

U.S. PRODUCERS' QUESTIONNAIRE

LARGE RESIDENTIAL WASHERS FROM KOREA AND MEXICO

This questionnaire must be received by the Commission by **November 8, 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 countervailing and antidumping duty orders concerning large residential washers from Korea and Mexico (Inv. Nos. 701-TA-488 and 731-TA-1199-1200 (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)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm produced large residential washers and/or out-of-scope top-load washers (as defined on pages 2-3) at any time since January 1, 2012, or does it plan to commence production of such washers in the imminent future?

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the 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 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

Phone: _____

Signature

Email address

PART I.—GENERAL INFORMATION

Background.--On February 15, 2013, the Department of Commerce ("Commerce") issued a countervailing duty order on imports of large residential washers from Korea and antidumping duty orders on imports of large residential washers from Korea and Mexico. On January 2, 2018, the Commission instituted reviews 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 orders 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 affirmative determinations, the orders will remain in place. If either the Commission or Commerce makes negative determinations, Commerce will revoke the orders. Questionnaires and other information pertinent to this proceeding are available at https://www.usitc.gov/investigations/701731/2018/large_residential_washers_korea_and_mexico/first_review_full.htm.

Large residential washers covered by these reviews are all automatic clothes washing machines, regardless of the orientation of the rotational axis, except as noted below, 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).

Also covered are certain subassemblies used in large residential washers, namely: (1) all assembled cabinets designed for use in large residential washers which incorporate, at a minimum: (a) at least three of the six cabinet surfaces; and (b) a bracket; (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 subassemblies.

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" market 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

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.

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.

Also excluded from the scope are automatic clothes washing machines with a vertical rotational axis and a rated capacity of less than 3.7 cubic feet, as certified to the U.S. Department of Energy pursuant to 10 CFR 429.12 and 10 CFR 429.20, and in accordance with the test procedures established in 10 CFR Part 430.

Large residential washers are currently imported under statistical reporting numbers 8450.20.0040 and 8450.20.0080 of the Harmonized Tariff Schedule of the United States (HTSUS). They may also be imported under HTSUS subheadings 8450.11.0040, 8450.11.0080, 8450.90.2000, and 8450.90.6000. The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

Out-of-scope top-load washers.--Automatic clothes washing machines with a vertical rotational axis and a rated capacity of less than 3.7 cubic feet, as certified to the U.S. Department of Energy pursuant to 10 CFR 429.12 and 10 CFR 429.20, and in accordance with the test procedures established in 10 CFR Part 430.

Top-load washers with PCS/belt/clutch.--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.

Front-load washers with CIM/belt.--Automatic clothes washing machines that meet all of the following conditions: (1) have a horizontal rotational axis; (2) are front loading;¹¹ and (3) have a drive train consisting, inter alia, of (a) a controlled induction motor (CIM),¹² and (b) a belt drive.

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

¹² A "controlled induction motor" is an asynchronous, alternating current (AC), polyphase induction motor.

Direct drive washers.--Automatic clothes washing machines matching the scope definition but not possessing the drive train elements as defined for top-load washers with PCS/belt/clutch or front-load washers with CIM/belt

When reporting U.S. producers' data—

For the purpose of reporting data for large residential washers in this U.S. producers' questionnaire, unless otherwise indicated, please provide data for **all residential washers** (including all scope merchandise (i.e., large residential washers and covered subassemblies) as well as out-of-scope top-load washers) as defined on pages 2-3 of this document.

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.

D-GRIDS tool.--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage (https://www.usitc.gov/trade_remedy/question.htm) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

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 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: <hr/>			

I-3. **Position regarding continuation of orders.**--Does your firm support or oppose continuation of the following antidumping duty and countervailing duty orders currently in place for large residential washers?

Country	Support	Oppose	Take no position
Korea (CVD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Korea (AD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexico (AD)	<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 into the United States or that are engaged in exporting large residential washers 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 residential washers?

No Yes--List the following information.

