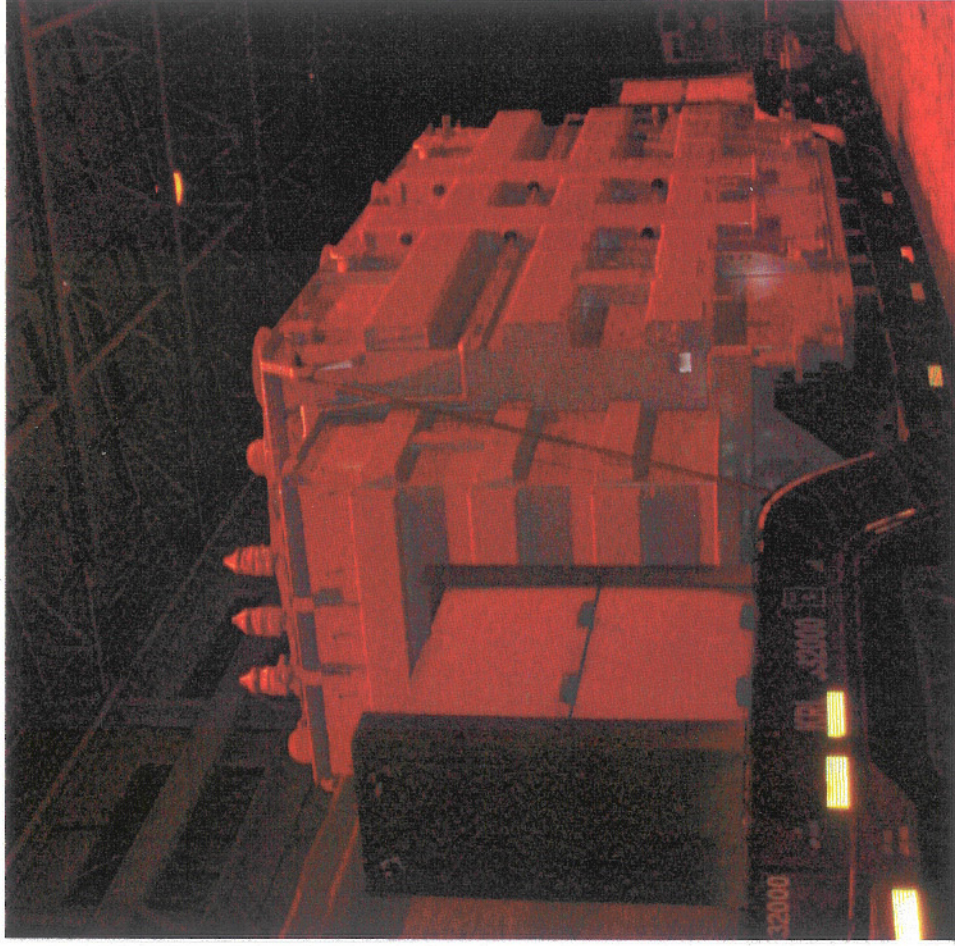


Petitioners' Presentation
Large Power Transformers
from Korea

Final Investigation

Inv. No. 731-TA-1189

PTTI 400 MVA LPT



Efacec 700 MVA Shell Form LPT



Respondents' Proposed Like Products

- **Category A**
- **60-300 MVA @ 345 kV and ≥ 60 MVA @ ≥ 500 kV and ≥ 60 MVA @ < 345 kV:**
 - 60 MVA, 69 kV GSU
 - 60 MVA, 345 kV, GSU/auto
 - 900 MVA, 230 kV GSU
 - 900 MVA, 230 kV auto
 - 300 MVA, 345 kV GSU
 - 400 MVA, 345 kV auto
- **Category B**
- **≥ 300 MVA @ 345kV:**
 - 60 MVA, 500 kV GSU
 - 900 MVA, 345 kV GSU/auto
 - 320 MVA, 345 kV GSU
 - 400 MVA, 345 kV GSU

