

U.S. PRODUCERS' QUESTIONNAIRE

FERROVANADIUM AND NITRIDED VANADIUM FROM RUSSIA

This questionnaire must be received by the Commission by no later than APRIL 23, 2012

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 review of the antidumping duty order concerning ferrovanadium and nitrated vanadium from Russia (Inv. No. 731-TA-702 (Third 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm: a) produced ferrovanadium and/or nitrated vanadium (as defined in the instruction booklet) for its own account; b) toll processed ferrovanadium and/or nitrated vanadium for another firm (i.e., been a "toller"); or c) contracted another firm to toll-produce ferrovanadium and/or nitrated vanadium for your firm (i.e., been a "tollee") at any time since January 1, 2006?</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>

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 proceeding 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.

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ E-mail address
	_____ Fax:	

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 50 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. **Position regarding continuation of order.**--Do you support or oppose continuation of the antidumping duty order currently in place for ferrovandium and nitrided vanadium from Russia?

Russia Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing ferrovandium and/or nitrided vanadium from Russia into the United States or that are engaged in exporting ferrovandium and/or nitrided vanadium from Russia to the United States?

No Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing ferrovandium and/or nitrided vanadium from countries other than Russia into the United States or that are engaged in exporting ferrovandium and/or nitrided vanadium from countries other than Russia to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of ferrovandium and/or nitrided vanadium?

No Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV 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 market conditions for ferrovandium and/or nitrided vanadium?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Joanna Lo (202-205-1888, joanna.lo@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 ferrovandium and/or nitrided vanadium since January 1, 2006.

- (check as many as appropriate)* *(please describe)*
- plant openings _____

 - plant closings..... _____

 - relocations _____

 - expansions..... _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (*e.g.*, technology) _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of ferrovandium and/or nitrided vanadium 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. **Include in your response a specific projection of your firm's capacity to produce ferrovandium and/or nitrided vanadium (in 1,000 pounds of contained vanadium) for 2012 and 2013.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of ferrovandium and/or nitrided vanadium in the future if the antidumping duty order on ferrovandium and nitrided vanadium from Russia 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. **Include in your response a specific projection of your firm's capacity to produce ferrovandium and/or nitrided vanadium (in 1,000 pounds of contained vanadium) for 2012 and 2013.**

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2006 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of ferrovandium and/or nitrided vanadium and/or using the same production and related workers employed to produce ferrovandium and/or nitrided vanadium?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and ferrovandium and/or nitrided vanadium (produced for your own account or toll-produced for another firm) in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

<i>Quantity (in 1,000 pounds)</i>						
Item	2006	2007	2008	2009	2010	2011
Overall production capacity						
Production of:						
Ferrovanadium						
Nitrided vanadium						
Other products: _____						
NOTE.--The quantity requested above is gross pounds and is not intended to match the quantity data requested in question II-9a.						

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. **Production shifting.**--Is your firm able to switch production between ferrovandium and/or nitrided vanadium and other products in response to a relative change in the price of ferrovandium and/or nitrided vanadium vis-a-vis the price of other products, using the same equipment and/or labor?

- No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from ferrovandium and/or nitrided vanadium.

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

II-8. **Toll production.**--At any time since January 2006, has your firm been involved in a toll agreement regarding the production of ferrovandium and/or nitrided vanadium?

- No--Go to question II-9a and provide the requested data for your operations independent of tolling.
- Yes--Please answer the following questions.

For all such agreements entered into by your firm, please indicate whether your firm was the toller (the producer of ferrovandium) or tollee (the firm that furnished the inputs to the toller).

Toller--Please name the tollee(s): _____

- (a) In question II-9a, report information for your total operations (for your own account and toll-produced) with respect to the average production capacity and employment. However, for inventories, production, and shipments, report only data related to your own account, and exclude inventories, production, and shipments related to any ferrovandium and/or nitride vanadium your firm produces on a toll basis.
- (b) In question II-9c, report information for inventories, production, and shipments related to ferrovandium and/or nitrided vanadium that your firm produces on a toll-basis. The value of shipments should be the tolling fees that your firm charges to the tollee.

Tollee--please name the toller(s): _____

- (a) Identify the raw material input that your firm provided the toller(s):

- (b) Report your firm's inventories and its quantity and value of shipments of ferrovandium or nitrided vanadium that was produced under a tolling agreement in question II-9d.