Firm name	Country	Affiliation

I-7. **Business plan.**--In Parts II and IV 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 residential washers?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Drew Dushkes (202-205-3229, drew.dushkes@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 residential washers 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"/> Other (e.g., technology)	

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

No	Yes	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 residential washers (in units) for 2018 and 2019.
<input type="checkbox"/>	<input type="checkbox"/>	

II-2c. **Recent or future commencement of commercial operations.**--Did your firm recently commence commercial operations related to the production of large residential washers in the United States, or does it plan to in the near future?

No	Yes	If yes, please describe the investments made in this facility to date, indicate the past or future start date for commercial operations, and project the total capacity and production the facility will likely achieve in 2018 and 2019.
<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, machinery, or employees as used to produce large residential washers, and the combined production capacity on this shared equipment, machinery, or employees 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).

Note.--If your firm does not produce any out-of-scope merchandise on the same machinery and equipment as scope merchandise then the "overall production capacity" numbers reported in this question should be exactly equal to the "average production capacity" numbers reported in question II-4. If, however, your firm does produce out-of-scope merchandise using the same machinery and equipment as scope merchandise, then the "average production capacity" reported in question II-4 should exclude the portion of "overall production capacity" that was used to produce this out-of-scope merchandise.

"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.

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

Item	Quantity (in units)							January-September	
	Calendar years						2017	2018	
	2012	2013	2014	2015	2016	2017			
Overall production capacity¹									
Production of:									
Large residential washers ²	0	0	0	0	0	0	0	0	
Out-of-scope production.-- Commercial washers									
Stacked washer-dryers									
Other products ³									
Subtotal, out-of-scope production	0	0	0	0	0	0	0	0	
Total production using same machinery or workers	0	0	0	0	0	0	0	0	

¹ Data reported for capacity (first line) should be greater than data reported for total production (last line).
² Data entered for production of large residential washers will populate here once reported in question II-4.
³ Please identify these products: _____.

II-3b. **Operating parameters.**--The production capacity reported in II-3a is based on the following operating parameters:

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.

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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	If yes—(i.e., have produced other products or are able to produce other products) Please identify other actual or potential products:
<input type="checkbox"/>	<input type="checkbox"/>	

(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.

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II-3f. **Production shifts.**—

Have the number of production shifts by your firm increased, decreased, or stayed the same since the countervailing duty order on large residential washers from Korea and the antidumping duty orders on large residential washers from Korea and Mexico went into effect?

Increased	Decreased	Stayed the same	Please explain:
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **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. 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.

"Retailers" –Firms that sell large residential washers to the public for use in personal consumption rather than for resale.

"Distributors" –Firms that purchase large residential washers for the purpose of reselling them to other firms.

"Buying Groups" –Firms that negotiate prices on behalf of multiple retailers.

"Homebuilders/contractors" –Firms whose business is in the construction of residential dwellings.

"End users/consumers" –Entities who purchase large residential washers for their own personal consumption.

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

REPORT DATA FOR ALL LARGE RESIDENTIAL WASHERS, INCLUDING PRODUCTS COVERED BY THE SCOPE AND OUT-OF-SCOPE TOP-LOAD WASHERS.

Quantity (in units) and value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
Average production capacity¹ (quantity) (A)								
Beginning-of-period inventories (quantity) (B)								
Production (quantity) (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption:²								
Quantity (F)								
Value (G)								
Transfers to related firms:²								
Quantity (H)								
Value (I)								
Export shipments:³								
Quantity (J)								
Value (K)								
End-of-period inventories (quantity) (L)								
<p>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 (use additional pages as necessary). _____.</p> <p>² 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).</p> <p>³ Identify your firm's principal export markets: _____.</p>								

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.

Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. ¹	0	0	0	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-6. **U.S. shipments by type and efficiency rating.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of large residential washers by type and efficiency rating.

Quantity (in units) and value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
U.S. shipments:								
Covered front-load LRWs.--								
Energy Star rated.--								
<i>Quantity (R)</i>								
<i>Value (S)</i>								
Non-Energy Star rated.--								
<i>Quantity (T)</i>								
<i>Value (U)</i>								
Covered top-load LRWs.--								
With agitator.--								
Energy Star rated.--								
<i>Quantity (V)</i>								
<i>Value (W)</i>								
Non-Energy Star								
rated.--								
<i>Quantity (X)</i>								
<i>Value (Y)</i>								
Without agitator.—								
Energy Star rated.--								
<i>Quantity (Z)</i>								
<i>Value (AA)</i>								
Non-Energy Star								
rated.--								
<i>Quantity (AB)</i>								
<i>Value (AC)</i>								

Table continued on the next page.

