

U.S. PRODUCERS' QUESTIONNAIRE

LARGE RESIDENTIAL WASHERS

This questionnaire must be received by the Commission by **July 18, 2017**
See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its Inv. No. 201-TA-76, Large Residential Washers, under section 202 of the Trade Act of 1974 (19 U.S.C. 2252). The information requested in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 202 of the Trade Act of 1974. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm produced large residential washers (as defined on the next page) at any time since 2012?

☐ NO

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

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

CERTIFICATION

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

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

Name of Authorized Official

Title of Authorized Official

Date

Phone:

Signature

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: [LINK](#)

Products covered by this investigation

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

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

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

Products excluded from this investigation

(1) Stacked washers-dryers & commercial washers

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

(1) (a) it contains payment system electronics;⁵ (b) it is configured with an externally mounted steel frame at least six inches high that is designed to house a coin/token

¹ A “tub” is the part of the washer designed to hold water.

² A “basket” (sometimes referred to as a “drum”) is the part of the washer designed to hold clothing or other fabrics.

³ A “side wrapper” is the cylindrical part of the basket that actually holds the clothing or other fabrics.

⁴ A “drive hub” is the hub at the center of the base that bears the load from the motor.

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

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

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

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

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

(3) Front load residential washers with CIM/Belt

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

(4) "Extra-wide" residential washers

Also excluded from the scope 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).

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

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

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

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

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

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

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

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

When reporting U.S. producers' data—

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

The products subject to this petition are currently classifiable under subheading 845.20.00 (statistical reporting numbers 8450.20.0040 and 8450.20.0080) of the Harmonized Tariff System of the United States (HTSUS). Products subject to this petition may also be imported under HTSUS 8450.11.0040, 8450.11.0080, 8450.90.2000, and 8450.90.6000. Although the HTSUS provisions are provided for convenience and customs purposes, the written description of the merchandise subject to this petition is dispositive.

Reporting of information.-- If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 2252(i)). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

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

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other confidential business information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Trade Act of 1974 (19 U.S.C. § 2252(i)) and section 206.17 of the Commission's Rules of Practice and Procedure (19 CFR § 206.17). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

Confidential Business Information

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

Hours	Dollars

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

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

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

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

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

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

Support	Oppose	Take no position	Describe your position
☐	☐	☐	

Confidential Business Information

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing large residential washers into the United States or that are engaged in exporting large residential washers to the United States?

☐ No ☐ Yes--List the following information.

Firm name	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of large residential washers?

☐ No ☐ Yes--List the following information.

[illegible]

Confidential Business Information

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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)**. Supply all data requested on a calendar-year basis.

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

Name	
Title	
Email	
Telephone	
Fax	

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

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

Confidential Business Information

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

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

No	Yes	If yes, please describe the impact of imports of large residential washers on your U.S. large residential washers operations.
☐	☐	

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

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

Confidential Business Information

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

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

☐ No

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

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

Confidential Business Information

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

☐ No

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

	Action	Description
1		
2		
3		
4		
5		
6		
7		
8		

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

II-8. **Channels of distribution.**--Report your firm's commercial U.S. shipments by channel of distribution.

Quantity (<i>in actual units</i>)							
Item	Calendar years					January-March	
	2012	2013	2014	2015	2016	2016	2017
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (M)							
To distributors (N)							
To buying groups (O)							
To home builders/ contractors (P)							
To end users/consumers (Q)							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
M + N + O + P + Q – D = zero ("0"), if not revise.	0	0	0	0	0	0	0

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II-9. **Commercial U.S. shipments by type of large residential washer.** Report your firms' commercial U.S. shipments by type of large residential washer.

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
Commercial U.S. shipments: Top load residential washer <u>with</u> PSC motor/belt drive/flap wrap spring clutch <i>Quantity (R)</i>							
<i>Value (S)</i>							
All other top load residential washers <i>Quantity (T)</i>							
<i>Value (U)</i>							
Front load residential washer <u>with</u> CIM/belt <i>Quantity (V)</i>							
<i>Value (W)</i>							
All other front load residential washer <u>without</u> CIM/belt <i>Quantity (X)</i>							
<i>Value (Y)</i>							

RECONCILIATION OF COMMERCIAL SHIPMENTS.--Please ensure that the quantities and values reported for commercial shipments by type (i.e., lines R through Y) in each time period equal the quantity reported for commercial U.S. shipments (i.e., lines D and E) in the previous question in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Quantity: $R + T + V + X - D =$ zero ("0"), if not revise.	0	0	0	0	0	0	0
Value: $S + U + W + Y - E =$ zero ("0"), if not revise.	0	0	0	0	0	0	0

- II-10. **Commercial U.S. shipments by type of large residential washers.** Report your firms' commercial U.S. shipments by type of large residential washer.

Quantity (<i>in actual units</i>) and value (<i>in \$1,000</i>)	
Item	Calendar year 2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Non-Energy Star rated.--	
Quantity (AB)	
Value (AC)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (AD)	
Value (AE)	
Non-Energy Star rated.--	
Quantity (AF)	
Value (AG)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF COMMERCIAL SHIPMENTS.--Please ensure that the quantities and values reported for commercial shipments by efficiency (i.e., lines Z through AG) in each time period equal the quantity reported for commercial U.S. shipments (i.e., lines D and E) in the previous question in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2016
Quantity: $Z + AB + AD + AF - D = \text{zero ("0")}$, if not revise.	0
Value: $AA + AC + AE + AG - E = \text{zero ("0")}$, if not revise.	0

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- II-11. **Employment data.**--Report your firm's employment-related data related to the production of large residential washers and provide any explanation for any trends in these data.

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

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

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

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

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

Explanation of trends:

--

Confidential Business Information

- II-12. **Related firms.**--If your firm reported transfers to related firms in questions II-7, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

--

- II-13. **Toll production.**--Since 2012, has your firm been involved in a toll agreement regarding the production of large residential washers?

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

No	Yes	If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.
☐	☐	

- II-14. **Foreign trade zones.**--

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

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

No	Yes	If yes-- Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
☐	☐	

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

No	Yes	If yes--Identify the firms and the FTZs.
☐	☐	

Confidential Business Information

II-15. **Importer.**--Since January 1, 2012, has your firm imported large residential washers?

“Importer” – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

No	Yes	If yes-- <u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u>
☐	☐	

II-16. **Purchases**, has your firm otherwise *purchased* large residential washers since January 1, 2012?

A purchase is a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product. An import is a transaction to buy from a foreign supplier where your firm is the importer of record or consignee. If your firm was the importer of record, those data should be reported in your U.S. importers' questionnaire submission and not here.

No	Yes	If yes, report such purchases below and explain the reasons for your firms' purchases
☐	☐	

Quantity (<i>in actual units</i>)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Purchases of imports ¹							
Purchases from domestic producers ²							
Purchases from other sources ³							

¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: ____.

² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: ____.

³ Please list the name of the supplier(s) from which your firm purchased this product: ____.

