

*Testimony of Sa Hoon Pack  
Before the US International Trade Commission  
Large Power Transformers from Korea, Inv. No. 731-TA-1189*

Good afternoon. My name is Sa Hoon Pack and I am the President of Hyundai Corporation USA. I started selling HHI's transformers in the United States over 23 years ago. I understand that Hyundai's long term alliance agreement with Southern California Edison has been raised as an issue by ABB. The \$600 million value ABB claims that agreement is worth over a ten year period is overstated, and we will provide details explaining why in our posthearing brief. One thing I can explain publicly is that even though Hyundai has an agreement with Southern California Edison, Hyundai is not guaranteed a single sale and every transformer SCE purchased was put out for bidding.

Based on my experience, Hyundai competes against ABB's and Efacec's offshore affiliates far more often than against any of their US facilities. Likewise,

Hyundai competes against imported transformers far more often than it does against any of the other US producers.

One thing that has bothered me from the start of this investigation is that petitioners are calling 60 to 100 MVA top rating transformers large. In my experience, most engineers consider large transformers to be over 100 MVA top rating which is a separate HS code.

Thank you.