

U.S. PRODUCERS' 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)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm produced any large residential washers, covered parts, and/or excluded products 2, 3, and 4 (as defined on pages 2-4) at any time since January 1, 2012?

NO

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

Return questionnaire via the U.S. International Trade Commission *Drop Box* by clicking on the following link: <https://dropbox.usitc.gov/oinv/> (PIN: **LRWS**)

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 investigations, reviews, or general fact finding investigations 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 investigation or other proceeding 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 covered by 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).

When reporting U.S. producers' data—

For the purpose of reporting data for **all** large residential washers in this U.S. producers' questionnaire, unless otherwise indicated, please provide data for **all residential washers** to include large residential washers, and including the excluded products 2, 3, and 4, (i.e., top load residential washers with PCS/belt/clutch, front load residential washers with CIM/Belt, and “extra-wide” residential washers) as defined on pages 2-4 of this document.

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.

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.

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

Hours	Dollars

Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

“Establishment”--Each facility of a firm involved in the production of large residential washers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

I-3. **Position regarding the imposition of safeguard relief.**--Does your firm support or oppose the imposition of safeguard relief from imports of large residential washers?

Support	Oppose	Take no position	Describe your position
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Michael Szustakowski (202-205-3169, mgs@usitc.gov)**. Supply all data requested on a calendar-year basis.

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

Name	
Title	
Email	
Telephone	
Fax	

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

<i>Check as many as appropriate.</i>	<i>If checked, please describe; leave blank if not applicable.</i>
<input type="checkbox"/> Plant openings	
<input type="checkbox"/> Plant closings	
<input type="checkbox"/> Relocations	
<input type="checkbox"/> Expansions	
<input type="checkbox"/> Acquisitions	
<input type="checkbox"/> Consolidations	
<input type="checkbox"/> Prolonged shutdowns or production curtailments	
<input type="checkbox"/> Revised labor agreements	
<input type="checkbox"/> Other (e.g., technology)	

II-3. **Injury.**--

- (a) Have your firm's large residential washers operations been injured by imports of large residential washers since January 1, 2012?

No	Yes	If yes, please describe the impact of imports of large residential washers on your U.S. large residential washers operations.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Please rank the importance of each of the following factors having an adverse impact on the on your firm's large residential washers operations. The "rating of factor" is the importance of the factor in causing injury to your firm on a scale of 1 through 5 (with five being an extremely important cause of injury)

Factor	Rating of factor	Description
Import competition		
Exchange rates		
Competition from other U.S. producers		
Developments in product features		
U.S. demand for LRWs		
Inability to obtain adequate financing		
Change in raw material costs		
Labor problems or shortages		
Production problems		
Change in composition in U.S. industry		
Change in Federal regulations for LRWs		
Other factors		

II-4. **Effect of U.S. orders.** Describe the significance, if any, of the existing U.S. antidumping and countervailing duty orders on imports of large residential washers from Korea, and the antidumping orders on imports of large residential washers from China and Mexico on your firm's production, capacity, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before or after imposition of the orders. If your response differs for particular orders, please indicate and explain the particular effect of imposition of the orders.

II-5. **Efforts to compete.**--Since 2012, has your firm undertaken or planned any efforts to compete more effectively in the U.S. market for large residential washers?

No

Yes-- Please describe (1) any efforts made by your firm and/or its workers since 2012 to compete more effectively, (2) the year in which the effort was made, (3) the expenditure involved (in thousands of dollars), and (4) the specific competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.).

If you feel that any of these efforts have been made primarily to compete with imported large residential washers, please indicate and explain. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such efforts were undertaken primarily to compete more effectively against imports of large residential washers.

II-6. **Efforts to compete under a safeguard.**--If you were to receive import relief as a result of this safeguard investigation, would your firm and/or its workers make adjustments in your operations producing large residential washers (in addition to those that you have described above) that will permit you to compete more effectively with imports of large residential washers?