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- II-17. **Other explanations**:--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

Confidential Business Information

PART III.--FINANCIAL INFORMATION

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

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

Name	
Title	
Email	
Telephone	
Fax	

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

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

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

2. Does your firm prepare profit/loss statements for large residential washers:
☐ Yes ☐ No
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
☐ Audited, ☐ unaudited, ☐ annual reports, ☐ 10Ks, ☐ 10 Qs,
☐ Monthly, ☐ quarterly, ☐ semi-annually, ☐ annually
4. Accounting basis: ☐ GAAP, ☐ cash, ☐ tax, or ☐ other comprehensive basis of accounting (specify) _____

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

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

--

Confidential Business Information

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

--

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

Products	Share of sales
large residential washers	%
	%
	%
	%
	%

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

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

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

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

Confidential Business Information

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

Yes	No	If no, please report the valuation basis of inputs purchased from related suppliers as reported in table III-9a.
☐	☐	

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

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U.S. Producers' Questionnaire – Large Residential Washers

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

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II (question II-7) of this questionnaire.

³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

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

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

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

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

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

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

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

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

--

Confidential Business Information

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

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

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

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

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

Value (in \$1,000)							
Item	Fiscal years ended--					January-March	
	2012	2013	2014	2015	2016	2016	2017
Capital expenditures ¹							
Research and development expenses ²							

¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____

² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____

Confidential Business Information

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

Calendar year	Fiscal year	Specify fiscal year
☐	☐	

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

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

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

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

Yes	No	If no, please explain.
☐	☐	

Confidential Business Information

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

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

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

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U.S. Producers' Questionnaire – Large Residential Washers

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

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

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

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

No	Yes	If yes, my firm anticipates negative effects as follows:
☐	☐	

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

--

PART IV.--PRICING AND MARKET FACTORS

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

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

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

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

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

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

Product 3.--Top loading, Energy Star rated; impeller; rated DOE capacity greater than or equal to 4.7 cubic feet by 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 by less than 5.2 cubic feet; water heater included; steam cycle included; lid includes clear or tinted window; white finish.

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

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

Please report values as follows:

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

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

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

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

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U.S. Producers' Questionnaire – Large Residential Washers

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IV-2a. During January 2012-March 2016, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

☐	Yes. --Please complete the following pricing data table(s) as appropriate.
☐	No. --Skip to question IV-3.

IV-2b. **Pricing product SKUs.**—Identify each SKU/model number/ product code for which you have reported data.

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

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

--

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

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U.S. Producers' Questionnaire – Large Residential Washers

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

Report data in actual units and \$1,000 dollars

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

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2013:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2014:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2015:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2016:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2017:								
Jan-Mar								

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

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

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

Product 1:

Product 2:

Product 3:

Product 4:

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U.S. Producers' Questionnaire – Large Residential Washers

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

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
☐	☐	☐	☐	

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

Quantity discounts	Annual total volume discounts	Sales incentives	Promotional discounts	Cooperative advertising allowances	Co-marketing funds	Other-describe
☐	☐	☐	☐	☐	☐	

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

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

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
☐	☐	☐	☐	

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

Delivered	F.o.b.	If f.o.b., specify point
☐	☐	

Confidential Business Information

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

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

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

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

Confidential Business Information

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

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

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

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

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

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

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

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U.S. Producers' Questionnaire – Large Residential Washers

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

☐ No

☐ Yes--Please fill out the table.

Substitute		Have changes in the price of this substitute affected the price for large residential washers?		
		No	Yes	Explanation
1.		☐	☐	
2.		☐	☐	
3.		☐	☐	

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

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
Changes since January 1, 2012:			
U.S.-produced product	☐	☐	
Imports from all countries	☐	☐	
Anticipated changes:			
U.S.-produced product	☐	☐	
Imports from all countries	☐	☐	

Confidential Business Information

IV-13. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for large residential washers has changed since January 1, 2012. Explain any trends and describe the principal factors that have affected.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since January 1, 2012					
Within the United States	☐	☐	☐	☐	
Outside the United States	☐	☐	☐	☐	

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

No	Yes	If yes, please describe and quantify if possible.
☐	☐	

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

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

Check all that apply.	Please describe.
☐ No	Skip to question IV-17.
☐ Yes-Business cycles (e.g. seasonal business)	
☐ Yes-Other distinctive conditions of competition	

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

No	Yes	If yes, describe.
☐	☐	

Confidential Business Information

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

No	Yes	If yes, please describe.
☐	☐	

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

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for large residential washers.
☐	☐	☐	☐	

- IV-18. **Interchangeability.**--Are large residential washers produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Yes	No	If no, please explain.
☐	☐	

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

No	Yes	If yes, please explain.
☐	☐	

Confidential Business Information

IV-20. **Competition from imports.**--

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

Item	No	Yes
Reduce prices	☐	☐
Roll back announced price increases	☐	☐

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

No	Yes
☐	☐

- (a) If you checked a "yes" box above in IV-22 (a) or (b), please estimate the total amount of sales and/or revenue lost, and when:

Lost sales: _____

Lost revenue: _____

- (b) If you checked "no" in all the boxes in IV-22 (a) and (b), and your firm's U.S. commercial shipments have decreased over 2012-2016, please explain why: _____

- IV-21. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: [LINK](#)

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

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

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

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

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

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 206.17). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 206.17). Service of the questionnaire must be made in paper form.

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 large residential washers (as defined on the next page) *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: [LINK](#)

Products covered by this investigation

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

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

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

Products excluded from this investigation

(1) Stacked washers-dryers & commercial washers

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

(1) (a) it contains payment system electronics;⁵ (b) it is configured with an externally mounted steel frame at least six inches high that is designed to house a coin/token

¹ A “tub” is the part of the washer designed to hold water.

² A “basket” (sometimes referred to as a “drum”) is the part of the washer designed to hold clothing or other fabrics.

³ A “side wrapper” is the cylindrical part of the basket that actually holds the clothing or other fabrics.

⁴ A “drive hub” is the hub at the center of the base that bears the load from the motor.

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

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

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

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

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

(3) Front load residential washers with CIM/Belt

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

(4) "Extra-wide" residential washers

Also excluded from the scope 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).

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

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

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

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

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

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

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

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

The products subject to this petition are currently classifiable under subheading 845.20.00 (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).

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.

--

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

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

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

☐ No ☐ Yes--List the following information.

Firm name	Address	Affiliation

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

☐ No ☐ Yes--List the following information.

[illegible]

- 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
☐	☐	☐	☐

- 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 an 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).
☐	☐	

- (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.
☐	☐	

- 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.
☐	☐	

- 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.
☐	☐	

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.

