

U.S. PURCHASERS' QUESTIONNAIRE

LARGE RESIDENTIAL WASHERS

This questionnaire must be received by the Commission by **July 18, 2017**
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 Inv. No. 201-TA-76, Large Residential Washers, under section 202 of the Trade Act of 1974 (19 U.S.C. § 2252). The information requested in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 202 of the Trade Act of 1974. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270, John.Benedetto@usitc.gov).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website address _____</p> <p>Has your firm purchased large residential washers as defined on the next two pages from <u>any</u> source (domestic or foreign) at any time since January 1, 2012?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: LRWS)</p>

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 submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

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

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ Email address

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition for import relief, as amended and properly filed on June 5, 2017, by Whirlpool Corporation, Benton Harbor, Michigan. Import relief may be imposed by the President on U.S. imports of large residential washers as a result of this investigation if the Commission makes an affirmative injury determination and recommends to the President that he impose relief. The President may impose relief in the form of increased duties and/or other restrictions on imports of large residential washers that are the subject of an affirmative injury determination.

Questionnaires and other information pertinent to this proceeding are available at:

https://www.usitc.gov/investigations/title_7/2017/large_residential_washers/safeguard.htm

Products included in the scope of this investigation

Large residential washers.--The products covered by the investigation are all large residential washers and certain parts thereof.

The term “large residential washers” denotes all automatic clothes washing machines, regardless of the orientation of the rotational axis, with a cabinet width (measured from its widest point) of at least 24.5 inches (62.23 cm) and no more than 32.0 inches (81.28 cm), except as noted below.

Covered parts.-- Also covered are certain parts used in large residential washers, namely: (1) all cabinets, or portions thereof, designed for use in large residential washers; (2) all assembled tubs¹ designed for use in large residential washers which incorporate, at a minimum: (a) a tub; and (b) a seal; (3) all assembled baskets² designed for use in large residential washers which incorporate, at a minimum: (a) a side wrapper;³ (b) a base; and (c) a drive hub;⁴ and (4) any combination of the foregoing parts or subassemblies.

Products excluded from this investigation

(1) Stacked washers-dryers & commercial washers

Excluded are stacked washer-dryers and commercial washers. The term “stacked washer-dryers” denotes distinct washing and drying machines that are built on a unitary frame and share a common console that controls both the washer and the dryer. The term “commercial washer” denotes an automatic clothes washing machine designed for the “pay per use” segment meeting either of the following two definitions:

¹ A “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.

(1) (a) it contains payment system electronics;⁵ (b) it is configured with an externally mounted steel frame at least six inches high that is designed to house a coin/token operated payment system (whether or not the actual coin/token operated payment system is installed at the time of importation); (c) it contains a push button user interface with a maximum of six manually selectable wash cycle settings, with no ability of the end user to otherwise modify water temperature, water level, or spin speed for a selected wash cycle setting; and (d) the console containing the user interface is made of steel and is assembled with security fasteners;⁶ or

(2) (a) it contains payment system electronics; (b) the payment system electronics are enabled (whether or not the payment acceptance device has been installed at the time of importation) such that, in normal operation,⁷ the unit cannot begin a wash cycle without first receiving a signal from a bona fide payment acceptance device such as an electronic credit card reader; (c) it contains a push button user interface with a maximum of six manually selectable wash cycle settings, with no ability of the end user to otherwise modify water temperature, water level, or spin speed for a selected wash cycle setting; and (d) the console containing the user interface is made of steel and is assembled with security fasteners.

(2) Top load residential washers with PSC/belt/clutch

Also excluded are automatic clothes washing machines that meet all of the following conditions: (1) have a vertical rotational axis; (2) are top loading;⁸ (3) have a drive train consisting, inter alia, of (a) a permanent split capacitor (PSC) motor,⁹ (b) a belt drive,¹⁰ and (c) a flat wrap spring clutch.¹¹

(3) Front load residential washers with CIM/Belt

Also excluded are automatic clothes washing machines that meet all of the following conditions: (1) have a horizontal rotational axis; (2) are front loading;¹² and (3) have a drive train consisting, inter alia, of (a) a controlled induction motor (CIM),¹³ and (b) a belt drive.

⁵ "Payment system electronics" denotes a circuit board designed to receive signals from a payment acceptance device and to display payment amount, selected settings, and cycle status. Such electronics also capture cycles and payment history and provide for transmission to a reader.

