

## U.S. IMPORTERS' QUESTIONNAIRE

### LARGE RESIDENTIAL WASHERS FROM KOREA AND MEXICO

This questionnaire must be received by the Commission by **November 8, 2018**

*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the countervailing and antidumping duty orders concerning large residential washers from Korea and Mexico (Inv. Nos. 701-TA-488 and 731-TA-1199-1200 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm imported large residential washers and/or out-of-scope top-load washers (as defined on the pages 2-3) *from any country* at any time since January 1, 2012?

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

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

Return questionnaire via the Commission *Drop Box* by clicking on the following link:

<https://dropbox.usitc.gov/oinv/>. (PIN: **WASH**)

#### CERTIFICATION

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

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

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Phone: \_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.**--On February 15, 2013, the Department of Commerce ("Commerce") issued a countervailing duty order on imports of large residential washers from Korea and antidumping duty orders on imports of large residential washers from Korea and Mexico. On January 2, 2018, the Commission instituted reviews pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the orders would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make affirmative determinations, the orders will remain in place. If either the Commission or Commerce makes negative determinations, Commerce will revoke the orders. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2018/large\\_residential\\_washers\\_korea\\_and\\_mexico/first\\_review\\_full.htm](https://www.usitc.gov/investigations/701731/2018/large_residential_washers_korea_and_mexico/first_review_full.htm).

**Large residential washers** covered by these reviews are all automatic clothes washing machines, regardless of the orientation of the rotational axis, except as noted below, with a cabinet width (measured from its widest point) of at least 24.5 inches (62.23 cm) and no more than 32.0 inches (81.28 cm).

Also covered are certain subassemblies used in large residential washers, namely: (1) all assembled cabinets designed for use in large residential washers which incorporate, at a minimum: (a) at least three of the six cabinet surfaces; and (b) a bracket; (2) all assembled tubs<sup>1</sup> designed for use in large residential washers which incorporate, at a minimum: (a) a tub; and (b) a seal; (3) all assembled baskets<sup>2</sup> designed for use in large residential washers which incorporate, at a minimum: (a) a side wrapper;<sup>3</sup> (b) a base; and (c) a drive hub;<sup>4</sup> and (4) any combination of the foregoing subassemblies.

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

- (1) (a) it contains payment system electronics;<sup>5</sup> (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

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<sup>1</sup> A "tub" is the part of the washer designed to hold water.

<sup>2</sup> A "basket" (sometimes referred to as a "drum") is the part of the washer designed to hold clothing or other fabrics.

<sup>3</sup> A "side wrapper" is the cylindrical part of the basket that actually holds the clothing or other fabrics.

<sup>4</sup> A "drive hub" is the hub at the center of the base that bears the load from the motor.

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

console containing the user interface is made of steel and is assembled with security fasteners;<sup>6</sup> 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,<sup>7</sup> the unit cannot begin a wash cycle without first receiving a signal from a bona fide payment acceptance device such as an electronic credit card reader; (c) it contains a push button user interface with a maximum of six manually selectable wash cycle settings, with no ability of the end user to otherwise modify water temperature, water level, or spin speed for a selected wash cycle setting; and (d) the console containing the user interface is made of steel and is assembled with security fasteners.

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

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

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

**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 (i.e., a producer, importer, purchaser and/or foreign producer 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.

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<sup>6</sup> 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.

<sup>7</sup> "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).

**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 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.

**Valid number error messages.**--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Drew Dushkes (202-205-3229, drew.dushkes@usitc.gov).

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

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

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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.

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

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I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing large residential washers into the United States or that are engaged in exporting large residential washers to the United States?

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of large residential washers?

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on large residential washers. More than one answer may be applicable.

<b>Importer of record</b>	<b>Takes title to the imported product(s)</b>	<b>Consignee of the imported products(s)</b>	<b>Customs broker or freight forwarder</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignees.**--If your firm is an importer of record of large residential washers but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Firm name	Address	Contact person and phone number

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters large residential washers into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports large residential washers under the TIB (temporary importation under bond) program.

**“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, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**“Bonded warehouse”** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

**“Temporary Importation under Bond (“TIB”) program”** is a procedure whereby, imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule (HTS).

Item	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for large residential washers?

- No       Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-10. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

- No       Yes--Please specify.



**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Drew Dushkes (202-205-3229, [drew.dushkes@usitc.gov](mailto:drew.dushkes@usitc.gov))**. Supply all data requested on a calendar-year basis.