Cells	Modules	Effect of AD/CVD orders on imports	Explanation
☐	☐	No, our pattern of imports is essentially unchanged.	
☐	☐	Yes, we discontinued imports from China because of the orders.	
☐	☐	Yes, we reduced imports from China because of the orders.	
☐	☐	Yes, but changes in the pattern of our imports from China are for reasons other than the orders.	
☐	☐	Yes, we discontinued imports from Korea because of the order.	
☐	☐	Yes, we reduced imports from Korea because of the order.	
☐	☐	Yes, but changes in the pattern of our imports from Korea are for reasons other than the order.	
☐	☐	Yes, we discontinued imports from Mexico because of the order.	
☐	☐	Yes, we reduced imports from Mexico because of the order.	
☐	☐	Yes, but changes in the pattern of our imports from Mexico are for reasons other than the order.	
☐	☐	Yes, we began importing from sources other than China, Korea, and Mexico.	
☐	☐	Yes, we increased imports from sources other than China, Korea, and Mexico.	
☐	☐	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)**. 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>
☐	Office/warehouse openings	
☐	Office/warehouse closings	
☐	Relocations	
☐	Expansions	
☐	Acquisitions	
☐	Consolidations	
☐	Prolonged shutdowns or importation curtailments	
☐	Revised labor agreements	
☐	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.

Quantity (in actual units)				
Period/Source	Apr-Jun 2017	Jul-Sept 2017	Oct-Dec 2017	Jan-Mar 2018
Australia				
Canada				
China				
Columbia				
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 ¹				
¹ 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 sells large residential washers to the public for use in personal consumption rather than for resale.

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

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

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

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

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

- II-5. **U.S. imports from 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
Beginning inventories (quantity) (A)							
U.S. Imports: ¹							
Complete LRWs							
Quantity (B)							
Value (C)							
Covered parts ²							
Quantity (D)							
Value (E)							
Total U.S. imports:							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
U.S. shipments:							
Commercial U.S. shipments:							
Quantity (H)							
Value (I)							
Internal consumption and/or transfers to related firms:							
Quantity (J)							
Value ³ (K)							
Export shipments: ⁴							
Quantity (L)							
Value (M)							
Ending inventories (quantity) (N)							
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (O)							
To distributors (P)							
To buying groups (Q)							
To home builders/ contractors (R)							
To end users/consumers (S)							

¹ Please identify the foreign producers, if known: _____.

² Covered parts are defined on page 2.

³ 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: _____

⁴ Identify your firm's principal export markets: _____.

II-5. **U.S. imports from 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. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O through S) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
O + P + Q + R + S – H = zero ("0"), if not revise.	0	0	0	0	0	0	0

- II-6. **Commercial U.S. shipments by type of large residential washers from China.** Report your firms' commercial U.S. shipments by type of large residential washer imported from China.

Quantity (<i>in actual units</i>) and value (<i>in \$1,000</i>)	
Item	Calendar year
	2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (T)	
Value (U)	
Front-load LRWs.--	
Non-Energy Star rated.--	
Quantity (V)	
Value (W)	
Top-load LRWs.--	
Non-Energy Star rated.--	
Quantity (X)	
Value (Y)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Covered parts—	
Quantity (AB)	
Value (AC)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values reported for commercial U.S. shipments in this question (i.e., lines T through AC) equal the quantity and value reported for commercial U.S. shipments (i.e., lines H and I) in the previous question in 2016. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year
	2016
Quantity: T + V + X + Z + AB – H = zero ("0"), if not revise.	0
Value: U + W + Y + AA + AC – I = zero ("0"), if not revise.	0

- II-7. **U.S. imports from 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
Beginning inventories (quantity) (A)							
U.S. Imports: ¹							
Complete LRWs							
Quantity (B)							
Value (C)							
Covered parts ²							
Quantity (D)							
Value (E)							
Total U.S. imports:							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
U.S. shipments:							
Commercial U.S. shipments:							
Quantity (H)							
Value (I)							
Internal consumption and/or transfers to related firms:							
Quantity (J)							
Value ³ (K)							
Export shipments: ⁴							
Quantity (L)							
Value (M)							
Ending inventories (quantity) (N)							
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (O)							
To distributors (P)							
To buying groups (Q)							
To home builders/ contractors (R)							
To end users/consumers (S)							

¹ Please identify the foreign producers, if known: _____.

² Covered parts are defined on page 2.

³ 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: _____

⁴ Identify your firm's principal export markets: _____.

II-7. **U.S. imports from 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. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O through S) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
O + P + Q + R + S – H = zero ("0"), if not revise.	0	0	0	0	0	0	0

II-8. **Commercial U.S. shipments by type of large residential washers from Korea.** Report your firms' commercial U.S. shipments by type of large residential washer imported from Korea.

Quantity (in actual units) and value (in \$1,000)	
Item	Calendar year
	2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (T)	
Value (U)	
Front-load LRWs.--	
Non-Energy Star rated.--	
Quantity (V)	
Value (W)	
Top-load LRWs.--	
Non-Energy Star rated.--	
Quantity (X)	
Value (Y)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Covered parts—	
Quantity (AB)	
Value (AC)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values reported for commercial U.S. shipments in this question (i.e., lines T through AC) equal the quantity and value reported for commercial U.S. shipments (i.e., lines H and I) in the previous question in 2016. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year
	2016
Quantity: T + V + X + Z + AB– H = zero ("0"), if not revise.	0
Value: U + W + Y + AA + AC– I = zero ("0"), if not revise.	0

II-9. **U.S. imports from 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
Beginning inventories (<i>quantity</i>) (A)							
U.S. Imports: ¹							
Complete LRWs							
<i>Quantity</i> (B)							
<i>Value</i> (C)							
Covered parts ²							
<i>Quantity</i> (D)							
<i>Value</i> (E)							
Total U.S. imports:							
<i>Quantity</i> (F)	0	0	0	0	0	0	0
<i>Value</i> (G)	0	0	0	0	0	0	0
U.S. shipments:							
Commercial U.S. shipments:							
<i>Quantity</i> (H)							
<i>Value</i> (I)							
Internal consumption and/or transfers to related firms:							
<i>Quantity</i> (J)							
<i>Value</i> ³ (K)							
Export shipments: ⁴							
<i>Quantity</i> (L)							
<i>Value</i> (M)							
Ending inventories (<i>quantity</i>) (N)							
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (O)							
To distributors (P)							
To buying groups (Q)							
To home builders/ contractors (R)							
To end users/consumers (S)							

¹ Please identify the foreign producers, if known: _____.

² Covered parts are defined on page 2.

³ 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:

⁴ Identify your firm's principal export markets: _____.

II-9. **U.S. imports from 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. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O through S) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
O + P + Q + R + S – H = zero ("0"), if not revise.	0	0	0	0	0	0	0

II-10. **Commercial U.S. shipments by type of large residential washers from Mexico.** Report your firms' commercial U.S. shipments by type of large residential washer imported from Mexico.

Quantity (<i>in actual units</i>) and value (<i>in \$1,000</i>)	
Item	Calendar year
	2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (T)	
Value (U)	
Front-load LRWs.--	
Non-Energy Star rated.--	
Quantity (V)	
Value (W)	
Top-load LRWs.--	
Non-Energy Star rated.--	
Quantity (X)	
Value (Y)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Covered parts—	
Quantity (AB)	
Value (AC)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values reported for commercial U.S. shipments in this question (i.e., lines T through AC) equal the quantity and value reported for commercial U.S. shipments (i.e., lines H and I) in the previous question in 2016. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year
	2016
Quantity: T + V + X + Z + AB – H = zero ("0"), if not revise.	0
Value: U + W + Y + AA + AC – I = zero ("0"), if not revise.	0

II-11. **U.S. imports from 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
Beginning inventories (quantity) (A)							
U.S. Imports: ¹							
Complete LRWs							
Quantity (B)							
Value (C)							
Covered parts ²							
Quantity (D)							
Value (E)							
Total U.S. imports:							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
U.S. shipments:							
Commercial U.S. shipments:							
Quantity (H)							
Value (I)							
Internal consumption and/or transfers to related firms:							
Quantity (J)							
Value ³ (K)							
Export shipments: ⁴							
Quantity (L)							
Value (M)							
Ending inventories (quantity) (N)							
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (O)							
To distributors (P)							
To buying groups (Q)							
To home builders/ contractors (R)							
To end users/consumers (S)							

¹ Please identify the foreign producers, if known: _____.

