

**U.S. PRODUCERS' QUESTIONNAIRE**  
**FERROVANADIUM FROM CHINA AND SOUTH AFRICA**

This questionnaire must be received by the Commission by no later than **September 19, 2014**

*See 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 orders concerning ferrovanadium from China and South Africa (Inv. Nos. 731-TA-986-987 (Second 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 firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p><b>Has your firm: a) produced ferrovanadium (as defined in the instruction booklet) for its own account; b) toll processed ferrovanadium for another firm (i.e., been a "toller"); or c) contracted another firm to toll-produce ferrovanadium for your firm (i.e., been a "tollee") at any time since January 1, 2008?</b></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> <p><b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> (use the following PIN: <b>FeV</b>)</b></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 proceedings or reviews 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:	_____ Email 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 firm's 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.

Establishments Covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: <hr/>			

I-3. **Position regarding continuation of orders.**--Does your firm support or oppose continuation of the antidumping duty orders currently in place for ferrovandium from the following countries?

Country	Support	Oppose	Take no position
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
South Africa	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**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.

<b>Firm name</b>	<b>Address</b>	<b>Extent of ownership (percent)</b>

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

No             Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

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

No             Yes--List the following information.

<b>Firm name and country</b>	<b>Address</b>	<b>Affiliation</b>

**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?

No             Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

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?

<b>No</b>	<b>Yes</b>	<b>If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

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

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409, [angela.newell@usitc.gov](mailto:angela.newell@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 since January 1, 2008.

<i>(check as many as appropriate)</i>		<i>(please describe and indicate the relevant dates, duration, result)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant closings	
<input type="checkbox"/>	relocations	
<input type="checkbox"/>	expansions	
<input type="checkbox"/>	acquisitions	
<input type="checkbox"/>	consolidations	
<input type="checkbox"/>	prolonged shutdowns or production curtailments	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	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 firm's operations or organization (as noted above) relating to the production of ferrovandium 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 (in 1,000 pounds contained vanadium) for 2014 and 2015.**

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

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

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce ferrovandium (in 1,000 pounds contained vanadium) for 2014 and 2015.**

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

II-5a. **Production and capacity.**-- Please report your firm's production of ferrovandium, production of products made on the same equipment and machinery used to produce ferrovandium, and the combined production capacity on this shared equipment and machinery in the periods indicated.

<i>(Quantity in 1,000 pounds)</i>								
Item	2008	2009	2010	2011	2012	2013	January-June	
							2013	2014
<b>Overall production capacity</b>								
<b>Production of:</b>								
Ferrovandium								
Other products <sup>2</sup>								
<sup>1</sup> Ferrovandium production (gross production) will not equal production data reported in II-8 (contained vanadium).								
<sup>2</sup> Please identify: _____								

II-5b. **Operating parameters.**--The production capacity (see definitions in instruction booklet) reported in II-3a is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year.

II-5c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-5a, and explain any changes in reported capacity.

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II-5d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

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II-6. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between ferrovandium and other products using the same equipment and/or labor?

No                       Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products: \_\_\_\_\_

(ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

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

II-7. **Toll production.**—At any time since January 2008, has your firm been involved in a toll agreement regarding the production of ferrovandium?

No—Go to question II-8a 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).

(a)  Toller—Please name the tollee(s): \_\_\_\_\_

(i) In question II-8a, report information for your total ferrovandium 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 ferrovandium your firm produces on a toll basis.

(ii) In question II-8c, report information for inventories, production, and shipments related to ferrovandium that your firm produces on a toll-basis. The value of shipments should be the tolling fees that your firm charges to the tollee. If you are able to allocate capacity and employment data based on tolling operations, please also report these allocate data in question II-8c.

(b)  Tollee—Please name the toller(s): \_\_\_\_\_

(i) Identify the raw material input that your firm provided the toller(s):  
\_\_\_\_\_

(ii) Report your firm's inventories and its quantity and value of shipments of ferrovandium that was produced under a tolling agreement in question II-8d.



