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OMB Control Number: 0694-0120

Expiration Date: September 30, 2020

Section 232 Investigation into Imports of Electrical Steel and Transformer-Related Products



SCOPE OF ASSESSMENT

The U.S. Department of Commerce, Bureau of Industry and Security (BIS), Office of Technology Evaluation (OTE), is conducting a survey of the U.S. grain-oriented electrical steel (GOES) industry and related transformer parts sector. Specifically, this survey is intended for companies that import, distribute, or produce laminations for stacked cores for incorporation into transformers, stacked and wound cores for incorporation into transformers, electrical transformers, and transformer regulators markets. The survey results will be used to support an ongoing investigation on the effect of imports of GOES and select downstream GOES products on the U.S. national security initiated under Section 232 of the Trade Expansion Act of 1962, as amended.

The principal goal of this survey is to assist the U.S. Department of Commerce in determining whether electrical steel and transformer-related products are being imported into the United States in such quantities or under such circumstances as to threaten to impair the national security. Information collected will include facilities and production data, capacity utilization, mergers and acquisitions, joint ventures, customers, sales and demand data, employment information, conditions of domestic and global competition, research and development, and other factors. The resulting data will provide the U.S. Department of Commerce detailed steel industry information that is otherwise not publicly available and needed to effectively conduct this Section 232 investigation.

RESPONSE TO THIS SURVEY IS REQUIRED BY LAW

A response to this survey is required by law (50 U.S.C. Sec. 4555). Failure to respond can result in a maximum fine of \$10,000, imprisonment of up to one year, or both. Information furnished herewith is deemed confidential and will not be published or disclosed except in accordance with Section 705 of the Defense Production Act of 1950, as amended (50 U.S.C. Sec. 4555). Section 705 prohibits the publication or disclosure of this information unless the President determines that its withholding is contrary to the national defense. Information will not be shared with any non-government entity, other than in aggregate form. The information will be protected pursuant to the appropriate exemptions from disclosure under the Freedom of Information Act (FOIA), should it be the subject of a FOIA request.

Notwithstanding any other provision of law, no person is required to respond to nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a currently valid OMB Control Number.

BURDEN ESTIMATE AND REQUEST FOR COMMENT

Public reporting burden for this collection of information is estimated to average 10 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information to BIS Information Collection Officer, Room 6883, Bureau of Industry and Security, U.S. Department of Commerce, Washington, D.C. 20230, and to the Office of Management and Budget, Paperwork Reduction Project (OMB Control No. 0694-0120), Washington, D.C. 20503.

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	General Instructions
А.	Your organization is required to complete this survey of the U.S. electrical steel and transformer-related products industry, which can be downloaded from the BIS website: <u>http://www.bis.doc.gov/XXX</u> If you are unable to download the survey document, at your request, BIS survey support staff will e-mail the Excel survey template directly to you. For your convenience, a PDF version of the survey and required drop-down content is available on the BIS website to aid internal data collection. DO NOT SUBMIT the PDF version of the survey as your response to BIS. Should this occur, your organization will be required to resubmit the survey in the requested Excel format.
В.	Respond to every question. Surveys that are not fully completed will be returned for completion. Use the comment boxes to provide any information to supplement responses provided in the survey form. Make sure to record a complete answer in the space provided, even if the space does not appear to expand to fit all of the information. DO NOT CUT AND PASTE RESPONSES WITHIN THIS SURVEY OR PASTE IN RESPONSES FROM OUTSIDE THE SURVEY . Survey inputs should be completed by typing in responses or by using a drop-down menu. The use of cut and paste can corrupt the survey template. If your survey response is corrupted as a result of cut and paste response, your survey will be rejected and your organization must immediately resubmit the survey.
С.	Do not disclose any USG classified information in this survey form.
D.	Upon completion of the survey, final review, and certification, transmit the survey document via e-mail to : <u>ESproducts232@bis.doc.gov</u>
E.	Questions related to the survey should be directed to BIS survey support staff at <u>ESProducts232@bis.doc.gov</u> E-mail is the preferred method of contact. You may speak with a member of the BIS survey support staff by calling (202) 482-4952.
F.	For questions related to the overall scope of this Section 232 Investigation, contact <u>ESProducts232@bis.doc.gov</u> or: Matthew Borman, Deputy Assistant Secretary of Commerce, Export Administration Acting Director, Office of Technology Evaluation, BIS, Room 1093 U.S. Department of Commerce 1401 Constitution Avenue, NW Washington, DC 20230 DO NOT submit completed surveys to Mr. Borman's postal or personal e-mail address. All surveys must be submitted electronically to: <u>ESProducts232@bis.doc.gov</u>
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	Definitions
Term	Definition
Applied Research	A systematic study to gain knowledge or understanding necessary to determine the means by which a recognized and specific need may be met. This activity includes work leading to the production of useful materials, devices, and systems or methods, including design, development, and improvement of prototypes and new processes.
Authorizing Official	An executive officer of the organization or business unit or another individual who has the authority to execute this survey on behalf of the organization.
Basic Research	A systematic, scientific study directed toward greater knowledge or understanding of the fundamental aspects of phenomena and of observable facts.
Capital Expenditures	Investments made by an organization in buildings, equipment, property, and systems where the expense is depreciated. This does not include expenditures for consumable materials, other operating expenses, and salaries associated with normal business operations.
Cores (Stacked)	Layers of laminations of electrical steel that have been stacked together to form a transformer core, typically used in larger distribution and power transformers. The stacked cores relevant to this investigation are classified under HTSUS 8594.90.9638
Cores (Wound)	A transformer core that is comprised of a continuous length of electrical steel wound around a mandrel multiple times, which is then heat treated to relieve internal stresses. Wound cores are often used in smaller distribution transformers that step down the voltage. Wound cores relevant to this investigation are classified under HTSUS 8504.90.9642.
Customer	Any organization (external or internal entity) for which your organization manufactures/processes any product comprised of, or containing, steel in any form.
Defense-related Activities	Any product or service that your organization produces that is ultimately used by the U.S. Government for defense purposes, whether by the armed services, the Department of Defense, or any other U.S. Government entity.
Development	The design, simulation, and testing of a prototype, including experimental software or hardware systems, to validate technological feasibility or concept of operation in order to reduce technological risk, or provide test systems prior to production approval.
Electrical Steel	Electrical steel, also called lamination steel, silicon electrical steel, or transformer steel is specialty steel tailored to produce certain magnetic properties, such as small hysteresis area and high permeability.
Exports	Shipments to destinations outside the United States.
Facility	A building or the minimum complex of buildings or parts of buildings that conduct steel production, in which an organization operates to serve a particular function, producing revenue, and incurring costs for the company. A facility may produce an item of tangible or intangible property or may perform a service. It may encompass a floor or group of floors within a building, a single building, or a group of buildings or structures. Often, a facility is a group of related locations at which organization employees work, together constituting a profit-and-loss center for the company, and it may be identified by a unique DUNS number.
Full Time Equivalent (FTE) Employees	Employees who work for 40 hours in a normal work week. Convert part-time employees into "full time equivalents" by taking their work hours as a fraction of 40 hours.
Global Headquarters	A location that serves as the organization's hub of worldwide operations with all global branches or divisions reporting to it.

Definitions								
Term	Definition							
Grain-Oriented Electrical Steel (GOES)	Also called Cold Rolled Grain Oriented Steel (CRGO), a flat-rolled alloy steel product which has is specially processed so that optimal properties are developed in the rolling direction; containing by weight at least 0.6 percent but not more than 6 percent of silicon (typically 3.2%), not more than 0.08 percent of carbon, not more than 1.0 percent of aluminum, and no other element in an amount that would give the steel the characteristics of another alloy steel, in coils or in straight lengths. GOES is typically available in thicknesses of 0.23 mm, 0.27mm, 0.30mm, and 0.35mm (called M3, M4, M5 and M6, respectively). The lower the thickness, the better the quality of material in terms of core losses (eddy current loss and hysteresis loss). GOES that is relevant to this investigation is currently classifiable under subheadings 7225.11.0000, 7226.11.1000, 7226.11.9030, and 7226.11.9060 of the Harmonized Tariff Schedule of the United States (HTSUS).							