No

Yes--Please describe (1) the specific adjustment actions that would be made by your firm and/or its workers during any period of relief that will permit you to compete more effectively with imports, (2) the anticipated expenditure involved (in thousands of dollars), and (3) the specific competitive advantage expected to be gained by the adjustment (i.e., increased production, cost reduction, quality improvement, increased market share of sales, etc.). To the best of your ability, quantify the expected improvement in your firm's competitiveness vis-à-vis imports. For each adjustment action listed, explain how your firm plans to finance the expenditure. These adjustment actions are in addition to those that you would take notwithstanding any relief under section 202 and which you described above.

	Action	Description
1		
2		
3		
4		
5		
6		
7		
8		

- II-7. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of large residential washers in its U.S. establishment(s) during the specified periods.

"Average production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

"U.S. commercial shipments" –Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" – Product consumed internally by your firm.

"Transfers to related firms" –Shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" –A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" –Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" – Finished goods inventory, not raw materials or work-in-progress.

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

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

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

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

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

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-7. **Production, shipment, and inventory data: All large residential washers.**--Report your firm's production capacity, production, shipments, and inventories related to the production of large residential washers in its U.S. establishment(s) during the specified periods.

REPORT DATA FOR ALL LARGE RESIDENTIAL WASHERS, INCLUDING PRODUCTS COVERED BY THIS INVESTIGATION AND EXCLUDED ITEMS 3, 4, AND 5, AS DEFINED ON PAGES 2-4 OF THIS DOCUMENT.

Quantity (in actual units) and value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Average production capacity¹ <i>(quantity) (A)</i>							
Beginning-of-period inventories <i>(quantity) (B)</i>							
Production <i>(quantity) (C)</i>							
U.S. shipments:							
Commercial shipments:							
<i>quantity (D)</i>							
<i>value (E)</i>							
Internal consumption:²							
<i>quantity (F)</i>							
<i>value (G)</i>							
Transfers to related firms:²							
<i>quantity (H)</i>							
<i>value (I)</i>							
Export shipments:³							
<i>quantity (J)</i>							
<i>value (K)</i>							
End-of-period inventories <i>(quantity) (L)</i>							

¹ The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity: _____.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.

³ Identify your firm's principal export markets: _____.

II-7. Production, shipment, and inventory data: large residential washers.--Continued

RECONCILIATION OF PRODUCTION, SHIPMENTS, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

II-11. **Commercial U.S. shipments of covered parts.** Report your firms' commercial U.S. shipments of covered parts. Data on these covered parts should not be included in the data reported in question II-7 through II-10.

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Commercial U.S. shipments.-- Covered parts.-- Quantity (AK)							
<i>Value (AL)</i>							

II-12. **Employment data.**--Report your firm's employment-related data related to the production of large residential washers and provide any explanation for any trends in these data.

"Production Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to March periods, calculate similarly and divide by 3.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid"—Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Average number of PRWs (number)							
Hours worked by PRWs (1,000 hours)							
Wages paid to PRWs (\$1,000)							

Explanation of trends:

II-13. **Related firms.**--If your firm reported transfers to related firms in questions II-7, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

--

II-14. **Toll production.**--Since 2012, has your firm been involved in a toll agreement regarding the production of large residential washers?

“Toll agreement”--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

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

II-15. **Foreign trade zones.**--

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

“**Foreign trade zone**” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

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

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

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

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

Value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Covered parts							
Other parts ¹							
¹ Please list the parts: _____.							

II-16. **Importer**--Since January 1, 2012, has your firm imported large residential washers or covered parts?

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

"Imports"—Imports are transactions to buy from a foreign supplier where your firm is the importer of record for Customs purposes. If your firm was the importer or record, those data should be reported in your U.S. importers' questionnaire submission and not here.

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

II-17. **Purchases**, has your firm otherwise *purchased* large residential washers since January 1, 2012?

