

U.S. IMPORTERS' 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>Has your firm imported ferrovanadium (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2008?</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> <p>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: FeV)</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 investigations 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 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: | _____ 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 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.

| Firm name | Address | Extent of ownership (percent) |
|-----------|---------|-------------------------------|
| | | |
| | | |
| | | |

PART I.--GENERAL INFORMATION--Continued

I-4. **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.

| Firm name | Address | Extent of ownership (percent) |
|------------------|----------------|--------------------------------------|
| | | |
| | | |
| | | |

I-5. **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.

| Firm name | Address | Extent of ownership (percent) |
|------------------|----------------|--------------------------------------|
| | | |
| | | |
| | | |

I-6. **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.

| Firm name | Address | Extent of ownership (percent) |
|------------------|----------------|--------------------------------------|
| | | |
| | | |
| | | |

PART I.--GENERAL INFORMATION--Continued

I-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on ferrovandium. More than one answer may be applicable.

- Importer of record
 Takes title to the imported product(s)
 Consignee of the imported product(s)
 Customs broker or freight forwarder

I-8. **Consignees.**--If your firm is an importer of record of ferrovandium but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

| Firm name | Address | Extent of ownership (percent) |
|-----------|---------|----------------------------------|
| | | |
| | | |
| | | |

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

| | No | Yes |
|----------------------------|--------------------------|--------------------------|
| Foreign trade zones | <input type="checkbox"/> | <input type="checkbox"/> |
| Bonded warehouses | <input type="checkbox"/> | <input type="checkbox"/> |

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

- No
 Yes

PART I.--GENERAL INFORMATION--Continued

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?

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

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.

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). **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 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"/> | Office/warehouse openings | |
| <input type="checkbox"/> | Office/warehouse 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 operations or organization (as noted above) relating to the importation of ferrovandium in the future?

| | | |
|--------------------------|--------------------------|--|
| No | Yes | If 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. |
| <input type="checkbox"/> | <input type="checkbox"/> | |

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 its operations or organization (as noted above) relating to the importation of ferrovandium in the future if the antidumping duty orders on ferrovandium from China and South Africa were to be revoked?

| | | |
|--------------------------|--------------------------|--|
| No | Yes | If 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. |
| <input type="checkbox"/> | <input type="checkbox"/> | |

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of ferrovandium for delivery after June 30, 2014?

No Yes--Fill out the table below.

| Quantity (in 1,000 pounds of contained vanadium) | | | | |
|---|----------------------|---------------------|---------------------|---------------------|
| Period/Source | Jul-Sept 2014 | Oct-Dec 2014 | Jan-Mar 2015 | Apr-Jun 2015 |
| China | | | | |
| South Africa | | | | |
| Other sources:¹ | | | | |
| ¹ Identify your other sources: | | | | |

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

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

II-7a. **Imports from China.**--Does your firm import ferrovanadium from China?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of ferrovanadium imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

| Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000) | | | | | | | | |
|--|---------------|------|------|------|------|------|--------------|------|
| Item | Calendar year | | | | | | January-June | |
| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2013 | 2014 |
| Beginning-of-period inventories (quantity) (A) | | | | | | | | |
| Imports: | | | | | | | | |
| Quantity (B) | | | | | | | | |
| Value (C) | | | | | | | | |
| U.S. shipments: | | | | | | | | |
| Commercial shipments: | | | | | | | | |
| Quantity (D) | | | | | | | | |
| Value (E) | | | | | | | | |
| Internal consumption/ company transfers: | | | | | | | | |
| Quantity (F) | | | | | | | | |
| Value ¹ (G) | | | | | | | | |
| Export shipments:² | | | | | | | | |
| Quantity (H) | | | | | | | | |
| Value (I) | | | | | | | | |
| End-of-period inventories (quantity) (J) | | | | | | | | |
| Channels of distribution: | | | | | | | | |
| U.S. commercial shipments to distributors (quantity) (K) | | | | | | | | |
| U.S. commercial shipments to end users (quantity) (L) | | | | | | | | |

¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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:

² Identify your firm's principal export markets: _____

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

II-7a. **Trade data.**—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-7a on the previous page.

| RECONCILIATION OF CHANNEL DATA -- CHINA | | | | | | | | |
|--|----------------|------|------|------|------|------|--------------|------|
| <i>Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantities reported for total U.S. shipments (i.e., lines D and F) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-7a 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 |

| RECONCILIATION OF SHIPMENT, INVENTORY AND PRODUCTION DATA-- CHINA | | | | | | | | |
|---|----------------|------|------|------|------|------|--------------|------|
| <i>Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). 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 J of year 2008 should equal line A of year 2009). Do these data reconcile for each adjacent calendar year?

Yes No--Please explain.

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

II-7b. **Imports from South Africa.**--Does your firm import ferrovanadium from South Africa?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of ferrovanadium imported from South Africa by your firm during the specified periods. (See definitions in the instruction booklet.)