	Definitions
Term	Definition
Harmonized Tariff Schedule (HTS)	A 10-digit numbering system that classifies a good based on its name, use, and/or the material used in its construction. The number provides Customs and Border Protection (CBP) with a standardized method of tracking all merchandise imported into the United States and sets out the tariff rates and statistical categories.
Import Value	Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).
Inventory	The goods or materials an organization holds for its own use or for the ultimate goal of sale.
Laminations	Flat rolled products, not in coils, made from electrical steel, that have been cut to a shape and undergone punching, coating, or other operations for their use as part of a transformer and are classified under HTSUS 8504.90.9634
Non-Oriented Electrical Steel (NOES)	Also called Cold Rolled Non-Grain Oriented Steel (CRNGO), is electrical steel typically with a silicon level of 2 – 3.5% and have similar magnetic properties in all directions of the plane of the sheet. NOES is principally used for motors, generators, alternator, ballasts and small transformers. NOES is covered by HTSUS Codes 7225.19.0000, 7226.19.1000, and 7226.19.9000.
Non-U.S. Facility	A facility that is physically located outside of the United States.
Organization	A company, firm, laboratory, or other entity that owns or controls one or more U.S. establishment or facility capable of designing and/or manufacturing steel products.
Product/Process Development	Conceptualization and development of steel product or steel production techniques prior to the production of the product for customers (i.e., utilities, governmental agencies etc.).
Production	The process of transforming inputs (raw materials, semi-finished goods, subassemblies, ideas, information, knowledge) into goods or services.
Research & Development	Basic and applied research in the engineering sciences, as well as design and development of prototype products and processes. Efforts that an organization conducts towards innovating, introducing and/or improving products and processes.
Sales	All reported and unreported sales of steel, including sales to end-users, producers, financial entities, intermediaries, traders, distributors, et al.
Supplier	An entity from which your organization obtains inputs, which may be goods or services. A supplier may be another organization with which you have a contractual relationship, or it may be another facility owned by the same parent organization.
Transformer	An electrical apparatus that transfers electrical energy from one electrical circuit to another without any direct electrical connection by the electromagnetic induction of an alternating electrical current between two or more magnetically coupled coils or windings. Transformers are used to either increase (step-up) or decrease (step-down) the voltage of an alternating electrical current within the circuitry of electrical equipment or systems. The magnetic circuit where the voltage is transformer form the core of the transformer, and is often made from grain-oriented electrical steel. Transformers are classified according to their power handling capacity and type of insulation in HTSUS categories 8504.21, 8504.22, 8504.23, 8504.31, 8504.32, 8504.33 and 8504.34. For purposes of this investigation, dry transformers with a power handling capacity of less than or equal to 1KVA are excluded from the subject product scope.
Voltage Regulator	A device designed to automatically regulate distribution line voltages within a desired range. These products are classified within HTSUS 9032.89.4000. (Note: This HTSUS classification includes products other than voltage regulators not subject to this investigation)
United States	The "United States" or "U.S." includes the 50 states, Puerto Rico, the District of Columbia, Guam, the Trust Territories, and the U.S. Virgin Islands.
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		1. Orgar	nization Information				
	Provide the following information for your	organization					
	Organization Name						
	Street Address						
	City						
	State						
А.	ZIP Code						
	Country of Global Headquarters						
	U.S. Point of Contact Name						
	U.S. Point of Contact Email						
	U.S. Point of Contact Phone						
	Is this organization owned, in whole or in p entities with at least 5% ownership.	art, by any private or government entity? I	ndicate Yes/No, then identify	the entities below, if applical	ole. List		
	Entity Name	Global Headquarters Street Address	Global Headquarters City	Global Headquarters State/Province	Global He Cou	adquarters Intry	Ownership %
в.							
	At the global headquarters level, identify the manufacture and/or distribute any of the s	ne total number of facilities that your organ ubject products listed below.	ization currently operates, ind	cluding standby/idle facilities	, inside and ou	tside the U.S.	, that
	S	ubject Products	Num	ber of U.S. Facilities	Numb	er of Non-U.S.	Facilities
	Non-Oriented Electrical Steel (NOES)						
	Grain-Oriented Electrical Steel (GOES)						
	Laminations (Stacked)						
	Cores (Stacked)						
C.	Cores (Wound)						
	Liquid-Dielectric Transformer Under 650KV	Ά					
	Liquid-Dielectric Transformer 650-10000KV	/Α					
	Liquid-Dielectric Transformer Over 10000K	VA					
	Dry-Type/Other Transformer 1-16KVA						
	Dry-Type/Other Transformer 16-500KVA						
	Dry-Type/Other Transformer Over 500KVA						
	Voltage Regulators						
	Other	(Specify)					
	Comments:						
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2. Facility Information

Identify the total number of facilities that your organization operates in the United States, including facilities on standby or idled, involved in the NOES, GOES, laminations (stacked), cores (stacked or wound), transformers, or voltage regulators production activities. Facilities performing multiple functions should be counted just once for the total number, but each function should be listed separately below.

List your organization's facilities involved in NOES, GOES, laminations (stacked), cores (stacked), cores (stacked or wound), transformers, or voltage regulators production activities that are located in the United States, identifying each facility's name, city, state, scope of activity, operating status, and any expected change in operations (e.g. expansion, worker layoffs, shutdown, etc.) from 2020-2023. If a single facility provides multiple functions under "Scope of Activity," list the facility on separate lines, and indicate each scope of activity and other relevant information separately. Also list any facilities that have been shut down since 2015.

							Operating Status		Future Operating Status		
Facility Name City											
		State	Scope of Activity	Product Capability	Operating Status	Start Date of Standby/Idle or Shutdown	Reason for Satndby/Idle or Shutdown	Expected Change 2020-2023	Explain		
1	1			NOES	Manufacture	Operating			Expansion		
				GOES	Distribute	Idle/Standby			Ungrade		
	3			Laminations (Stacked)	Both	Shutdown			Starting Operations		
4	1			Cores (Wound)					Restarting Operations		
5	5			Cores (Stacked)					Standby/Idle		
e	5			Liquid-Dielectric Transformer Under 650KVA					Significant Modernization		
7	7			Liquid -DielectricTransformer 650-10000KVA					Closure		
8	3			Liquid-DielectricTransformer Over 10000KVA					None		
9	9			Dry-Type/Other Transformer 1-16KVA							
1	0			Dry-Type/Other Transformer 16-500KVA							
1	1			Dry-Type/Other Transformer Over 500KVA							
1	2			Voltage Regulators							
1	3										
1	4										
1	5										
1	6										
1	/										
. 1	0										
1	9										
2	1										
2	2										
2	3										
2	4										
2	5										
2	6										
2	7										
2	8										
2	9										
3	0										
3	1										
3	2										
3	3										
3	4										
3	5										
3	7										
2	8										
3	9				+		-				
4	0						-				
4	1				+		+				
4	2										
4	3						1				
4	4										
4	5										
1	If any of your U.S. facilities are s change in operating status in th explain the circumstances of thi	scheduled to have a e 2020-2023 period, is action.									
	If any of your U.S. facilities are s 2 may open in the 2020-2023 per circumstances of this action.	scheduled to open or iod, explain the									
	Comments:										
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3a. U.S. Production