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

II-9a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of ferrovandium and/or nitrided vanadium in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)						
Item	Calendar year					
	2006	2007	2008	2009	2010	2011
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)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (M)						
U.S. shipments to end users (quantity) (N)						
Employment data:						
Average number of PRWs (number) (O)						
Hours worked by PRWs (1,000 hours) (P)						
Wages paid to PRWs (value) (Q)						
<p>¹ The production capacity (see definitions in instruction booklet) 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 (use additional pages as necessary).</p> <hr/> <p>² Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use 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:</p> <hr/> <p>³ Identify your principal export markets: _____.</p>						

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

II-9b. **Reconciliation of trade data.--**

- (a) Please note that the quantities reported in question II-9a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D + F + H = M + N$

Do these data reconcile? Yes No--Please explain _____

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2006 should equal line B of year 2007). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

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

II-9c. **Trade data on operations by TOLLER.**—If your firm performed tolling operations on behalf of another firm (produced for the tollee), report your firm's production capacity, production, shipments to or on behalf of tollee(s), inventories (held on behalf of tollee(s)), and employment related to the production of ferrovandium and/or nitrided vanadium in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)						
Item	Calendar year					
	2006	2007	2008	2009	2010	2011
Average production capacity¹ <i>(quantity)</i>						
Beginning-of-period inventories <i>(quantity)</i>						
Production <i>(quantity)</i>						
U.S. shipments of tolled material (returned to or shipped on behalf of tollee(s)):² <i>Quantity</i>						
<i>Tolling charge (value)</i>						
Export shipments of tolled material (exported to or on behalf of tollee(s)):^{2,3} <i>Quantity</i>						
<i>Tolling charge (value)</i>						
End-of-period inventories <i>(quantity)</i>						
Employment data:						
Average number of PRWs <i>(number)</i>						
Hours worked by PRWs (1,000 <i>hours)</i>						
Wages paid to PRWs <i>(value)</i>						
NOTE.--If you are unable to allocate capacity and employment-related data between operations for your own account and those on behalf of a tollee (i.e., where your firm acts as a toller), report such data in question II-9a on a total basis.						
¹ The production capacity (see definitions in instruction booklet) 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 (use additional pages as necessary).						
² Identify your tollee: _____						
³ Identify your principal export markets: _____						

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

II-9d. **Trade data on operations by TOLLEE.**—Report your firm's shipments, inventories, and channels of distribution related to the ferrovandium and/or nitrided vanadium produced (tolled from raw material inputs you supplied) on your behalf in the United States during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)						
Item	Calendar year					
	2006	2007	2008	2009	2010	2011
Beginning-of-period inventories (quantity)						
U.S. shipments:						
Commercial shipments:						
quantity						
value						
Internal consumption:¹						
quantity						
value						
Transfers to related firms:¹						
quantity						
value						
Export shipments:²						
quantity						
value						
End-of-period inventories (quantity)						
Channels of distribution:						
U.S. shipments to distributors (quantity)						
U.S. shipments to end users (quantity)						
¹ Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use 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: 						
² Identify your principal export markets: _____						

II-9e. **Total production of ferrovandium and/or nitrided vanadium.**--Indicate the share of your total production in 2011 of ferrovandium and/or nitrided vanadium, both as toller for another firm and for your own account, accounted for by each of the following items:

Item	Share (percent)
Grade 40-60 percent ferrovandium	%
Grade 75-85 percent ferrovandium	%
Nitrided vanadium	%
Other vanadium-containing product (specify):	%
Total	100%

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

II-10. **Transfers to related firms.**--If you reported transfers to related firms in question II-9, 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-11. **Purchases.**--Other than direct imports, has your firm otherwise purchased ferrovandium and/or nitrided vanadium since January 1, 2006? (See definitions in the instruction booklet.)

No Yes--Reasons for purchases: _____

Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)						
Item	Calendar year					
	2006	2007	2008	2009	2010	2011
PURCHASES FROM U.S. IMPORTERS² OF FERROVANADIUM AND/OR NITRIDED VANADIUM FROM--						
Russia:						
Quantity						
Value						
All other countries:						
Quantity						
Value						
PURCHASES FROM DOMESTIC PRODUCERS:²						
Quantity						
Value						
PURCHASES FROM OTHER SOURCES:²						
Quantity						
Value						
¹ Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>						

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

II-12. **FTZ.**--Does your firm produce ferrovandium and/or nitrided vanadium in a foreign trade zone (FTZ)?

- No Yes--Identify FTZ(s): _____.

II-13. **Direct imports.**--Since January 1, 2006, has your firm imported ferrovandium and/or nitrided vanadium?

- No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-14. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of ferrovandium and nitrided vanadium from Russia in terms of its effect on your firm's production capacity, production, 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 and after the imposition of the order.

II-15. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of ferrovandium and/or nitrided vanadium in the future if the antidumping duty order on ferrovandium and nitrided vanadium from Russia 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.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Charles Yost (202-205-3432, Charles.yost@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 financial accounting system.