² Covered parts are defined on page 2.

³ 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: _____

⁴ Identify your firm's principal export markets: _____.

II-11. **U.S. imports from 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. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O through S) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
O + P + Q + R + S – H = zero ("0"), if not revise.	0	0	0	0	0	0	0

II-12. **Commercial U.S. shipments by type of large residential washers from Thailand.** Report your firms' commercial U.S. shipments by type of large residential washer imported from Thailand.

Quantity (in actual units) and value (in \$1,000)	
Item	Calendar year
	2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (T)	
Value (U)	
Front-load LRWs.--	
Non-Energy Star rated.--	
Quantity (V)	
Value (W)	
Top-load LRWs.--	
Non-Energy Star rated.--	
Quantity (X)	
Value (Y)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Covered parts—	
Quantity (AB)	
Value (AC)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values reported for commercial U.S. shipments in this question (i.e., lines T through AC) equal the quantity and value reported for commercial U.S. shipments (i.e., lines H and I) in the previous question in 2016. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year
	2016
Quantity: T + V + X + Z + AB – H = zero ("0"), if not revise.	0
Value: U + W + Y + AA + AC – I = zero ("0"), if not revise.	0

II-12. **U.S. imports from 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
Beginning inventories (<i>quantity</i>) (A)							
U.S. Imports: ¹							
Complete LRWs							
<i>Quantity</i> (B)							
<i>Value</i> (C)							
Covered parts ²							
<i>Quantity</i> (D)							
<i>Value</i> (E)							
Total U.S. imports:							
<i>Quantity</i> (F)	0	0	0	0	0	0	0
<i>Value</i> (G)	0	0	0	0	0	0	0
U.S. shipments:							
Commercial U.S. shipments:							
<i>Quantity</i> (H)							
<i>Value</i> (I)							
Internal consumption and/or transfers to related firms:							
<i>Quantity</i> (J)							
<i>Value</i> ³ (K)							
Export shipments: ⁴							
<i>Quantity</i> (L)							
<i>Value</i> (M)							
Ending inventories (<i>quantity</i>) (N)							
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (O)							
To distributors (P)							
To buying groups (Q)							
To home builders/ contractors (R)							
To end users/consumers (S)							

¹ Please identify the foreign producers, if known: _____.

² Covered parts are defined on page 2.

³ 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: _____.

⁴ Identify your firm's principal export markets: _____.

II-12. **U.S. imports from 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. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O through S) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
O + P + Q + R + S – H = zero ("0"), if not revise.	0	0	0	0	0	0	0

- II-13. **Commercial U.S. shipments by type of large residential washers from Vietnam.** Report your firms' commercial U.S. shipments by type of large residential washer imported from Vietnam.

Quantity (<i>in actual units</i>) and value (<i>in \$1,000</i>)	
Item	Calendar year
	2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (T)	
Value (U)	
Front-load LRWs.--	
Non-Energy Star rated.--	
Quantity (V)	
Value (W)	
Top-load LRWs.--	
Non-Energy Star rated.--	
Quantity (X)	
Value (Y)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Covered parts—	
Quantity (AB)	
Value (AC)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values reported for commercial U.S. shipments in this question (i.e., lines T through AC) equal the quantity and value reported for commercial U.S. shipments (i.e., lines H and I) in the previous question in 2016. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year
	2016
Quantity: T + V + X + Z + AB – H = zero ("0"), if not revise.	0
Value: U + W + Y + AA + AC – I = zero ("0"), if not revise.	0

- II-14. **U.S. imports from 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

Quantity (in actual units), value (in \$1,000)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Beginning inventories (quantity) (A)							
U.S. Imports: ¹							
Complete LRWs							
Quantity (B)							
Value (C)							
Covered parts ²							
Quantity (D)							
Value (E)							
Total U.S. imports:							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
U.S. shipments:							
Commercial U.S. shipments:							
Quantity (H)							
Value (I)							
Internal consumption and/or transfers to related firms:							
Quantity (J)							
Value ³ (K)							
Export shipments: ⁴							
Quantity (L)							
Value (M)							
Ending inventories (quantity) (N)							
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (O)							
To distributors (P)							
To buying groups (Q)							
To home builders/ contractors (R)							
To end users/consumers (S)							

¹ Please identify the foreign producers, if known: _____.

² Covered parts are defined on page 2.

³ 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: _____

⁴ Identify your firm's principal export markets: _____.

II-14. **U.S. imports from 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. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O through S) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
O + P + Q + R + S – H = zero ("0"), if not revise.	0	0	0	0	0	0	0

- II-15. **Commercial U.S. shipments by type of large residential washers from Canada.** Report your firms' commercial U.S. shipments by type of large residential washer imported from Canada.

Quantity (<i>in actual units</i>) and value (<i>in \$1,000</i>)	
Item	Calendar year
	2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (T)	
Value (U)	
Front-load LRWs.--	
Non-Energy Star rated.--	
Quantity (V)	
Value (W)	
Top-load LRWs.--	
Non-Energy Star rated.--	
Quantity (X)	
Value (Y)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Covered parts—	
Quantity (AB)	
Value (AC)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values reported for commercial U.S. shipments in this question (i.e., lines T through AC) equal the quantity and value reported for commercial U.S. shipments (i.e., lines H and I) in the previous question in 2016. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year
	2016
Quantity: T + V + X + Z + AB – H = zero ("0"), if not revise.	0
Value: U + W + Y + AA + AC – I = zero ("0"), if not revise.	0

- II-16. **U.S. imports from 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, Columbia, 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
Beginning inventories (quantity) (A)							
U.S. Imports: ¹							
Complete LRWs							
Quantity (B)							
Value (C)							
Covered parts ²							
Quantity (D)							
Value (E)							
Total U.S. imports:							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
U.S. shipments:							
Commercial U.S. shipments:							
Quantity (H)							
Value (I)							
Internal consumption and/or transfers to related firms:							
Quantity (J)							
Value ³ (K)							
Export shipments: ⁴							
Quantity (L)							
Value (M)							
Ending inventories (quantity) (N)							
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (O)							
To distributors (P)							
To buying groups (Q)							
To home builders/ contractors (R)							
To end users/consumers (S)							

¹ Please identify the foreign producers, if known: _____.

² Covered parts are defined on page 2.

³ 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: _____

⁴ Identify your firm's principal export markets: _____.

