

FOREIGN PRODUCERS'/EXPORTERS' 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 ferrovandium 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.

<p>Name of firm _____</p> <p>Address _____</p> <p>_____</p> <p>World Wide Web address _____</p> <p>Has your firm produced or exported ferrovandium and/or nitrated vanadium (as defined in the instruction booklet) 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.

_____ <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 30 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. **U.S. importers.**--Please provide the names, contacts, e-mail addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm's ferrovandium and/or nitrided vanadium in 2011.

No.	Importer's name	Contact person	E-mail address	Area code and telephone number	Share of your 2011 exports (%)
1					
2					
3					
4					
5					

PART I.--GENERAL INFORMATION--Continued

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce ferrovandium and/or nitrided vanadium in the United States or other countries?

- No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Joanna Lo at joanna.lo@usitc.gov for copies of that questionnaire).

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import ferrovandium and/or nitrided vanadium into the United States?

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Joanna Lo at joanna.lo@usitc.gov for copies of that questionnaire).

I-6. **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 future 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 III.--MARKET FACTORS

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 III.--MARKET FACTORS--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 III.--MARKET FACTORS--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?

- 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 in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

Quantity (in 1,000 pounds)						
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-14.						

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 III.--MARKET FACTORS--Continued

II-8. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of ferrovandium and/or nitrided vanadium?
 _____ Percent

II-9. **Inventories in the United States.**--Has your firm, since 2006, maintained any inventories of ferrovandium and/or nitrided vanadium in the United States (not including inventories held by firms identified in question I-3)?

No Yes--Report the quantity of such end-of-period inventories below.

Quantity (in 1,000 pounds of contained vanadium)						
Item	2006	2007	2008	2009	2010	2011
Inventory						

II-10. **Barriers.**--

(a) Are your firm's exports of ferrovandium and/or nitrided vanadium subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of ferrovandium and/or nitrided vanadium subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No Yes--List the products(s), country(ies), and type of proceeding.

Product	Country	Type of proceeding
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART III.--MARKET FACTORS--Continued

II-11. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of ferrovandium and/or nitrided vanadium since 2006. Please identify and discuss below.

II-12. **Significance of antidumping duty 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, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-13. **Anticipated changes if order revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories 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.--MARKET FACTORS--Continued

II-14. **Trade data (Russia).**-- Report production capacity, production, shipments, and inventories of ferrovandium and/or nitrided vanadium produced by your firm in Russia during the specified periods. (See definitions in the instruction booklet.)

Russia

Quantity (in 1,000 pounds of contained vanadium) and Value (in 1,000 dollars)						
Item	Calendar year					
	2006	2007	2008	2009	2010	2011
Average production capacity ¹ (A)						
Beginning-of-period inventories (B)						
Production ² (C)						
Home market shipments:						
Internal consumption/transfers quantity (D)						
Commercial shipments quantity (E)						
value (F)						
Export shipments:						
to the United States: ³ quantity (G)						
value (H)						
to the European Union: ⁴ quantity (I)						
value (J)						
to Asia: ⁵ quantity (K)						
value (L)						
to all other markets: ⁶ quantity (M)						
value (N)						
Total exports (quantity) (O)						
Total shipments (quantity) (P)						
End-of-period inventories (Q)						

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.

² Please estimate the percentage of total production of ferrovandium and/or nitrided vanadium in Russia accounted for by your firm's production in 2011: _____ percent

³ Please estimate the percentage of total exports to the United States of ferrovandium and/or nitrided vanadium in Russia accounted for by your firm's exports in 2011: _____ percent

⁴ Identify your principal *European Union* export markets: _____.

⁵ Identify your principal *Asian* export markets: _____.

⁶ Identify your principal *other* export markets: _____.

PART III.--MARKET FACTORS--Continued

II-15. Reconciliation of trade data.—

- (a) The quantities reported in question II-14 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - E - G - I - K - M = Q$ Do these data reconcile? Yes No--Please explain: _____

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

Yes. No--Please explain:

- II-16. **Total production of ferrovandium and/or nitrided vanadium.**--Indicate the share of your total production in 2011 of ferrovandium and/or nitrided vanadium 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 III.--MARKET FACTORS--Continued

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, John.Benedetto@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. **Contract versus spot.**--Approximately what share of your firm's sales of ferrovandium and/or nitrided vanadium to U.S. customers 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 %

III-3. Please fill out the table with respect to provisions of your typical sales contracts with U.S. customers 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)	<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"/>

PART III.--MARKET FACTORS--Continued

III-4. **Lead times.**--What is the average lead time for ferrovandium and/or nitrided vanadium to U.S. customers between a customer's order and the date of delivery for your firm's sales of ferrovandium and/or nitrided vanadium?

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

III-5. **Raw materials.**--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? Also discuss any anticipated changes in your raw material costs.

III-6. **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 Russian-produced ferrovandium and/or nitrided vanadium in the U.S. market since 2006?

No Yes-- Please describe.

PART III.--MARKET FACTORS--Continued

III-7. Availability of SUBJECT import supply.--

(a) Do you anticipate any changes in terms of the availability of Russian-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 identify the changes, including the time period and the impact of such changes on shipment volumes and prices.

III-8. Product shifting.--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 (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) 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.

III-9. Product range.--Is the product range, product mix, or marketing of ferrovandium and/or nitrided vanadium in your home market different from that of ferrovandium and/or nitrided vanadium for export to the United States or to third-country markets?

No Yes—Please explain.

PART III.--MARKET FACTORS--Continued

III-12. **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"/>	

III-13. **Interchangeability.**--Is the ferrovandium and/or nitrided vanadium produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's ferrovandium and/or nitrided vanadium sold to the United States and/or to third-country markets?

Yes No--Identify the market(s) and any differences in the products.

III-14. **End uses.**--Describe the end uses of the ferrovandium and/or nitrided vanadium that you manufacture and sell to your home market. If these end uses differ from those of the ferrovandium and/or nitrided vanadium you sell to the U.S. market or to third-country markets, explain.

III-15. **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	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--MARKET FACTORS--Continued

III-16. **Demand trends.**-- Indicate how demand for ferrovandium and/or nitrided vanadium in the following markets has changed since January 1, 2006, and why (factors). In addition, indicate how you anticipate demand for ferrovandium and/or nitrided vanadium in these markets will change in the future, and why (factors).

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2006					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Price differences.**--Please compare market prices of ferrovandium and/or nitrided vanadium in your home market, the United States, and third-country markets.

III-18. **Description of home market.**--Describe briefly your home market for ferrovandium and/or nitrided vanadium, including the number of, and competition between, producers.

PART III.--MARKET FACTORS--Continued

III-19. **Import competition.**--Do you face competition from imports of ferrovandium and/or nitrided vanadium in your home market?

- No Yes--Please identify the country sources of any imports of ferrovandium and/or nitrided vanadium into your home market.

III-20. **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.