

## U.S. IMPORTERS' 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 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 imported any large residential washers, covered parts, and/or excluded products 2, 3, and 4 (as defined on pages 2-4) *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: **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](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 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 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:

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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.

(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 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.

**(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;<sup>8</sup> (3) have a drive train consisting, inter alia, of (a) a permanent split capacitor (PSC) motor,<sup>9</sup> (b) a belt drive,<sup>10</sup> and (c) a flat wrap spring clutch.<sup>11</sup>

**(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;<sup>12</sup> and (3) have a drive train consisting, inter alia, of (a) a controlled induction motor (CIM),<sup>13</sup> and (b) a belt drive.

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<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.

<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).

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

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

<sup>10</sup> A "belt drive" refers to a drive system that includes a belt and pulleys.

<sup>11</sup> 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.

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

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

**(4) "Extra-wide" residential washers**

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

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

**Importer.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing large residential washers (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**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.

**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 Michael Szustakowski (202-205-3169, [mgs@usitc.gov](mailto:mgs@usitc.gov)).

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

Importer of record	Takes title to the imported product(s)	Consignee of the imported products(s)	Customs broker or freight forwarder
<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. **Foreign trade zones.**--

(a) **Firm's FTZ operations.**--Does your firm import into consumption large residential washers from 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 admit large residential washers into a foreign trade zone (FTZ) for use in the 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"/>	

I-9. **Temporary in bond.**--Please indicate whether your firm imports large residential washers under the TIB (temporary importation under bond) program?

***“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).

No	Yes	If yes--Identify timing and amounts of such TIB program imports, and the eventual disposition of that merchandise.
<input type="checkbox"/>	<input type="checkbox"/>	

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	If yes-- Please specify.
<input type="checkbox"/>	<input type="checkbox"/>	



I-11. **Effect of U.S. antidumping and countervailing duty orders.** Did your firm import large residential washers products prior to 2012?

- No             Yes--If so, has the pattern of your imports of large residential washers changed since the United States imposed antidumping and countervailing duty orders on imports of large residential washers from Korea, and antidumping orders on imports of large residential washers from China and Mexico? If your response differs for particular orders, please indicate and explain the particular effect of imposition of the orders. Check all that apply.

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

- I-12. **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 imports, U.S. shipments of imports, and inventories. 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 specific orders.

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**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](mailto: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 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-3. **Arranged imports.**--Has your firm imported or arranged for the importation of large residential washers for delivery after **March 31, 2017**?

**"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>Quantity (in actual units)</b>				
<b>Period/Source</b>	<b>Apr-Jun 2017</b>	<b>Jul-Sept 2017</b>	<b>Oct-Dec 2017</b>	<b>Jan-Mar 2018</b>
Australia				
Canada				
China				
Colombia				
Israel				
Jordan				
Korea				
Mexico				
Panama				
Peru				
Singapore				
Thailand				
Vietnam				
Combined CAFTA-DR countries (Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua)				
All other countries <sup>1</sup>				
<sup>1</sup> Please list the other countries: _____				

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 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-5a. **U.S. imports: China.**--Report your firm's imports, inventories, and shipments of large residential washers and covered parts imported from China by your firm during the specified periods.

## China

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>Beginning inventories</b> (quantity) (A)							
<b>U.S. Imports:</b> <sup>1</sup>							
<b>Complete LRWs</b>							
Quantity (B)							
Value (C)							
<b>Covered parts</b> <sup>2</sup>							
Quantity (D)							
Value (E)							
<b>Total U.S. imports:</b>							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
<b>U.S. shipments:</b>							
<b>Commercial U.S. shipments:</b>							
Quantity (H)							
Value (I)							
<b>Internal consumption and/or transfers to related firms:</b>							
Quantity (J)							
Value <sup>3</sup> (K)							
<b>Export shipments:</b> <sup>4</sup>							
Quantity (L)							
Value (M)							
<b>Ending inventories</b> (quantity) (N)							

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

<sup>2</sup> Covered parts are defined on page 2.