Chart 1 U.S. Imports of Over 100 MVA LPTs in 2011

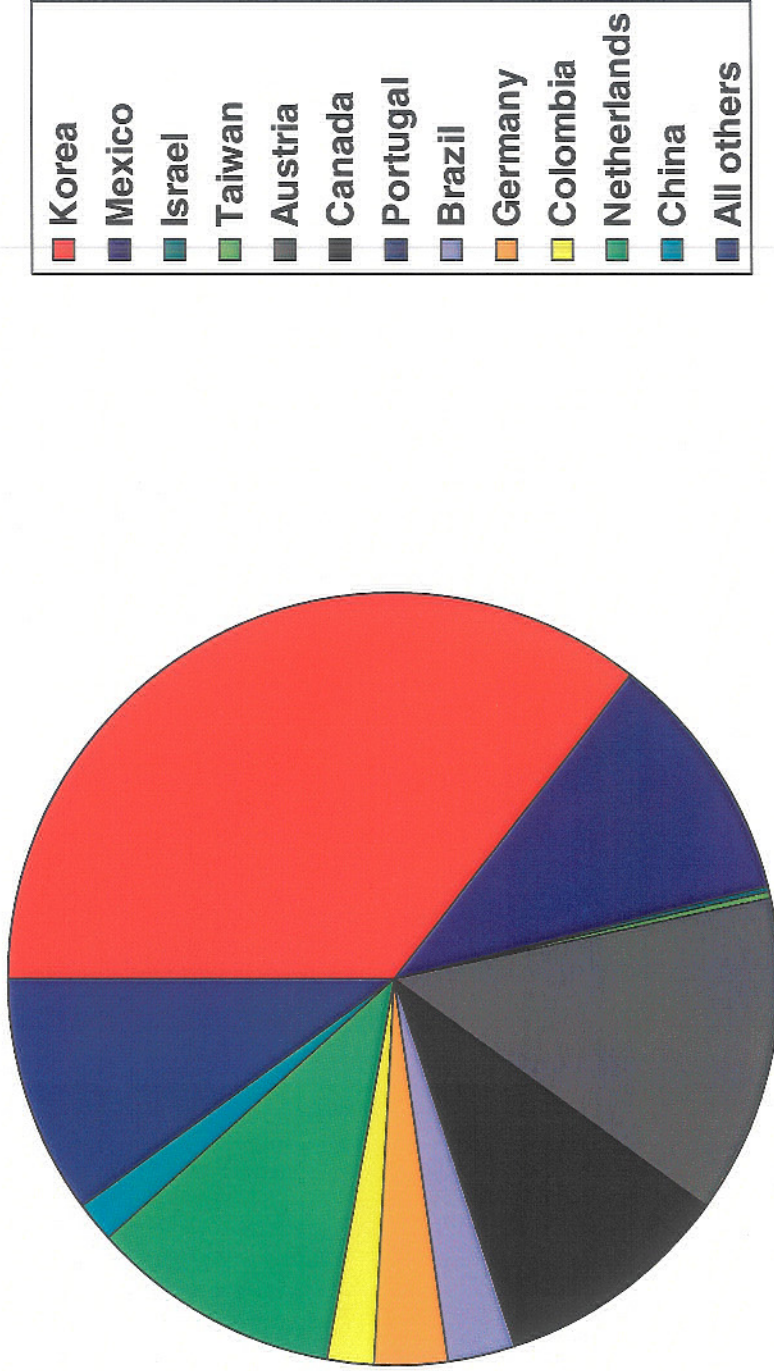
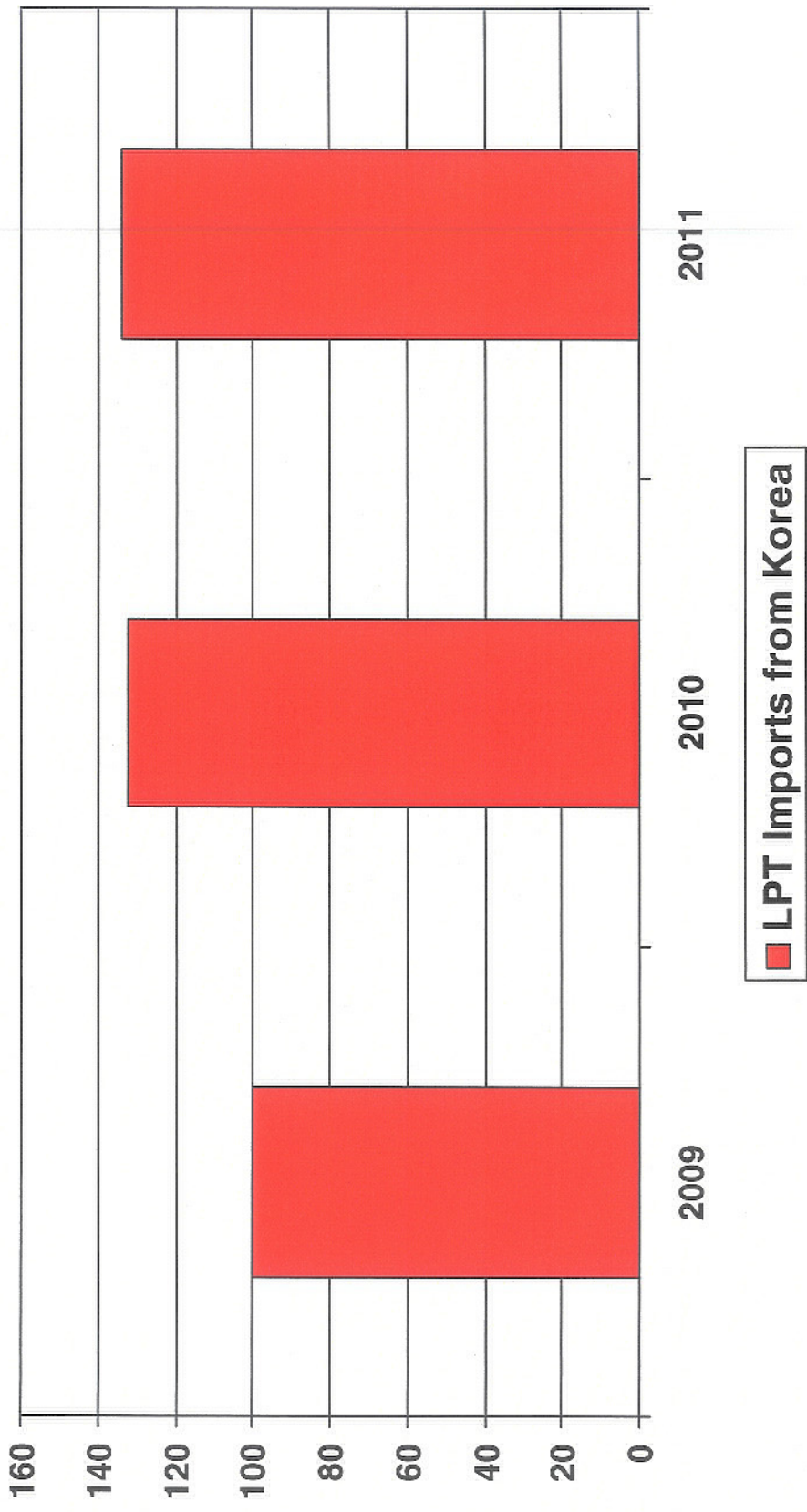


