

**U.S. IMPORTERS' QUESTIONNAIRE**

**FERROVANADIUM FROM CHINA AND SOUTH AFRICA**

**This questionnaire must be received by the Commission by no later than July 25, 2008**

*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 reviews of the antidumping duty orders concerning ferrovanadium from China and South Africa (inv. Nos. 731-TA-986-987 (Review)). 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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm imported ferrovanadium (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2002?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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)

**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 these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews 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 these reviews or related proceedings for which this information is submitted, or in internal audits and investigations 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. 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. 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. 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. 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. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ferrovandium from China or South Africa into the United States or which are engaged in exporting ferrovandium from China or South Africa to the United States?

No  Yes--List the following information.

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ferrovandium from countries other than China or South Africa into the United States or which are engaged in exporting ferrovandium from countries other than China or South Africa to the United States?

No  Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ferrovandium?

No  Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on ferrovandium. 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

**PART I.--GENERAL INFORMATION--Continued**

I-8. If your firm is an importer of record of ferrovanadium 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. Please indicate whether your firm enters ferrovanadium into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No             Yes

Bonded warehouses     No             Yes

I-10. Please indicate whether your firm imports ferrovanadium under the TIB (temporary importation under bond) program.

No             Yes

I-11. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for ferrovanadium?

No             Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

\_\_\_\_\_  
\_\_\_\_\_

I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations 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. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
 Name and title

( ) \_\_\_\_\_  
 Phone number E-mail address

II-2. Has your firm experienced any change in the character of its operations or organization relating to the production of ferrovanadium since January 1, 2002?

- Plant openings
- Relocations
- Expansions
- Acquisitions
- Consolidations
- Closures
- Prolonged shutdowns<sup>1</sup>
- Revised labor agreements<sup>2</sup>
- Other (please identify) \_\_\_\_\_

<sup>1</sup> Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

<sup>2</sup> Changes in wages, benefits, work rules, or other changes in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings, or other internal documentation that address this issue.

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II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of ferrovanadium in the future?

- No
- 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.

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

**For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.**

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of ferrovandium in the future if the antidumping duty orders on ferrovandium from China and South Africa were to be revoked?

- No                       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.

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II-5. Has your firm imported or arranged for the importation of ferrovandium from China or South Africa for delivery after June 30, 2008?

- No                       Yes--Indicate when such orders are to be delivered and the quantities involved.

<b>(Quantity in 1,000 pounds of contained vanadium)</b>		
<b>Source</b>	<b>07/08 – 09/08</b>	<b>10/08 – 12/08</b>
China	_____	_____
South Africa	_____	_____
<b>All others</b>	_____	_____

II-6. If your firm also produces ferrovandium in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of ferrovandium imported from **China** by your firm during the specified periods. (See definitions in the instruction booklet.)

**China**

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)						
Item	2002	2003	2004	2005	2006	2007
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )						
<b>Imports:</b> <sup>1</sup>						
Quantity of imports						
Value of imports						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption/company transfers:</b>						
Quantity of internal consumption/transfers						
Value <sup>2</sup> of internal consumption/transfers						
<b>Export shipments:</b> <sup>3</sup>						
Quantity of export shipments						
Value of export shipments						
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )						
<b>Channels of distribution:</b>						
U.S. shipments to distributors ( <i>quantity</i> )						
U.S. shipments to end users ( <i>quantity</i> )						
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____						
<sup>2</sup> 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 2002-07 below: _____ _____						
<sup>3</sup> Identify your principal export markets: _____ _____						
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, 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 SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of ferrovandium imported from **China** by your firm during the specified periods. (See definitions in the instruction booklet.)

**China**

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)		
Item	January-June 2007	January-June 2008
<b>Beginning-of-period inventories</b> (quantity)		
<b>Imports:</b> <sup>1</sup>		
Quantity of imports		
Value of imports		
<b>U.S. shipments:</b>		
<b>Commercial shipments:</b>		
Quantity of commercial shipments		
Value of commercial shipments		
<b>Internal consumption/company transfers:</b>		
Quantity of internal consumption/transfers		
Value <sup>2</sup> of internal consumption/transfers		
<b>Export shipments:</b> <sup>3</sup>		
Quantity of export shipments		
Value of export shipments		
<b>End-of-period inventories</b> <sup>4</sup> (quantity)		
<b>Channels of distribution:</b>		
U.S. shipments to distributors (quantity)		
U.S. shipments to end users (quantity)		
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____		
<sup>2</sup> 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 January-June 2007 and January-June 2008 below: _____ _____		
<sup>3</sup> Identify your principal export markets: _____ _____		
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, 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 SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of ferrovandium imported from **South Africa** by your firm during the specified periods. (See definitions in the instruction booklet.)