⁶ A "security fastener" is a screw with a non-standard head that requires a non-standard driver. Examples include those with a pin in the center of the head as a "center pin reject" feature to prevent standard Allen wrenches or Torx drivers from working.

⁷ "Normal operation" refers to the operating mode(s) available to end users (*i.e.*, not a mode designed for testing or repair by a technician).

⁸ "Top loading" means that access to the basket is from the top of the washer.

⁹ A "PSC motor" is an asynchronous, alternating current (AC), single phase induction motor that employs split phase capacitor technology.

¹⁰ A "belt drive" refers to a drive system that includes a belt and pulleys.

¹¹ A "flat wrap spring clutch" is a flat metal spring that, when engaged, links abutted cylindrical pieces on the input shaft with the end of the concentric output shaft that connects to the drive hub.

¹² "Front loading" means that access to the basket is from the front of the washer.

¹³ A "controlled induction motor" is an asynchronous, alternating current (AC), polyphase induction motor.

(4) “Extra-wide” residential washers

Also excluded are automatic clothes washing machines that meet all of the following conditions: (1) have a horizontal rotational axis; (2) are front loading; and (3) have cabinet width (measured from its widest point) of more than 28.5 inches (72.39 cm).

The products subject to this petition are currently classifiable under subheading 8450.20.00 (statistical reporting numbers 8450.20.0040 and 8450.20.0080) of the Harmonized Tariff System of the United States (HTSUS). Products subject to this petition may also be imported under HTSUS 8450.11.0040, 8450.11.0080, 8450.90.2000, and 8450.90.6000. Although the HTSUS provisions are provided for convenience and customs purposes, the written description of the merchandise subject to this petition is dispositive.

Reporting of information.--If information is not readily available from your records 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.

Note: If you submitted a response in the recently completed investigation of large residential washers from China, Inv. No. 731-TA-1306 (Final), your firm must still complete this questionnaire, although you may refer to your earlier questionnaire response as a resource.

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. § 2252(i)). 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 confidential business 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 Trade Act of 1974 (19 U.S.C. § 2252(i)) and section 206.17 of the Commission's Rules of Practice and Procedure (19 CFR § 206.17). 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.

Purchaser.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing large residential washers from another firm that produces, imports, or otherwise distributes large residential washers.

I-1. **OMB statistics.**--Please report 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 25 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 name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **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 purchase of large residential washers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-3. **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)

Confidential Business Information

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import large residential washers into the United States or which export large residential washers to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce large residential washers?

No Yes--List the following information.

Firm name	Country	Affiliation

PART II.--PURCHASES

Contact information.--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**--

- (a) Report, as indicated below, your firm's purchases by country source (either directly or through a sales agent or broker) of **large residential washers**, if known. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importers' questionnaire).

Item	2012	2013	2014	2015	2016	Jan-Mar 2017
	Quantity (in actual units)					
Purchases of large residential washers produced in:						
United States						
China						
Korea						
Mexico						
Thailand						
Vietnam						
All other countries ¹						
Total purchases	0	0	0	0	0	0
¹ Please identify these countries:						

II-1. **Purchases.**--

(b) Report, as indicated below, your firm's purchases by manufacturers (either directly or through a sales agent or broker) of **large residential washers**, if known. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importers' questionnaire).

Item	2012	2013	2014	2015	2016	Jan-Mar 2017
	Quantity (in actual units)					
Purchases of large residential washers produced by:						
Whirlpool and/or GE						
Samsung						
LG						
All other companies ¹						
Total shipments	0	0	0	0	0	0
¹ Please identify these firms:						

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of large residential washers from different sources have changed since January 1, 2012.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. Effect of U.S. antidumping and countervailing duty orders.--Did your firm purchase large residential washers prior to 2012?

- No Yes—If so, has the pattern of your purchases of large residential washers changed since the United States imposed antidumping and/or countervailing duty orders on imports from China, Korea, and/or Mexico? Check all that apply.