II-6. **U.S. shipments by type and efficiency rating.**—Continued

Quantity (in units) and value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
Out-of-scope top-load washers.--								
With agitator.--								
Energy Star rated.--								
Quantity (AD)								
Value (AE)								
Non-Energy Star rated.--								
Quantity (AF)								
Value (AG)								
Without agitator.—								
Energy Star rated.--								
Quantity (AH)								
Value (AI)								
Non-Energy Star rated.--								
Quantity (AJ)								
Value (AK)								
Covered subassemblies.--								
Quantity (AL)								
Value (AM)								
U.S. shipments.--								
Quantity	0	0	0	0	0	0	0	0
Value	0	0	0	0	0	0	0	0

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

II-8. **Employment data.**--Report your firm's employment-related data related to the production of large residential washers 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 September periods, calculate similarly and divide by 9.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods, regardless of whether the interim periods are Jan-Mar (Q1), Jan-June (Q1+Q2), or Jan-Sept (Q1+Q2+Q3).

"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-September	
	2012	2013	2014	2015	2016	2017	2017	2018
Employment data:								
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-9. **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.

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II-10. **Purchases.**--Has your firm purchased large residential washers produced in the United States or in other countries since January 1, 2012? (Do not include imports for which your firm was the importer of record. These should be reported in an importer questionnaire).

"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.

No	Yes	If yes-- Report such purchases in the table below and explain the reasons for your firms' purchases:
<input type="checkbox"/>	<input type="checkbox"/>	

Note: If your firm served as the importer of record for any purchases from foreign suppliers, either for your own account or as a service for another entity, those purchases are to be considered "imports" not "purchases" and **should not** be included in the table below.

II-11. **Purchases**--*Continued*

Quantity (in units)								
Item	Calendar years						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
Purchases from U.S. importers¹ of covered large residential washers from—								
Korea								
Mexico								
All other sources								
Purchases from U.S. importers² of out-of-scope top-load washers from—								
All sources								
Purchases from domestic producers³								
Purchases from other sources³								
¹ Please list the name of the importer(s) from which your firm purchased these large residential washers. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. ² Please list the name of the importer(s) from which your firm purchased these out-of-scope top-load washers. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. ³ Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.								

II-12. **Toll production**--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	If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	

II-13. **Foreign trade zones.**--

- (a) **Firm's FTZ operations.**--Does your firm produce large residential washers in and/or admit large residential washers 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 residential washers into a foreign trade zone (FTZ) for use in distribution of large residential washers and/or the production of downstream articles?

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

- (c) **FTZ admissions subsequently reported as imports of large residential washers.**— Report the value of your firm's admissions into FTZs of any parts for large residential washers (covered parts as defined on pages 2-3 or any other parts used in the production of large residential washers) and subsequently reported as an import for consumption of large residential washers after being used in the production of domestically-produced large residential washers.

Value (in 1,000 dollars)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
Covered parts								
Other parts ¹								

¹ Please list the parts: _____.

II-14. **Direct imports.**--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	
<input type="checkbox"/>	<input type="checkbox"/>	

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

For questions II-15 and II-16, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-15. **Effect of order.**--Describe the significance of the existing countervailing and antidumping duty orders covering imports of large residential washers from Korea and Mexico 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-16. **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 residential washers in the future if the countervailing and antidumping duty orders on large residential washers from Korea and Mexico were to be revoked? Please include how the section 201 safeguard measure would impact the effect of any revocation.

		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 residential washers (in units) for 2018 and 2019.
No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	

- II-15. **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 Emily Kim (202-205-1800, emily.kim@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 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. **Product listing.**--Please list the products your firm produces in the facilities in which it produces 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 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
Input valuation as recorded in the firm's accounting books and records		

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 III-9a (financial results on large residential washers) in a manner consistent with the firm's accounting books and records.