II-16. **U.S. imports from 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. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O through S) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
O + P + Q + R + S – H = zero ("0"), if not revise.	0	0	0	0	0	0	0

- II-17. **Commercial U.S. shipments by type of large residential washers from all other free trade agreement sources.** Report your firms' commercial U.S. shipments by type of large residential washer imported from all other free trade agreement sources.

Quantity (in actual units) and value (in \$1,000)	
Item	Calendar year
	2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (T)	
Value (U)	
Front-load LRWs.--	
Non-Energy Star rated.--	
Quantity (V)	
Value (W)	
Top-load LRWs.--	
Non-Energy Star rated.--	
Quantity (X)	
Value (Y)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Covered parts—	
Quantity (AB)	
Value (AC)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values reported for commercial U.S. shipments in this question (i.e., lines T through AC) equal the quantity and value reported for commercial U.S. shipments (i.e., lines H and I) in the previous question in 2016. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year
	2016
Quantity: T + V + X + Z + AB – H = zero ("0"), if not revise.	0
Value: U + W + Y + AA + AC – I = zero ("0"), if not revise.	0

- II-18. **U.S. imports from 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
Beginning inventories (quantity) (A)							
U.S. Imports: ¹							
Complete LRWs							
Quantity (B)							
Value (C)							
Covered parts ²							
Quantity (D)							
Value (E)							
Total U.S. imports:							
Quantity (F)	0	0	0	0	0	0	0
Value (G)	0	0	0	0	0	0	0
U.S. shipments:							
Commercial U.S. shipments:							
Quantity (H)							
Value (I)							
Internal consumption and/or transfers to related firms:							
Quantity (J)							
Value ³ (K)							
Export shipments: ⁴							
Quantity (L)							
Value (M)							
Ending inventories (quantity) (N)							
Channels of distribution:							
Commercial U.S. shipments:							
To retailers (O)							
To distributors (P)							
To buying groups (Q)							
To home builders/ contractors (R)							
To end users/consumers (S)							

¹ Please identify the foreign producers, if known: _____.

² Covered parts are defined on page 2.

³ 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: _____

⁴ Identify your firm's principal export markets: _____.

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. ¹	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____							

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O through S) in each time period equal the quantity reported for U.S. commercial shipments (i.e., line H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
O + P + Q + R + S – H = zero ("0"), if not revise.	0	0	0	0	0	0	0

- II-19. **Commercial U.S. shipments by type of large residential washers from all other sources.** Report your firms' commercial U.S. shipments by type of large residential washer imported from all other sources.

Quantity (in actual units) and value (in \$1,000)	
Item	Calendar year
	2016
Commercial U.S. shipments:	
Front-load LRWs.--	
Energy Star rated.--	
Quantity (T)	
Value (U)	
Front-load LRWs.--	
Non-Energy Star rated.--	
Quantity (V)	
Value (W)	
Top-load LRWs.--	
Non-Energy Star rated.--	
Quantity (X)	
Value (Y)	
Top-load LRWs.--	
Energy Star rated.--	
Quantity (Z)	
Value (AA)	
Covered parts—	
Quantity (AB)	
Value (AC)	
Note: A product is Energy Star rated if it met Energy Star standards at the time of its commercial shipment.	

RECONCILIATION OF SHIPMENTS.--Please ensure that the quantities and values reported for commercial U.S. shipments in this question (i.e., lines T through AC) equal the quantity and value reported for commercial U.S. shipments (i.e., lines H and I) in the previous question in 2016. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year
	2016
Quantity: T + V + X + Z + AB – H = zero ("0"), if not revise.	0
Value: U + W + Y + AA + AC – I = zero ("0"), if not revise.	0

- II-20. **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).

- 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; impeller; rated DOE capacity greater than or equal to 4.7 cubic feet by 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 by less than 5.2 cubic feet; water heater included; steam cycle included; lid includes clear or tinted window; white finish.

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

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

Please report values as follows:

Total dollar values should be f.o.b. port and should not include U.S.-inland transportation costs. Report the U.S. f.o.b. sales value and quantity on an invoice basis (i.e., the quantity-weighted total of the prices indicated on the invoice for the product in question), and net of direct and indirect discounts (i.e., all discounts, incentives, allowances, rebates, promotional amount, cash incentives for retail sales personnel (SPIFFs) or other sales support, and/or any other form of payment or allowance to a retailer). 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 2016, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

☐	Yes. --Please complete the following pricing data table(s) as appropriate.
☐	No. --Skip to question III-3.

☐	Yes. --Please complete the following pricing data table(s) as appropriate.
☐	No. --Skip to question III-3.

III-2b. **Pricing product SKUs.**—Identify each SKU/model number/ product code for which you have reported data.

Pricing product	SKU/model number/ product code ¹
Product 1	
Product 2	
Product 3	
Product 4	

¹ Provide a specification sheet for each that allows the Commission to determine that each SKU/model number/ product code contains each of the characteristics identified in the product's definition.

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 data¹ for pricing products² imported from China and sold by your firm.

China

Report data in actual units and \$1,000 dollars

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

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								

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

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

Product 4:

III-2e. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Korea and sold by your firm.

Korea

Report data in actual units and \$1,000 dollars

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

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								

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

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

Product 4:

III-2f. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Mexico and sold by your firm.

Mexico

Report data in actual units and \$1,000 dollars

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

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								

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

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

Product 4:

III-2g. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Thailand and sold by your firm.

Thailand

Report data in actual units and \$1,000 dollars

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

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								

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

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

Product 4:

III-2h. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Vietnam and sold by your firm.

Vietnam

Report data in actual units and \$1,000 dollars

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

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								

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

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

Product 4:

III-2i. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Australia, Canada, Columbia, 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

Report data in actual units and \$1,000 dollars

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

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

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								

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

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

Product 4:

III-2j. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from all other countries and sold by your firm.

All other countries

Report data in actual units and \$1,000 dollars

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

(Quantity in actual units, value in 1,000 dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
2017:								
January-March								

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

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

Product 4:

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

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
☐	☐	☐	☐	

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

Quantity discounts	Annual total volume discounts	Sales incentives	Promotional discounts	Cooperative advertising allowances	Co-marketing funds	Other-describe
☐	☐	☐	☐	☐	☐	

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

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

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
☐	☐	☐	☐	

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

Delivered	F.o.b.	If f.o.b., specify point
☐	☐	

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)	
Share of your 2016 sales	%	%	%	%	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	No. of days		365	
Price renegotiation (during contract period)	Yes	☐	☐	☐
	No	☐	☐	☐
Fixed quantity and/or price	Quantity	☐	☐	☐
	Price	☐	☐	☐
	Both	☐	☐	☐
Meet or release provision	Yes	☐	☐	☐
	No	☐	☐	☐
Not applicable		☐	☐	☐

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

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.		☐	☐	
2.		☐	☐	
3.		☐	☐	

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.
Changes since January 1, 2012:			
U.S.-produced product	☐	☐	
Imports from all countries	☐	☐	
Anticipated changes:			
U.S.-produced product	☐	☐	
Imports from all countries	☐	☐	

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
Demand since January 1, 2012					
Within the United States	☐	☐	☐	☐	
Outside the United States	☐	☐	☐	☐	

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
☐	☐	

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?