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

II-8a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of ferrovandium in your firm's U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds of contained vanadium) and value (in \$1,000)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Average production capacity<sup>1</sup></b> (quantity) (A)								
<b>Beginning-of-period inventories</b> (quantity) (B)								
<b>Production</b> (quantity) (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
quantity (D)								
value (E)								
<b>Internal consumption:<sup>2</sup></b>								
quantity (F)								
value (G)								
<b>Transfers to related firms:<sup>2</sup></b>								
quantity (H)								
value (I)								
<b>Export shipments:<sup>3</sup></b>								
quantity (J)								
value (K)								
<b>End-of-period inventories</b> (quantity) (L)								
<b>Channels of distribution:</b>								
U.S. commercial shipments to distributors (quantity) (M)								
U.S. commercial shipments to end users (quantity) (N)								
<b>Employment data:</b>								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								
<p><sup>1</sup> 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><sup>2</sup> Internal consumption and transfers to related firms should be valued at fair market value. In the event that your firm uses 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><sup>3</sup> Identify your firm's principal export markets: _____.</p>								

II-8b. **Reconciliation of trade data.**—

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

*Note.—The table below contains automatic calculations that will appear when you have entered data in the MS Word form fields in table II-8a on the previous page.*

<b>RECONCILIATION OF CHANNEL DATA</b>								
<i>Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantities reported for total U.S. shipments (i.e., lines D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-8a needs to be revised prior to submission to the Commission.</i>								
Reconciliation item	Calendar years						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Reconciliation should = 0 (if not revise)	0	0	0	0	0	0	0	0

<b>RECONCILIATION OF SHIPMENT, INVENTORY AND PRODUCTION DATA</b>								
<i>Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for the differences (e.g., theft, loss, damage, record systems issues, etc.).</i>								
Reconciliation item	Calendar years						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Reconciliation should = 0 (if not, either revise data or explain the reason for the discrepancy below)	0	0	0	0	0	0	0	0
<i>Explanation for reconciliation not holding:</i>								
_____.								

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 2008 should equal line B of year 2009). Do these data reconcile for each adjacent calendar year?

Yes                       No--Please explain.

\_\_\_\_\_

\_\_\_\_\_

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

II-8c. **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 (see NOTE), production, shipments to or on behalf of tollee(s), and employment (see NOTE) related to the production of ferrovandium in your firm's U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds of contained vanadium) and value (in \$1,000)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Average production capacity<sup>1</sup></b> <i>(quantity)</i>								
<b>Production</b> <i>(quantity)</i>								
<b>U.S. shipments of tolled material (shipped to or on behalf of tollee(s)):<sup>2</sup></b> <i>Quantity</i>								
<i>Tolling charge (value)</i>								
<b>Export shipments of tolled material (exported to or on behalf of tollee(s)):<sup>2,3</sup></b> <i>Quantity</i>								
<i>Tolling charge (value)</i>								
<b>Employment data:</b>								
Average number of PRWs <i>(number)</i>								
Hours worked by PRWs <i>(1,000 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-8a on a total basis.								
<sup>1</sup> 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). <hr/>								
<sup>2</sup> Identify your tollee: _____ <sup>3</sup> Identify your principal export markets: _____								

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

II-8d. **Trade data on operation by TOLLEE.**— Report your firm's shipments, inventories, and channels of distribution related to the ferrovandium 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) and value (in \$1,000)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Beginning-of-period inventories</b> (quantity)								
<b>Ferrovandium available for sale</b> (quantity) <sup>1</sup>								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
quantity								
value								
<b>Internal consumption:</b> <sup>2</sup>								
quantity								
value								
<b>Transfers to related firms:</b> <sup>2</sup>								
quantity								
value								
<b>Export shipments:</b> <sup>3</sup>								
quantity								
value								
<b>End-of-period inventories</b> (quantity)								
<b>Channels of distribution:</b>								
U.S. commercial shipments to distributors (quantity)								
U.S. commercial shipments to end users (quantity)								
<p><sup>1</sup> Ferrovandium returned to tollee by toller.</p> <p><sup>2</sup> Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use different basis for valuing these transactions, please specify that basis (e.g., cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p> <p>_____</p> <p>_____</p>								
<p><sup>3</sup> Identify your principal export markets: _____.</p>								

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

II-8e. **Total production of ferrovanadium.**—Indicate the share of total production of ferrovanadium in your firm’s U.S. establishment(s) in 2013, including ferrovanadium your firm toll-produced for another firm, accounted for by grade 40-60% ferrovanadium (i.e., ferrovanadium containing between 40 and 60 percent vanadium) and by grade 75-85% ferrovanadium (i.e., ferrovanadium containing between 75 and 85 percent contained vanadium):

Item	Share (percent)
Grade 40-60 percent ferrovanadium	%
Grade 75-85 percent ferrovanadium	%
Other grade of ferrovanadium (specify):	%
Total	100%

II-9. **Transfers to related firms.**--If your firm reported transfers to related firms in question II-8, 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.

