

U.S. IMPORTERS' QUESTIONNAIRE

LARGE POWER TRANSFORMERS FROM KOREA

This questionnaire must be received by the Commission by no later than JULY 28, 2011

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty/antidumping investigations concerning large power transformers from Korea (Inv. No. 731-TA-1189 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported large power transformers (as defined in the instruction booklet) from any country at any time since January 1, 2008?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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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 proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

I-1b. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

No Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on large power transformers. 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. **Consignee.**--If your firm is an importer of record of large power transformers but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters large power transformers into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports large power transformers under the TIB (temporary importation under bond) program.

No Yes

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

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Edward Petronzio (202-205-3176, edward.petronzio@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for parts I with questions regarding the submitted confidential information.

E-mail: _____ 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 power transformers since January 1, 2008.

(check as many as appropriate)

(please describe in some detail)

office or warehouse openings, expansions, or acquisitions

office or warehouse closings, consolidations, or relocations.....

prolonged shutdowns or curtailments of import operations ..

other (*e.g.*, changes in technology, revised labor agreements, et cetera)

II-3. **Arranged U.S. imports.**—(a) Has your firm imported or arranged for the importation of large power transformers from Korea for delivery after June 30, 2011?

No Yes—Please indicate the quantities of these orders and the dates they are to be delivered.

NOTE: PLEASE REPORT QUANTITY IN MEGAVOLT AMPERES (MVA) AND UNITS

Imports from Korea:		Date of delivery
Quantity of imports (MVA)		
Quantity of imports (units)		
Value of imports (\$1,000)	\$	

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

II-4. **Reasons for importing.**--If your firm also produces large power transformers in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

II-5. **HTS Classification.**--Please list the Harmonized Tariff Schedule of the United States ("HTS") statistical reporting numbers (e.g., HTS numbers 8504.23.0040, 8504.23.0080, or other) under which you have imported large power transformers at any time since January 1, 2008.

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

II-6a. **IMPORTS FROM KOREA**.--Did your firm import large power transformers from Korea any time since January 1, 2008?

- No. Yes-- Report your firm's imports, shipments and inventories of large power transformers imported from Korea during the specified periods. (See definitions in the instruction booklet.)

NOTE: PLEASE REPORT QUANTITY IN MEGAVOLT AMPERES (MVA) AND VALUE IN \$1,000

Quantity (in MVA), value (in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (MVA)					
Imports:¹					
Quantity of imports (MVA)					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (MVA)					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers (MVA)					
Value ² of internal consumption/transfers					
Export shipments:³					
Quantity of export shipments (MVA)					
Value of export shipments					
End-of-period inventories⁴ (MVA)					
Channels of distribution:					
U.S. shipments to distributors (MVA)					
U.S. shipments to end users (MVA)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data .--Please note that the quantities (MVA) reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____					

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

II-6b. **IMPORTS FROM KOREA**.--Did your firm import large power transformers from Korea any time since January 1, 2008?

- No. Yes-- Report your firm's imports, shipments and inventories of large power transformers imported from Korea during the specified periods. (See definitions in the instruction booklet.)

NOTE: PLEASE REPORT QUANTITY IN UNITS OF LARGE POWER TRANSFORMERS

Item	Quantity (in units)				
	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (units)					
Imports:					
Quantity of imports (units)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (units)					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers (units)					
Export shipments:					
Quantity of export shipments (units)					
End-of-period inventories ¹ (units)					
¹ <u>Reconciliation of data</u> .--Please note that the quantities (UNITS) reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7a. **IMPORTS FROM MEXICO.**--Did your firm import large power transformers from Mexico any time since January 1, 2008?

- No. Yes-- Report your firm's imports, shipments and inventories of large power transformers imported from Mexico during the specified periods. (See definitions in the instruction booklet.)

NOTE: PLEASE REPORT QUANTITY IN MVA AND VALUE IN \$1,000

Quantity (in MVA), value (in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (MVA)					
Imports:¹					
Quantity of imports (MVA)					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (MVA)					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers (MVA)					
Value ² of internal consumption/transfers					
Export shipments:³					
Quantity of export shipments (MVA)					
Value of export shipments					
End-of-period inventories⁴ (MVA)					
Channels of distribution:					
U.S. shipments to distributors (MVA)					
U.S. shipments to end users (MVA)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please note that the quantities (MVA) reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____					

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

II-7b. **IMPORTS FROM MEXICO.**--Did your firm import large power transformers from Mexico any time since January 1, 2008?

- No. Yes-- Report your firm's imports, shipments and inventories of large power transformers imported from Mexico during the specified periods. (See definitions in the instruction booklet.)