				NOES	5				
Select 'Not Ap	pplicable' if the category of products is not				<u> </u>				
relevant to yo	our organization								
	Units:		-						
								Canacity Utilization	
A.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Rate Required to Remain Profitable	Average Marginal Co per Unit
Facility Na	ame								
Facility Na	ame								
Facility Na	ame								
Facility Na	ame								
Facility Na	ame								
				GOES	5				·
Select 'Not Ap relevant to yo	pplicable' if the category of products is not our organization								
	Units:								
В.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Co per Unit
Facility Na	ame								
Facility Na	ame								
Facility Na	ame								
Facility Na	ame								
Facility Na	ame			Laminations (Stacked)				
Select 'Not An	pplicable' if the category of products below is			Laminations	Jackedy				
not relevant to	o your organization.								
	Units:								
Average perce	ent frequency for which production GOES versus non-GOES subsitutes								
с.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Cos per Unit
Facility Na	ame								
, Facility Na	ame								
, Facility Na	ame								
, Facility N	ame								
Facility Na	ame								
,				Cores (Sta	cked)	ļ			
Select 'Not Ap relevant to yo	oplicable' if the category of products is not our organization								
	Units:								
Average perce	ent frequency for which production GOES versus non-GOES subsitutes		-						
D.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Co per Unit
Facility Na	ame								
Facility Na	ame								
			1		1	1			1

Faci	ility Name					
Faci	ility Name					

				Cores (Wo	und)				
	Select 'Not Applicable' if the category of products is not relevant to your organization								
	Units:								
F	Average percent frequency for which production incorporates GOES versus non-GOES subsitutes								
L.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Cost per Unit
	Facility Name								
	Facility Name								
	Facility Name								
	Facility Name								
	Facility Name								
			Liqu	IId-Dielectric Transfor	mer Under 650KVA				
	Select 'Not Applicable' if the category of products is not relevant to your organization								
	Units:								
F	Average percent frequency for which production incorporates GOES versus non-GOES subsitutes								
	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Rate Required to Remain Profitable	Average Marginal Cost per Unit
	Facility Name								
	Facility Name								
	Facility Name								
	Facility Name								
_	Facility Name								
	Select 'Net Applicable' if the category of products is not		Liquia	-Dielectric Transforme	er 650KVA-10000KVA				
	relevant to your organization								
	Units:								
	Average percent frequency for which production incorporates GOES versus non-GOES subsitutes								
G.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to	Average Marginal Cost per Unit
	Facility Name							Remain Frontable	
	Facility Name								
	Facility Name								
	Facility Name								
	Facility Name								
			Liqu	id-Dielectric Transforr	mer Over 10000KVA				
	Select 'Not Applicable' if the category of products is not relevant to your organization								
	Units:								
	Average percent frequency for which production incorporates GOES versus non-GOES subsitutes								
н.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Cost per Unit
	Facility Name								
	Facility Name Facility Name								
	Facility Name Facility Name Facility Name								
	Facility Name Facility Name Facility Name Facility Name								

			[Dry-Type/Other Trans	former 1-16KVA				
	Select 'Not Applicable' if the category of products is not relevant to your organization								
	Units:								
	Average percent frequency for which production incorporates GOES versus non-GOES subsitutes								
Ι.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Cost per Unit
	Facility Name								
	Facility Name								
	Facility Name								
	Facility Name			T (0) T (46 500/044				
	Select 'Not Applicable' if the category of products is not		Dr	ry-Type/Other Transfo	ormer 16-500KVA				
	Units:								
	Average percent frequency for which production incorporates GOES versus non-GOES subsitutes								
J.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Cost per Unit
	Facility Name								
	Facility Name Facility Name								
	Facility Name								
	Facility Name								
			Dry	-Type/Other Transfor	rmer Over 500KVA				
	relevant to your organization								
	Units:								
	Average percent frequency for which production								
	incorporates GOES versus non-GOES subsitutes					1			
к.	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Cost per Unit
	Facility Name								
	Facility Name								
	Facility Name								
	Facility Name								
				Voltage Regu	lators				
	Select 'Not Applicable' if the category of products is not relevant to your organization								
	Units:								
L.	Average percent frequency for which production incorporates GOES versus non-GOES subsitutes								
	Facility Information	2015	2016	2017	2018	2019	Facility Annual Capacity for Product	Capacity Utilization Rate Required to Remain Profitable	Average Marginal Cost per Unit
	Facility Name								
	Facility Name Facility Name								
	Facility Name								
	Facility Name								

Comments:						
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For \$12	r U.S. operations, provide the U.S. sales and export sales data 2,000.00 = survey input of \$12	a for the 2015 to 20	19 period for your organ	nization's subject produ	cts. Record \$ in Thousa	nds USD, e.g.
			NOES			
	Select 'Not Applicable' if the category of products is not relevant to your organization					
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
4	U.S. Sales (Specified Unit)					
1	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit) Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product		1			
_						
			GOES			
	Select 'Not Applicable' if the category of products is not relevant to your organization		_			
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
	U.S. Sales (Specified Unit)					
2	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product			1		
_		Lar	ninations (Stacked)			
	Select 'Not Applicable' if the category of products is not relevant to your organization					
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
	U.S. Sales (Specified Unit)					
3	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product					
			Cores (Stacked)			
	Select 'Not Applicable' if the category of products is not relevant to your organization					
	Units:		-			
	U.S. and Export Sales	2015	2016	2017	2018	2019
	U.S. Sales (Specified Unit)					
4	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product					

			Cores (Wound)			
	Select 'Not Applicable' if the category of products is not relevant to your organization					
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
_	U.S. Sales (Specified Unit)					
5	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Linit (\$)					
	Percentage of Total 2019 Sales Attributable to Product					
		Liquid-Dielectri	ic Transformer Under 65	50KVA		
	Select 'Not Applicable' if the category of products is not relevant to your organization					
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
6	U.S. Sales (Specified Unit)					
	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product					
		Liquid-Dielectri	ic Transformer 650-1000	DOKVA		
	Select 'Not Applicable' if the category of products is not relevant to your organization					
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
_	U.S. Sales (Specified Unit)					
7	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product					
		Liquid-Dielectri	c Transformer Over 100	00KVA		
	Select 'Not Applicable' if the category of products is not relevant to your organization					
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
0	U.S. Sales (Specified Unit)					
Q	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product		·			

		Dry-Type/C	Other Transformer 1-16	{VA		
	Select 'Not Applicable' if the category of products is not relevant to your organization					
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
9	U.S. Sales (Specified Unit)					
Ľ	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (specified of int)					
	Average Export Sales Price per Lipit (¢)					
	Average Export Sales Frice per Offic (\$)					
	Percentage of Total 2019 Sales Attributable to Product					
		Dry-Type/Ot	ther Transformer 16-500	DKVA		
	Select 'Not Applicable' if the category of products is not relevant to your organization		_			
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
	U.S. Sales (Specified Unit)					
10	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product					
		Dry-Type/Oth	ner Transformer Over 50	ΟΟΚVΑ		
	Select 'Not Applicable' if the category of products is not relevant to your organization	, ,, .				
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
	U.S. Sales (Specified Unit)					
11	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product					
-		V	oltage Pegulators			
	Select 'Not Applicable' if the category of products is not relevant to your organization		_			
	Units:					
	U.S. and Export Sales	2015	2016	2017	2018	2019
12	U.S. Sales (Specified Unit)					
	U.S. Sales (\$)					
	Average U.S. Sales Price per Unit (\$)					
	Export Sales (Specified Unit)					
	Export Sales (\$)					
	Average Export Sales Price per Unit (\$)					
	Percentage of Total 2019 Sales Attributable to Product					
	Comments:					
	BUSINESS C	ONFIDENTIAL - Per S	ection 705(d) of the Def	fense Production Act		

