. **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.

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## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

[https://www.usitc.gov/investigations/701731/2017/large\\_power\\_transformers\\_korea/irst\\_review\\_full.htm](https://www.usitc.gov/investigations/701731/2017/large_power_transformers_korea/irst_review_full.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:** **TRANS**

- **E-mail.**—E-mail the MS Word questionnaire to Nathanael Comly (202-205-3174, [nathanael.comly@usitc.gov](mailto:nathanael.comly@usitc.gov)) or Christopher Robinson (202-205-2542; [christopher.robinsonw@usitc.gov](mailto:christopher.robinsonw@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.