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

II-10. **Purchases.**--Other than direct imports, has your firm otherwise purchased ferrovandium since January 1, 2008? (See definitions in the instruction booklet.)

- No                       Yes-- Please indicate the reasons for your firm's purchases (if your firms' reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: \_\_\_\_\_

Quantity (in 1,000 pounds contained vanadium) and value (in \$1,000)								
Item	2008	2009	2010	2011	2012	2013	January-June	
							2013	2014
PURCHASES FROM U.S. IMPORTERS <sup>1</sup> OF FERROVANADIUM FROM.— China: <i>quantity</i>								
South Africa: <i>quantity</i>								
All other countries: <i>quantity</i>								
PURCHASES FROM DOMESTIC PRODUCERS: <sup>2</sup> <i>quantity</i>								
PURCHASES FROM OTHER SOURCES: <i>quantity</i>								
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier. _____ _____								
<sup>2</sup> Please list the name of the domestic producer(s) from which your firm purchased this product. _____ _____								

II-11. **FTZ.**--Does your firm produce ferrovandium in a foreign trade zone (FTZ)?

- No                       Yes--Identify FTZ(s): \_\_\_\_\_.

II-12. **Direct imports.**--Since January 1, 2008, has your firm imported ferrovandium?

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

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

**For questions II-13 and II-14, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-13. **Effect of order.**--Describe the significance of the existing antidumping duty orders covering imports of ferrovandium from China and/or South Africa 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.

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II-14. **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 in the future if the antidumping duty orders on ferrovandium from China and/or South Africa were to be revoked?

No             Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

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

II-15. **Other explanations**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, [charles.yost@usitc.gov](mailto: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 firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
If your firm's fiscal year changed during the data-collection period, 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:  
\_\_\_\_\_

2. Does your firm prepare profit/loss statements for ferrovandium:  
 Yes       No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? 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 basis of accounting (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, 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 firm's cost accounting system (e.g., standard cost, job order cost, etc.).  
\_\_\_\_\_  
\_\_\_\_\_

III-4. **Allocation basis.**--Briefly describe your firm's 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 the products your firm produces in the facilities in which it produces ferrovandium, and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year.

<b>Products</b>	<b>Share of sales</b>
<b>Ferrovandium</b>	%
	%
	%
	%
	%
	100 %

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

Yes--Continue to question III-7.       No--Continue to question III-9.

III-7. **Inputs from related parties.**--In the space provided below, identify the inputs used in the production of the subject product that your firm purchases from related parties. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related party; e.g., the related party's actual cost, cost plus, negotiated transfer price to approximate fair market value.

<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
<u>Input valuation</u>	_____	_____
_____		

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. **Inputs from related parties at cost.**--All intercompany profit or loss on inputs purchased from related firms, as well as intra-division profit or loss, should be eliminated from the costs reported to the Commission in question III-10; i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit or loss 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--Please briefly describe how you eliminated intercompany/intra-division profit or (loss) on inputs purchased/received from related firms/or intra-division units within the same company to arrive at the actual costs incurred by the related firms/intra-division units.

\_\_\_\_\_

No--If an inter-company/intra-division profit or (loss) adjustment was applicable, please explain why this adjustment was not made. \_\_\_\_\_

III-9a. **Nonrecurring items (charges and gains) included in reported in ferrovandium financial results.**--For each annual and interim 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 financial results in table III-10. PLEASE REPORT ON A CALENDAR-YEAR BASIS in chronological order from left to right and for the specified interim periods.

