

U.S. PURCHASERS' QUESTIONNAIRE

LARGE POWER TRANSFORMERS FROM KOREA

This questionnaire must be received by the Commission by **May 21, 2018**
See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning large power transformers from Korea (Inv. No. 731-TA-1189 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Cindy Cohen (202-205-3230, cindy.cohen@usitc.gov).

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

CERTIFICATION

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

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone: _____

Email address

PART I.—GENERAL INFORMATION

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

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

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

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

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

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

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

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all of your files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

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

I-1. **Establishments covered.**--Provide the name and address of 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 response.**

"Establishment"--Each facility of a firm involved in the purchase of large power transformers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-2. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-3. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that import large power transformers into the United States or that export large power transformers to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

I-4. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that produce large power transformers?

No Yes--List the following information.

Firm name and country	Country	Affiliation

I-5. **Business plan.**--Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for large power transformers?

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

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	

II-1. **Purchases.**—

- (a) Please estimate your firm's total U.S. purchases of large power transformers in 2017. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire.)

Quantity (MVA top rated)	Value (1,000 dollars)

- (b) Estimate the percentage of the value of your firm's purchases of large power transformers in 2017 that were produced in each of the specified countries.

Large power transformers produced in:	Share of value of 2017 purchases
United States	%
Korea	%
All other countries ¹	%
Sources unknown	%
Total (should sum to 100.0%)	0.0 %
¹ Please identify these countries:	

II-2. **Purchases before and after order.**--

(a) Did your firm purchase large power transformers from Korea before 2012?

No--skip to (c) Yes

(b) If yes, has your pattern of purchasing large power transformers from Korea changed since 2012?

<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we discontinued purchases from Korea because of the order.
<input type="checkbox"/>	Yes, we reduced purchases from Korea because of the order.
<input type="checkbox"/>	Yes, but we changed the pattern of purchases from Korea for reasons other than the order (please explain below).

(c) Has your pattern of purchasing large power transformers from nonsubject foreign sources (i.e., countries other than Korea) changed since 2012?

<input type="checkbox"/>	We did not purchase from nonsubject foreign sources before or after the order.
<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we increased purchases from nonsubject foreign sources because of the order.
<input type="checkbox"/>	Yes, but we changed our pattern of purchases from nonsubject foreign sources for reasons other than the order (please explain below).

II-3. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of large power transformers 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"/>	
Korea	<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"/>	
Sources unknown	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Country knowledge.**--Please indicate the countries of origin with which your firm has experience or information in the large power transformers market.

United States	Korea	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for large power transformers since January 1, 2012. Also, provide the share of the value of your firm's total purchases of large power transformers that each of these suppliers accounted for during 2015-2017.

No.	Supplier's name (and producer's name, if different)	Location of production facility (city, state, country)	Share of value of 2015-17 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 power transformers (check all that apply)?

Public utility	Investor-owned utility	Industrial user	Engineering or construction company/ power project developer	Distributor	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Describe other:					

III-2. **End uses.**—

(a) For the products you make using large power transformers, please estimate the percent of your total production cost that is accounted for by large power transformers and by other inputs (such as labor, energy, and other raw materials).

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	Large power transformers		Other inputs		
Distribution substations	%	+	%	=	0.0 %
Generating facility substations	%	+	%	=	0.0 %
Transmission line substations	%	+	%	=	0.0 %
Wind farms	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

(b) Have there been any changes in the end uses of large power transformers since January 1, 2012? Do you anticipate any future changes?

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

III-3. **Demand for end use products.**--

(a) Has the demand for your firm's final products or services incorporating large power transformers changed since January 1, 2012?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-3. **Demand for end use products.**--*Continued*

(b) Has this had any effect on your firm's demand for large power transformers?

No	Yes	Explain (noting any major changes in demand during any particular year since 2012)
<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Replacement rate.**--Has your firm's demand for large power transformers changed since January 1, 2012 due to a change in the rate of replacement of aging transformers?

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

III-5. **Impact of smart grid technology on firm.**--Has smart grid technology had an impact on your firm's purchases of large power transformers since January 1, 2012?

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

III-6. **Impact of increase in renewable energy on firm.**--Has growth in renewable energy had an impact on your firm's purchases of large power transformers since January 1, 2012?

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

III-7. **Section 232 relief effects.**--

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

Yes--Continue to question III-7(b). No--Continue to question III-8.

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

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

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

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

III-8. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for large power transformers has changed since January 1, 2012, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors (including any major changes in demand during any particular year since 2012)
Demand since January 1, 2012					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-9. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss large power transformers supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Korea, and (3) the world as a whole. Of particular interest is such data from 2012 to the present and forecasts for the future.

III-10. **Country preferences.**--Do you ever specifically order large power transformers 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"/>	

III-11. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2017 purchases of large power transformers that required large power transformers produced in the United States.