Check if applicable	Effect of AD/CVD orders on purchases	Explanation
<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.	
<input type="checkbox"/>	Yes, we discontinued purchases from China because of the orders.	
<input type="checkbox"/>	Yes, we reduced purchases from China because of the orders.	
<input type="checkbox"/>	Yes, but changes in the pattern of our purchases from China are for reasons other than the orders.	
<input type="checkbox"/>	Yes, we discontinued purchases from Korea because of the orders.	
<input type="checkbox"/>	Yes, we reduced purchases from Korea because of the orders.	
<input type="checkbox"/>	Yes, but changes in the pattern of our purchases from Korea are for reasons other than the orders.	
<input type="checkbox"/>	Yes, we discontinued purchases from Mexico because of the order.	
<input type="checkbox"/>	Yes, we reduced purchases from Mexico because of the order.	
<input type="checkbox"/>	Yes, but changes in the pattern of our purchases from Mexico are for reasons other than the order.	
<input type="checkbox"/>	Yes, we began purchasing from sources other than China, Korea, and Mexico.	
<input type="checkbox"/>	Yes, we increased purchases from sources other than China, Korea and Mexico.	
<input type="checkbox"/>	Yes, but changes in the pattern of our purchases from sources other than China, Korea, and Mexico are for reasons other than the orders.	

II-4. **Purchases from one country only.**--If your firm has purchased large residential washers from only one country, please explain the reasons for doing so.

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II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for large residential washers since January 1, 2012. Also, provide the share of the quantity of your firm's total purchases of large residential washers that each of these suppliers accounted for in 2016.

No.	Supplier's name	City and state	Share of quantity of 2016 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of large residential washers? Check all that apply.

<input type="checkbox"/>	Retailer
<input type="checkbox"/>	Hotel, institution, or multifamily residence
<input type="checkbox"/>	Contractor/builder
<input type="checkbox"/>	Distributor/ wholesaler
<input type="checkbox"/>	Other (Describe: _____)

If your firm is a distributor of large residential washers, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases large residential washers?

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

III-3. **Types of customers.**--What are the major types of consumers to which your firm sells large residential washers?

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III-4. **Substitutes.**--Can other products be substituted for large residential washers?

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for large residential washers?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for large residential washers has changed since January 1, 2012. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since January 1, 2012					
Within the United States Retail/replacement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
New home construction	<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"/>	

III-6. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2016 purchases of large residential washers that required large residential washers produced in the United States.

	Estimated percentage of your firm's total 2016 purchases of large residential washers
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain:)	%
Total (should sum to 100.0%)	0.0 %

III-7. **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 III-11.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

- (b) 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"/>	

III-8. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving large residential washers based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Decision based on producer					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Decision based on country of origin					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-9. **Availability of supply.**--Has the availability of large residential washers in the U.S. market changed since January 1, 2012?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from China, Korea, Thailand, Vietnam, and/or Mexico	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with large residential washers since January 1, 2012 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

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

III-11. Purchasing frequency.--

(a) How frequently does your firm make purchases of large residential washers (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	<i>If other, specify</i>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has this purchasing frequency changed since January 1, 2012?

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

III-12. Number of suppliers contacted.--How many suppliers does your firm generally contact before making a flooring or purchase decision? Between ____ and ____ firms

III-13. Supplier negotiations.--Does your firm's flooring or purchase decisions for large residential washers usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. Change in suppliers.--Has your firm changed suppliers since January 1, 2012?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. New suppliers or new country sources.--Are you aware of any new suppliers, either foreign or domestic, or new country sources (for imports) that have entered the market since January 1, 2012?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell large residential washers to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-17. **Failure to certify.**--Since January 1, 2012, have any domestic or foreign producers failed in their attempts to certify or qualify their large residential washers with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase large residential washers (examples include price, profit margin, features, quality, promotions, availability, etc.).

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

III-19. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of large residential washers?

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III-20. **Customer flexibility top vs. front.**-How often are consumers willing to switch between a top load and a front load large residential washer based on relative pricing between the two offerings?

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

III-21. **Cross product impact.**—

(a) Does the availability and/or price of a highly featured large residential washer (*i.e.*, one with many features such as large capacity heat, steam, color, etc.) affect the sales of less featured large residential washers?

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

(b) How often do price reductions on imported highly featured top-load and front load washers put downward pressure on prices for less featured top-load washers with agitators from the United States?

	Frequency that price reductions on imported highly featured LRWs affect the price of top-load washers with agitators from the United States				
	Always	Usually	Sometimes	Never	Explain.
Imported top-load (impeller)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Imported front load	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- (c) How often do price reductions on less featured top-load washers with agitators from the United States put downward pressure on prices for imported highly featured top-load washers and front load washers?