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

Name	
Title	
Email	
Telephone	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation 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"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	

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

<b>No</b>	<b>Yes</b>	<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentations that address this issue.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of large residential washers for delivery after **September 30, 2018**?

**“Arranged imports”** are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No             Yes--Fill out the table below.

<b>Period/Source</b>	<b>Quantity (in units)</b>			
	<b>Oct-Dec 2018</b>	<b>Jan-Mar 2019</b>	<b>Apr-Jun 2019</b>	<b>Jul-Sept 2019</b>
Korea				
Mexico				
China				
Thailand				
Vietnam				
All other sources				

II-4. **Reasons for importing if producer.**--If your firm also produces large residential washers in the United States, please indicate the reasons for importing this product. If your firm’s reasons differ by source, please elaborate.

**Definitions**

***“Imports”*** –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

***“Import quantities”*** –Quantities reported should be net of returns.

***“Import values”*** –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

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

***“Internal consumption”*** –Product consumed internally by your firm. Such transactions are valued at fair market value.

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

***“Related firm”*** –A firm that your firm solely or jointly owns, manages, or otherwise controls.

***“Export shipments”*** – Shipments to destinations outside the United States, including shipments to related firms.

***“Inventories”*** --Finished goods inventory, not raw materials or work in progress.

***“Retailers”***--Firms that sells 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-5a. **Imports from Korea.**-- Report your firm's imports and your firm's shipments and inventories of large residential washers imported from Korea during the specified periods.

## KOREA

Quantity (in units), value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b> <sup>1</sup>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption:</b> <sup>2</sup>								
Quantity (F)								
Value <sup>2</sup> (G)								
<b>Transfers to related firms:</b> <sup>2</sup>								
Quantity (H)								
Value <sup>2</sup> (I)								
<b>Export shipments:</b> <sup>3</sup>								
Quantity (J)								
Value (K)								
<b>End-of-period inventories</b> (quantity) (L)								

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-5a. Imports from Korea.--Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--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 A), plus imports (i.e., line B), 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.

Reconciliation	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
A + B - D - F - H - J - L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____								

**II-5b. Channels of distribution: Korea.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of large residential washers imported from Korea by channel of distribution.

Item	Quantity (in units)							
	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>Channels of distribution:</b>								
U.S. shipments—								
to retailers (M)								
to distributors (N)								
to buying groups (O)								
to home builders/contractors (P)								
to end users/consumers (Q)								



II-5c. **U.S. shipments by type and efficiency rating: Korea.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of large residential washers imported from Korea by type and efficiency rating.

## KOREA

Quantity (in units) and value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>								
<b>Covered front-load LRWs.--</b>								
<b>Energy Star rated.--</b>								
Quantity (R)								
Value (S)								
<b>Non-Energy Star rated.--</b>								
Quantity (T)								
Value (U)								
<b>Covered top-load LRWs.--</b>								
<b>With agitator.--</b>								
<b>Energy Star rated.--</b>								
Quantity (V)								
Value (W)								
<b>Non-Energy Star</b>								
<b>rated.--</b>								
Quantity (X)								
Value (Y)								
<b>Without agitator.--</b>								
<b>Energy Star rated.--</b>								
Quantity (Z)								
Value (AA)								
<b>Non-Energy Star</b>								
<b>rated.--</b>								
Quantity (AB)								
Value (AC)								
<b>Covered subassemblies.--</b>								
Quantity (AD)								
Value (AE)								
<b>U.S. shipments.--</b>								
Quantity	0	0	0	0	0	0	0	0
Value	0	0	0	0	0	0	0	0

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









II-6a. **Imports from Mexico.**--Report your firm's imports and your firm's shipments and inventories of large residential washers imported from Mexico during the specified periods.

## MEXICO

Quantity (in units), value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories (quantity) (A)</b>								
<b>Imports:<sup>1</sup></b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption:<sup>2</sup></b>								
Quantity (F)								
Value <sup>2</sup> (G)								
<b>Transfers to related firms:<sup>2</sup></b>								
Quantity (H)								
Value <sup>2</sup> (I)								
<b>Export shipments:<sup>3</sup></b>								
Quantity (J)								
Value (K)								
<b>End-of-period inventories (quantity) (L)</b>								
<p><sup>1</sup> Please identify the foreign producers, if known: _____.</p> <p><sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: _____.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>								





II-6c. **U.S. shipments by type and efficiency rating: Mexico.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of large residential washers imported from Mexico by type and efficiency rating.