Check all that apply.	Please describe.
☐ No	Skip to question III-17.
☐ Yes-Business cycles (e.g. seasonal business)	
☐ Yes-Other distinctive conditions of competition	

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

No	Yes	If yes, describe.
☐	☐	

- 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.)?

No	Yes	If yes, please describe.
☐	☐	

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.
☐	☐	☐	☐	

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)?

Yes	No	If no, please explain.
☐	☐	

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 purchases of the products?

No	Yes	If yes, please explain.
☐	☐	

III-20. **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.

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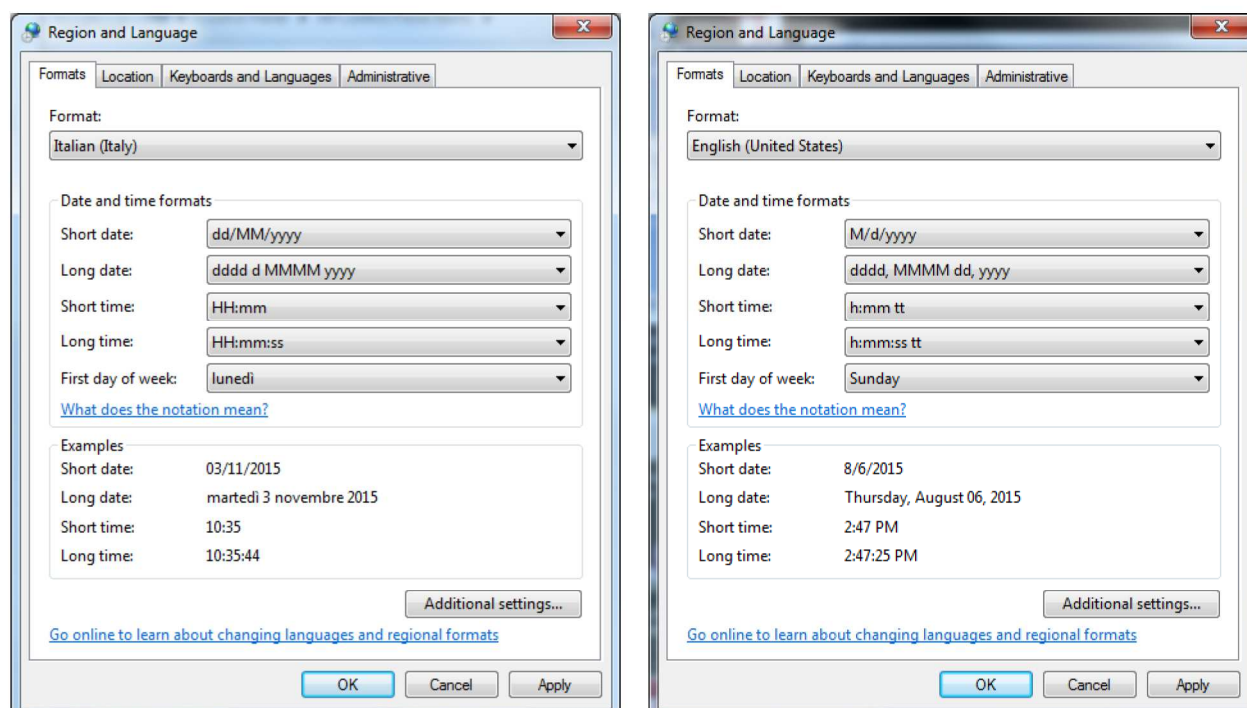
Correcting Valid number error messages.—If you are completing a Commission questionnaire in a country that uses periods (“.”) to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form 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: [LINK](#)

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

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

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

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

If your firm does not 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.

U.S. PURCHASERS' QUESTIONNAIRE

LARGE RESIDENTIAL WASHERS

This questionnaire must be received by the Commission by **July 18, 2017**
See last page for filing instructions.

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

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
Website address _____

Has your firm purchased large residential washers as defined on the next two pages from any source (domestic or foreign) 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 U.S. International Trade Commission **Drop Box** by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **LRWS**)

CERTIFICATION

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

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Email address

PART I.—GENERAL INFORMATION

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

Questionnaires and other information pertinent to this proceeding are available at: [LINK](#)

Products included in the scope of this investigation

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

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

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

Products excluded from this investigation

(1) Stacked washers-dryers & commercial washers

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

(1) (a) it contains payment system electronics;⁵ (b) it is configured with an externally mounted steel frame at least six inches high that is designed to house a coin/token operated payment system (whether or not the actual coin/token operated payment

¹ A “tub” is the part of the washer designed to hold water.

² A “basket” (sometimes referred to as a “drum”) is the part of the washer designed to hold clothing or other fabrics.

³ A “side wrapper” is the cylindrical part of the basket that actually holds the clothing or other fabrics.

⁴ A “drive hub” is the hub at the center of the base that bears the load from the motor.

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

system is installed at the time of importation); (c) it contains a push button user interface with a maximum of six manually selectable wash cycle settings, with no ability of the end user to otherwise modify water temperature, water level, or spin speed for a selected wash cycle setting; and (d) the console containing the user interface is made of steel and is assembled with security fasteners;⁶ or

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

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

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

(3) Front load residential washers with CIM/Belt

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

(4) "Extra-wide" residential washers

Also excluded from the scope 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).

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

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

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

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

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

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

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

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

Confidential Business Information

U.S. Purchasers' Questionnaire –
Large Residential Washers

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The products subject to this petition are currently classifiable under subheading 845.20.00 (statistical reporting numbers 8450.20.0040 and 8450.20.0080) of the Harmonized Tariff System of the United States (HTSUS). Products subject to this petition may also be imported under HTSUS 8450.11.0040, 8450.11.0080, 8450.90.2000, and 8450.90.6000. Although the HTSUS provisions are provided for convenience and customs purposes, the written description of the merchandise subject to this petition is dispositive.

Reporting of information.-- If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 2252(i)). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

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

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other confidential business information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Trade Act of 1974 (19 U.S.C. § 2252(i)) and section 206.17 of the Commission's Rules of Practice and Procedure (19 CFR § 206.17). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

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

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

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

- I-2. **Establishments covered.**-- Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

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

--

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

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

☐ No ☐ Yes--List the following information.

Firm name	Country	Affiliation

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

☐ No ☐ Yes--List the following information.