A purchase is a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

No	Yes	If yes, report such purchases below and explain the reasons for your firms' purchases
<input type="checkbox"/>	<input type="checkbox"/>	

Quantity (<i>in actual units</i>)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Purchases of imports ¹							
Purchases from domestic producers							
Purchases from other sources							
¹ Please identify the source: _____.							

- II-18. **Other explanations:**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov)

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

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? _____
 If your firm's fiscal year changed during the data-collection period, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include large residential washers:

2. Does your firm prepare profit/loss statements for large residential washers:

Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes large residential washers, as well as specific statements and worksheets) used to compile these data.

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

--

III-5. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced large residential washers, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
Large residential washers	%
	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of large residential washers from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

Yes--Continue to question III-7.
 No--Continue to question III-9a.

III-7. **Inputs from related suppliers.**--Please identify the inputs used in the production of large residential washers that your firm purchases from related suppliers and that are reflected in question III-9a. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
Input valuation as recorded in the firm's accounting books and records		

III-8. **Inputs from related suppliers at cost.**--Please confirm that the inputs purchased from related suppliers, as identified in question III-7, were reported in question III-9a (financial results on large residential washers) in a manner consistent with the firm's accounting books and records.

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

III-9a. **Operations on large residential washers.**--Report the revenue and related cost information requested below on the large residential washers operations of your firm's U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's five most recently completed fiscal years, and for the specified interim periods.

Confidential Business Information

III-9a. **Operations on large residential washers**—Continued

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

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II (question II-7) of this questionnaire.
³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

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

Item	Share of 2016: COGS (percent)	Share of 2016: SG&A (percent)
Share of costs that are.-- Variable	%	%
Fixed	%	%
Total (should sum to 100.0%)	0.0 %	0.0 %

III-9c. **Financial data reconciliation.**--The calculable line items from question III-9a (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

		<p>If no, If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (<i>i.e.</i>, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (<i>i.e.</i>, income is positive, expenses or reversals are negative).</p> <p>If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.</p>
Yes	No	
<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **Expenses associated with new large residential washers platforms, upgrades of existing platforms, and/or other nonrecurring items (charges and gains) included in the large residential washers financial results.**--For each annual and interim period for which financial results are reported in question III-9a, please specify all significant expenses associated with new platforms and/or upgrades of existing platforms and other nonrecurring items (charges and gains) in the schedule below, the specific question III-9a line item where the items are included, a brief description of the relevant items, and the associated values (*in \$1,000*), as reflected in question III-9a; i.e., if an aggregate item has been allocated to question III-9a, only the allocated value amount included in question III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on significant items which impacted the reported financial results of large residential washers in question III-9a.

Item	Fiscal years ended--					January-March	
	2012	2013	2014	2015	2016	2016	2017
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific line item in question III-9a where the nonrecurring item is classified.	Nonrecurring item: In these columns please report the amount of the relevant nonrecurring item reported in question III-9a. Value (\$1,000)						
1. , classified as							
2. , classified as							
3. , classified as							
4. , classified as							
5. , classified as							
6. , classified as							
7. , classified as							

III-11. **Classification of identified expenses associated with new large residential washers platforms, upgrades of existing platforms, and/or other nonrecurring items (charges and gains) in the accounting books and records of the company.**--If reported in question III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10 identify where these items are reported in question III-9a.

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of large residential washers. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for large residential washers in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question a) III-9a. Provide data as of the end of your firm's five most recently completed fiscal years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

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

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

Value (in \$1,000)							
Item	Fiscal years ended--					January-March	
	2012	2013	2014	2015	2016	2016	2017
Capital expenditures¹							
Research and development expenses²							
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____							
² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____							

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, 12, and 13 are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

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

Reconciliation	Full year data					Partial year periods	
	2012	2013	2014	2015	2016	2016	2017
Quantity: Trade data from part II less financial data from part III, = zero ("0") except as noted above.	0	0	0	0	0	0	0
Value: Trade data from part II less financial data from part III, = zero ("0") except as noted above.	0	0	0	0	0	0	0

Do these data in question III-9a reconcile with data in question II-7?