## MEXICO

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

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









II-7a. **Imports from nonsubject sources.**--Report your firm's imports and your firm's shipments and inventories of large residential washers imported from nonsubject sources (i.e., sources other than Korea and Mexico) combined during the specified periods.

## NONSUBJECT SOURCES

Quantity (in units), value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports from nonsubject sources:</b> <sup>1</sup>								
Quantity (B)	0	0	0	0	0	0	0	0
Value (C)	0	0	0	0	0	0	0	0
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption:</b>								
Quantity (F)								
Value <sup>3</sup> (G)								
<b>Transfers to related firms:</b>								
Quantity (H)								
Value <sup>2</sup> (I)								
<b>Export shipments:</b> <sup>3</sup>								
Quantity (J)								
Value (K)								
<b>End-of-period inventories</b> (quantity) (L)								

<sup>1</sup> Data entered for imports from all other sources combined will populate here once reported in question II-7e.  
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: \_\_\_\_\_.  
<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.





II-7c. **U.S. shipments by type and efficiency rating: Nonsubject sources.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of large residential washers imported from nonsubject sources (i.e., sources other than Korea and Mexico) by type and efficiency rating.

## NONSUBJECT SOURCES

Quantity (in units) and value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>								
<b>Covered front-load LRWs.--</b>								
<b>Energy Star rated.--</b>								
Quantity (R)								
Value (S)								
<b>Non-Energy Star rated.--</b>								
Quantity (T)								
Value (U)								
<b>Covered top-load LRWs.--</b>								
<b>With agitator.--</b>								
<b>Energy Star rated.--</b>								
Quantity (V)								
Value (W)								
<b>Non-Energy Star rated.--</b>								
Quantity (X)								
Value (Y)								
<b>Without agitator.--</b>								
<b>Energy Star rated.--</b>								
Quantity (Z)								
Value (AA)								
<b>Non-Energy Star rated.--</b>								
Quantity (AB)								
Value (AC)								
<b>Covered subassemblies.--</b>								
Quantity (AD)								
Value (AE)								
<b>U.S. shipments.--</b>								
Quantity	0	0	0	0	0	0	0	0
Value	0	0	0	0	0	0	0	0

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









II-7e. **Imports from individual nonsubject sources.**--Report your firm's imports of large residential washers from China, Thailand, and Vietnam, and all other sources.

## INDIVIDUAL NONSUBJECT SOURCES

Quantity (in units), value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>Imports from China:<sup>1</sup></b>								
Quantity (AR)								
Value (AS)								
<b>Imports from Thailand:<sup>2</sup></b>								
Quantity (AT)								
Value (AU)								
<b>Imports from Vietnam:<sup>3</sup></b>								
Quantity (AV)								
Value (AW)								
<b>Imports from all other sources:<sup>4</sup></b>								
Quantity (AX)								
Value (AY)								
<b>Imports from all nonsubject sources.<sup>5</sup>—</b>								
Quantity (AZ)	0	0	0	0	0	0	0	0
Value (BA)	0	0	0	0	0	0	0	0

<sup>1</sup> Please identify the foreign producers of your firm's imports from China: \_\_\_\_\_.

<sup>2</sup> Please identify the foreign producers of your firm's imports from Thailand: \_\_\_\_\_.

<sup>3</sup> Please identify the foreign producers of your firm's imports from Vietnam: \_\_\_\_\_.

<sup>4</sup> Please identify the countries and the foreign producers: \_\_\_\_\_.

<sup>5</sup> Data reported in this question will populate into lines B and C of question II-7a.

II-8a. **Imports of out-of-scope top-load washers from all sources.**-- Report your firm's imports and your firm's shipments and inventories of out-of-scope top-load washers imported from all sources combined (i.e. inclusive of Korea and Mexico) during the specified periods.

## OUT-OF-SCOPE TOP-LOAD WASHERS ALL SOURCES COMBINED

Quantity (in units), value (in \$1,000)								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports from all sources:<sup>1</sup></b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption:</b>								
Quantity (F)								
Value <sup>3</sup> (G)								
<b>Transfers to related firms:</b>								
Quantity (H)								
Value <sup>2</sup> (I)								
<b>Export shipments:<sup>3</sup></b>								
Quantity (J)								
Value (K)								
<b>End-of-period inventories</b> (quantity) (L)								

<sup>1</sup> Please identify the country and, if known, the foreign producers: \_\_\_\_\_.