Chart 2

LPT Imports from Korea (Indexed): 2009-2011



Source: ITC Prehearing Report at IV-3.

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Chart 3

Hyundai Annual Report for 2010,

Page 22



Chart 4

Purchasers' Reasons for Selecting Winners of Bidding Events

Table V-5
LPTs: Purchasers' reasons for selecting winners of bidding events, by country

Criterion	Number of occurrences	Winning country bid				Split Korea/ nonsubject
		U.S.	Korea	Nonsubject		
Price/cost/low bid	79	13	40	25		1
Evaluated cost/low total cost of ownership	59	11	27	20		1
Meet specs	29	4	13	12		0
Lead time/schedule/delivery	34	9	11	13		1
Only supplier/sole source	16	6	2	8		0
Initial cost	3	0	0	3		0
Best evaluation	7	1	2	4		0
Alliance supplier	6	5	0	1		0
Purchase against current contract	5	0	0	5		0
Warranty	5	1	3	1		0
High quality design	3	1	0	2		0
History with supplier	3	0	2	1		0
Fast track project	3	0	0	3		0
Owner's preference	2	2	0	0		0
Domestic supplier	1	1	0	0		0
Experience	1	0	0	1		0
Other	16	5	3	8		0
Total	272	59	103	107		3

Source: Compiled from data submitted in response to Commission questionnaires.

Prepared by Kelley Dye Warren and Georgetown Economic Services

Source: ITC Prehearing Report at V-9 (purchaser questionnaire responses).

Chart 5

LPTS: Competitors and Winners of Bidding Events as Reported by Purchasers

Bidding Countries	Number of occurrences	Winning country bid			
		U.S.	Korea	Nonsubject	Split Korea/nonsubject
U.S. vs. Korea	16	2	14	--	--
U.S. vs. Korea vs. nonsubject	77	13	37	24	3
Korea vs. nonsubject	61	--	37	23	1
Source: Compiled from data submitted in response to Commission questionnaires.					