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

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

- 2. Does your firm prepare profit/loss statements for ferrovandium or nitrided vanadium:
 Yes No
- 3. How often does your firm (or parent company) prepare financial statements? 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
(specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes ferrovandium and/or nitrided vanadium, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced ferrovandium and/or nitrided vanadium, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
Ferrovandium _____	_____ %
Nitrided vanadium _____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %

III-6. Does your company receive **inputs** (raw materials, labor, energy, or any other services) used in the production of ferrovandium and/or nitrided vanadium from any related company? NOTE: THIS IS OUTSIDE OF ANY TOLLING AGREEMENT.

Yes—Continue to question III-7 below No—Continue to question III-10 below

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of ferrovandium and/or nitrided vanadium that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact **Charles Yost (202-205-3432, Charles.yost@usitc.gov)**.

PART III.--FINANCIAL INFORMATION--Continued

III-9. Nonrecurring charges.-- For each annual period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10; i.e., if an aggregate nonrecurring item has been allocated to table III-10, only the allocated value amount included in table III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported ferrovandium and/or nitrided vanadium financial results in table III-10. Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's ferrovandium operations. PLEASE REPORT ON A CALENDAR-YEAR BASIS.

Item	Calendar years--					
	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
Non-recurring charges: (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-10a and 10b.)						
1.						
2.						
3.						
4.						
5.						
6.						
7.						

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Operations on ferrovandium and/or nitrided vanadium.**--Report the revenue and related cost information requested below on the non-tolling related operations of your U.S. establishment(s).¹ Do not report resales of purchased products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data ON A CALENDAR-YEAR BASIS in chronological order from left to right.

NOTE: Data reported in III-10 should correspond to the data your firm reported in question II-9a.

Quantity (1,000 pounds of contained vanadium) and value (in \$1,000)						
Item	2006	2007	2008	2009	2010	2011
Net sales quantities: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, General, and administrative Expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-9: Year 1 ____ Year 2 ____ Year 3 ____ Year 4 ____ Year 5 ____ Year 6 ____. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.						

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Operations on ferrovandium and/or nitrided vandium BY TOLLER.**--Report the revenue and related cost information requested below on your operations toll-producing ferrovandium and/or nitrided vandium in your U.S. establishment(s).¹ Provide data ON A CALENDAR-YEAR BASIS in chronological order from left to right.

NOTE: Data reported in III-11 should correspond to the data your firm reported in question II-9c.

Quantity (1,000 pounds of contained vandium) and value (in \$1,000)						
Item	2006	2007	2008	2009	2010	2011
Tolling operations:²						
Net quantity tolled						
Net tolling revenue						
Net packaging revenue						
Total Revenue from Tolling Operations						
Cost of tolling services:						
Raw materials not supplied by tollee						
Direct labor						
Other factory costs						
Total cost of tolling services						
Gross profit or (loss)						
Selling, general, and administrative expenses						
Operating income (loss)						

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Operations on ferrovandium and/or nitrided vanadium by TOLLEE.**--Report the revenue and related cost information requested below on your firm's sales of ferrovandium and/or nitrided vanadium toll-produced from raw materials your firm supplied for your firm in the United States by an unrelated toller.¹ Provide data ON A CALENDAR-YEAR BASIS in chronological order from left to right.

NOTE: Data reported in III-12 should correspond to the data your firm reported in question II-9d.

Quantity (1,000 pounds of contained vanadium) and value (in \$1,000)						
Item	2006	2007	2008	2009	2010	2011
Net sales quantities:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS):³						
Raw materials supplied to toller						
Other costs						
Toll conversion fee						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative expenses						
Operating income (loss)						
¹ Include only sales (whether domestic or export) and costs related to subject product toll-produced in the United States. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ COGS should include costs associated with internal consumption and transfers to related firms.						

PART III.--FINANCIAL INFORMATION--Continued

III-13. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of ferrovandium and/or nitrided vanadium. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data ON A CALENDAR-YEAR BASIS as of the end of the year in chronological order from left to right.

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	2006	2007	2008	2009	2010	2011
Assets associated with the production, warehousing, and sale of ferrovandium:						
1. Total current assets:						
2. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
3. Total other non-current (describe: _____)						
5. Total assets (lines 1.E., 2.C., 3 and 4)						

III-14. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on ferrovandium and/or nitrided vanadium. Provide data ON A CALENDAR-YEAR BASIS in chronological order from left to right.

Value (in \$1,000)						
Item	2006	2007	2008	2009	2010	2011
Capital expenditures						
Research and development expenses						

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).

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-1. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2006 of the following products either (1) produced and sold by your firm, or (2) sold by your firm as a tollee.