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-8a. Imports of out-of-scope top-load washers from all sources.—Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--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 A), plus imports (i.e., line B), 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.

Reconciliation	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____								

II-8b. **U.S. shipments by type and efficiency rating: Out-of-scope top-load washers.**--Report your firm's U.S. shipments of out-of-scope top-load washers imported from all sources by type and efficiency rating.

## OUT-OF-SCOPE TOP-LOAD WASHERS ALL SOURCES COMBINED

Quantity ( <i>in units</i> ) and value ( <i>in \$1,000</i> )								
Item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>								
<b>Out-of-scope top-load washers.--</b>								
<b>With agitator.--</b>								
<b>Energy Star rated.--</b>								
<i>Quantity (M)</i>								
<i>Value (N)</i>								
<b>Non-Energy Star rated.--</b>								
<i>Quantity (O)</i>								
<i>Value (P)</i>								
<b>Without agitator.--</b>								
<b>Energy Star rated.--</b>								
<i>Quantity (Q)</i>								
<i>Value (R)</i>								
<b>Non-Energy Star rated.--</b>								
<i>Quantity (S)</i>								
<i>Value (T)</i>								
<b>U.S. shipments.--</b>								
<i>Quantity</i>	0	0	0	0	0	0	0	0
<i>Value</i>	0	0	0	0	0	0	0	0

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

**II-8b. U.S. shipments by type and efficiency rating: Out-of-scope top-load washers.--Continued**

*RECONCILIATION OF U.S. SHIPMENTS.--Please ensure that the quantities and values reported for U.S. shipments by type and efficiency (i.e., lines M through T) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Reconciliation item	Calendar year						January-September	
	2012	2013	2014	2015	2016	2017	2017	2018
<b>Quantity:</b> $M + O + Q + S - D - F - H = \text{zero ("0")}$ , if not revise.	0	0	0	0	0	0	0	0
<b>Value:</b> $N + P + R + T - E - G - I = \text{zero ("0")}$ , if not revise.	0	0	0	0	0	0	0	0

**For questions II-9 and II-10, if your firm's response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-9. **Effect of order(s).**--Describe the significance of the existing countervailing and antidumping duty orders covering imports of large residential washers from Korea and Mexico in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-10. **Likely impact of revocation.** --Would your firm anticipate any changes in in the character of its operations or organization, including its imports, U.S. shipments of imports, or inventories of large residential washers in the future if the countervailing and antidumping duty orders on large residential washers from Korea and Mexico were to be revoked? Please include how the section 201 safeguard measure would impact the effect of any revocation.

		<b>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentations that address this issue.</b>
<b>No</b>	<b>Yes</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

II-11. **Other explanations.**--If your firm would like to further explain a response to a question in Part II 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.

--

**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Tana von Kessler (202-205-2389, [tana.vonkessler@usitc.gov](mailto:tana.vonkessler@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	

**PRICE DATA**

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers of the following products your firm imported from Korea and Mexico:

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

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

**Product 3.**--Front loading, Energy Star rated washer; rated DOE capacity greater than or equal to 4.2 cubic feet but less than 4.7 cubic feet; water heater included; steam cycle(s) included; no LCD/LED display; white finish.

**Product 4.**--Front loading, Energy Star rated washer; rated DOE capacity greater than or equal to 3.7 cubic feet but less than 4.2 cubic feet; no water heater included; no steam cycle(s) included; no LCD/LED display; white finish.

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

**Product 6.**-- Top loading, Energy Star rated washer; impeller; rated DOE capacity greater than or equal to 3.7 cubic feet but less than 4.2 cubic feet; no water heater included; no steam cycle included; lid includes clear or tinted window; white finish.

**Report data for all SKUs/model numbers/product codes that fall under each above definition.** If the DOE rated capacity for a particular SKU/model number/product code changed during the period, classify the SKU/model number/product code consistent with the capacity being advertised at the time of sale. Classify a washer as Energy Star if it was being advertised as Energy Star at the time of sale.

**Please report values as follows:**

**Total dollar values should be f.o.b. port and should not include U.S.-inland transportation costs. Report the U.S. f.o.b. sales value and quantity on an invoice basis (i.e., the quantity-weighted total of the prices indicated on the invoice for the product in question), and net of direct and indirect discounts (i.e., all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer). Exclude any additional equipment provided, (e.g. cold/hot water connection hoses) that may be included in the invoice price.**

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

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

(a) During January 2012-September 2018, did your firm import from Korea and Mexico 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"/>	<b>Yes.</b> --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.