	Frequency that price reductions of less featured top-load washers with agitators from the United States affect the price on imported highly featured LRWs				
	Always	Usually	Sometimes	Never	Explain.
Imported top-load (impeller)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Imported front load	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- III-22. **Cross supplier impact.**—Is the price you are willing to pay for offerings from any particular supplier influenced by the prices/features offered by competing suppliers?

No	Yes	If yes, please describe how price and feature differences (e.g., capacity, steam, color, etc.) in the product offerings of different suppliers are taken into account in your purchasing decisions.
<input type="checkbox"/>	<input type="checkbox"/>	

III-23. Purchasing subject imports rather than domestic products.—

- (a) Since January 2012, did your firm purchase imports of large residential washers instead of U.S.-produced large residential washers (e.g., GE, Whirlpool)?

Yes (also respond to parts (b) and (c))	No
<input type="checkbox"/>	<input type="checkbox"/>

- (b) If you responded “Yes” to part (a), was the imported product priced lower than the domestic product?

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

- (c) If you responded “Yes” to part (a), was price a primary reason for purchasing imports rather than domestic product?

Yes	If Yes, estimate the quantity of imports purchased instead of domestic product since January 2012 (in number of units)	No	If No, please indicate the reason your firm purchased imports instead of domestic product
<input type="checkbox"/>		<input type="checkbox"/>	

III-24. U.S. producers and import competition. —

- (a) Since January 1, 2012, in connection with a sale or offer to sell large residential washers to your firm, did U.S. producers (e.g., GE, Whirlpool) reduce their prices of domestically produced large residential washers in order to compete with lower-priced imports of large residential washers?

Yes (also respond to question part (b))	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (b) If your firm responded “yes”, please provide an estimate of the reduction in U.S. producers' prices, and include other pertinent information, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

Estimated reduction in U.S. prices (percent)	Other pertinent information, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors
%	

- III-25. What factors influence a consumer's decision to buy a top-load versus a front-load washer? To what extent do differences in efficiency (e.g., Energy Star) contribute to the decision?

PART IV.—PRODUCT COMPARISONS

IV-1. **Brand knowledge.**--Please indicate the brands of large residential washers for which your firm has actual marketing/pricing knowledge.

United States (e.g., GE and/or Whirlpool)	Imported product from LG and/or Samsung	Imported product from other brands	Other brands (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **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)?

Always	Usually	Sometimes	Never	No familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If your firm reported that U.S.-produced large residential washers are <i>sometimes</i> or <i>never</i> interchangeable with large residential washers produced in other countries, please explain the factors that limit or preclude interchangeable use:				

IV-3. **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 purchases of the products?

Always	Usually	Sometimes	Never	No familiarity
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If your firm reported that factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of large residential washers, please report the advantages or disadvantages imparted by such factors :				

IV-4. **Country preferences.**--Do you or your customers ever specifically order large residential washers from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Purchasing factor comparisons.**--For each factor listed below, please rate the importance of each factor in your firm's decisions to purchase U.S.-produced large residential washers and large residential washers produced in other countries on a scale of 1-5, where 1 is "not important at all" and 5 is "very important".

Factor	Ranking of importance (1=not important at all; 5=very important)	
	Product from <u>United States</u>	Product from <u>other countries</u>
Availability		
Consumer preferences for particular brands resulting in high store turnover		
Consumer preference for particular features resulting in high store turnover		
Country-of-origin preference		
Delivery terms		
Delivery time		
Desire to display multiple brands		
Desire to display multiple price points		
Discounts offered		
Extension of credit		
Favorable margin offered by manufacturer		
Frequency of returns/product reliability		
Minimum quantity requirements		
Packaging		
Price		
Product consistency		
Product range		
Quality meets industry standards		
Quality exceeds industry standards		
Reliability of supply		
Special incentives offered by manufacturer		
Technical support/service		
U.S. transportation costs		

IV-6. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

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HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

https://www.usitc.gov/investigations/title_7/2017/large_residential_washers/safeguard.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:** **LRWS**

- **E-mail.**—E-mail the MS Word questionnaire to aimee.larsen@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 their 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 purchase large residential washers, 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 C.F.R. § 206.17). 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 C.F.R. § 206.17). Service of the questionnaire must be made in paper form.