<sup>3</sup> 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: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-5a. U.S. imports: China--Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines H, J, and L). 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-March	
	2012	2013	2014	2015	2016	2016	2017
A + B + D - H - J - L - N = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-5d. **U.S. imports of washers not covered by this investigation: China.** Report your firms' U.S. imports of select washers excluded from this investigation.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>U.S. imports:</b>							
<b>Excluded top load residential washers with PCS/belt/clutch (exclusion 2):<sup>1</sup></b>							
<i>Quantity (AM)</i>							
<i>Value (AN)</i>							
<b>Excluded front load residential washers with CIM/Belt (exclusion 3):<sup>1</sup></b>							
<i>Quantity (AO)</i>							
<i>Value (AP)</i>							
<b>Excluded "Extra-wide" residential washers (exclusion 4):<sup>1</sup></b>							
<i>Quantity (AQ)</i>							
<i>Value (AR)</i>							
<sup>1</sup> As defined on page 2. These imports should not be included in parts a, b, or c of this question.							

II-6a. **U.S. imports: Korea.**--Report your firm's imports, inventories, and shipments of large residential washers and covered parts imported from Korea by your firm during the specified periods.

## Korea

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>Beginning inventories</b> (quantity) (A)							
<b>U.S. Imports:</b> <sup>1</sup>							
<b>Complete LRWs</b>							
Quantity (B)							
Value (C)							
<b>Covered parts</b> <sup>2</sup>							
Quantity (D)							
Value (E)							
<b>Total U.S. imports:</b>							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
<b>U.S. shipments:</b>							
<b>Commercial U.S. shipments:</b>							
Quantity (H)							
Value (I)							
<b>Internal consumption and/or transfers to related firms:</b>							
Quantity (J)							
Value <sup>3</sup> (K)							
<b>Export shipments:</b> <sup>4</sup>							
Quantity (L)							
Value (M)							
<b>Ending inventories</b> (quantity) (N)							

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

<sup>2</sup> Covered parts are defined on page 2.

<sup>3</sup> 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: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-6a. U.S. imports: Korea.—Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines H, J, and L). 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-March	
	2012	2013	2014	2015	2016	2016	2017
A + B + D - H - J - L - N = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-6d. **U.S. imports of washers not covered by this investigation: Korea.** Report your firms' U.S. imports of select washers excluded from this investigation.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>U.S. imports:</b>							
<b>Excluded top load residential washers with PCS/belt/clutch (exclusion 2):<sup>1</sup></b>							
<i>Quantity (AM)</i>							
<i>Value (AN)</i>							
<b>Excluded front load residential washers with CIM/Belt (exclusion 3):<sup>1</sup></b>							
<i>Quantity (AO)</i>							
<i>Value (AP)</i>							
<b>Excluded "Extra-wide" residential washers (exclusion 4):<sup>1</sup></b>							
<i>Quantity (AQ)</i>							
<i>Value (AR)</i>							
<sup>1</sup> As defined on page 2. These imports should not be included in parts a, b, or c of this question.							

II-7a. **U.S. imports: Mexico.**--Report your firm's imports, inventories, and shipments of large residential washers and covered parts imported from Mexico by your firm during the specified periods.

## Mexico

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>Beginning inventories</b> (quantity) (A)							
<b>U.S. Imports:</b> <sup>1</sup>							
<b>Complete LRWs</b>							
Quantity (B)							
Value (C)							
<b>Covered parts</b> <sup>2</sup>							
Quantity (D)							
Value (E)							
<b>Total U.S. imports:</b>							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
<b>U.S. shipments:</b>							
<b>Commercial U.S. shipments:</b>							
Quantity (H)							
Value (I)							
<b>Internal consumption and/or transfers to related firms:</b>							
Quantity (J)							
Value <sup>3</sup> (K)							
<b>Export shipments:</b> <sup>4</sup>							
Quantity (L)							
Value (M)							
<b>Ending inventories</b> (quantity) (N)							

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

<sup>2</sup> Covered parts are defined on page 2.

<sup>3</sup> 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: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.



**II-7a. U.S. imports: Mexico.—Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines H, J, and L). 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-March	
	2012	2013	2014	2015	2016	2016	2017
A + B + D - H - J - L - N = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-7d. **U.S. imports of washers not covered by this investigation: Mexico.** Report your firms' U.S. imports of select washers excluded from this investigation.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>U.S. imports:</b>							
<b>Excluded top load residential washers with PCS/belt/clutch (exclusion 2):<sup>1</sup></b>							
<i>Quantity (AM)</i>							
<i>Value (AN)</i>							
<b>Excluded front load residential washers with CIM/Belt (exclusion 3):<sup>1</sup></b>							
<i>Quantity (AO)</i>							
<i>Value (AP)</i>							
<b>Excluded "Extra-wide" residential washers (exclusion 4):<sup>1</sup></b>							
<i>Quantity (AQ)</i>							
<i>Value (AR)</i>							
<sup>1</sup> As defined on page 2. These imports should not be included in parts a, b, or c of this question.							