III-2b. **Price data (Korea).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Korea and sold by your firm.

### Korea

**Report data in actual units and 1,000 dollars.**

<i>(Quantity in units, value in 1,000 dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>
<b>2012:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2013:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2014:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2015:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2016:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1:

Product 2:

Product 3:

III-2b. **Price data (Korea).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Korea and sold by your firm.

### Korea

**Report data in actual units and 1,000 dollars.**

<i>(Quantity in units, value in 1,000 dollars)</i>						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>
<b>2012:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2013:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2014:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2015:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2016:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 4:

Product 5:

Product 6:

III-2c. **Price data (Mexico).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm.

## Mexico

**Report data in actual units and 1,000 dollars.**

<i>(Quantity in units, value in 1,000 dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>
<b>2012:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2013:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2014:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2015:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2016:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1:

Product 2:

Product 3:

III-2c. **Price data (Mexico).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm.

## Mexico

**Report data in actual units and 1,000 dollars.**

<i>(Quantity in units, value in 1,000 dollars)</i>						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>
<b>2012:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2013:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2014:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2015:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2016:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 4:

Product 5:

Product 6:

III-2d. **Price data checklist.**--Please check that the pricing data in question III-2(b) and/or III-2(c) has been correctly reported.

Is the price data reported above:	<b>√ if Yes</b>
In \$1,000 ( <i>not</i> actual dollars)?	<input type="checkbox"/>
F.o.b. port (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than or equal to reported commercial shipments in question II-5 in each year?	<input type="checkbox"/>

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

Pricing product	All included SKU/model number/ product codes <sup>1</sup>	Highest volume SKU/model number/product code
Product 1		
Product 2		
Product 3		
Product 4		
Product 5		
Product 6		

<sup>1</sup> 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.

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

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

III-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"/>	

III-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"/>	

III-5. **Pricing terms.**--On what basis are your firm's prices of imported large residential washers from Korea and Mexico usually quoted? (*check one*)

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

III-6. **Contract versus spot.**-- Approximately what share of your firm's sales of large residential washers imported from Korea and Mexico in 2017 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
<b>Share of your 2017 sales</b>	%	%	%	%	0.0 %

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

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs <sup>1</sup>	<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"/>

<sup>1</sup> Please identify the indexes used:

III-8. **Lead times.**-- What is your firm's share of sales from inventory and produced to order and what is your firm's share of sales of large residential washers imported from Korea and Mexico 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 large residential washers?

Source	Korea		Mexico	
	Share of 2017 sales	Lead time (Average number of days)	Share of 2017 sales	Lead time (Average number of days)
From inventory	%		%	
From foreign manufacturers' inventory	%		%	
Produced to order	%		%	
<b>Total</b> (should sum to 100.0%)	0.0 %		0.0 %	

III-9. **Shipping information.**--

- (a) What is the approximate percentage of the cost of large residential washers imported from Korea and Mexico 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) When your firm sells large residential washers imported from Korea and Mexico, from where is it shipped?  
 Point of importation     Storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of large residential washers imported from Korea and Mexico that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %



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

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

III-11. **Substitutes.**-- Have there been any changes in the number or types of products that can be substituted for large residential washers since January 1, 2012? Do you anticipate any future changes?

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

III-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.
<b>Changes since January 1, 2012:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Korea	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Mexico	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Korea	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Mexico	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for large residential washers has changed since January 1, 2012, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

<b>Market</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors</b>
<b>Demand since January 1, 2012</b>					
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"/>	
<b>Anticipated future demand</b>					
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-14. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of large residential washers since January 1, 2012? Do you anticipate any future changes?

<b>Changes in product range, product mix, or marketing</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

**III-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?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question III-16.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

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

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

**III-16. Impact of the section 201 safeguard measure on firm and market.—**

(a) Did the announcement on January 22, 2018 and subsequent implementation of the section 201 safeguard measure on imports of large residential washers have any discernible impact on your firm's large residential washers operations and/or the market as a whole?

No       Yes--Please specify.

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

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

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

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

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

Please explain:

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply large residential washers since January 1, 2012 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

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

III-18. **Raw materials.**-- Indicate how large residential washers raw material prices have changed since January 1, 2012, and how you expect they will change in the future.