Pre	evic	ous Page					Next Pa				
۸n	~	or the following questions related to your organization's many	facturing inputs	3c. Production Inputs and Co	sts						
An	swe	er the following questions related to your organization's manu	nacturing inputs.								
	1	1 How has your organization's usage of GOES relative to subsitutes changed since 2015?	Use more GOES; Use more substitutes; No Change; NA	Explain							
		For the following transformer categories, indicate whether,	on average, GOES is required or preferred, o	r if subsitutes are preferred, then exp	lain.						
	2	2 Transformer Type	GOES Sourcing Decision	E	xplain						
Α.	A	Liquid-Dielectric Transformer Under 650KVA	GOES Required								
	В	3. Liguid-Dielectric Transformer 650KVA-10000KVA	GOES Preferred								
	с	. Liguid-Dielectric Transformer Over 10000	Substitute Preferred								
	D). Dry-Type/Other Transformer Under 1-16KVA									
	E	. Dry-Type/Other Transformer Over 16-500KVA									
	F	. Dry-Type/Other Transformer Over 500KVA									
E0	r 0.2	och subject product listed below, record the perceptage of tota	al manufacturing cost accoriated with the list	ed inputs							
10	1 60	an subject product listed below, record the percentage of tota	a manufacturing cost associated with the list	eu inputs.							
Subject Product Average Percentage Cost of Grain-Oriented Electrical Steel per Unit Average Percentage Cost of GOES Substitute Per Unit Average Percentage Cost of Laminations (Stacked) Average Percentage Cost of Cores (Stacked) Average Percentage Cost of Average Percentage Cost of Cores (Stacked) Average Percentage Cost of Cores (Stacked) Ave											
	1	1 Laminations (Stacked)									
	2	2 Cores (Stacked)									
	4	4 Liquid-Dielectric Transformer Under 650KVA									
	5	5 Liquid-Dielectric Transformer 650KVA-10000KVA									
В.	e	6 Liquid-Dielectric Transformer Over 10000									
	7	7 Dry-Type/Other Transformer 1-16KVA									
	8	B Dry-Type/Other Transformer 16-500KVA									
	1	0 Voltage Regulators									
An	swe	er the following questions related to your organization's opera	ating costs.		1						
	Av O	verage Total 2019 Labor Costs as a Percentage of Total Facilty perating Cost:		Do labor costs make it difficult for your organization to remain competitive? Explain:							
c.	A	verage Total 2019 Cybersecurity Costs as a Percentage of otal Facility Operating costs:		Do cybersecurity costs make it difficult for your organization to remain competitive? Explain:							
	H; la	ave input costs for transformers (i.e. costs of GOES, minations, cores, labor, etc.) increased since 2018?		Explain:							
Fo de ma	r ea cisi ain f	ach of the subject products listed below, identify and explain v ons on standard or technical quality differences between avai factor in sourcing decisions. Indicate the top country from wh	whether your organization has experienced s lable suppliers. Also indicate whether it is ne ich your organization chooses to source the l	ourcing issues related to shortage of ecessary or a preference that your org isted products, and explain your answ	supply since 2015. For each subject proc ganization base input sourcing or supplie vers.	luct, indicate whether your organ r decisions on standard or technic	ization bases input sourcing or supplier al quality differences, or if another factor is th				
		Subject Product	Has your organization experienced any shortages in supply of critical materials related to the manufacture of the subject products?	Explain	Is it necessary or a preference that your organization base input sourcing or supplier decisions on standard or technical quality differences between suppliers?	Indicate the top country from which your organization sources this product	Explain				
	1	1 GOES	Ongoing		Necessary						
	2	2 Laminations (Stacked)	Past		Preference						
	3	3 Cores (Stacked)	Future Expected		Sometimes Necessary						
	4	4 Cores (Wound)			Standard/Quality Not the Top Factor						
D.		6 Liquid-Dielectric Transformer Onder 650KVA									
	7	Liquid-Dielectric Transformer Over 10000									
	8	B Dry-Type/Other Transformer Under 1-16KVA									
	9	9 Dry-Type/Other Transformer 16-500KVA									
	1	1 Voltage Regulators									
		0 0 121112		1							

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Comments:

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org	r each ganiza	4. Suppliers/Imports ach type of subject product purchased (purchases include both domestic and imports) by your organization from 2015-2019, state the supplier, quantity purchased, and total value of those purchases. Indicate whether the supplier is related to your organization, and the country of origin of the subject product. The suppliers listed should be your nization's top 10 suppliers by average volume over the 2015-2019 period.															
							NOES										
lde inp	entify out 0.	our organization's total n	umber of suppliers for N	NOES. Where necessary,													
		Supplier Name	Supplier Country	Is the Supplier a Related Party?	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	20 Volume	015 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume)18 Value (\$USD)	20 Volume)19 Value (\$USD)
	1					Laminations	Price										
	2					Cores	Quality										
Δ	3					Liquid-Dielectric Transformer Under 650KVA	Delivery										
<i>.</i>	4					Liquid-Dielectric Transformer 650-10000KVA	Sole Source										
	5					Liquid-Dielectric Transformer Over 10000KVA	Relationship										
	0					Dry-Type/Other Transformer 1-16KVA	Other										
	8					Dry-Type/Other Transformer Over 500KVA	Otilei										
	9					Voltage Regulators											
	10					Other											
					•		GOES										
lde inp	entify out 0.	our organization's total n	umber of suppliers for C	GOES. Where necessary,				20	015	20	116	20	017	20	018	20)19
	1	Supplier	Supplier Headquarters	s Is the Supplier a Related Party?	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	2																
	3																
в	4																
	5																
	6																
	7																
	8																
	9																
_	10																
and the second s							aminations (Stacked)										
lde Wh	entify nere n	rour organization's total n ecessary, input 0.	umber of suppliers for L	aminations (Stacked).			aminations (Stacked)	20	015	20	116	20	017	20)18	20)19
Ide Wh	entify y	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked). s the Supplier a Related Party?	Country of Fabrication	End-Use	aminations (Stacked) Top Factor Influecing Purchase from Supplier	24 Volume	015 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume)18 Value (\$USD)	20 Volume	019 Value (\$USD)
lde Wh	entify nere n	vour organization's total n scessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked). s the Supplier a Related Party?	Country of Fabrication	End-Use	aminations (Stacked) Top Factor Influecing Purchase from Supplier	24 Volume)15 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume)18 Value (\$USD)	20 Volume)19 Value (\$USD)
Ide	entify nere n	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	aminations (Stacked) Top Factor Influecing Purchase from Supplier	24 Volume)15 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume)18 Value (\$USD)	20 Volume)19 Value (\$USD)
Ide Wh	entify mere n	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	aminations (Stacked) Top Factor Influecing Purchase from Supplier	24 Volume)15 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume)18 Value (\$USD)	20 Volume)19 Value (\$USD)
Ide Wh	1 2 3 4 5	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarter:	aminations (Stacked).	Country of Fabrication	End-Use	aminations (Stacked) Top Factor Influecing Purchase from Supplier	20 Volume	015 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume	018 Value (\$USD)	20 Volume	019 Value (\$USD)
Ide Wh	1 2 3 4 5 6	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	24 Volume)15 Value (\$USD)	20 Volume	Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume)18 Value (\$USD)	20 Volume)19 Value (\$USD)
C	1 2 3 4 5 6 7 7	rour organization's total n ccessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	24 Volume)15 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume)18 Value (\$USD)	20 Volume)19 Value (\$USD)
Ide Wh	1 2 3 4 5 6 7 8	vour organization's total n eccessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	20 Volume	015 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume	Value (\$USD)	20 Volume	Value (\$USD)
C	1 2 3 4 5 6 7 8 9	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	24 Volume	D15 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume	018 Value (\$USD)	20 Volume	019 Value (\$USD)
C	1 2 3 4 5 6 7 8 9 9 10	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	21 Volume	015 Value (\$USD)	20 Volume	Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume	018 Value (\$USD)	Volume	019 Value (\$USD)
C C	1 2 3 4 5 6 6 7 8 9 10	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	21 Volume	D15 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume	018 Value (\$USD)	Volume	019 Value (\$USD)
C C	1 1 2 3 4 5 6 6 7 7 8 9 10	vour organization's total n ecessary, input 0. Supplier 	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	24 Volume	015 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume)18 Value (\$USD)	20 Volume	019 Value (\$USD)
C C	1 2 3 4 5 6 7 7 8 9 10 entify y cessar	vour organization's total n ecessary, input 0. Supplier vour organization's total n y, input 0.	umber of suppliers for L Supplier Headquarters umber of suppliers for C Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	20 Volume 21 Volume	015 Value (\$USD)	20 Volume 20 Volume	16 Value (\$USD)	20 Volume 21 Volume	017 Value (\$USD)	20 Volume 20 Volume	018 Value (\$USD)	20 Volume	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)
C	1 1 2 3 4 5 6 7 8 9 10 entify 1 ecessar	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	24 Volume	015 Value (\$USD)	20 Volume 20 Volume 20 Volume	16 Value (\$USD)	20 Volume 20 Volume 20	D17 Value (\$USD)	20 Volume 20 Volume 20 Volume	018 Value (\$USD)	20 Volume	019 Value (\$USD)
C C	1 1 2 3 4 5 6 7 8 9 10 metrify 1 1 2 3 3 4 1 1 2 3 3 4 1 1 2 3 3 4 1 1 2 3 3 4 1 1 1 2 3 3 4 1 1 1 2 3 3 4 1 1 1 1 2 1 3 3 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use End-Use End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	21 Volume 21 Volume 22	015 Value (\$USD)	20 Volume 20 Volume 20 Volume	16 Value (\$USD)	20 Volume 21 Volume	017 Value (\$USD)	20 Volume 20 Volume	018 Value (\$USD)	20 Volume 20 Volume	019 Value (\$USD)
C C D	1 1 2 3 4 5 6 7 8 9 10 10 12 3 4 4 5 6 7 8 9 10	vour organization's total n eccessary, input 0. Supplier vour organization's total n y, input 0. Supplier	umber of suppliers for L Supplier Headquarters umber of suppliers for C Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use End-Use End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	20 Volume 20 Volume 20	015 Value (\$USD)	20 Volume	16 Value (\$USD)	2/ Volume 2/ Volume	D17 Value (\$USD)	20 Volume 20 Volume	018 Value (\$USD)	20 Volume 20 Volume 20 Volume	019 Value (\$USD)
C C D	1 1 2 3 4 5 6 7 7 8 9 9 10 10 12 3 4 5 6 7 8 9 9 10	vour organization's total n eccessary, input 0. Supplier vour organization's total n y, input 0. Supplier	umber of suppliers for L Supplier Headquarters umber of suppliers for C Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use End-Use End-Use End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	20 Volume 20 Volume	015 Value (\$USD)	20 Volume 20 Volume	16 Value (\$USD)	20 Volume 20 Volume	017 Value (\$USD)	20 Volume 20 Volume	018 Value (\$USD)	20 Volume	019 Value (\$USD)
C C D	1 1 2 3 4 5 6 7 7 8 9 10 entify 1 2 3 4 5 6 7 7 8 7 9 10 entify 1 2 3 4 5 6 6 7 7 8 7 9 10 entify 1 2 3 1 4 5 6 6 7 7 8 9 10 entify 1 2 3 1 4 5 6 6 7 7 8 9 10 entify 1 2 3 1 4 5 6 6 7 7 8 9 10 entify 1 2 1 1 2 1 1 2 1 1 1 2 1 1 1 1 1 1 1	vour organization's total n ecessary, input 0. Supplier vour organization's total n y, input 0. Supplier	umber of suppliers for L Supplier Headquarters umber of suppliers for C Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use End-Use End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	24 Volume 20 Volume 20	015 Value (\$USD)	20 Volume 20 Volume 20 Volume	16 Value (\$USD)	20 Volume 20 Volume 20	017 Value (\$USD)	20 Volume 20 Volume	018 Value (\$USD)	20 Volume	019 Value (\$USD)
C C D	1 1 2 3 4 5 6 7 8 9 9 10 11 2 3 4 5 6 7 8 9 9 10 11 2 3 4 5 6 7 8 9 9 10 10 10 10 10 10 10 10 10 10	vour organization's total n ecessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters umber of suppliers for C Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use End-Use End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	24 Volume 21 Volume	015 Value (\$USD)	20 Volume	16 Value (\$USD)	20 Volume 21 Volume	D17 Value (\$USD)	20 Volume 20 Volume 20 Volume	018 Value (\$USD)	20 Volume 20 Volume 20 Volume	019 Value (\$USD)
C C D	1 1 2 3 4 5 6 6 7 8 9 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	vour organization's total n eccessary, input 0. Supplier	umber of suppliers for L Supplier Headquarters umber of suppliers for G Supplier Headquarters	aminations (Stacked).	Country of Fabrication	End-Use End-Use End-Use	Top Factor Influecing Purchase from Supplier Cores (Stacked)	20 Volume 20 Volume	D15 Value (\$USD)	20 Volume	16 Value (\$USD)	2/ Volume 2/ Volume	D17 Value (\$USD)	20 Volume	018 Value (\$USD)	20 Volume	019 Value (\$USD)

Cores (Wound)

Identify your organization's total number of suppliers for Cores (Wound). Where

nec	essary,	input 0.		. ,													
				la tha Constitue a Dalata d			Tan Fastan Influe inc	20	015	20	016	20	017	20	018	2/	019
		Supplier	Supplier Headquarters	Party?	Country of Fabrication	End-Use	Purchase from Supplier	Volume	Value (\$USD)								
	1																
	2																
	3																
Е	4																
	5																
	6																
	7																
	8																
	9																
	10																
						Liquid	Transformer Under 650KVA										

Identify your organization's total number of suppliers for Liquid Transformer Under 650KVA. Where necessary, input 0.

							2	015	2	016	2	017	20	018	20	019
	Supplier	Supplier Headquarter	s Is the Supplier a Related Party?	Country of Fabrication	End-Use	Purchase from Supplier	Volume	Value (\$USD)								
	1				Electric Power Distribution - Commercial customers											
	2				Electric Power Distribution - Industrial customers											
	3				Electric Power Distribution - Residential customers											
F	4				Non-Electric Power Distribution											
	5				Other											
	6															
	7															
	8															
	9															
	10															
					Liquid 1	Fransformer 650-10000KVA										

Identify your organization's total number of suppliers for Liquid Transformer 650-

10000KVA. Where necessary	, input 0.
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								20	015	2	016	20	017	20	18	20	019
		Supplier	Supplier Headquarters	Is the Supplier a Related Party?	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	Volume	Value (\$USD)								
	1																
	2																
	3																
G	4																
	5																
	6																
	7																
	8																
	9																
	10																
_						Liquid T	ransformer Over 10000KVA										

Identify your organization's total number of suppliers for Liquid Transformer Over 10000KVA. Where necessary, input 0.

							20)15	20	016	20)17	20	18	20)19
	Supplier	Supplier Headquarters	Is the Supplier a Related Party?	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	Volume	Value (\$USD)								
	1															
	2															
[3															
н	4															
	5															
	6															
	7															
	8															
	9															
	10															