**South Africa**

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)						
Item	2002	2003	2004	2005	2006	2007
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )						
<b>Imports:</b> <sup>1</sup>						
Quantity of imports						
Value of imports						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption/company transfers:</b>						
Quantity of internal consumption/transfers						
Value <sup>2</sup> of internal consumption/transfers						
<b>Export shipments:</b> <sup>3</sup>						
Quantity of export shipments						
Value of export shipments						
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )						
<b>Channels of distribution:</b>						
U.S. shipments to distributors ( <i>quantity</i> )						
U.S. shipments to end users ( <i>quantity</i> )						
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____						
<sup>2</sup> 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 2002-07 below: _____ _____						
<sup>3</sup> Identify your principal export markets: _____ _____						
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, 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 SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of ferrovandium imported from **South Africa** by your firm during the specified periods. (See definitions in the instruction booklet.)

**South Africa**

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)		
Item	January-June 2007	January-June 2008
<b>Beginning-of-period inventories</b> (quantity)		
<b>Imports:</b> <sup>1</sup>		
Quantity of imports		
Value of imports		
<b>U.S. shipments:</b>		
<b>Commercial shipments:</b>		
Quantity of commercial shipments		
Value of commercial shipments		
<b>Internal consumption/company transfers:</b>		
Quantity of internal consumption/transfers		
Value <sup>2</sup> of internal consumption/transfers		
<b>Export shipments:</b> <sup>3</sup>		
Quantity of export shipments		
Value of export shipments		
<b>End-of-period inventories</b> <sup>4</sup> (quantity)		
<b>Channels of distribution:</b>		
U.S. shipments to distributors (quantity)		
U.S. shipments to end users (quantity)		
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____		
<sup>2</sup> 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 January-June 2007 and January-June 2008 below: _____ _____		
<sup>3</sup> Identify your principal export markets: _____ _____		
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, 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-9a. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of ferrovandium imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)						
Item	2002	2003	2004	2005	2006	2007
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )						
<b>Imports:</b> <sup>1</sup>						
Quantity of imports						
Value of imports						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption/company transfers:</b>						
Quantity of internal consumption/transfers						
Value <sup>2</sup> of internal consumption/transfers						
<b>Export shipments:</b> <sup>3</sup>						
Quantity of export shipments						
Value of export shipments						
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )						
<b>Channels of distribution:</b>						
U.S. shipments to distributors ( <i>quantity</i> )						
U.S. shipments to end users ( <i>quantity</i> )						
<sup>1</sup> Please identify the foreign producers, if known: _____						
<sup>2</sup> 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 2002-07 below: _____						
<sup>3</sup> Identify your principal export markets: _____						
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, 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-9b. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of ferrovandium imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)		
Item	January-June 2007	January-June 2008
<b>Beginning-of-period inventories</b> (quantity)		
<b>Imports:</b> <sup>1</sup>		
Quantity of imports		
Value of imports		
<b>U.S. shipments:</b>		
<b>Commercial shipments:</b>		
Quantity of commercial shipments		
Value of commercial shipments		
<b>Internal consumption/company transfers:</b>		
Quantity of internal consumption/transfers		
Value <sup>2</sup> of internal consumption/transfers		
<b>Export shipments:</b> <sup>3</sup>		
Quantity of export shipments		
Value of export shipments		
<b>End-of-period inventories</b> <sup>4</sup> (quantity)		
<b>Channels of distribution:</b>		
U.S. shipments to distributors (quantity)		
U.S. shipments to end users (quantity)		
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____		
<sup>2</sup> 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 January-June 2007 and January-June 2008 below: _____ _____		
<sup>3</sup> Identify your principal export markets: _____ _____		
<sup>4</sup> <u>Reconciliation of data.</u> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, 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**

**For questions II-10 and II-11, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-10. Describe the significance of the existing antidumping duty orders covering imports of ferrovandium from China and South Africa in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-11. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of ferrovandium in the future if the antidumping duty orders on ferrovandium from China and South Africa were to be revoked?

No                       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 for any trends or projections you may provide.

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

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov)

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China and South Africa during January 2002-June 2008:

**Product 1.—Grade 40-60 percent ferrovandium, 2" by down**

**Product 2.— Grade 78-82 percent ferrovandium, 2" by down**

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

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

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

**China**

<b>(Quantity in pounds of contained ferrovandium, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2002:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

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

III-2b. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from South Africa and sold by your firm.

**South Africa**

<b>(Quantity in pounds of contained ferrovandium, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2002:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_



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

III-3. Please describe how your firm determines the prices that it charges for sales of ferrovandium (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- Transaction by transaction     Contract     Cost plus     Price list
- Other ( \_\_\_\_\_ )

III-4. Please describe your firm's discount policy.

- Quantity discounts,     Annual total volume discounts,     No discounts
- Other ( \_\_\_\_\_ )

III-5. What are your firm's typical sales terms for ferrovandium imported from China and South Africa (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of such product usually quoted. ,  f.o.b. \_\_\_\_\_, or  delivered)?