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Source: ITC Prehearing Report at V-8 (purchaser questionnaire responses).

Chart 6

Public Utility Bid

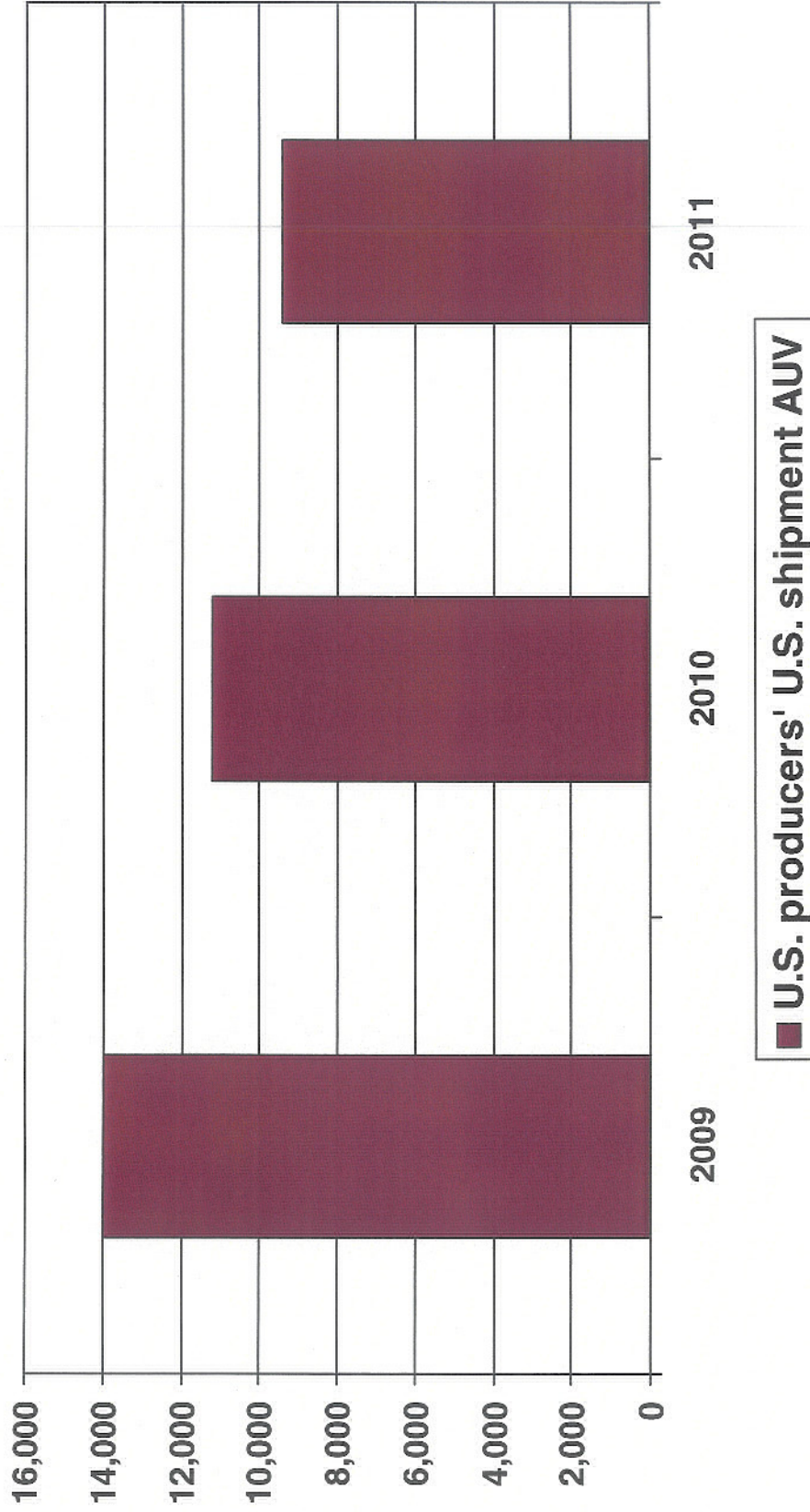
Contract No. 10-004 Date: May 5, 2010
 Contract Title: Main Power Transformer Replacement, 410 MVA GSU Power Transformers
 Engineer's Estimate \$ 15,850,000.00