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

Product 2.—Grade 75-85 percent ferrovandium, 2" by down

Product 3.—Nitrided vanadium, 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-1. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s.**

(Quantity in pounds of contained vanadium, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						

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 U.S. point of shipment.

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

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

Product 1: _____

Product 2: _____

Product 3: _____

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

IV-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of ferrovandium and/or nitrided vanadium (*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
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-3. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Pricing terms for ferrovandium and/or nitrided vanadium.**--

(a) What are your firm's typical sales terms for its U.S.-produced ferrovandium and/or nitrided vanadium?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of domestic ferrovandium and/or nitrided vanadium usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced ferrovandium and/or nitrided vanadium in 2011 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

IV-6. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for ferrovandium and/or nitrided vanadium (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-7. **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 U.S.-produced ferrovandium and/or nitrided vanadium?

Source	Share of 2011 sales	Lead time (days)
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

IV-8. **Shipping information.**--

(a) What is the approximate percentage of the total delivered cost of ferrovandium and/or nitrided vanadium that is accounted for by U.S. inland transportation costs? _____ %

(b) Who generally arranges the transportation to your customers' locations?
 your firm purchaser (*check one*)

(c) Indicate the approximate percentage of your sales of ferrovandium and/or nitrided vanadium that are delivered the following distances from your production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

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

IV-9. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's ferrovandium and/or nitrided vanadium? (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, and VI, among others.	<input type="checkbox"/>

IV-10. **End uses.**--List the end uses of the ferrovandium and/or nitrided vanadium that you manufacture. For each end-use product, what percentage of the total cost is accounted for by ferrovandium and/or nitrided vanadium and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	ferrovandium and/or nitrided vanadium (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

IV-11. **Changes in end uses.**--Have there been any changes in the end uses of ferrovandium and/or nitrided vanadium since 2006? Do you anticipate any future changes?

Changes in end uses			Explain
	No	Yes	
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-12. **Substitutes.--**

(a) Can ferrovandium be substituted for nitrided vanadium in all end uses?

No—Please explain Yes

(b) Can other products be substituted for ferrovandium and/or nitrided vanadium?

No Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for ferrovandium and/or nitrided vanadium?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Changes in substitutes.--** Have there been any changes in the number or types of products that can be substituted for ferrovandium and/or nitrided vanadium since 2006? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-14. Raw materials.—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for ferrovandium and/or nitrided vanadium since 2006?

(b) Do you anticipate changes in your raw material costs in the foreseeable future?

No Yes—Please explain.

IV-15. Changes in factors affecting supply.--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 and/or nitrided vanadium in the U.S. market since 2006?

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.

IV-16. Availability of supply (U.S.-produced).--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced ferrovandium and/or nitrided vanadium in the U.S. market in the future?

Increase No change Decrease

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

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

IV-17. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT ferrovandium and/or nitrided vanadium (*i.e.*, ferrovandium and/or nitrided vanadium imported from countries other than Russia) changed since 2006?

No Yes--Please explain.

IV-18. **Export constraints.**--Describe how easily your firm can shift its sales of ferrovandium and/or nitrided vanadium 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 and/or nitrided vanadium between the U.S. and alternative country markets within a 12-month period.

IV-19. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of ferrovandium and/or nitrided vanadium since 2006? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-20. **Demand trends.--** Indicate how demand within the United States and outside of the United States (if known) for ferrovandium and/or nitrided vanadium has changed since January 1, 2006, and why (factors). In addition, indicate how you anticipate demand within the United States and outside of the United States (if known) for ferrovandium and/or nitrided vanadium will change in the future, and why (factors).

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2006					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-21. **Conditions of competition.--**

(a) Is the ferrovandium and/or nitrided vanadium 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 ferrovandium and/or nitrided vanadium changed since 2006?

No Yes--Please explain any such changes.

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

IV-22. **Price comparisons.**--Please compare market prices of ferrovandium and/or nitrided vanadium in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-23. **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 ferrovandium and/or nitrided vanadium supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Russia, and (3) the world as a whole. Of particular interest is such data from 2006 to the present and forecasts for the future.

IV-24. **Barriers to trade.**--Are your exports of ferrovandium and/or nitrided vanadium subject to any tariff or non-tariff barriers to trade in other countries?

No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2006, or that are expected to occur in the future.

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

IV-25. **Interchangeability.**--Is ferrovandium and/or nitrided vanadium produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	Russia	Other countries
United States		
Russia	X	
For any country-pair producing ferrovandium and/or nitrided vanadium that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/>		

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

IV-26. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between ferrovandium and/or nitrided vanadium produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	Russia	Other countries
United States		
Russia	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of ferrovandium and/or nitrided vanadium, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/>		