Firm name	Country	Affiliation

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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PART II.--PURCHASES

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

Name	
Title	
Email	
Telephone	
Fax	

II-1. Purchases.--

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

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

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

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	☐	☐	☐	☐	☐	
All other countries	☐	☐	☐	☐	☐	

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

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

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

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

--

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

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

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

☐	Retailer
☐	Hotel, institution, or multifamily residence
☐	Contractor/builder
☐	Distributor/ wholesaler
☐	Other (Describe: _____)

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

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

No	Yes	If yes, please describe.
☐	☐	

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

--

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

☐ No

☐ Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for large residential washers?		
		No	Yes	Explanation
1.		☐	☐	
2.		☐	☐	
3.		☐	☐	

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

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	☐	☐	☐	☐	
Outside the United States	☐	☐	☐	☐	

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

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

- III-7. **Conditions of competition.**--

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

Check all that apply.	Please describe.
☐ No	Skip to question III-11.
☐ Yes-Business cycles (e.g. seasonal business)	
☐ Yes-Other distinctive conditions of competition	

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

No	Yes	If yes, describe.
☐	☐	

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Decision based on producer					
Your firm	☐	☐	☐	☐	
Your customers	☐	☐	☐	☐	
Decision based on country of origin					
Your firm	☐	☐	☐	☐	
Your customers	☐	☐	☐	☐	

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

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

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

No	Yes	If yes, please describe.
☐	☐	

Confidential Business Information

U.S. Purchasers' Questionnaire –
Large Residential Washers

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III-11. Purchasing frequency.--

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

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
☐	☐	☐	☐	☐	☐	

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

No	Yes	If yes, please describe.
☐	☐	

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

III-13. Supplier negotiations.--Does your firm's purchases of large residential washers usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.
☐	☐	

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

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
☐	☐	

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

No	Yes	If yes, please identify the firms.
☐	☐	

Confidential Business Information

U.S. Purchasers' Questionnaire –
Large Residential Washers

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

If yes, provide the following information.

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

No	Yes	Number of days	Process and factors
☐	☐		

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

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
☐	☐	

III-18. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase large residential washers (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

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

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

--

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

Always	Frequently	Sometimes	Never
☐	☐	☐	☐

- III-21. **Cross product impact.**—

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

No	Yes	Explain
☐	☐	

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

	Frequency that price reductions on imported highly featured LRWs affect the price of top-load washers with agitators from the United States				
	Always	Usually	Sometimes	Never	Explain.
Imported top-load (impeller)	☐	☐	☐	☐	
Imported front load	☐	☐	☐	☐	

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U.S. Purchasers' Questionnaire –
Large Residential Washers

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

	Frequency that price reductions of less featured top-load washers with agitators from the United States affect the price on imported highly featured LRWs				
	Always	Usually	Sometimes	Never	Explain.
Imported top-load (impeller)	☐	☐	☐	☐	
Imported front load	☐	☐	☐	☐	

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

No	Yes	If yes, please describe how price and feature differences (e.g., capacity, steam, color, etc.) in the product offerings of different suppliers are taken into account in your purchasing decisions.
☐	☐	

Confidential Business Information

U.S. Purchasers' Questionnaire –
Large Residential Washers

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

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

Yes (also respond to parts (b) and (c))	No
☐	☐

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

Yes	No
☐	☐

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

Yes	If Yes, estimate the quantity of imports purchased instead of domestic product since January 2012 (in number of units)	No	If No, please indicate the reason your firm purchased imports instead of domestic product
☐		☐	

Confidential Business Information

U.S. Purchasers' Questionnaire –
Large Residential Washers

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

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

Yes (also respond to question part (b))	No	Don't know
☐	☐	☐

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

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

- III-25. What factors influence a consumer's decision to buy a conventional top-load washer (i.e., a top-load washer with agitator), a high-efficiency top-load washer, or a high-efficiency front-load washer?

--

Confidential Business Information

U.S. Purchasers' Questionnaire –
Large Residential Washers

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PART IV.—PRODUCT COMPARISONS

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

United States (e.g., GE and/or Whirlpool)	Imported product from LG and/or Samsung	Imported product from other brands	Other brands (specify)
☐	☐	☐	

- IV-2. **Interchangeability.**--Are large residential washers produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

No	Yes	Explain
☐	☐	

- IV-3. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between large residential washers produced in the United States and in other countries a significant factor in your firm's purchases of the products?

No	Yes	Explain
☐	☐	

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

No	Yes	If yes, identify the countries and explain.
☐	☐	

- IV-5. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

--

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: [LINK](#)

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

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

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

Pin: LRWS

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

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

Parties to this proceeding.--If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 C.F.R. § 206.17). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 C.F.R. § 206.17). Service of the questionnaire must be made in paper form.

FOREIGN PRODUCERS'/EXPORTERS' 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 requested under the authority of Section 202 of the Trade Act of 1974.

Name of firm _____

Address _____

Website _____

Has your firm produced or exported primary unwrought aluminum (as defined on next page) 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)

Data reported in this questionnaire relate to a firm(s) located in (Check one):

☐ Australia ☐ Canada ☐ China ☐ Colombia ☐ Israel ☐ Jordan ☐ Korea

☐ Mexico ☐ Panama ☐ Peru ☐ Singapore ☐ Thailand ☐ Vietnam

☐ CAFTA-DR Countries (Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua)

☐ Other: _____ (please list country)

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: [LINK](#)

Products covered by this investigation

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

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

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

Products excluded from this investigation

(1) Stacked washers-dryers & commercial washers

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

¹ A “tub” is the part of the washer designed to hold water.

² A “basket” (sometimes referred to as a “drum”) is the part of the washer designed to hold clothing or other fabrics.

³ A “side wrapper” is the cylindrical part of the basket that actually holds the clothing or other fabrics.

⁴ A “drive hub” is the hub at the center of the base that bears the load from the motor.

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

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

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

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

(3) Front load residential washers with CIM/Belt

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

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

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

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

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

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

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

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

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

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

(4) “Extra-wide” residential washers

Also excluded from the scope 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 845.20.00 (statistical reporting numbers 8450.20.0040 and 8450.20.0080) of the Harmonized Tariff System of the United States (HTSUS). Products subject to this petition may also be imported under HTSUS 8450.11.0040, 8450.11.0080, 8450.90.2000, and 8450.90.6000. Although the HTSUS provisions are provided for convenience and customs purposes, the written description of the merchandise subject to this petition is dispositive.

Reporting of information.-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, purchaser and/or foreign producer questionnaire), you need not respond to duplicated questions.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 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 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.

Confidential Business Information

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).

- 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 20 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 in a country involved in the production or export of large residential washers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities. Firms operating more than one establishment in a country should combine the data for all establishments into a single report.

--

Confidential Business Information

- I-3. **Related producers.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce large residential washers in the United States or other countries?

No	Yes	If yes, Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire.
☐	☐	

- I-4. **Related U.S. importers.**--Does your firm or any related firm import or have any plans to import large residential washers into the United States?

No	Yes	If yes, Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire.
☐	☐	

Confidential Business Information

Foreign Producers'/Exporters' Questionnaire –Large Residential Washers

Page 7

- I-5. **U.S. importers.**--Please provide the names, contacts, email addresses, telephone numbers, and street addresses (not P.O. boxes) of the **FIVE** largest U.S. importers of your firm's large residential washers in 2016.

No.	Importer's name	Contact person	Email address	Area code and telephone number	Share of your firm's 2016 U.S. exports (%)
1					
2					
3					
4					
5					

Confidential Business Information

PART II.--TRADE AND RELATED INFORMATION

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

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

Name	
Title	
Email	
Telephone	
Fax	

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

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

Confidential Business Information

- II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the production of large residential washers in the future?

