

**U.S. IMPORTERS' 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 imported ferrovanadium and/or nitrated vanadium (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2006?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
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**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury 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 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.*

_____ 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_hours \_\_\_\_\_dollars

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

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

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

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

No       Yes--List the following information.

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



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

I-8. **Consignees.**--If your firm is an importer of record of ferrovandium and/or nitrided vanadium 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. **FTZs or bonded warehouse.**--Please indicate whether your firm enters ferrovandium and/or nitrided vanadium into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones       No       Yes

Bonded warehouses       No       Yes

I-10. **TIB.**--Please indicate whether your firm imports ferrovandium and/or nitrided vanadium under the TIB (temporary importation under bond) program.

No       Yes

I-11. **Business plan.**--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 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.

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I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

No       Yes--Please specify.

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**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 importation of ferrovandium and/or nitrided vanadium since January 1, 2006.

- (check as many as appropriate)*                      *(please describe)*
- office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_
  - office/warehouse 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 importation of ferrovandium and/or nitrided vandium 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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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 importation of ferrovandium and/or nitrided vandium in the future if the antidumping duty order on ferrovandium and nitrided vandium 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.

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II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of ferrovandium and/or nitrided vandium from Russia for delivery after March 31, 2012?

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

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II-6. **Reasons for importing if producer.**--If your firm also produces ferrovandium and/or nitrided vandium 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 Russia.**--Does your firm import ferrovandium and/or nitrided vanadium from Russia?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of ferrovandium and/or nitrided vanadium imported from Russia by your firm during the specified periods. (See definitions in the instruction booklet.)

## RUSSIA

<i>Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)</i>						
Item	Calendar year					
	2006	2007	2008	2009	2010	2011
<b>Beginning-of-period inventories</b> <i>(quantity)</i> (A)						
<b>Imports:</b>						
<i>Quantity</i> (B)						
<i>Value</i> (C)						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> (D)						
<i>Value</i> (E)						
<b>Internal consumption/     company transfers:</b>						
<i>Quantity</i> (F)						
<i>Value</i> <sup>1</sup> (G)						
<b>Export shipments:</b> <sup>2</sup>						
<i>Quantity</i> (H)						
<i>Value</i> (I)						
<b>End-of-period inventories</b> <i>(quantity)</i> (J)						
<b>Channels of distribution:</b>						
U.S. shipments to distributors <i>(quantity)</i> (K)						
U.S. shipments to end users <i>(quantity)</i> (L)						
<sup>1</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 each period identified above:						
<sup>2</sup> Identify your principal export markets: _____						

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

II-7b. **Imports from ALL OTHER SOURCES.**--Does your firm import ferrovandium and/or nitrided vanadium from countries other than Russia?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of ferrovandium and/or nitrided vanadium imported from countries **other than Russia** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

<i>Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)</i>						
Item	Calendar year					
	2006	2007	2008	2009	2010	2011
<b>Beginning-of-period inventories</b> <i>(quantity)</i> (A)						
<b>Imports:</b>						
<i>Quantity</i> (B)						
<i>Value</i> (C)						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> (D)						
<i>Value</i> (E)						
<b>Internal consumption/     company transfers:</b>						
<i>Quantity</i> (F)						
<i>Value</i> <sup>1</sup> (G)						
<b>Export shipments:</b> <sup>2</sup>						
<i>Quantity</i> (H)						
<i>Value</i> (I)						
<b>End-of-period inventories</b> <i>(quantity)</i> (J)						
<b>Channels of distribution:</b>						
U.S. shipments to distributors <i>(quantity)</i> (K)						
U.S. shipments to end users <i>(quantity)</i> (L)						
<sup>1</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 each of the periods noted above:						
<sup>2</sup> Identify your principal export markets: _____						

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

**II-8. Reconciliation of import data.--**

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile?  Yes  No--(Please explain: \_\_\_\_\_)

$D + F = K + L$

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 J of year 2006 should equal line A of year 2007). Do these data reconcile for each adjacent calendar year?

Yes.  No--Please explain.

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- II-9. Indicate the share of your total imports in 2011 of ferrovandium and/or nitrided vanadium from all countries 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. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of ferrovanadium and nitrided vanadium from Russia 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. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of ferrovanadium andr nitrided vanadium in the future if the antidumping duty order on ferrovanadium 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.

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**PART III.--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 III.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

III-1. This question requests quarterly price and quantity 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 you imported from Russia:

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

III-1. **Price data (Russia).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Russia and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s.**

## Russia

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

<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. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_

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

III-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"/>	

III-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"/>	

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

(a) What are your firm's typical sales terms for its imported 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 imported 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"/>	

III-5. **Contract versus spot.**--Approximately what share of your firm's sales of ferrovandium and/or nitrided vanadium imported from Russia 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>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>

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

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

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

III-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 ferrovandium and/or nitrided vanadium imported from Russia?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

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

**III-8. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of ferrovandium and/or nitrided vandium imported from Russia that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 your firm     purchaser    (*check one*)
- (c) When you sell ferrovandium and/or nitrided vandium imported from Russia, from where is it shipped?  
 point of importation                       storage facility     (*check one*)
- (d) Indicate the approximate percentage of your sales of ferrovandium and/or nitrided vandium imported from Russia that are delivered the following distances from your U.S. point of shipment.

<b>Distance from your U.S. point of shipment</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100 %</b>

- III-9. **Geographical shipments.--** What is the geographic market area in the United States served by your firm's shipments of ferrovandium and/or nitrided vandium imported from any source? (check all that apply)

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

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

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

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

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

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

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

III-12. **Substitutes.**—

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

No—Please explain                       Yes

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(b) Can other products be substituted for ferrovanadium 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 ferrovanadium 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"/>	

III-13. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for ferrovanadium 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"/>	

III-14. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for ferrovanadium and/or nitrided vanadium since 2006? Also discuss any anticipated changes in your raw material costs.

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

III-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 provide details.

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III-16. **Availability of "subject" import supply.**--

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

- Increase             No change             Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

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III-17. **Availability of "nonsubject" import supply.**--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.

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III-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.

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

III-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?

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

III-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).

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

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

**III-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.

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- (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.

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

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- III-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.

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

III-24. **Interchangeability by country-pair.**--Is ferrovandium and/or nitrided vandium 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 vandium 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/> <hr/>		

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

III-25. **Differences other than price by country-pair.**--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:		
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