Yes	No	If no--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a.:
<input type="checkbox"/>	<input type="checkbox"/>	

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. Do not report cost data for any period that does not also include net sales data (i.e., if your firm has incurred start-up costs, do not report those costs until the period in which your firm reported net sales). Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Emily Kim at (202) 205-1800 before completing this section of the questionnaire.

REPORT DATA FOR ALL LARGE RESIDENTIAL WASHERS, INCLUDING PRODUCTS COVERED BY THE SCOPE AND OUT-OF-SCOPE TOP-LOAD WASHERS.

Quantity (in units) and value (in \$1,000)						
Item	Fiscal years ended--					
	2012	2013	2014	2015	2016	2017
Net sales quantities: ²						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities	0	0	0	0	0	0
Net sales values: ²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values	0	0	0	0	0	0
Cost of goods sold (COGS): ³						
Raw materials						
Direct labor						
Other factory costs						
Total COGS	0	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses	0	0	0	0	0	0
Operating income (loss)	0	0	0	0	0	0
Other expenses and income:						
Interest expense						
All other expense items						
All other income items						
Net income or (loss) before income taxes	0	0	0	0	0	0
Depreciation/amortization included above						

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-9a. Operations on large residential washers.--Continued

Quantity (in units) and value (in \$1,000)		
Item	January-September 2017	January-September 2018
Net sales quantities: ²		
Commercial sales ("CS")		
Internal consumption ("IC")		
Transfers to related firms ("Transfers")		
Total net sales quantities	0	0
Net sales values: ²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values	0	0
Cost of goods sold (COGS): ³		
Raw materials		
Direct labor		
Other factory costs		
Total COGS	0	0
Gross profit or (loss)	0	0
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses	0	0
Operating income (loss)	0	0
Other expenses and income:		
Interest expense		
All other expense items		
All other income items		
Net income or (loss) before income taxes	0	0
Depreciation/amortization included above		
¹ Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u> . 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 <u>costs associated with CS, IC, and Transfers</u> .		

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-9c. **Raw materials.**--Please report the share of total raw material costs in 2017 (reported in III-9a) for the following raw material inputs:

Input	Share of total raw material costs (<i>percent</i>)	Procurement method	
		Primarily produced by your firm	Primarily purchased by your firm
Steel		<input type="checkbox"/>	<input type="checkbox"/>
Plastic		<input type="checkbox"/>	<input type="checkbox"/>
Computer and electrical components		<input type="checkbox"/>	<input type="checkbox"/>
Other material inputs ¹		<input type="checkbox"/>	<input type="checkbox"/>
Total (should sum to 100 percent)	0.0		
¹ Please indicate any other notable "other" raw materials not expressly identified above and provide the share of the total raw material costs that they account for:			

III-9d. **Large residential washers variable and fixed costs.**--For the total COGS and total SG&A expenses reported for the most recently completed annual period in table III-9a please estimate the share of variable and fixed costs for each category, with the sum adding to 100 percent. The specified variable and fixed cost shares should be representative of the relevant range of production that the company could achieve under current capacity constraints.

Item	Share of 2017: COGS (percent)	Share of 2017: SG&A (percent)
Share of costs that are.-- Variable	%	%
Fixed	%	%
Total (should sum to 100.0%)	0.0 %	0.0 %

III-10. **Expenses associated with new large residential washers platforms, upgrades of existing platforms, and/or other 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) expenses associated with new platforms and/or upgrades of existing platforms and other nonrecurring items (charges and gains) in the schedule below, the specific question III-9a line item where the items are included, a brief description of the relevant items, and the associated values (*in \$1,000*), as reflected in question III-9a; i.e., if an aggregate 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) items which impacted the reported financial results of large residential washers in question III-9a.

Item	Fiscal years ended--						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
	Value (\$1,000)							
Item 1								
Item 2								
Item 3								
Item 4								
Item 5								
Item 6								
Item 7								

Expense associated with new large residential washers platforms, upgrades of existing platforms, and/or other 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 item	Income statement classification of the item
Item 1		
Item 2		
Item 3		
Item 4		
Item 5		
Item 6		
Item 7		

III-11. **Classification of identified expenses associated with new large residential washers platforms, upgrades of existing platforms, and/or other nonrecurring items (charges and gains) in the accounting books and records of the company.**--If 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 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 question III-9a. Provide data as of the end of your firm's six 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.