	<u>Company Name & Location</u>	<u>Price</u>
1.	Smit Transformer Sales, Inc., USA Agent for Smit Transformatoren BV, Summerville, SC	\$ 17,002,160.00
2.	Siemens Energy, Inc., Wendell, NC	\$ 15,249,130.00 \$ 14,907,729.00 (Alt.)
3.	HICO America Sales & Technology, Inc., Pittsburg, PA	\$ 11,299,216.00
4.	Mitsubishi Electric Power Products, Inc., Warrendale, PA	\$ 15,461,500.00
5.	ABB, Inc., St. Louis, MO Provided uncalculated alternate pricing, not read at bid opening, will be evaluated.	\$ 18,372,400.00
6.	Hyundai Heavy Industries, Co., Ltd., c/o Hyundai Corp. USA, Orlando, FL	\$ 9,839,377.00

The prices above are listed in the order they were read at the bid opening. Bids are being evaluated.

Prepared by Kelley Driye Warren and Georgetown Economic Services

Chart 7 U.S. Producers' U.S. Shipment AUV (\$ per MVA): 2009-2011



Source: ITC Prehearing Report at C-3.

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Chart 8

U.S. LPT Producers' Operating Loss (Indexed): 2009-2011

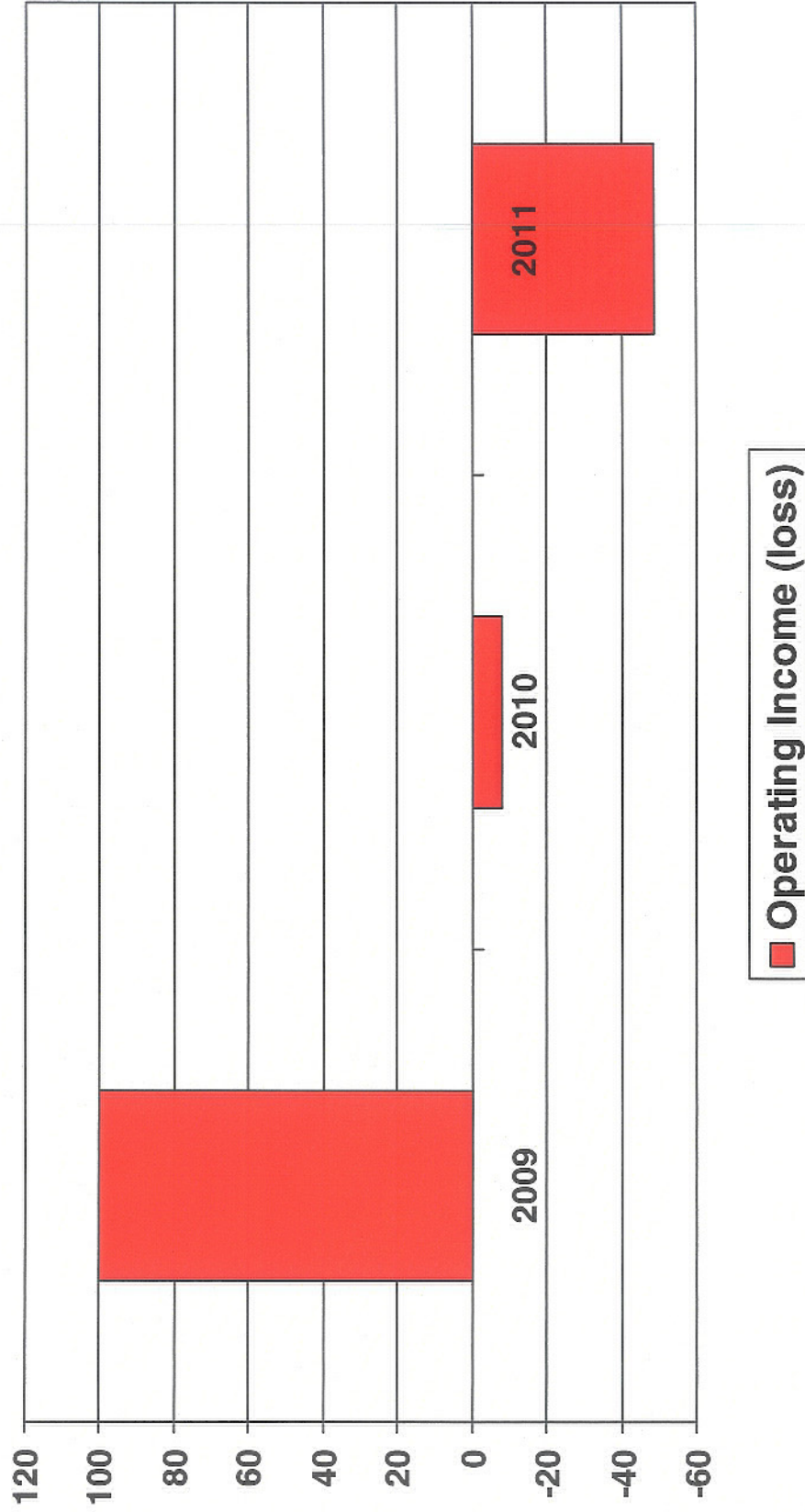
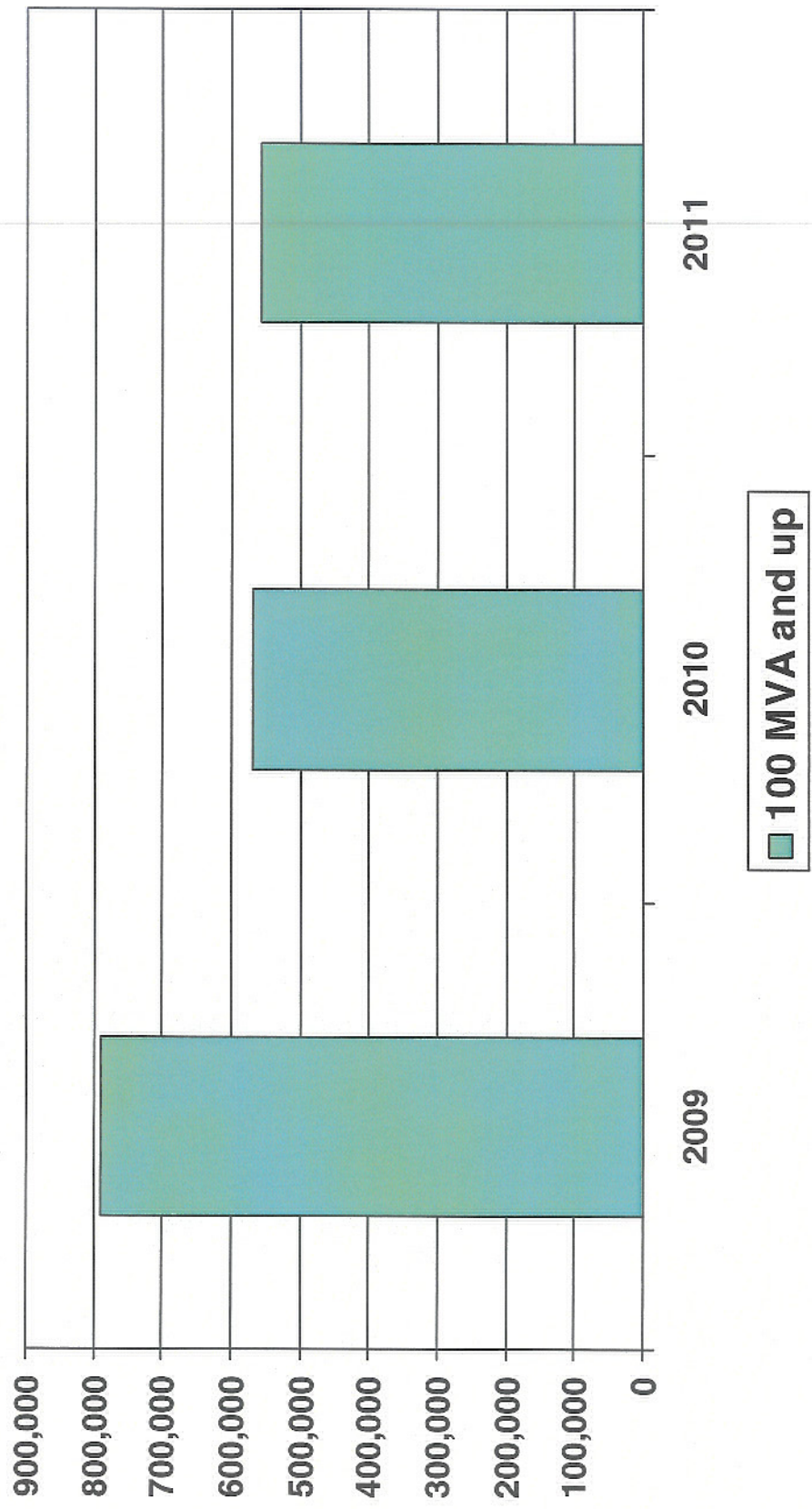