No	Yes	If yes, Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. Include in the response a specific projection of your firm's capacity to produce large residential washers (in actual units) for 2017 and 2018.
☐	☐	

- II-4. **Production using same machinery.**-- Please report your firm's production of products made on the same equipment and machinery used to produce large residential washers, and the combined production capacity on this shared equipment and machinery.

“Overall production capacity” or “capacity” –The level of production that your establishment(s) could reasonably have expected to attain during the specified periods for all products manufactured in that establishment using the same manufacturing equipment. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

“Production” --All production in your establishment(s), including production consumed internally within your firm.

Quantity (in actual units)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Overall production capacity							
Production of:							
Large residential washers	0	0	0	0	0	0	0
Other products ²							
Total	0	0	0	0	0	0	0

¹ Data entered for production of large residential washers will populate here once reported in question II-12.

² Please identify these products: _____.

Confidential Business Information

II-5. **Operating parameters.**--The production capacity reported in II-3 is based on operating _____ hours per week, _____ weeks per year.

II-6. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3, and explain any changes in reported capacity.

--

II-7. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

--

II-8. **Product shifting.**

(i). Is your firm able to switch production (capacity) between large residential washers and other products using the same equipment and/or labor?

No	Yes	If yes, i.e., have produced other products or are able to produce other Products, please identify other actual or potential products:
☐	☐	

(ii). Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

--

II-9. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of large residential washers? _____ percent.

II-10. **Firm's estimated share of production in the country identified by your firm on page 1.**--Please estimate the percentage of total production of large residential washers in the country specified on the certification page accounted for by your firm's production in 2016. _____ percent.

II-11. **Firm's estimated share of country's exports.**--Please estimate the percentage of total exports to the United States of large residential washers from the country specified on the certification page accounted for by your firm's exports in 2016. _____ percent.

Confidential Business Information

- II-12. **Inventories in the United States.**--Has your firm, since 2012, maintained any inventories of large residential washers in the United States (not including inventories held by firms identified in question I-3)?

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

☐ No ☐ Yes--Report the quantity of such end-of-period inventories below.

Quantity (in actual units)							
Item	Calendar year					January-March	
	2012	2013	2014	2015	2016	2016	2017
Inventory							

- II-13. **Third country trade actions.**--Is the large residential washers exported by your firm subject to antidumping/countervailing duty/safeguard findings, remedies, or proceedings?

No	Yes	If yes, List the products(s), countries affected, and the date of such findings/remedies/proceedings:
☐	☐	

- II-14. **Third country trade actions.**--Are the large residential washing machines exported by your firm subject to antidumping duty/countervailing duty/safeguard findings, remedies, or proceedings?

No	Yes	If yes, list the products(s), countries affected, and the date of such findings/remedies/proceedings.
☐	☐	

- II-9.b. **Effect of U.S. orders.** Describe the significance, if any, of the existing U.S. antidumping and countervailing duty orders on imports of large residential washers from Korea, and the antidumping orders on imports of large residential washers from China and Mexico on your firm's production, capacity, U.S. exports, inventories, purchases, or other indicators. 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.

--

- II-14. **Other export markets.**--Identify export markets (other than the United States) that your firm has developed or where it has increased its sales of large residential washers since January 1, 2012. Please identify and discuss below.

--

- II-15. **Trade data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of large residential washers in your establishment(s) during the specified periods. Do not include resales of large residential washers that your firm did not produce in this question; those data to the degree they are exported to the United States should only be reported in question II-16.

Do not submit data by manufacturing facility if they are in the same country. If your firm has multiple manufacturing establishments within one country, you are required to combine data for those establishments within one foreign producer questionnaire response.

Do not submit data on multiple countries combined. The establishments reported here should all be located in the country of the firm's address reported on the certification page. Multinational companies with production in multiple subject countries should submit separate foreign producer questionnaire responses for each country.

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

"Production" --All production in your establishment(s), including production consumed internally within your firm.

"Shipments"--Shipments of products produced in your establishment(s). Quantities reported should be net of returns.

"Home market commercial shipments"--Shipments, other than internal consumption and transfers to related firms in the market in which your establishments are located.

"Home market internal consumption/transfers to related firms"--Shipments made to related firms in the market in which your establishments are located, including product consumed internally by your firm.

"Export shipments"--Shipments to destinations outside the country indicated on page 1, including shipments to related firms.

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

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.

Confidential Business Information

Foreign Producers'/Exporters' Questionnaire –Large Residential Washers

Page 13

II-15. **Trade data**--Continued.

Quantity (in actual units)									
Item	Actual Experience							Projections ¹	
	Calendar year					January-March		Calendar year	
	2012	2013	2014	2015	2016	2016	2017	2017	2018
Average production capacity ² (A)									
Beginning-of-period inventories (B)									
Production (C)									
Home market shipments: Internal consumption/ transfers (D)									
Commercial home market shipments (E)									
Export shipments: to the United States (F)									
to all other markets ³ (G)									
Total exports (quantity) (H)	0	0	0	0	0	0	0	0	0
Total shipments (quantity) (I)	0	0	0	0	0	0	0	0	0
End-of-period inventories (J)									
¹ Please explain the basis for your firm's projections: _____. ² The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity: _____. ³ Identify your firm's principal <i>other</i> export markets: _____.									

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

Item	Actual experience							Projections	
	Calendar year					January-March		Calendar year	
	2012	2013	2014	2015	2016	2016	2017	2017	2018
B + C – D – E – F – G – J= should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.									

Confidential Business Information

- II-16. **Exports to the United States not produced by your firm.**--Report your firm's exports to the United States of large residential washers that was produced in the country identified by your firm on page 1 but not by your firm during the specified periods. Note these data should **not** be included in question II-15.

Quantity (<i>in actual units</i>)									
Item	Actual experience							Projections	
	Calendar year					January-March		Calendar year	
	2012	2013	2014	2015	2016	2016	2017	2017	2018
Exports of large residential washers to the United States not produced by your firm ¹									
¹ List the producer(s). _____.									

- II-17. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

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 USITC foreign producer questionnaire form. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.

Region and Language

Formats Location Keyboards and Languages Administrative

Format: Italian (Italy)

Date and time formats

Short date: dd/MM/yyyy

Long date: dddd d MMMM yyyy

Short time: HH:mm

Long time: HH:mm:ss

First day of week: lunedì

[What does the notation mean?](#)

Examples

Short date: 03/11/2015

Long date: martedì 3 novembre 2015

Short time: 10:35

Long time: 10:35:44

[Additional settings...](#)

[Go online to learn about changing languages and regional formats](#)

OK Cancel Apply

Region and Language

Formats Location Keyboards and Languages Administrative

Format: English (United States)

Date and time formats

Short date: M/d/yyyy

Long date: dddd, MMMM dd, yyyy

Short time: h:mm tt

Long time: h:mm:ss tt

First day of week: Sunday

[What does the notation mean?](#)

Examples

Short date: 8/6/2015

Long date: Thursday, August 06, 2015

Short time: 2:47 PM

Long time: 2:47:25 PM

[Additional settings...](#)

[Go online to learn about changing languages and regional formats](#)

OK Cancel Apply

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: [LINK](#)

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

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

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

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

If your firm did not produce or export 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.