Raw materials prices	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for large residential washers.
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Effect of 232 investigations of steel and aluminum on raw materials.**-- Did the announcement of the 232 investigations in April 2017 or the subsequent imposition of tariffs on imported steel and aluminum products beginning in March 2018 impact the raw material prices for LRWs?

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

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

III-21. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss large residential washers supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Korea and Mexico, and (3) the world as a whole. Of particular interest is such data from 2012 to the present and forecasts for the future.

III-22. **Product feature innovation.**—Please list the product features that were developed by your firm and were either: (1) first made available on large residential washers sold by your firm in the retail market after January 1, 2012 (“market firsts”); or (2) available on large residential washers sold by your firm in the retail market but not available on any of your competitors’ large residential washers since January 1, 2012 (“market exclusives”).

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

III-23. **Interchangeability.**--Are large residential washers produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

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

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

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

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

III-24. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between large residential washers produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

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

III-25. **Other explanations.**--If your firm would like to further explain a response to a question in Part III 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.



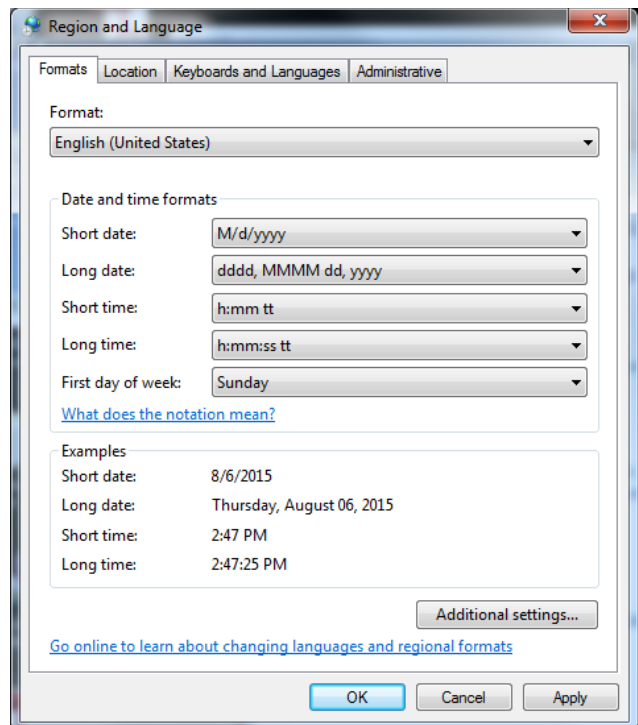
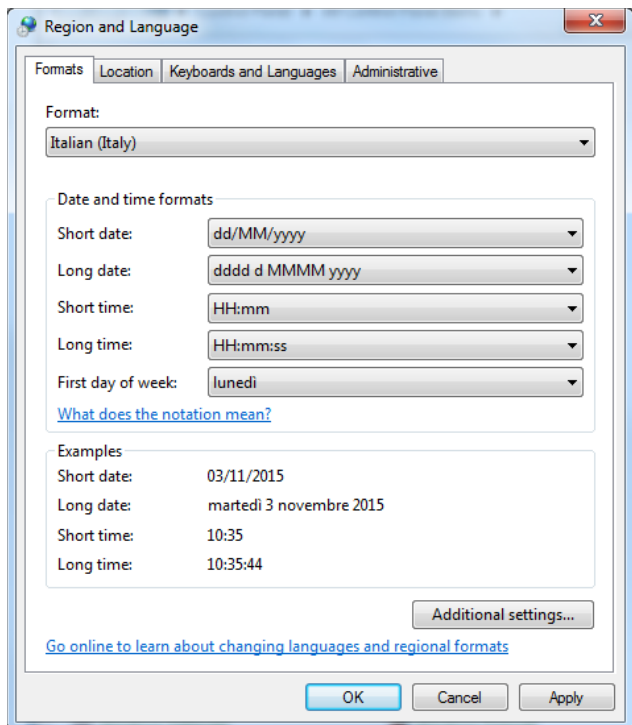
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the questionnaire. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

[https://www.usitc.gov/investigations/701731/2018/large\\_residential\\_washers\\_korea\\_and\\_mexico/first\\_review\\_full.htm](https://www.usitc.gov/investigations/701731/2018/large_residential_washers_korea_and_mexico/first_review_full.htm).

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

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

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

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

**If your firm does not import 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.