		Dry Transformer 1-16KVA															
lder 500	ntify your org KVA. Where	ganization's total n e necessary, input 0	umber of suppliers for Di	ry Transformer Under													
	S	Supplier	Supplier Headquarters	Is the Supplier a Related Party?	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	20 Volume	015 Value (\$USD)	20 Volume	016 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume	018 Value (\$USD)	20 Volume	019 Value (\$USD)
	1																
	3																
Т	4																
	6																
	7																
	8																
	10																
						Dry	Transformer 16-500KVA										
lder 500	ntify your org KVA. Where	ganization's total n e necessary, input 0	umber of suppliers for Di	ry Transformer Under													
	c	Supplier	Supplier Headquarters	Is the Supplier a Related	Country of Ephrication	End-lice	Top Factor Influecing	20	015	20	016	2	017	2	018	20	019
		Supplier	Supplier Heauquarters	Party?	Country of Pabrication	Ellu-ose	Purchase from Supplier	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	1																
	3																
Т	4																
	6																
	7																
	8																
	10																
						Dry T	ransformer Over 500KVA										
lder 500	ntify your orą KVA. Where	ganization's total n e necessary, input 0	umber of suppliers for Di	ry Transformer Over													
	c	Supplier	Supplier Headquarters	Is the Supplier a Related	Country of Ephrication	End-lice	Top Factor Influecing	20	015	20	016	2	017	2	018	20	019
	-	Juppilei	Supplier neadquarters	Party?	country of Pablication	Litu-ose	Purchase from Supplier	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	1																
	3																
J	4																
	6																
	7																
	8										-						
	10																
lder Wh	ntify your org	ganization's total n ry, input 0.	umber of suppliers for Vo	oltage Regulators.			Voltage Regulators										
	5	Supplier	Supplier Headquarters	Is the Supplier a Related Party?	Country of Fabrication	End-Use	Top Factor Influecing Purchase from Supplier	20 Volume	015 Value (\$USD)	20 Volume	016 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume	018 Value (\$USD)	20 Volume)19 Value (\$USD)
	2																
	3																
к	4																
	6																
	7 8																
	9																
_	10																
	Com	nments:															
						BUSINESS CONFIDENTIAL - P	er Section 705(d) of the Defe	ense Productio	n Act								

						5. Customers/	/Exports								
Fo of	each t the subj	ype of subject product s ject product. The custor	hipment (shipments inc mers listed should be yo	lude both domestic ar our organization's top	d exports) by your organization from 2015-2019, state the 10 customers by average volume over the 2015-2019 pe	he customer nam eriod.	ne, quantity shipp	ed and total value	of those shipmer	its. Indicate wł	nether the custor	mer is related t	o your organizat	ion, and the cou	intry of origin
_						NOES									
						NOLS									
			Identify your orgar	nization's total numbe	r of customers for NOES. Where necessary, input 0.										
						2	015	20:	16	20)17	20	018	20)19
		Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	1				Liquid-Dielectric Transformer Under 650KVA										
	2				Liquid-Dielectric Transformer 650-10000KVA										
А	3				Liquid-Dielectric Transformer Over 10000KVA										
	4				Dry-Type/Other Transformer 1-16KVA										
	6				Dry-Type/Other Transformer Over 500KVA										
	7				Voltage Regulators										
	8				Other										
	9														
	10														
						GOES									
			Identify your orgar	nization's total numbe	r of customers for GOES. Where necessary, input 0.										
-	2015 2016 2017 2018 2019														
		Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	1														
	2														
в	3														
	4														
	6														
	7														
	8														
	9														
	10														
						Laminations (Stacked)								
		Ide	ntify your organization's	s total number of cust	omers for Laminations (Stacked). Where necessary, input	0.									
						2	015	20:	16	20)17	20	018	20	019
	<u> </u>	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	1					-			-				-		
	3														
С	4														
	5 6														
	7														
	8														
	9														
	10														
					•	Cores (Sta	cked)								
			Identify your organizatio	on's total number of c	ustomers for Cores (Stacked). Where necessary, input 0.										
				In the succession		2	015	20:	16	20)17	20	018	20)19
		Customer Name	Country Destination	is the customer a related party?	Primary End Use of Product	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	2														<u> </u>
	3														
D	4														1
	5														
	6														
	8														

10	9							
	10							

						Cores (Wou	und)								
			dontifu your organizati	ion's total number of s	ustomers for Cores (Mound) Where research input O										
		ľ	uentiny your organizati	Ion's total number of c	ustomers for cores (wound). Where necessary, input o.										
						2	015	201	6	20	17	20	18	20	119
		Customer Name	Country Destination	Is the customer a	Primary End Use of Product	2	015	201	0	20	17	20	10	20	
		customer name	country Destination	related party?	Thinking End Ose of Froduce	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	1														
	2														
	3														
E	4														
	5														
	6														
	/														
	0														
	10)													
-					Liqui	d Transformer U	Under 650KVA		· · · · ·						
		Identify vo	ur organization's total	number of customers	for Liquid Transformer Under 650KVA. Where necessary	nput 0.									
			J												
						2	015	201	6	20	17	20	19	20	110
		Customer Country	Country Destination	Is the customer a	Primary End Lise of Product	2	015	201		20	1,	20	10	20	
		customer country	country Destination	related party?	Thinking End Use of Floudet	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
					Electric Deven Distribution Commencial systems										
	2				Electric Power Distribution - Commercial customers										
	3				Electric Power Distribution - Industrial customers										
F	4				Non-Electric Power Distribution										
	5				Other										
	6														
	7														
	8														
	9														
_	10														
_					Liqui	d Transformer 6	50-10000KVA		1						
		Identify yo	ur organization's total	number of customers	for Liquid Transformer 650-10000KVA. Where necessary,	nput 0.									
							015	201	6	20	17	20	18	20	019
		Customer Country	Country Destination	Is the customer a	Primary End Use of Product										
		oustonier obund y	country Destination	related party?	Triniary End Ose of Froduce	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
													1		
	1														
	3						+		<u> </u>						
F	4								<u> </u>						
	5														
	6														
	7														
	8														
	9														
-	10					Transferment									
E		Liquid Transformer Over 10000KVA													
		Identification	ir organization's total	number of customers	for Liquid Transformer Over 10000/VA Where recording	input 0									
		Identify you	ur organization's total i	number of customers	for Liquid Transformer Over 10000KVA. Where necessary,	input 0.									
		Identify you	ır organization's total ı	number of customers	for Liquid Transformer Over 10000KVA. Where necessary,	input 0.	015		4		17		10		10
		ldentify you	ır organization's total ı	number of customers	for Liquid Transformer Over 10000KVA. Where necessary,	input 0. 2 ¹	015	201	6	20	17	20	18	20)19
		ldentify you Customer Name	ur organization's total i	number of customers Is the customer a related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 24	015 Value (\$150)	201 Volume	6 Value (\$15D)	20 Volume	17 Value (# 150)	20 Volume	18 Value (¢1150)	20 Volume)19 Value (\$1,50)
		Identify you Customer Name	ur organization's total i	number of customers Is the customer a related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 24 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume)19 Value (\$USD)
	1	Identify you Customer Name	ur organization's total of Country Destination	number of customers Is the customer a related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 24 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume)19 Value (\$USD)
	1	Identify you	ur organization's total i	number of customers Is the customer a related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 24 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume	Value (\$USD)
G	1 2 3	Identify you	r organization's total Country Destination	Is the customers related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 24 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume	Value (\$USD)
G	1 2 3 4	Identify you	Country Destination	Is the customers related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 2/ Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume	Value (\$USD)
G	1 2 3 4 5	Identify you	Country Destination	ls the customers related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 20 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume	Value (\$USD)
G	1 2 3 4 5 6	Identify you	Country Destination	number of customers Is the customer a related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 2/ Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume	Value (\$USD)
G	1 2 3 4 5 6 7 7	Identify you	country Destination	Is the customers a related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 20 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	Volume	Value (\$USD)
G	1 2 3 4 5 6 6 7 8 8	Identify you	country Destination	Is the customers related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 20 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume	Value (\$USD)
G	1 2 3 3 4 4 5 6 6 7 7 8 9 9	Lidentify you	Country Destination	Is the customers a related party?	for Liquid Transformer Over 10000KVA. Where necessary, Primary End Use of Product	input 0. 24 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	Volume	17 Value (\$USD)	20 Volume	18 Value (\$USD)	20 Volume	Value (\$USD)