	Estimated percentage of your firm's total 2017 purchases of large power transformers
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 required to be domestic product for other reasons (explain:)	%
Total (should sum to 100.0%)	0.0 %

III-12. Conditions of competition.--

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

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-12.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

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

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

III-13. Decisions based on producer and country of origin.--How often does your firm make purchasing decisions involving large power transformers based on its producer or country of origin?

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

III-14. **Availability of supply.**--Has the availability of large power transformers in the U.S. market changed since January 1, 2012? Do you anticipate any future changes?

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

III-15. **Availability of specific product types.**--Are certain types/capacities/sizes of large power transformers only available from certain country sources?

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

III-16. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with large power transformers since January 1, 2012 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe, noting any differences by MVA size.	Also, explain any actions your firm took to cope with or overcome such supply constraints (e.g., purchasing from other countries, purchasing from other suppliers in the same country, rescheduling production plans, etc.)
<input type="checkbox"/>	<input type="checkbox"/>		

III-17. **Purchasing frequency.**--Does your firm purchase large power transformers on a regular/fixed schedule?

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

III-18. **Number of suppliers contacted.**-- To how many suppliers do you generally send a Request for Quotation (RFQ) or other request before making a purchase? Between ____ and ____ firms.

III-19. **Supplier negotiations.**—

(a) Do your firm's purchases of large power transformers usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors you generally negotiate, and answer the question below.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Does your firm typically quote competing prices during negotiations?

No	Yes	If yes, describe the type of feedback given to suppliers during the negotiation.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Blanket agreements.**—

(a) Has your firm purchased large power transformers pursuant to blanket agreements, alliance agreements, master contracts, master service agreements, outline agreements, or any other type of long-term supply agreements since January 1, 2015?

No (skip to III-20)	Yes (fill out table below)
<input type="checkbox"/>	<input type="checkbox"/>

(b) Report your five largest agreements that were in effect since 2015.

Supplier, producer (if different), and country	Dates covered	Range of MVA sizes covered	Value (in \$1,000)	Exclusive supplier? (check if yes)	Are you required to buy from this supplier? (check if yes)
Agreement 1					
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
Agreement 2					
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
Agreement 3					
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
Agreement 4					
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
Agreement 5					
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>

III-20. **Blanket agreements.**--*Continued*

- (c) If you identified more than one supplier for any of the long-term agreements above, describe how you determine which of the qualified suppliers will supply each of your transformer needs over the life of the agreement. For example, will certain suppliers provide one type of transformer exclusively? Can there be further competition among the qualified suppliers based on price to supply any of the transformers while the agreement is in place?

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III-21. **New projects or rebids/renewals of agreements.**--Please identify any new projects that are planned or likely to be put out for bid in 2018 or 2019, and any blanket agreements that are likely to be renewed or put out for bid in 2018 or 2019.

Range of MVA sizes covered	Estimated number of units	Anticipated bid/renewal date (month/year)	Locations

III-22. **Initial vs. evaluated/lifetime cost.**--Please rate how your firm weighs the initial cost of purchasing large power transformers compared with the evaluated/lifetime cost of owning the large power transformers, including maintenance cost, evaluated loss, and other operational costs.

Only consider initial cost	Mostly consider initial cost	Consider initial and evaluated/lifetime costs equally	Mostly consider evaluated/lifetime cost	Only consider evaluated/lifetime cost
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-23. **Bid competition.**--

(a) Have you ever attended a pre-bid meeting with a potential supplier?

No	Yes	If yes, please describe the general nature of the discussions and whether pricing information was discussed.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Have you ever attended a post-bid meeting with a supplier that bid on, but was not awarded, the project?

No	Yes	If yes, please describe the general nature of the discussions and whether any general discussions of bids, pricing, and the reason for awards occurred.
<input type="checkbox"/>	<input type="checkbox"/>	

(c) How does general pricing information become known in the U.S. market?

If yes, please describe the general nature of the discussions and whether any general discussions of bids, pricing, and the reason for awards occurred.

III-24. **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-25. **New suppliers.**--

- (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2012?

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

- (b) Do you expect new suppliers of large power transformers to enter the U.S. market?

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

III-27. **Failure to certify.**--Since January 1, 2012, have any domestic or foreign producers failed in their attempts to certify or qualify their large power transformers 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-28. **Major purchasing factors.**-- Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase large power transformers (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

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

III-29. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for large power transformers.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Country of origin	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ease of doing business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Energy loss	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Evaluated cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Long-term relationship	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Responsiveness of supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shell or core design	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Time to fill order	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Warranties	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-30. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of large power transformers?

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III-31. **Minimum quality.**--How often does large power transformers from the following countries meet minimum quality specifications for your uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-32. **Frequency of decisions based on price.**--How often does your firm purchase the large power transformers that are offered at the lowest price?

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

III-33. **Price leaders.**--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the large power transformers market since January 1, 2012.

Firm(s)	Describe how the firm(s) exhibited price leadership

III-34. **Changes in U.S. industry.--**

- (a) Please identify and discuss any improvements/changes in the U.S. large power transformers industry since January 1, 2012 and explain the factors, including the order under review, that were responsible for each improvement/change.