Chart 9

LPT Imports from Nonsubject Countries (in \$1,000): 2009-2011

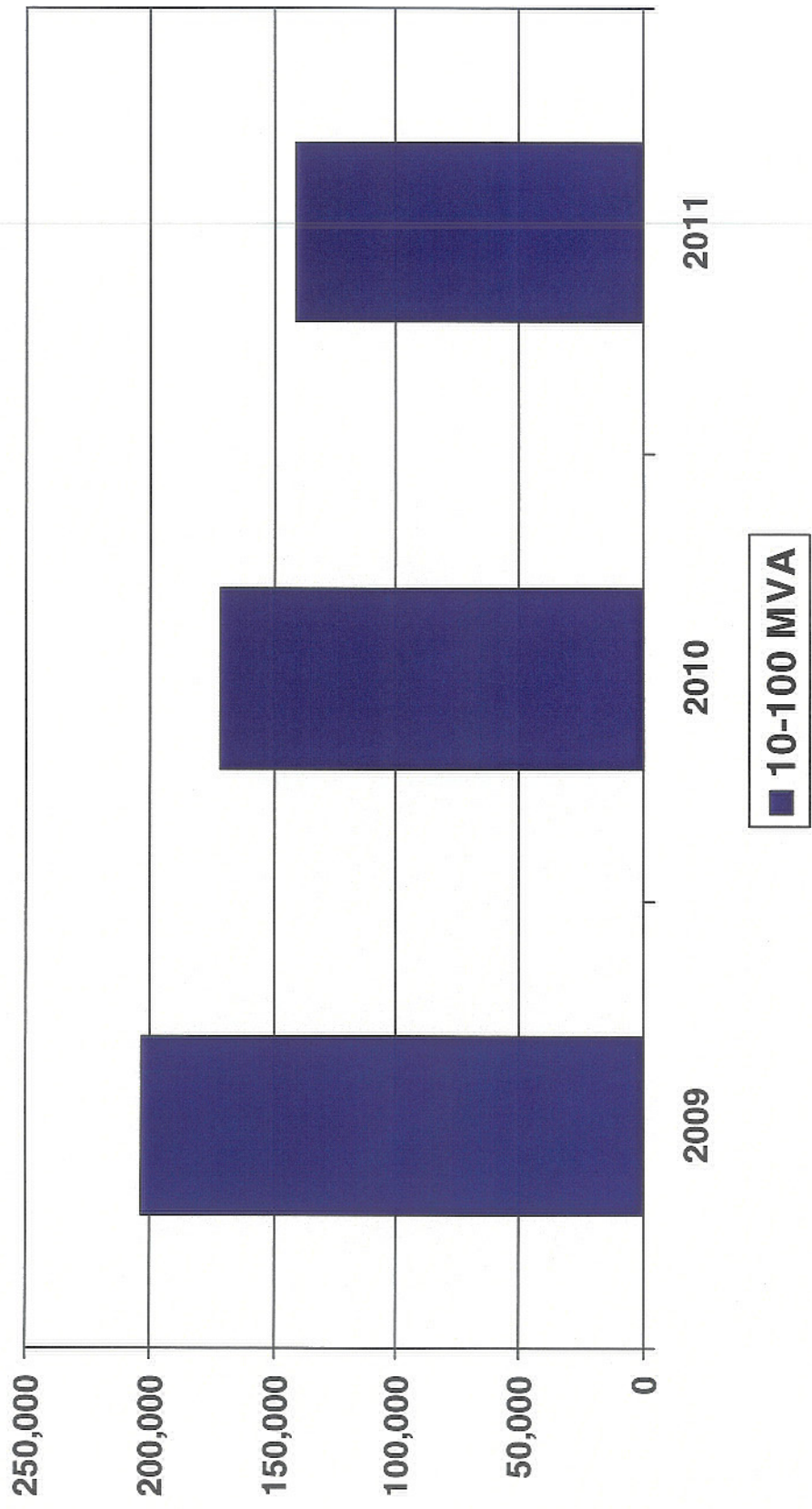


Source: Petitioners' Prehearing Brief at Exhibit 19 (Official Census Bureau Statistics).