III-6. Approximately what share of your firm's sales of its ferrovandium imported from China and South Africa in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

III-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_ months
- (b) Can prices be renegotiated during the contract period?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No
- (e) Was the meet or release provision used?     Yes     No

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

III-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_ months
- (b) Can prices be renegotiated during the contract period?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No
- (e) Was the meet or release provision used?     Yes     No

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of ferrovandium?

<u>Source</u>	<u>Share of sales,</u> <u>2007</u>	<u>Lead time</u>
From inventory	_____	_____ <u>Days</u>
Produced to order	_____	_____ <u>Days</u>
<b>Total</b>	<b>100 %</b>	

- III-10. (a) What is the approximate percentage of the total delivered cost of ferrovandium that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm     or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage facility or the point of importation? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-11. What is the geographic market area in the United States served by your firm's ferrovandium? (check all that apply)

- Northeast                       Mid-Atlantic                       Midwest                       Southeast
- Southwest                       Rocky Mountains                       West Coast                       Northwest
- National                       Other (describe: \_\_\_\_\_)

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

III-12. Describe the end uses of the ferrovandium that you import from China and South Africa. For each end-use product, what percentage of the total cost is accounted for by ferrovandium?

<u>End use</u>	<u>Ferrovandium's share of total cost of this end use (percent)</u>
_____	_____
_____	_____
_____	_____

III-13. Have there been any changes in the end uses of ferrovandium since 2003?

No       Yes—Please describe.

\_\_\_\_\_

\_\_\_\_\_

III-14. Do you anticipate any changes in terms of the end uses of ferrovandium in the future?

No       Yes--Please describe and identify the time period.

\_\_\_\_\_

\_\_\_\_\_

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

III-15. (a) Can other products be substituted for ferrovandium?

No             Yes--Please list these substitute products in order of importance.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for ferrovandium?

No             Yes

III-16. Have there been any changes in the number or types of products that can be substituted for ferrovandium since 2003?

No             Yes—Please explain.

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III-17. Do you anticipate any changes in terms of the substitutability of other products for ferrovandium in the future?

No             Yes—Please describe.

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III-18. To what extent have changes in the prices of raw materials affected your firm's selling prices for ferrovandium during January 2003-June 2008? Also discuss any anticipated changes in your raw material costs in the future.

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

III-19. (a) Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced ferrovandium in the U.S. market since 2003?

- 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.

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(b) Have any changes occurred in any other factors affecting supply that affected the availability of China and South Africa -produced ferrovandium in the U.S. market since 2003?

- 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.

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III-20. (a) Do you anticipate any changes in terms of the availability of ferrovandium imported from China and South Africa in the U.S. market in the future?

- Increase                       No change                       Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.

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III-21. Has the availability of NONSUBJECT imported ferrovandium changed since 2003?

- No                       Yes--Please explain.

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

III-22. Describe how easily your firm can shift its sales of ferrovandium between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting ferrovandium between the U.S. and alternative country markets within a 12-month period.

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III-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of ferrovandium since 2003?

No             Yes--Please describe and quantify if possible.

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III-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of ferrovandium in the future?

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

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III-25. a) How has demand within the United States for ferrovandium changed since 2003?

Increased             No change             Decreased             Fluctuated

What principal factors affect changes in demand?

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

III-25. b) How has demand outside the United States for ferrovandium changed since 2003?

- Increased                     
  No change                     
  Decreased                     
  Fluctuated

What principal factors affect changes in demand?

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III-26. a) Do you anticipate any future changes in ferrovandium demand in the United States?

- No                     
  Yes--Please describe and identify the time period.

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b) Do you anticipate any future changes in ferrovandium demand in the rest of the world?

- No                     
  Yes--Please describe and identify the time period.

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III-27. Please compare market prices of ferrovandium in U.S. and non-U.S. markets, if known. Provide specific information as to year(s) and country(ies) for any price comparisons.

<b>Non U.S. market (Specify country)</b>	<b>Price comparison</b>	<b>Years</b>
	<input type="checkbox"/> US price is higher <input type="checkbox"/> US price is lower <input type="checkbox"/> Prices are the same	
	<input type="checkbox"/> US price is higher <input type="checkbox"/> US price is lower <input type="checkbox"/> Prices are the same	
	<input type="checkbox"/> US price is higher <input type="checkbox"/> US price is lower <input type="checkbox"/> Prices are the same	

III-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss ferrovandium supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and South Africa, and (3) the world as a whole. Of particular interest is such data from January 1, 2003 to the present and forecasts for the future.





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

III-31. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between ferrovandium produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

<b>Country-pair</b>	United States	China	South Africa	Other countries
United States				
China				
South Africa				

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of ferrovandium, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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