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

III-15. **Effects of imports on investment.**--Since January 1, 2012, has your firm experienced any actual negative effects on its return on investment, the scale of capital investments, and research and development levels as a result of imports of large residential washers?

- No Yes--My firm has experienced actual negative effects as follows:

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Ability to generate adequate capital to finance the modernization of domestic plants and equipment	
<input type="checkbox"/>	Ability to maintain existing levels of expenditures for research and development	
<input type="checkbox"/>	Other	

III-16. **Effects of imports on growth and development.**--Since January 1, 2012, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of large residential washers?

No Yes--My firm has experienced actual negative effects as follows:

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-17. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of large residential washers?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov).

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

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2012 of the following products produced by your firm.

Product 1.--Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 3.7 cubic feet but less than 4.2 cubic feet; water heater included; steam cycle(s) included; no LCD display; white finish.

Product 2.--Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; no water heater included; no steam cycle(s) included; no LCD display; white finish.

Product 3.--Top loading, Energy Star rated washer; impeller; rated DOE capacity greater than or equal to 4.7 cubic feet but less than 5.2 cubic feet; no water heater included; no steam cycle included; lid includes clear or tinted window; white finish.

Product 4.--Top loading, Energy Star rated; impeller; rated DOE capacity greater than or equal to 4.7 cubic feet but less than 5.2 cubic feet; water heater included; steam cycle included; lid includes clear or tinted window; white finish.

Product 5.--Front loading, Energy Star rated washer; direct drive; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; water heater included; steam cycle(s) included; no LCD display; white finish.

Product 6.--Top loading, Energy Star rated washer; direct drive; impeller; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; no water heater included; no steam cycle(s) included; solid opaque lid; white finish.

Report data for all SKUs/model numbers/product codes that fall under each above definition.

If the DOE rated capacity for a particular SKU/model number/product code changed during the period, classify the SKU/model number/product code consistent with the capacity being advertised at the time of sale. Classify a washer as Energy Star if it was being advertised as Energy Star at the time of sale.

Please report values as follows:

Total dollar values should be f.o.b. factory and should not include U.S.-inland transportation costs. Report the U.S. f.o.b. sales value and quantity on an invoice basis (i.e., the quantity-weighted total of the prices indicated on the invoice for the product in question), and net of direct and indirect discounts (i.e., all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer). Also indicate in the table your firm's top-selling SKU in this product category for each quarter.

Direct discounts are tied to sales of the specific large residential washer(s) for which pricing data are requested, whether or not such discounts are given on the sales price to the customer or are in the form of a post-sale discount, rebate or other type of sales support after the customer resells the product to its customer.

Indirect discounts, while not specifically tied to the products in question, are properly allocable to sales of such products because sales of such products were part of the basis on which the discount, incentive, allowance, etc. was given. In each case, the basis for the allocation of these allocated discounts, rebates, etc. should be the value of sales of the pricing product at issue as a percentage of the value of all the products sold by your firm to a customer that also qualified for the same discount, rebate, etc. Thus, for example, the value of a discount given to a customer because it reached an annual large residential washer sales target would be allocated over large residential washer sales to that customer.

Note: Items such as discounts, allowances, and rebates, which are included as adjustments to revenue, should be consistent with the company's accounting procedures; i.e., they should not include items that are treated separately as costs.

IV-2a. During January 2012-March 2017, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	Yes. --Please complete the following pricing data table(s) as appropriate.
<input type="checkbox"/>	No. --Skip to question IV-3.

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

Pricing product	All included SKU/model number/ product codes ¹	Highest volume SKU/model number/product code
Product 1		
Product 2		
Product 3		
Product 4		
Product 5		
Product 6		
¹ Provide a specification sheet for each that allows the Commission to determine that each SKU/model number/ product code contains each of the characteristics identified in the product's definition.		