						Dry Transforme	r 1-16KVA								
		Identify	y your organization's t	otal number of custon	ners for Dry Transformer 1-16KVA. Where necessary, inpu	it 0.									
		Surtement Is the customer a			2015		2016		20	017	2018		2019		
		Customer Name	Country Destination	related party?	Primary End Use of Product	Volumo	Value (¢USD)	Volumo	Value (¢USD)	Volumo	Value (¢LISD)	Volumo		Volumo Volus (A	
						volume	value (\$05D)	volume	Value (\$05D)	volume	value (\$05D)	volume	value (\$05D)	volume	value (\$05D)
	1														
	2														
н															
	5														
	6														
	7														
	8														
	9														
H	10					ny Transformer	16-500KV/A		I						
H						ny mansionner	10 300/074								
	Identify your organization's total number of customers for Dry Transformer 16-500KVA. Where necessary, input 0,														
H															
		Customer Niemer	Country Destination	Is the customer a	Defension Find Line of Deaduret	2	015	201	6	20	017	2	018	20	019
		Customer Name	Country Destination	related party?	Primary End Ose of Product	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
	_												,		
	1														
	- 2														
Т	4														
	5														
	6														
	7														
	8	-													
	10	-													
F	10		ļ ļ		D	v Transformer (ver 500KVA								!
H						,									
		Identify y	our organization's tot	al number of custome	rs for Dry Transformer Over 500KVA. Where necessary, in	put 0.									
		,,	U		, , , , , , , , , , , , , , , , , , , ,										
F															
							04.5	004	,		0.47	0	040		40
		Customer Name	Country Destination	Is the customer a	Definition of Decident	2	015	201	6	20	017	2	018	20)19
		Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	017 Value (\$USD)	24 Volume	018 Value (\$USD)	20 Volume)19 Value (\$USD)
		Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	017 Value (\$USD)	24 Volume	018 Value (\$USD)	20 Volume)19 Value (\$USD)
	1	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	017 Value (\$USD)	24 Volume	018 Value (\$USD)	20 Volume)19 Value (\$USD)
	1 2 3	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	017 Value (\$USD)	2i Volume	018 Value (\$USD)	20 Volume	Value (\$USD)
1	1 2 3 4	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	017 Value (\$USD)	2i Volume	018 Value (\$USD)	20 Volume	Value (\$USD)
1	1 2 3 4 5	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	017 Value (\$USD)	20 Volume	Value (\$USD)	20 Volume	Value (\$USD)
ſ	1 2 3 4 5 6	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	015 Value (\$USD)	201 Volume	6 Value (\$USD)	2i Volume	017 Value (\$USD)	24 Volume	Value (\$USD)	20 Volume	Value (\$USD)
J	1 2 3 4 5 6 7	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	017 Value (\$USD)	2 Volume	Value (\$USD)	20 Volume	Value (\$USD)
J	1 2 3 4 5 6 7 8	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	Value (\$USD)	201 Volume	6 Value (\$USD)	Volume	017 Value (\$USD)	20 Volume	Value (\$USD)	Volume	Value (\$USD)
j	1 2 3 4 5 6 7 8 9	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	Value (\$USD)	201 Volume	6 Value (\$USD)	Volume	017 Value (\$USD)	2 Volume	Value (\$USD)	Volume	Value (\$USD)
J	1 2 3 4 5 6 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	017 Value (\$USD)	2 Volume	Value (\$USD)	Volume	Value (\$USD)
J	1 2 3 4 5 6 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	Value (\$USD)	201 Volume	6 Value (\$USD)	20 Volume	D17 Value (\$USD)	Volume	Value (\$USD)	Volume	Value (\$USD)
J	1 2 3 4 5 6 7 8 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 Volume	018 Value (\$USD)	Volume	019 Value (\$USD)
J	1 2 3 4 5 6 7 8 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume	Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2' Volume	Value (\$USD)	Volume	119 Value (\$USD)
J	1 2 3 4 5 6 7 8 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Regu	Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 Volume	018 Value (\$USD)	20 Volume	119 Value (\$USD)
]	1 2 3 4 5 6 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Regu	Value (\$USD) Value	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2' Volume	018 Value (\$USD)	20 Volume	Value (\$USD)
]	1 2 3 4 5 6 7 7 8 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Regr Voltage Regr	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2' Volume	Value (\$USD)	20 Volume	Value (\$USD)
J	1 2 3 4 5 6 7 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Region	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 / Volume	018 Value (\$USD)	20 Volume	Value (\$USD)
]	1 2 3 4 5 6 6 7 7 8 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Rege Voltage Rege	D15 Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 / Volume	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	20 Volume	Value (\$USD)
Ţ	1 2 3 4 5 6 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Regr Voltage Regr	015 Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume 24	D17 Value (\$USD)	2 ' Volume 2 Volume	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	20 Volume	Value (\$USD)
ĸ	1 2 3 4 5 6 6 7 8 8 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Regu Voltage Regu	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 / Volume	Value (\$USD)	20 Volume	Value (\$USD)
K	1 2 3 4 5 6 6 7 8 8 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Regu	D15 Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 / Volume	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	20 Volume 20 Volume	Value (\$USD)
ĸ	1 2 3 3 4 5 6 6 7 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Reg Voltage Reg	015 Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 / Volume	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	20 Volume 20 20 20 Volume	Value (\$USD)
K	1 2 3 3 4 5 6 6 7 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	Voltage Regi	D15 Value (\$USD)	201 Volume	6 Value (\$USD)	24 Volume 24 Volume 24	D17 Value (\$USD)	2 / Volume	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	20 Volume	Value (\$USD)
ĸ	1 2 3 4 5 6 6 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Regr Volume	D15 Value (\$USD)	201 Volume 201 201 201 201 201 201 201 201 201 201	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 ' Volume 2 ' Volume	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	20 Volume	Value (\$USD)
к	1 2 3 4 5 6 6 7 8 9 9 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Reg	D15 Value (\$USD)	201 Volume 201 201 201 201 201 201 201 201 201 201	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 / Volume	Value (\$USD) Value (\$USD)	20 Volume	Value (\$USD)
K	1 2 3 4 5 6 7 7 8 9 10 10	Customer Name	Country Destination	Is the customer a related party?	Primary End Use of Product	2 Volume Voltage Regu	D15 Value (\$USD)	201 Volume 201 201 201 201 201 201 201 201 201 201	6 Value (\$USD)	24 Volume	D17 Value (\$USD)	2 / Volume	Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD) Value (\$USD)	20 Volume 20 Volume	Value (\$USD)