II-8a. **U.S. imports: Thailand.**--Report your firm's imports, inventories, and shipments of large residential washers and covered parts imported from Thailand by your firm during the specified periods.

## Thailand

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>Beginning inventories</b> (quantity) (A)							
<b>U.S. Imports:</b> <sup>1</sup>							
<b>Complete LRWs</b>							
Quantity (B)							
Value (C)							
<b>Covered parts</b> <sup>2</sup>							
Quantity (D)							
Value (E)							
<b>Total U.S. imports:</b>							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
<b>U.S. shipments:</b>							
<b>Commercial U.S. shipments:</b>							
Quantity (H)							
Value (I)							
<b>Internal consumption and/or transfers to related firms:</b>							
Quantity (J)							
Value <sup>3</sup> (K)							
<b>Export shipments:</b> <sup>4</sup>							
Quantity (L)							
Value (M)							
<b>Ending inventories</b> (quantity) (N)							

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

<sup>2</sup> Covered parts are defined on page 2.

<sup>3</sup> 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: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-8a. U.S. imports: Thailand.--Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines H, J, and L). 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-March	
	2012	2013	2014	2015	2016	2016	2017
A + B + D - H - J - L - N = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-8d. **U.S. imports of washers not covered by this investigation: Thailand.** Report your firms' U.S. imports of select washers excluded from this investigation.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>U.S. imports:</b>							
<b>Excluded top load residential washers with PCS/belt/clutch (exclusion 2):<sup>1</sup></b>							
<i>Quantity (AM)</i>							
<i>Value (AN)</i>							
<b>Excluded front load residential washers with CIM/Belt (exclusion 3):<sup>1</sup></b>							
<i>Quantity (AO)</i>							
<i>Value (AP)</i>							
<b>Excluded "Extra-wide" residential washers (exclusion 4):<sup>1</sup></b>							
<i>Quantity (AQ)</i>							
<i>Value (AR)</i>							
<sup>1</sup> As defined on page 2. These imports should not be included in parts a, b, or c of this question.							

II-9a. **U.S. imports: Vietnam.**--Report your firm's imports, inventories, and shipments of large residential washers and covered parts imported from Vietnam by your firm during the specified periods.

## Vietnam

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>Beginning inventories</b> (quantity) (A)							
<b>U.S. Imports:</b> <sup>1</sup>							
<b>Complete LRWs</b>							
Quantity (B)							
Value (C)							
<b>Covered parts</b> <sup>2</sup>							
Quantity (D)							
Value (E)							
<b>Total U.S. imports:</b>							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
<b>U.S. shipments:</b>							
<b>Commercial U.S. shipments:</b>							
Quantity (H)							
Value (I)							
<b>Internal consumption and/or transfers to related firms:</b>							
Quantity (J)							
Value <sup>3</sup> (K)							
<b>Export shipments:</b> <sup>4</sup>							
Quantity (L)							
Value (M)							
<b>Ending inventories</b> (quantity) (N)							

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

<sup>2</sup> Covered parts are defined on page 2.

<sup>3</sup> 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: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-9a. U.S. imports: Vietnam.--Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines H, J, and L). 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-March	
	2012	2013	2014	2015	2016	2016	2017
A + B + D - H - J - L - N = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-9d. **U.S. imports of washers not covered by this investigation: Vietnam.** Report your firms' U.S. imports of select washers excluded from this investigation.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>U.S. imports:</b>							
<b>Excluded top load residential washers with PCS/belt/clutch (exclusion 2):<sup>1</sup></b>							
<i>Quantity (AM)</i>							
<i>Value (AN)</i>							
<b>Excluded front load residential washers with CIM/Belt (exclusion 3):<sup>1</sup></b>							
<i>Quantity (AO)</i>							
<i>Value (AP)</i>							
<b>Excluded "Extra-wide" residential washers (exclusion 4):<sup>1</sup></b>							
<i>Quantity (AQ)</i>							
<i>Value (AR)</i>							
<sup>1</sup> As defined on page 2. These imports should not be included in parts a, b, or c of this question.							

II-10a. **U.S. imports: Canada.**--Report your firm's imports, inventories, and shipments of large residential washers and covered parts imported from Canada by your firm during the specified periods.