	Calendar years						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included.	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in table III-10.							
	Value <i>in \$1,000</i>							
1. _____, classified								
2. _____, classified								
3. _____, classified								
4. _____, classified								

III-9b. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in table III-9a above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., III-9a information designates where these items are reported in table III-10.

\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-10. Operations on ferrovandium.--Report the revenue and related cost information requested below on the non-tolling related operations of your firm's U.S. establishment(s).<sup>1</sup> 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.<sup>2</sup> Provide data ON A CALENDAR-YEAR BASIS in chronological order from left to right and for the specified interim periods.

**NOTE: Data reported in III-10 should correspond to the data your firm reported in question II-8a.**

Quantity (in 1,000 pounds of contained vanadium) and value (in \$1,000)						
Item	Calendar years					
	2008	2009	2010	2011	2012	2013
<b>Net sales quantities:</b> <sup>2</sup>						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities	0	0	0	0	0	0
<b>Net sales values:</b> <sup>2</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values	0	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3,4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS	0	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses	0	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0	0
<b>Other expenses and income:</b>						
Interest expense						
All other expense items						
All other income items						
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0	0
<b>Depreciation/amortization included above</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, rebates, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.

<sup>4</sup> COGS should include costs associated with CS (domestic and export), IC, and Transfers.

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**

**III-10. Operations on ferrovandium.--Continued**

<b>Quantity (in 1,000 pounds of contained vanadium) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-June 2013</b>	<b>January-June 2014</b>
<b>Net sales quantities:<sup>2</sup></b>		
Commercial sales ("CS")		
Internal consumption ("IC")		
Transfers to related firms ("Transfers")		
Total net sales quantities	0	0
<b>Net sales values:<sup>2</sup></b>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values	0	0
<b>Cost of goods sold (COGS):<sup>3 4</sup></b>		
Raw materials		
Direct labor		
Other factory costs		
Total COGS	0	0
<b>Gross profit or (loss)</b>	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses	0	0
<b>Operating income (loss)</b>	0	0
<b>Other expenses and income:</b>		
Interest expense		
All other expense items		
All other income items		
<b>Net income or (loss) before income taxes</b>	0	0
<b>Depreciation/amortization included above</b>		
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> 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. <sup>3</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8. <sup>4</sup> COGS should include costs associated with CS (domestic and export), IC, and Transfers.		

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**

III-10(b). **Financial data reconciliation.**--The calculable line items from question III-10 (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

- Yes     No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

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**PART III.--FINANCIAL INFORMATION--Continued**

III-11. Operations on ferrovanadium by TOLLER.--Report the revenue and related cost information requested below on your operations toll-producing ferrovanadium your U.S. establishment(s).<sup>1</sup> Provide data ON A CALENDAR-YEAR BASIS in chronological order from left to right and for the specified interim periods.

**NOTE: Data reported in III-11 should correspond to the data your firm reported in question II-8c.**

Quantity (in 1,000 pounds of contained vanadium) and value (in \$1,000)						
Item	Calendar years					
	2008	2009	2010	2011	2012	2013
<b>Tolling operations:<sup>2</sup></b>						
Net quantity tolled						
Net tolling revenue						
Net packaging revenue						
Total revenue from tolling operations	0	0	0	0	0	0
<b>Cost of tolling services:</b>						
Raw materials not supplied by tollee						
Direct labor						
Other factory costs						
Total cost of tolling services	0	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
<b>Operating income (loss)</b>	0	0	0	0	0	0

<sup>1</sup> Include only data on tolling operations performed in the United States.

<sup>2</sup> The quantities and values should approximate the corresponding shipment quantities and values reported in question II-8c of this questionnaire.

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. Operations on ferrovandium by TOLLER—Continued

<b>Quantity (in 1,000 pounds of contained vanadium) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-June 2013</b>	<b>January-June 2014</b>
<b>Tolling operations:<sup>2</sup></b>		
Net quantity tolled		
Net tolling revenue		
Net packaging revenue		
Total revenue from tolling operations	0	0
<b>Cost of tolling services:</b>		
Raw materials not supplied by tollee		
Direct labor		
Other factory costs		
Total cost of tolling services	0	0
<b>Gross profit or (loss)</b>	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
<b>Operating income (loss)</b>	0	0
<sup>1</sup> Include only data on tolling operations performed in the United States. <sup>2</sup> The quantities and values should approximate the corresponding shipment quantities and values reported in question II-8c of this questionnaire.		