IV-2c. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

Confidential Business Information

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

(Quantity in units, value in 1,000 dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value¹	Quantity	Value¹	Quantity	Value¹
2012:						
January-March						
April-June						
July-September						
October-December						
2013:						
January-March						
April-June						
July-September						
October-December						
2014:						
January-March						
April-June						
July-September						
October-December						
2015:						
January-March						
April-June						
July-September						
October-December						
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						

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

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

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

Product 1:

Product 2:

Product 3:

Confidential Business Information

IV-2d. **Price data.**—Continued.

(Quantity in units, value in 1,000 dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value ¹	Quantity	Value ¹	Quantity	Value ¹
2012:						
January-March						
April-June						
July-September						
October-December						
2013:						
January-March						
April-June						
July-September						
October-December						
2014:						
January-March						
April-June						
July-September						
October-December						
2015:						
January-March						
April-June						
July-September						
October-December						
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						

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

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

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

Product 4:

Product 5:

Product 6:

IV-2e. **Pricing to OEMs.**-- Did your firm sell any of the above large residential washer pricing products to an Original Equipment Manufacturer (OEM), i.e., a firm that marketed and advertised your firm's washers under its own brand name?

No	Yes	If yes, were your sales prices to OEM(s) higher, lower, or mostly the same as your prices to other customers? Please estimate approximately how much higher or lower and explain why.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of large residential washers (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	Sales incentives	Promotional discounts	Cooperative advertising allowances	Co-marketing funds	Other-describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Pricing terms.**--

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

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of domestic large residential washers usually quoted (*check one*)?

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

Confidential Business Information

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced large residential washers in 2016 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of 2016 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced large residential washers (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Lead times.**--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced large residential washers?

Source	Share of 2016 sales	Lead time (average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

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

- (a) What is the approximate percentage of the total delivered cost of U.S.-produced large residential washers that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (check one)
- (c) Indicate the approximate percentage of your firm's sales of large residential washers that are delivered the following distances from your firm's production facility.

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

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

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

IV-11. **Substitutes.**--Can other products be substituted for large residential washers?

No Yes--Please fill out the table.

Substitute		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"/>	

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

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

IV-13. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for large residential washers has changed since January 1, 2012. 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"/>	

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of large residential washers since January 1, 2012?

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

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

(a) Is the large residential washers market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to large residential washers? If yes, please describe.

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-17.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

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

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

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

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

IV-17. **Raw materials.**--How have large residential washers raw material prices changed since January 1, 2012?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for large residential washers.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-18. **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-19. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between large residential washers produced in the United States and in other countries a significant factor in your firm's sales of the products?

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 sales of large residential washers, please report the advantages or disadvantages imparted by such factors :				

IV-20. Competition from imports.--

- (a) **Lost revenue.**--Since January 1, 2012: To avoid losing sales to competitors selling imported large residential washers, did your firm:

Item	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

- (b) **Lost sales.**--Since January 1, 2012: Did your firm lose sales of large residential washers to imports of this product?

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

- (c) If you checked a “yes” box above in IV-20 (a) or (b), please estimate the total amount of sales and/or revenue lost:

Lost sales: _____

Lost revenue: _____

- (d) If you checked “no” in all the boxes in IV-20 (a) and (b), and your firm’s U.S. commercial shipments have decreased over 2012-2016, please explain why: _____

IV-21. Product feature innovation.—Please list the product features that were developed by your firm and were either: (1) first made available on large residential washers sold by your firm in the retail market after January 1, 2012 (“market firsts”); or (2) available on large residential washers sold by your firm in the retail market but not available on any of your competitors’ large residential washers during the period of investigation (January 1, 2012 through March 31, 2017) (“market exclusives”).

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

IV-22. **Sales bundled with dryers.**--Over the period January 1, 2012 to March 31, 2017, approximately what percentage of your U.S. sales of large residential washers were bundled with sales of an accompanying dryer?

Percentage of sales bundled with a dryer	Additional comments

IV-23. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

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

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

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 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 CFR § 206.17). Service of the questionnaire must be made in paper form.