## Canada

Item	Quantity (in actual units), value (in \$1,000)						
	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>Beginning inventories</b> (quantity) (A)							
<b>U.S. Imports:</b> <sup>1</sup>							
<b>Complete LRWs</b>							
Quantity (B)							
Value (C)							
<b>Covered parts</b> <sup>2</sup>							
Quantity (D)							
Value (E)							
<b>Total U.S. imports:</b>							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
<b>U.S. shipments:</b>							
<b>Commercial U.S. shipments:</b>							
Quantity (H)							
Value (I)							
<b>Internal consumption and/or transfers to related firms:</b>							
Quantity (J)							
Value <sup>3</sup> (K)							
<b>Export shipments:</b> <sup>4</sup>							
Quantity (L)							
Value (M)							
<b>Ending inventories</b> (quantity) (N)							

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

<sup>2</sup> Covered parts are defined on page 2.

<sup>3</sup> 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: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-10a. U.S. imports: Canada.—Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines H, J, and L). 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-March	
	2012	2013	2014	2015	2016	2016	2017
A + B + D - H - J - L - N = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-10d. **U.S. imports of washers not covered by this investigation: Canada.** Report your firms' U.S. imports of select washers excluded from this investigation.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>U.S. imports:</b>							
<b>Excluded top load residential washers with PCS/belt/clutch (exclusion 2):<sup>1</sup></b>							
<i>Quantity (AM)</i>							
<i>Value (AN)</i>							
<b>Excluded front load residential washers with CIM/Belt (exclusion 3):<sup>1</sup></b>							
<i>Quantity (AO)</i>							
<i>Value (AP)</i>							
<b>Excluded "Extra-wide" residential washers (exclusion 4):<sup>1</sup></b>							
<i>Quantity (AQ)</i>							
<i>Value (AR)</i>							
<sup>1</sup> As defined on page 2. These imports should not be included in parts a, b, or c of this question.							

II-11a. **U.S. imports: All other Free Trade Agreement sources.**--Report your firm's imports, inventories, and shipments of large residential washers and covered parts imported from all other countries with which the United States has a free trade agreement (identified as Australia, Colombia, Israel, Jordan, Panama, Peru, Singapore, and CAFTA-DR countries (i.e. Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua)) by your firm during the specified periods.

## All Other Free Trade Agreement Sources

(list sources: \_\_\_\_\_)

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>Beginning inventories</b> (quantity) (A)							
<b>U.S. Imports:</b> <sup>1</sup>							
<b>Complete LRWs</b>							
Quantity (B)							
Value (C)							
<b>Covered parts</b> <sup>2</sup>							
Quantity (D)							
Value (E)							
<b>Total U.S. imports:</b>							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
<b>U.S. shipments:</b>							
<b>Commercial U.S. shipments:</b>							
Quantity (H)							
Value (I)							
<b>Internal consumption and/or transfers to related firms:</b>							
Quantity (J)							
Value <sup>3</sup> (K)							
<b>Export shipments:</b> <sup>4</sup>							
Quantity (L)							
Value (M)							
<b>Ending inventories</b> (quantity) (N)							

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

<sup>2</sup> Covered parts are defined on page 2.

<sup>3</sup> 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: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-11a. U.S. imports: All other Free Trade Agreement sources.--Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines H, J, and L). 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-March	
	2012	2013	2014	2015	2016	2016	2017
A + B + D - H - J - L - N = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-11d. **U.S. imports of washers not covered by this investigation: All other Free Trade Agreement sources.** Report your firms' U.S. imports of select washers excluded from this investigation.

Quantity ( <i>in actual units</i> ) and value ( <i>in \$1,000</i> )							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>U.S. imports:</b>							
<b>Excluded top load residential washers with PCS/belt/clutch (exclusion 2):<sup>1</sup></b>							
<i>Quantity (AM)</i>							
<i>Value (AN)</i>							
<b>Excluded front load residential washers with CIM/Belt (exclusion 3):<sup>1</sup></b>							
<i>Quantity (AO)</i>							
<i>Value (AP)</i>							
<b>Excluded "Extra-wide" residential washers (exclusion 4):<sup>1</sup></b>							
<i>Quantity (AQ)</i>							
<i>Value (AR)</i>							

<sup>1</sup> As defined on page 2. These imports should not be included in parts a, b, or c of this question.



II-12a. **U.S. imports: All other sources.**--Report your firm's imports, inventories, and shipments of large residential washers and covered parts imported from All other sources by your firm during the specified periods.