REPORT DATA FOR ALL LARGE RESIDENTIAL WASHERS, INCLUDING PRODUCTS COVERED BY THE SCOPE AND OUT-OF-SCOPE TOP-LOAD WASHERS.

Value (in \$1,000)						
Item	Fiscal years ended--					
	2012	2013	2014	2015	2016	2017
Total assets (net) ¹						
¹ Describe _____						

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

REPORT DATA FOR ALL LARGE RESIDENTIAL WASHERS, INCLUDING PRODUCTS COVERED BY THE SCOPE AND OUT-OF-SCOPE TOP-LOAD WASHERS.

Value (in \$1,000)								
Item	Fiscal years ended--						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
Capital expenditures ¹								
R&D expenses ²								
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____								
² 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 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 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.*

Reconciliation	Fiscal years ended--						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
Quantity: 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	0	0	0
Value: 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	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 Tana von Kessler (202-205-2389, tana.vonkessler@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	

PRICE DATA

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

Product 1.-- Top loading, Energy Star rated washer; impeller; rated DOE capacity greater than or equal to 5.7 cubic feet; water heater included, steam cycle included; lid includes clear or tinted window; electronic controls, non-white finish.

Product 2.--Top loading, Energy Star rated washer; impeller; rated DOE capacity greater than or equal to 4.7 cubic feet but less than 5.2 cubic feet; no water heater included; no steam cycle included; lid includes clear or tinted window; white finish.

Product 3.--Front loading, Energy Star rated washer; 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/LED display; white finish.

Product 4.--Front loading, Energy Star rated washer; 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/LED display; white finish.

Product 5.-- Front loading, Energy Star rated washer; rated DOE capacity greater than or equal to 4.8 cubic feet but less than 5.3 cubic feet; water heater included, steam cycle(s) included; no LCD/LED display; non-white finish.

Product 6.-- Top loading, Energy Star rated washer; impeller; 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 included; lid includes clear or tinted window; 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. plant and should not include U.S.-inland transportation costs. Report the U.S. f.o.b. sales value and quantity on an invoice basis (i.e., the quantity-weighted total of the prices indicated on the invoice for the product in question), and net of direct and indirect discounts (i.e., all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer). Exclude any additional equipment provided, (e.g. cold/hot water connection hoses) that may be included in the invoice price.

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.

(a) During January 2012 –September 2018, did your firm produce 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 IV-3.

IV-2b. **Price data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Report data in actual units and 1,000 dollars.

(Quantity in units, value in 1,000 dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value ¹	Quantity	Value ¹	Quantity	Value ¹
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						
October-December						
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						
April-June						
July-September						
October-December						
2018:						
January-March						
April-June						
July-September						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

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

Product 1:

Product 2:

Product 3:

IV-2b. **Price data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Report data in actual units and 1,000 dollars.

<i>(Quantity in units, value in 1,000 dollars)</i>						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value ¹	Quantity	Value ¹	Quantity	Value ¹
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						
October-December						
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						
April-June						
July-September						
October-December						
2018:						
January-March						
April-June						
July-September						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

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

Product 4:

Product 5:

Product 6:

IV-2c. **Price data checklist.**--Please check that the pricing data in question IV-2(a) has been correctly reported.

Is the price data reported above:	√ if Yes
In \$1,000 (not actual dollars)?	<input type="checkbox"/>
F.o.b. plant (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than or equal to reported U.S. commercial shipments in question II-4 in each year?	<input type="checkbox"/>

IV-2e. **Pricing product SKUs.**--Identify each SKU/model number/ product code for which you have reported data and identify the SKU/model number/product code that accounts for the highest volume of your pricing data by product.

Pricing product	All included SKU/model number/ product codes¹	Highest volume SKU/model number/product code
Product 1		
Product 2		
Product 3		
Product 4		
Product 5		
Product 6		

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.