NOTE: PLEASE REPORT QUANTITY IN UNITS OF LARGE POWER TRANSFORMERS

Item	Quantity (in units)				
	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (units)					
Imports:					
Quantity of imports (units)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (units)					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers (units)					
Export shipments:					
Quantity of export shipments (units)					
End-of-period inventories¹ (units)					
¹ <u>Reconciliation of data.</u> --Please note that the quantities (UNITS) reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-8a. **IMPORTS FROM ALL OTHER SOURCES COMBINED.**--Report your firm's imports and your firm's shipments and inventories of large power transformers imported from **all other sources combined (countries other than Korea and Mexico)** by your firm during the specified periods. (See definitions in the instruction booklet.)

No. Yes-- Report your firm's imports, shipments and inventories of large power transformers imported from all other sources combined during the specified periods. (See definitions in the instruction booklet.)

NOTE: PLEASE REPORT QUANTITY IN MVA AND VALUE IN \$1,000

Quantity (in MVA), value (in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (MVA)					
Imports:¹					
Quantity of imports (MVA)					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (MVA)					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers (MVA)					
Value ² of internal consumption/transfers					
Export shipments:³					
Quantity of export shipments (MVA)					
Value of export shipments					
End-of-period inventories⁴ (MVA)					
Channels of distribution:					
U.S. shipments to distributors (MVA)					
U.S. shipments to end users (MVA)					
¹ Please identify the foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities (MVA) reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-8b. **IMPORTS FROM ALL OTHER SOURCES COMINED.**--Report your firm's imports and your firm's shipments and inventories of large power transformers imported from **all other sources combined (countries other than Korea and Mexico)** by your firm during the specified periods. (See definitions in the instruction booklet.)

- No. Yes-- Report your firm's imports, shipments and inventories of large power transformers imported from all other sources combined during the specified periods. (See definitions in the instruction booklet.)

NOTE: PLEASE REPORT QUANTITY IN UNITS OF LARGE POWER TRANSFORMERS

Quantity (in units)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (units)					
Imports:					
Quantity of imports (units)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (units)					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers (units)					
Export shipments:					
Quantity of export shipments (units)					
End-of-period inventories¹ (units)					
¹ Reconciliation of data. --Please note that the quantities (UNITS) reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-9. **Korea Foreign Manufacturer / Exporter identification.**--Please identify below the names and addresses of your firm's **FIVE** largest foreign suppliers (whether the foreign manufacturer or just foreign exporter) for large power transformers from Korea in the 2008-10 period. Please also provide the name and fax number or e-mail address of a contact person and the share of the quantity of your firm's total imports of large power transformers that each of these suppliers accounted for in 2010.

Not applicable (*i.e.*, responded "no" to question II-6)

No.	Foreign manufacturer / Exporter's name	Street address (<u>not</u> P.O. box), city, province, and zip code	Contact person	Telephone number or e-mail address	Share of 2010 imports (%)
1					
2					
3					
4					
5					

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Clark Workman** (202-205-3248, clark.workman@usitc.gov)

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

GENERAL BID AND PRICE INFORMATION

III-2. **Bid Opportunities.**--How often is there more than one chance to bid on a particular sales agreement?

Always Frequently Sometimes Rarely Never

Please describe the relationship between initial and final bids if there is a difference. That is, if the bid price changes between the initial and final bids, what factors determine this change (e.g., changes in specification, negotiated price changes, competitive pressure, etc.). Please describe the role and importance of initial bids in the overall bidding/negotiation process. If necessary, attach additional sheets.

III-3. **Bid Competition.**--If there is more than one chance to bid on a particular sales agreement at least sometimes, how often does the purchaser discuss with you the bids of competing firms (whether or not they disclose who the competition is) in order to get you to lower your bid price? Please describe these discussions.

Always Frequently Sometimes Rarely Never

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

III-4. **Bid Exclusions.**--Since January 1, 2008, have there been instances when your firm has been excluded from bidding (e.g., your firm submitted a bid that the purchaser did not consider, or the purchaser did not ask your firm to bid) on sales of large power transformers? If so, how often and why were your bid(s) were not considered? Attach additional pages if necessary.

Yes No

III-5. **Services Included in Bid.**--Do the bids that you make for large power transformers typically include other services such as installation, maintenance, warranties, etc.? Please explain your answer.

Yes No

III-6. **Initial Bid Price Determination.**--How does your company typically set initial bid prices? If you use a cost-plus basis, indicate whether you base cost on past experience and what factors the cost includes (e.g., SG&A, overhead, service/warranty, installation, or development costs). If so, how does your company calculate these factors? If necessary, attach additional sheets.

PART III.--PRICING AND MARKET FACTORS

III-8. **Discount policy.**—Does your firm offer discounts? If so, please describe. If not, please indicate why they are not offered.