## All Other Sources

(list sources: \_\_\_\_\_)

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>Beginning inventories</b> (quantity) (A)							
<b>U.S. Imports:</b> <sup>1</sup>							
<b>Complete LRWs</b>							
Quantity (B)							
Value (C)							
<b>Covered parts</b> <sup>2</sup>							
Quantity (D)							
Value (E)							
<b>Total U.S. imports:</b>							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
<b>U.S. shipments:</b>							
<b>Commercial U.S. shipments:</b>							
Quantity (H)							
Value (I)							
<b>Internal consumption and/or transfers to related firms:</b>							
Quantity (J)							
Value <sup>3</sup> (K)							
<b>Export shipments:</b> <sup>4</sup>							
Quantity (L)							
Value (M)							
<b>Ending inventories</b> (quantity) (N)							

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

<sup>2</sup> Covered parts are defined on page 2.

<sup>3</sup> 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: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-12a. U.S. imports: All other sources.--Continued**

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., lines B and D), less total shipments (i.e., lines H, J, and L). 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-March	
	2012	2013	2014	2015	2016	2016	2017
A + B + D - H - J - L - N = should equal zero ("0") or provide an explanation. <sup>1</sup>	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-12d. **U.S. imports of washers not covered by this investigation: All other sources.** Report your firms' U.S. imports of select washers excluded from this investigation.

Quantity (in actual units) and value (in \$1,000)							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
<b>U.S. imports:</b>							
<b>Excluded top load residential washers with PCS/belt/clutch (exclusion 2):<sup>1</sup></b>							
<i>Quantity (AM)</i>							
<i>Value (AN)</i>							
<b>Excluded front load residential washers with CIM/Belt (exclusion 3):<sup>1</sup></b>							
<i>Quantity (AO)</i>							
<i>Value (AP)</i>							
<b>Excluded "Extra-wide" residential washers (exclusion 4):<sup>1</sup></b>							
<i>Quantity (AQ)</i>							
<i>Value (AR)</i>							
<sup>1</sup> As defined on page 2. These imports should not be included in parts a, b, or c of this question.							

II-13. **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 John Benedetto (202-205-3270, [john.benedetto@usitc.gov](mailto:john.benedetto@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	

**PRICE DATA**

III-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 your firm imported from all countries:

**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. 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). 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.**

III-2a. During January 2012-March 2017, did your firm import 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 table(s) as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.

III-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 <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-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.*



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

## China

*(Quantity in units, value in 1,000 dollars)*

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						

<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-2d. **Price data.**—Continued.

## China

(Quantity in units, value in 1,000 dollars)						
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						

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

## Korea

*(Quantity in units, value in 1,000 dollars)*

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						

<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-2e. **Price data.**—Continued.

## Korea

(Quantity in units, value in 1,000 dollars)						
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						

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

## Mexico

*(Quantity in units, value in 1,000 dollars)*

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						

<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-2f. **Price data.** –Continued.

## Mexico

(Quantity in units, value in 1,000 dollars)						
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						

<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-2g. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Thailand and sold by your firm.

## Thailand

*(Quantity in units, value in 1,000 dollars)*

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						

<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-2g. **Price data.** –Continued.

## Thailand

(Quantity in units, value in 1,000 dollars)						
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						

<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-2h. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Vietnam and sold by your firm.

## Vietnam

*(Quantity in units, value in 1,000 dollars)*

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						

<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-2h. **Price data.** –Continued.

## Vietnam

(Quantity in units, value in 1,000 dollars)						
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						

<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-2i. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Australia, Canada, Colombia, Israel, Jordan, Panama, Peru, Singapore, or the CAFTA-DR countries (Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, and/or Nicaragua) ("certain FTA countries"), and sold by your firm.

## Certain FTA countries

Please identify the source(s) of any such imports reported in this table: \_\_\_\_\_

<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						

<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-2i. **Price data.** –Continued.

## Certain FTA countries

(Quantity in units, value in 1,000 dollars)						
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						

<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-2j. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from all other countries and sold by your firm.

## All other countries

Please identify the source(s) of any such imports reported in this table: \_\_\_\_\_

(Quantity in units, value in 1,000 dollars)						
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						

<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-2j. **Price data.** –Continued.

## All other countries

(Quantity in units, value in 1,000 dollars)						
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						

<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-2k. **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?

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

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.