IV-2f. **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	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Discount policy.**-- 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-describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Pricing terms.**--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 2017 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of 2017 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>No. 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"/>
Indexed to raw material costs ¹	<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"/>
¹ Please identify the indexes used:				

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 2017 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 cost of U.S.-produced large residential washers 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 residential washers that are delivered the following distances from your firm's 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. Substitutes.--Have there been any changes in the number or types of products that can be substituted for large residential washers since January 1, 2012? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
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 residential washers 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.
Changes since January 1, 2012:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Korea	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Mexico	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Korea	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Mexico	<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 residential washers 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
Demand since January 1, 2012					
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"/>	
Anticipated future demand					
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 residential washers since January 1, 2012? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
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 residential washers market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to large residential washers?

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-16.
<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-16. Impact of the section 201 safeguard measure on firm and market.—

(a) Did the announcement on January 22, 2018 and subsequent implementation of the section 201 safeguard measure on imports of large residential washers have any discernible impact on your firm's large residential washers operations and/or the market as a whole? If the impact on your firm and/or the overall market was different based on the different tariff-rate quotas provided for fully assembled washers versus covered washer parts, please describe this difference as appropriate in your firm's narrative response below.

No Yes--Please specify.

Item	Response
Impact on firm ¹	
Impact on overall market ²	
¹ Please identify the magnitude and timing of any effects, and compare your firm's operations before and after the announcement of the safeguard measures on January 22, 2018. ² Please identify the magnitude and timing of any effects, and compare the overall market before and after the announcement of the safeguard measures on January 22, 2018.	

(b) **Assessment of specific effects of the section 201 safeguard measure.**--Please indicate the effects that your firm has observed with regards to the announcement on January 22, 2018 and subsequent implementation of the section 201 safeguard measure on imports of large residential washers.

Item	Overall improve	No change	Overall worsen	Fluctuate with no clear trend	Explanation and factors
Overall demand for large residential washers in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices for large residential washers in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Impact on your firm's large residential washers operations in the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(c) **Changes to forward looking outlook due to the section 201 safeguard measure.**--What impact did the announcement on January 22, 2018 and subsequent implementation of the section 201 safeguard measure on imports of large residential washers have on your firm's forward-looking outlook?

Item	Strongly worsened	Somewhat worsened	No change	Somewhat improved	Strongly improved
Firm's forward looking outlook	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please explain:

IV-17. **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, being unable to meet timely shipment commitments, etc.)?

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

IV-18. **Raw materials.**--Indicate how large residential washers 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 residential washers.
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-19. **Effect of 232 investigations of steel and aluminum on raw materials.**--Did the announcement of the 232 investigations in April 2017 or the subsequent imposition of tariffs on imported steel and aluminum products beginning in March 2018 impact the raw material prices for LRWs?

	No	Yes	Don't know	If yes, describe impact.
Announcement of the 232 investigations in April 2017	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Imposition of tariffs on imported steel and aluminum products beginning in March 2018	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

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 residential washers 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 Mexico, 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 residential washers 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 residential washers between the U.S. and alternative country markets within a 12-month period.

IV-23. **Barriers to trade.**--Are your firm's exports of large residential washers 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. **Product feature innovation.**—Please list the product features that were developed by your firm and were either: (1) first made available on large residential washers sold by your firm in the retail market after January 1, 2012 (“market firsts”); or (2) available on large residential washers sold by your firm in the retail market but not available on any of your competitors’ large residential washers since January 1, 2012 (“market exclusives”).

Name of product feature	Description of product feature	Date that product feature entered retail market (month/year)	Model number of first model to have feature	Do competitors offer this feature (yes/no)

IV-25. **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	Korea	Mexico	Other countries
United States			
Korea	X		
Mexico	X	X	
For any country-pair producing large residential washers that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:			

IV-26. **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	Korea	Mexico	Other countries
United States			
Korea	X		
Mexico	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of large residential washers, identify the country-pair and report the advantages or disadvantages imparted by such factors:			

IV-27. **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:

https://www.usitc.gov/investigations/701731/2018/large_residential_washers_korea_and_mexico/first_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:** **WASH**

- **E-mail.**—E-mail the MS Word questionnaire to drew.dushkes@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.