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Chart 10

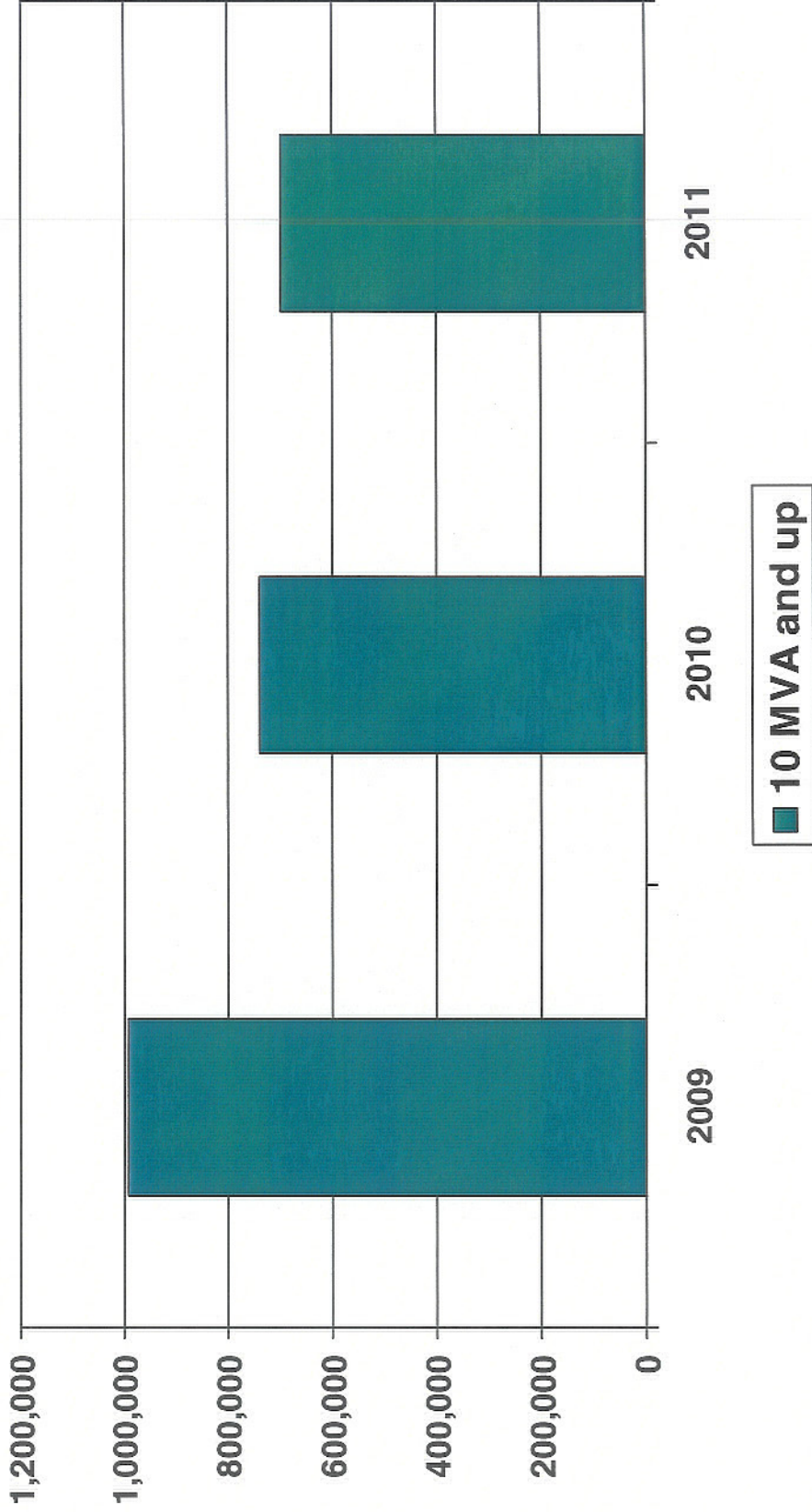
LPT Imports from Nonsubject Countries (in \$1,000): 2009-2011



Source: Petitioners' Prehearing Brief at Exhibit 19 (Official Census Bureau Statistics).
Prepared by Kelley Drye Warren and Georgetown Economic Services

Chart 11

LPT Imports from Nonsubject Countries (in \$1,000): 2009-2011



Source: Petitioners' Prehearing Brief at Exhibit 19 (Official Census Bureau Statistics).

Prepared by Kelley Dye Warren and Georgetown Economic Services