<b>Transaction by transaction</b>	<b>Contracts</b>	<b>Set price lists</b>	<b>Other</b>	<b>If other, describe</b>
<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*).

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

III-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for imported large residential washers?

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

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

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of imported 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)	
<b>Share of your 2016 sales</b>	%	%	%	%	0.0 %

III-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for imported 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"/>



III-8. **Lead times.**--What is your firm's share of sales of imported large residential washers 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 imported large residential washers?

Source	Share of 2016 sales	Lead time (average number of days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

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

(a) What is the approximate percentage of the total delivered cost of imported 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) When your firm sells imported large residential washers, from where is it shipped?  
 Point of importation     Storage facility (*check one*)

(d) Indicate the approximate percentage of your sales of imported large residential washers 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 its imported large residential washers since January 1, 2012 (check all that apply)?

Geographic area	√ if applicable
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<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"/>

III-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"/>	

III-12. **Availability of supply.**--Has the availability of large residential washers in the U.S. market changed since January 1, 2012?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2012:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all countries	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all 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. 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
<b>Demand since January 1, 2012</b>					
Within the United States Retail/replacement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
New home construction	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-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	Explain
<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-17.
<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. **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.)?

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

III-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/input 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"/>	

III-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:				

III-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 :				

III-20. **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)

III-21. **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

III-22. **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.

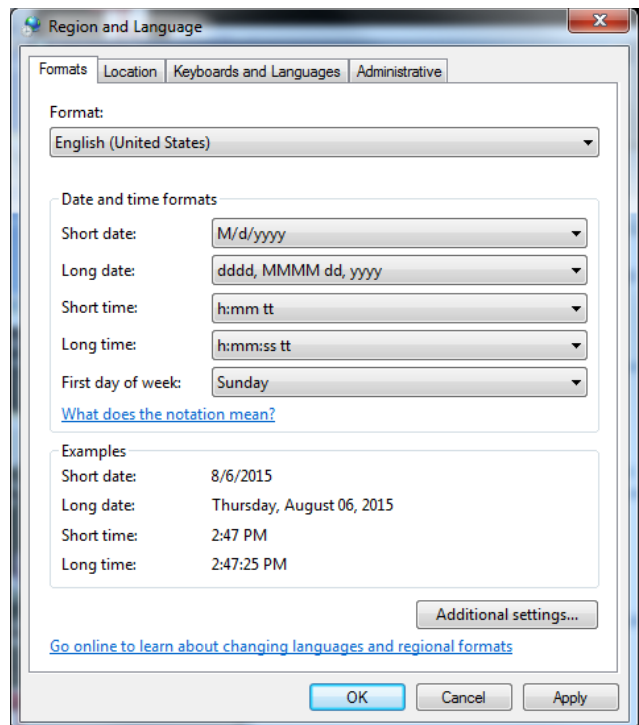
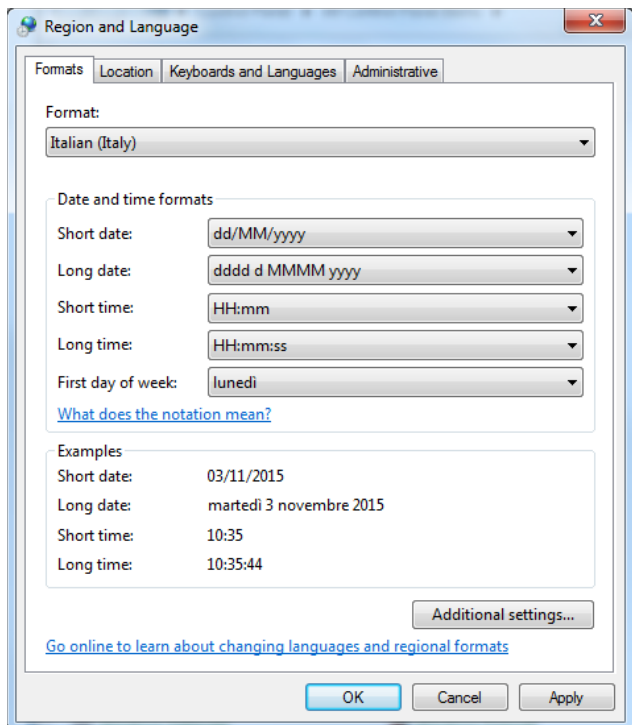
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric 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/title\\_7/2017/large\\_residential\\_washers/safeguard.htm](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](mailto: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 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 § 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.