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		6. Financials				
Pro	vide the following financial line items for your location for	the last five years be	low.			
Sou	rce of Income Statement Items:					
Rep	orting Schedule:					
Inco	me Statement (Select Line Items)	Reco	ord \$ in Thousand	ls, e.g. \$12,000.00) = survey input o	f \$12
		2015	2016	2017	2018	2019
А.	Net Sales (and other revenue)					
	1 Defense-Related Sales Percentage					
	2 Non-U.S. Sales Percentage					
В.	Cost of Sales / Cost of Goods Sold					
C.	Depreciation and Amortization					
D.	Total Operating Income (Loss)					
E.	Earnings Before Interest and Taxes					
F.	Net Income					
Sou	rce of Balance Statement Items:			-		
Rep	orting Schedule:					
Bala	nce Sheet (Select Line Items)	Reco	ord \$ in Thousand	ls, e.g. \$12,000.00) = survey input o	f \$12
		2015	2016	2017	2018	2019
A.	Cash					
В.	Inventories					
C.	Current Assets					
D.	Total Assets					
E.	Current Liabilities					
F.	Total Liabilities					
G.	Retained Earnings					
Н.	Total Owner's Equity					
Sou	rce of Other Items:					
Rep	orting Schedule:					
Oth	er Select Items	Reco	ord \$ in Thousand	s, e.g. \$12,000.00) = survey input o	f \$12
		2015	2016	2017	2018	2019
Α.	Research & Development (R&D) Expenditure					
	1 Defense-Related R&D Percentage					
В.	Capital Expenditure (CapEx)					
	1 Defense-Related CapEx Percentage					
	Comment:					
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			7. Employment			
Rec	cord the total number of full time equivalent ((FTE) employees and contractors for the	e 2015 to 2019 period for U.S	. facilities that produce subj	ect products.	
		2015	2016	2017	2018	2019
	FTE Employees					
Α	FTE Contractors					
	Production/Engineering FTE Employee Contractors	es or				
Ide	ntify the key workforce issues your organizati	ion has experienced or anticipates in the	e next five years.			
	Issue	Primary Occupation Affected	Timeframe		Explain	
	Attracting Workers to Location	Production/Engineering	Ongoing, Expected to Continue			
	Employee Turnover	Both	Past Only (Resolved)			
В	Finding Experienced Workers	Other	Expected In Future			
	Finding Qualified Workers	None	No or Not Applicable			
	Finding U.S. Citizens					
	Significant Portion of Workforce Retiring					
	Other (specify	/)				
с	Has your organization's employment been i as a result of the trade remedies imposed b 2018 Section 232 Steel investigation?	impacted by the	Explain:			
D	If you resumed operations at an idled or shu facility, do you reasonably anticipate being hire or rehire workers? What would the hiri timeline be?	utdown able to ing	Explain:			
	Comments:					
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A	Did con	your organization directly or indirectly supply any supplete sections B, C, and D below.	ibject products for U.S. defen	se systems or installations between 2	2015 and 2020 YTD? If no, proc	eed to next tab. If yes,			
	1	From the list of U.S. Government agencies below, sel	ect those whose systems you	supported between 2015 and 2020 \	/TD.		•		
		U.S. Air Force		U.S. Coast Guard		Department of Energy			
в		U.S. Army		U.S. Intelligence Community (such as CIA, NGA, NRO, NSA)		Other	(Specify)		
	U.S. Marine Corps			Missile Defense Agency (MDA)		Other	(Specify)		
		U.S. Navy	(Specify)						
	Ind nat	icate which subject products your organization direct ional defense support. Specify the primary Departme	tly or indirectly provides for L ent of Defense Acquisition Ca	J.S. defense systems, installations, or tegory (ACAT) Major Defense Acquisi	known U.S. defense end uses, tion Program (MDAP) support y	and the percentage of your org your organization provides for e	; sanization's 2019 sales that are attributable to each relevant subject product, if known.		
		Product	Defense Support?	Percentage of 2019 Sales Attributable to Defense Sales	Primary DOD ACA	T/MDAP Support	Comments		
	1	NOES	Direct						
	2	GOES	Indirect						
	3	Laminations (Stacked)	Both						
с	4	Cores (Stacked)	None						
	5	Cores (Wound)	Unknown						
	6	Liquid-Dielectric Transformer Under 650KVA							
	7	Liquid-Dielectric Transformer 650-10000KVA							
	8	Liquid-Dielectric Transformer Over 10000KVA							
	9	Dry-Type/Other Transformer 1-16KVA							
	10	Dry-Type/Other Transformer 16-500KVA							
	11	Dry-Type/Other Transformer Over 500KVA							
	12	Voltage Regulators							
D	Are rate Sys be t	any of your organization's subject-related contracts ed under the Defense Priorities & Allocations tem (DPAS)? Further information about DPAS can found here: https://www.dcma.mil/DPAS/		If yes, specify the nature and product of the DPAS rating:					
		Comments:							
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9. Critical Infrastructure

From the list of Critical Infrastructure Sectors below, indicate whether your organization provides subject products that support that sector, then select the primary product for which your organization supports each sector. Identify your organization's primary customer associated with the sector and product support for each sector supported. In-depth definitions of each sector may be found at: https://www.dhs.gov/cisa/critical-infrastructure-sectors

	Critical Infrastructure Sector	Sector Support	Primary Product Support	Primary Customer Associated with Sector/Product Support	Explain					
	Chemical Sector	Yes	NOES							
	Commercial Facilites Sector	No	GOES							
	Communications Sector	No Support	Laminations (Stacked)							
	Critical Manufacturing Sector		Cores (Wound)							
	Dams Sector		Cores (Stacked)							
А	Defense Industrial Base Sector		Liquid-Dielectric Transformer Under 650KVA							
	Emergency Services Sector		Liquid-Dielectric Transformer 650-10000KVA							
	Energy Sector		Liquid-Dielectric Transformer Over 10000KVA							
	Financial Services Sector		Dry-Type/Other Transformer 1-16KVA							
	Food and Agriculture Sector		Dry-Type/Other Transformer 16-500KVA							
	Government and Facilities Sector		Dry-Type/Other Transformer Over 500KVA							
	Healthcare and Public Health Sector		Voltage Regulators							
	Information Technology Sector									
	Nuclear Reactors, Materials, and Waste Sector									
	Transportation Systems Sector									
	Waste and Wastewater Systems Sector									
	Comments:									
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					10. Competition and Trade				
	Fro the	m 2009 to 201 production of	9, indicate whether import com any type of subject product. Inc	petition has affe licate Yes/No and	cted your U.S. subject-product related operations, sales, employment, planned expansions, etc. with respect to d explain.				
			Item	Yes/No	Explain				
	1	Manufacturin	ng Operations						
А	2	Sales							
	3	Employment							
	4	Planned Expa	Insions						
	5	Other:							
	Doe Yes,	es your organiz /No and explai	zation anticipate any negative ef in below.	fects on its busin	ess due to future imports of subject products into the United States from the listed countries below? Indicate				
			Country	Yes/No	Explain				
	1	Mexico							
	2	Canada							
_	3	Other:							
в	4	Other:							
	5	Other:							
	6	Other:							
	7	Other:							
	8	Other:							
	9	Other:							
	10	Other:							
		Describe the	top five most significant challen	ges to the compe	etitive position of your organization in the U.S. subject product market.				
		1							
		2							
	1	3							
		4							
		5							
C.		Describe the	, top five most significant challen	ges to the compe	titive position of your organization in the non-U.S. subject product market.				
		1							
		2							
	2	3							
		4							
		5							
	Со	mments:							
			BL	JSINESS CONFID	ENTIAL - Per Section 705(d) of the Defense Production Act				

				11. COVID-	19 Impacts			
	Identify any impacts or actions res important issue; 2 being the next r	ulting from the COVID-19 pandem most important issue, etc.):	ic at your locat	ion, ranking	; the top three most significant impa	icts and top three most important	actions (1 being	; the most
	Impacts E	xperienced	-Yes/No-	Rank Top 3	Actior	ıs Taken	Short Term/ Long Term	Rank Top 3
	Increased cost of materials				Reduce workforce			
	Inability to access work location				Increase online/remote work capa	abilities		
	Inability to fulfill contracts				Seek government assistance			
	Reduced sales				Delay or reject new contracts			
	Foreign supplier manufacturing de	lays			Begin to produce pandemic-relate	d products		
А.	Domestic supplier manufacturing of	delays			Increase use of domestic suppliers	;		
	Increased demand				Reduce use of suppliers located in	China		
	Transportation-based disruptions				Reduce use of suppliers located o	utside the U.S. and China		
	Financing difficulties				Increase inventories			
	Labor shortages				Increase supplier redundancy			
	Other	(specify here)			Other			
	Identify any USG actions that wou impacts to this location:	Id have best mitigated COVID-19						
	Comme	ents:						
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	12. Certification
The undersigned certifies that the information h knowledge. It is a criminal offense to willfully m Government as to any matter within its jurisdict	erein supplied in response to this questionnaire is complete and correct to the best of his/her ake a false statement or representation to any department or agency of the United States ion (18 U.S.C. 1001 (1984 & SUPP. 1197)).
for your records and to facilitate any necessary	ey, save a copy and submit it via email to ESProducts232@bis.doc.gov. Be sure to retain your survey edits or clarifications.
Organization Name	
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Name of Authorizing Official	
Title of Authorizing Official	
E-mail Address	
Phone Number and Extension	
Date Certified	
In the box below, provide any additional comme	ents or any other information you wish to include regarding this survey assessment.
How many hours did it take to complete this su	vey?
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