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*



**PART III.--FINANCIAL INFORMATION--Continued**

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

**NOTE: Data reported in III-12 should correspond to the data your firm reported in question II-8d.**

Quantity (in 1,000 pounds of contained vanadium) and value (in \$1,000)						
Item	Calendar years					
	2008	2009	2010	2011	2012	2013
<b>Net sales quantities:</b> <sup>2</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities	0	0	0	0	0	0
<b>Net sales values:</b> <sup>2</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values	0	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3 4</sup>						
Raw materials supplied to toller						
Other costs						
Toll conversion fee						
Total COGS	0	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
<b>Operating income (loss)</b>	0	0	0	0	0	0
<sup>1</sup> Include only sales (whether <u>domestic or export</u> ) and costs related to subject product toll-produced in the United States. <sup>2</sup> Less discounts, rebates, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>3</sup> Please <u>eliminate any profits or (losses) on inputs from related firms</u> pursuant to question III-8. <sup>4</sup> COGS should include costs associated with commercial sales (including exports), internal consumption, and transfers to related firms.						

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**III-12. Operations on ferrovandium by TOLLEE—Continued

<b>Quantity (in 1,000 pounds of contained vanadium) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-June 2013</b>	<b>January-June 2014</b>
<b>Net sales quantities:</b> <sup>2</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities	0	0
<b>Net sales values:</b> <sup>2</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values	0	0
<b>Cost of goods sold (COGS):</b> <sup>3 4</sup>		
Raw materials supplied to toller		
Other costs		
Toll conversion fee		
Total COGS	0	0
<b>Gross profit or (loss)</b>	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
<b>Operating income (loss)</b>	0	0
<sup>1</sup> Include only sales (whether <u>domestic or export</u> ) and costs related to your <u>U.S. manufacturing operations</u> . <sup>2</sup> 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. <sup>3</sup> Please <u>eliminate any profits or (losses) on inputs from related firms</u> pursuant to question III-8. <sup>4</sup> COGS should include costs associated with commercial sales (including exports), internal consumption, and transfers to related firms.		

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**

III-13. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of ferrovandium. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for ferrovandium in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data ON A CALENDAR-YEAR BASIS.

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets (i.e., short-term assets, long-term assets, and fixed 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	Calendar years					
	2008	2009	2010	2011	2012	2013
Total assets (net) Producer <sup>1</sup>						
Toller <sup>2</sup>						
Tollee <sup>3</sup>						

<sup>1</sup> Producers' total assets corresponding to the operational data reported in question III-10.  
<sup>2</sup> Toller's total assets corresponding to the toller's operational data reported in question III-11.  
<sup>3</sup> Tollee's total assets corresponding to the tollee's operational data reported in question III-12.

III-14. **Capital expenditures and research and development (R&D) expenses.**--Report your firm's capital expenditures and research and development expenses on ferrovandium. Provide data ON A CALENDAR-YEAR BASIS in chronological order from left to right and for the specified interim periods.

Value (in \$1,000)								
Item	Calendar years						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Capital expenditures Producer <sup>1</sup>								
Toller <sup>2</sup>								
Tollee <sup>3</sup>								
R&D expenses Producer <sup>1</sup>								
Toller <sup>2</sup>								
Tollee <sup>3</sup>								

<sup>1</sup> Producers' capital expenditures and R&D expenses corresponding to the operational data reported in question III-10.  
<sup>2</sup> Toller's capital expenditures and R&D expenses corresponding to the tolling operational data reported in question III-11.  
<sup>3</sup> Tollee's capital expenditures and R&D expenses corresponding to the tollee's operational data reported in question III-12.

**PART III.--FINANCIAL INFORMATION--Continued**

III-15. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-10, 11, and 12 are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in questions III-10, III-11, and III-12 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 (producer) reconcile with data in question II-8a?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

Do these data in question III-11 (toller) reconcile with data in question II-8c?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

Do these data in question III-12 (tollee) reconcile with data in question II-8d?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Other explanations**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

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

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226, [craig.thomsen@usitc.gov](mailto:craig.thomsen@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 for your firm's commercial shipments to unrelated U.S. customers since 2008 of the following products produced, or contracted another firm in the United States to toll-produce for your firm, and sold by your firm.