Yes No

III-9. **Pricing & shipping terms in the United States.--**

(a) What are your firm's typical sales terms for its U.S.-produced large power transformers (e.g., 2/10 net 30 days)? _____.

(b) On what basis are your prices of domestic large power transformers usually quoted? (check one)

F.o.b.--Please specify point: _____ Delivered

(c) Who generally arranges the transportation to your customers' locations? (check one)

your firm or purchaser

(d) What is the approximate percentage of the total delivered cost of large power transformers that is accounted for by U.S. inland transportation costs? _____ percent.

(e) What proportion of your sales are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-10. **Multiple contract provisions.--**

(a) What percentage of your sales of large power transformers are sold via contracts for multiple shipments of large power transformers with the same purchaser?

0% 1-20% 20-40% 40-60% 60-80% 80-100%

(b) What is the average number of large power transformers in a multiple-shipment contract? _____ units

(c) Can prices be renegotiated during the contract period? Yes No

(d) If so, how often are prices renegotiated? .

Always Frequently Sometimes Rarely Never

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

III-11. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of your imported large power transformers? _____ months

III-12. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's large power transformers? (check all that apply)

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

III-13. **End uses.**--List the end uses of the large power transformers that you manufacture. For each end-use product, what percentage of the total cost is accounted for by large power transformers and other inputs?

End use product	Share of total cost of end use product accounted for by:		Total
	Large power transformers (percent)	Other inputs (percent)	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%

III-14. **Changes in end uses.**--Have there been any changes in the end uses of large power transformers since 2008?

No Yes--Please describe.

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

III-15. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of large power transformers in the future?

No Yes--Please describe and identify the time period

III-16. **Substitutes.**--Are there any nonsubject products that may be substituted for large power transformers?

No Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	Have changes in the price of this substitute affected the price of large power transformers since January 1, 2008
1.		<input type="checkbox"/> Yes <input type="checkbox"/> No Please explain-- _____ _____
2.		<input type="checkbox"/> Yes <input type="checkbox"/> No Please explain-- _____ _____
3.		<input type="checkbox"/> Yes <input type="checkbox"/> No Please explain-- _____ _____
4.		<input type="checkbox"/> Yes <input type="checkbox"/> No Please explain-- _____ _____

III-17. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for large power transformers since 2008?

No Yes--Please explain.

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

III-18. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for large power transformers in the future?

- No Yes--Please describe.

III-19. **Raw materials.**--

(a) To what extent have changes in the prices of raw materials used to produce large power transformers affected your firm's selling prices for large power transformers since 2008?

(b) Do you anticipated changes in your raw material costs for imported large power transformers in the foreseeable future?

- No Yes—Please explain.

III-20. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy , labor, or raw materials; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of Korean-produced large power transformers in the U.S. market since 2008?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

III-21. Availability of supply (U.S.-produced).--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced large power transformers in the U.S. market in the future?

- Increase No change Decrease

(b) If you anticipate changes in supply, please explain.

III-22. Allocation.--Has your firm refused, declined, or been unable to supply large power transformers at any time since 2008? (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, unable to meet timely shipment commitments, etc.)

- No Yes--Please note and document the time period(s) (i.e., month and year), country of origin, and the customer involved; and the amount and type of product involved.

III-23. Availability of supply (nonsubject).--Has the availability of NONSUBJECT large power transformers (*i.e.*, large power transformers imported from countries other than Korea) changed since 2008?

- No Yes--Please explain.

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

III-24. **Export constraints.**--Describe how easily your firm can shift its sales of large power transformers between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, tariffs, non-tariff barriers, or other constraints that would prevent or retard your firm from shifting large power transformers between the U.S. and alternative country markets within a 12-month period.

III-25. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of large power transformers since 2008?

No Yes--Please describe and quantify if possible.

III-26. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of large power transformers in the future?

No Yes--Please identify, including the time period.

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

III-28. **Demand trends.--**

(a) How has the demand within the United States for large power transformers changed since January 1, 2008? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for large power transformers changed since January 1, 2008? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

III-29. **Conditions of competition.--**

(a) Is the large power transformers market subject to business cycles or conditions of competition other than the changes in the overall economy?

No Yes--Please explain and estimate the duration of any such cycle.

(b) Have the business cycles or conditions of competition for large power transformers changed since 2008?

No Yes--Please explain any such changes.

III-30. **Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss large power transformers supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Korea, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

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

III-33. Please identify below the names and addresses of your firm's 10 largest customers for large power transformers during 2008-2010. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of large power transformers that each of these customers accounted for in 2010.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	E-mail address	Area code and telephone number	Share of 2010 sales (%)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						