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. large power transformers industry. Identify the time period and causes for these improvements/changes.

III-35. **Effect of revocation of orders.--** What do you think will be the effects on your firm and on the U.S. market of any revocation of the antidumping duty order on imports of large power transformers from Korea?

PART IV.--PRODUCT COMPARISONS

IV-1. **Interchangeability.**--Are large power transformers produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or O in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

O = *no familiarity* with products from a specified country-pair

Country-pair	Korea	Other countries
United States		
Korea		
For any country-pair producing large power transformers that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

IV-2. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between large power transformers produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or O in the table below:


A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

O = *no familiarity* with products from a specified country-pair

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

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how large power transformers produced in each specified country compares with large power transformers produced in each of the other specified countries.

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

Factor	Product from <u>United States</u> compared to product from <u>Korea</u>			Product from <u>United States</u> compared to product from <u>Nonsubject sources</u>			Product from <u>Korea</u> compared to product from <u>Nonsubject sources</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Country of origin	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ease of doing business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Energy loss	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Evaluated cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Long-term relationship	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Responsiveness of supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shell or core design	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Time to fill order	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Warranties	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-4. **Change in price.**--

- (a) Since January 1, 2012, has there been a change in the price of large power transformers? If so, has the price of U.S.-produced large power transformers changed more or less than the price of imported large power transformers from Korea?

<input type="checkbox"/>	No change in price.
<input type="checkbox"/>	Prices have changed by the same amount.
<input type="checkbox"/>	Price of U.S.-produced large power transformers has changed relative to the price of large power transformers from Korea.

- (b) If the price of U.S.-produced large power transformers has changed relative to the price of large power transformers from Korea, the price of U.S.-produced large power transformers is now relatively

Higher	Lower	
<input type="checkbox"/>	<input type="checkbox"/>	than those from Korea.

PART V.—BIDS--

V-1. **Bid information**—

(a) Please fill out the following table with respect to projects which you put up for bid for large power transformers since January 1, 2015.

Total number of projects for bid	
Number of projects involving bids by domestic LPT producers	
Number of projects involving bids by suppliers of LPTs from Korea	
Number of projects involving bids by suppliers of LPTs from other countries	

(b) Did any of these projects involve bids by both domestic producers of large power transformers and suppliers of large power transformers from Korea?

No—Skip to question V-3.	Yes—fill out the table below and also answer question V-2.
<input type="checkbox"/>	<input type="checkbox"/>

Total number of projects involving bids by both domestic LPT producers and suppliers of LPTs from Korea	
--	--

V-2. **Bid Data (for purchases since January 1, 2015).**— Please fill out the table below for each of your firm's **five largest** LPT purchases since January 1, 2015 for which your firm received at least one bid from a supplier of domestic LPTs and at least one bid from a supplier of LPTs produced in Korea.

Please list all bids for each purchase. The bid amounts reported below should include amounts for any services proposed, such as installation or training, that were included in the requests for quotation (RFQs).

Basic description of bid requirements		Bidding firm name	Country produced	Base price (\$1,000s)	Evaluated cost (\$1,000s)	Differences between bids	Winning bid (yes/no/split)	Reason bid accepted or rejected
(1) Bid end date _____	Number of units _____							
Base MVA/Top MVA _____	High line kV _____							
Load loss/evaluation (\$/kW) _____	No load loss evaluation (\$/kW) _____							
(2) Bid end date _____	Number of units _____							
Base MVA/Top MVA _____	High line kV _____							
Load loss/evaluation (\$/kW) _____	No load loss evaluation (\$/kW) _____							
(3) Bid end date _____	Number of units _____							
Base MVA/Top MVA _____	High line kV _____							
Load loss/evaluation (\$/kW) _____	No load loss evaluation (\$/kW) _____							

V-2. **Bid Data.**--Continued.

Basic description of bid requirements		Bidding firm name	Country produced	Base price (\$1,000s)	Evaluated cost (\$1,000s)	Differences between bids	Winning bid (yes/no/split)	Reason bid accepted or rejected
(4) Bid end date _____	Number of units _____							
Base MVA/Top MVA _____	High line kV _____							
Load loss/evaluation (\$/kW) _____	No load loss evaluation (\$/kW) _____							
(5) Bid end date _____	Number of units _____							
Base MVA/Top MVA _____	High line kV _____							
Load loss/evaluation (\$/kW) _____	No load loss evaluation (\$/kW) _____							

V-3. **Bid Opportunities.**--How often do you allow/request sellers more than one chance to bid on a particular sales agreement?

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

V-4. **Bid Competition.**--How often do you discuss with your suppliers the bids of competing firms (whether or not you disclose who the competition is) in order to get a lower bid price?

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

PART VI.—ADDITIONAL INFORMATION

VI-1. **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.

--

VI-2. **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 40 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.

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

https://www.usitc.gov/investigations/701731/2017/large_power_transformers_korea/first_review_full.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin:** **TRANS**

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

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

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.