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

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

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

During January 2008-June 2014, did your firm produce, or contract another firm in the United States to toll-produce for your firm, and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-2.

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

IV-1. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced in the United States by your firm or, if your firm is a tollee, produced in the United States on behalf of your firm and subsequently sold by your firm.

**Report data in actual pounds of contained ferrovandium and actual dollars (not 1,000s).**

Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<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				
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				

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

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

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

IV-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of U.S.-produced ferrovandium (*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 for its U.S.-produced ferrovandium (*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.**--

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

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

(b) On what basis are your firm's prices of U.S.-produced ferrovandium 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 in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

	Type of sale				
	Long-term contracts (multiple deliveries for more than 12 months)	One year contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries less than 12 months)	Spot sales (for a single delivery)	Total
Share of your 2013 sales	%	%	%	%	=100%

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

IV-6. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for U.S.-produced ferrovandium (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	One year contracts	Long-term contracts
Average contract duration	<i>Number of days</i>			
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-7. **Lead times.**--What is the typical lead time between a customer's order and the date of delivery for your firm's sales of your firm's U.S.-produced ferrovandium?

Source	Share of 2013 sales	Lead time (days)
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	100 %	

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

(a) What is the approximate percentage of the total delivered cost of U.S.-produced ferrovandium that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %

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

(c) Indicate the approximate percentage of your firm's sales of U.S.-produced ferrovandium that are delivered the following distances from your firm's production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	<b>100 %</b>



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

IV-9. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced ferrovandium since January 1, 2008 (check all that apply)?

Geographic area	√ if applicable
<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"/>

IV-10. **End uses.**--List the end uses of the ferrovandium that your firm manufactures or that your firm contracts with another firm in the United States to toll-produce for your firm. For each end-use product, what percentage of the total cost is accounted for by ferrovandium and other inputs?

End use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Ferrovandium	Other inputs	
	%	%	100 %
	%	%	100 %
	%	%	100 %

IV-11. **Changes in end uses.**--Have there been any changes in the end uses of ferrovandium since January 1, 2008? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-12. **Substitutes.**-- Can other products be substituted for ferrovandium?

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?		
			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 since January 1, 2008? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Raw materials.**-- Indicate how ferrovandium raw materials prices have changed since January 1, 2008, and how you expect they will change in the future.

Raw materials prices	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for ferrovandium.
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-15. **Availability of supply.**--Has the availability of ferrovandium in the U.S. market changed since January 1, 2008? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	If "no," please explain the reasons for the lack of changes. If "yes," please explain how and why, noting the countries and reasons for the changes or the reasons for the lack of changes.
<b>Changes since 2008:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

IV-16. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of ferrovandium since January 1, 2008? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-17. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for ferrovandium has changed since January 1, 2008, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Demand since 2008</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 IV.--PRICING AND MARKET FACTORS--Continued**

**IV-18. Conditions of competition.--**

(a) Is the ferrovandium market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to ferrovandium?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question IV-19.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for ferrovandium since January 1, 2008?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-19. Price comparisons.--**Please compare market prices of ferrovandium in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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**IV-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 supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and South Africa, and (3) the world as a whole. Of particular interest is such data from 2008 to the present and forecasts for the future.

**IV-21. Barriers to trade.--**Are your firm's exports of ferrovandium subject to any tariff or non-tariff barriers to trade in other countries?

<b>No</b>	<b>Yes</b>	<b>If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2008, or that are expected to occur in the future.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

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

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

IV-23. **Interchangeability.**--Is ferrovandium 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	China	South Africa	Other countries
<b>United States</b>			
<b>China</b>	X		
<b>South Africa</b>	X	X	
For any country-pair producing ferrovandium that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:			

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

IV-24. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between ferrovandium produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate 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	China	South Africa	Other countries
<b>United States</b>			
<b>China</b>	X		
<b>South Africa</b>	X	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, identify the country-pair and report the advantages or disadvantages imparted by such factors:			

IV-25. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below.