SOUTH AFRICA

| Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000) | | | | | | | | |
|---|---------------|------|------|------|------|------|--------------|------|
| Item | Calendar year | | | | | | January-June | |
| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2013 | 2014 |
| Beginning-of-period inventories (quantity) (A) | | | | | | | | |
| Imports: | | | | | | | | |
| Quantity (B) | | | | | | | | |
| Value (C) | | | | | | | | |
| U.S. shipments: | | | | | | | | |
| Commercial shipments: | | | | | | | | |
| Quantity (D) | | | | | | | | |
| Value (E) | | | | | | | | |
| Internal consumption/ company transfers: | | | | | | | | |
| Quantity (F) | | | | | | | | |
| Value ¹ (G) | | | | | | | | |
| Export shipments:² | | | | | | | | |
| Quantity (H) | | | | | | | | |
| Value (I) | | | | | | | | |
| End-of-period inventories (quantity) (J) | | | | | | | | |
| Channels of distribution: | | | | | | | | |
| U.S. commercial shipments to distributors (quantity) (K) | | | | | | | | |
| U.S. commercial shipments to end users (quantity) (L) | | | | | | | | |
| ¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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: | | | | | | | | |
| ² Identify your firm's principal export markets: _____ | | | | | | | | |

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

II-7b. **Trade data.**—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-7b on the previous page.

| RECONCILIATION OF CHANNEL DATA – SOUTH AFRICA | | | | | | | | |
|--|----------------|------|------|------|------|------|--------------|------|
| <i>Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantities reported for total U.S. shipments (i.e., lines D and F) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-7b 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 |

| RECONCILIATION OF SHIPMENT, INVENTORY AND PRODUCTION DATA—SOUTH AFRICA | | | | | | | | |
|---|----------------|------|------|------|------|------|--------------|------|
| <i>Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). 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 J of year 2008 should equal line A of year 2009). Do these data reconcile for each adjacent calendar year?

Yes No--Please explain.

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

II-7c. **Imports from ALL OTHER SOURCES.**--Does your firm import ferrovandium from countries other than China and South Africa?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of ferrovandium imported from countries other than China and South Africa by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

| Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000) | | | | | | | | |
|--|---------------|------|------|------|------|------|--------------|------|
| Item | Calendar year | | | | | | January-June | |
| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2013 | 2014 |
| Beginning-of-period inventories (quantity) (A) | | | | | | | | |
| Imports: | | | | | | | | |
| Quantity (B) | | | | | | | | |
| Value (C) | | | | | | | | |
| U.S. shipments: | | | | | | | | |
| Commercial shipments: | | | | | | | | |
| Quantity (D) | | | | | | | | |
| Value (E) | | | | | | | | |
| Internal consumption/ company transfers: | | | | | | | | |
| Quantity (F) | | | | | | | | |
| Value ¹ (G) | | | | | | | | |
| Export shipments: ² | | | | | | | | |
| Quantity (H) | | | | | | | | |
| Value (I) | | | | | | | | |
| End-of-period inventories (quantity) (J) | | | | | | | | |
| Channels of distribution: | | | | | | | | |
| U.S. commercial shipments to distributors (quantity) (K) | | | | | | | | |
| U.S. commercial shipments to end users (quantity) (L) | | | | | | | | |
| ¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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: | | | | | | | | |
| ² Identify your firm's principal export markets: _____ | | | | | | | | |

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

II-7c. **Trade data.**—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-7c on the previous page.

| RECONCILIATION OF CHANNEL DATA – ALL OTHER SOURCES COMBINED | | | | | | | | |
|--|----------------|------|------|------|------|------|--------------|------|
| <i>Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantities reported for total U.S. shipments (i.e., lines D and F) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-7c 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 |

| RECONCILIATION OF SHIPMENT, INVENTORY AND PRODUCTION DATA— ALL OTHER SOURCES COMBINED | | | | | | | | |
|---|----------------|------|------|------|------|------|--------------|------|
| <i>Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). 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 J of year 2008 should equal line A of year 2009). Do these data reconcile for each adjacent calendar year?

Yes No--Please explain.

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

For questions II-8 and II-9, if your firm's response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-8. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of ferrovandium from China and South Africa in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

| |
|--|
| |
|--|

II-9. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of ferrovandium in the future if the antidumping duty orders on ferrovandium from China and South Africa were to be revoked?

| No | Yes | If 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 your firm may provide. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

PART III.--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)

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 quantity and value data for your firm's commercial shipments to unrelated U.S. customers since 2008 of the following products your firm imported from China and South Africa:

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 import from China and/or South Africa 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"/> | Yes. --Please complete the following pricing data tables as appropriate. |
| <input type="checkbox"/> | No. --Skip to question III-2. |

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

III-1a. **Price data (China).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

CHINA

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

| Period of shipment | Product 1 | | Product 2 | |
|--------------------|-----------|-------|-----------|-------|
| | Quantity | Value | Quantity | Value |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2010: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2011: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2012: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2013: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2014: | | | | |
| January-March | | | | |
| April-June | | | | |

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

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

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

III-1b. **Price data (South Africa).**--Report below the quarterly price data¹ for pricing products² imported from South Africa and sold by your firm.

SOUTH AFRICA

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

| Period of shipment | Product 1 | | Product 2 | |
|--------------------|-----------|-------|-----------|-------|
| | Quantity | Value | Quantity | Value |
| 2008: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2009: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2010: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2011: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2012: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2013: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2014: | | | | |
| January-March | | | | |
| April-June | | | | |

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.
² Pricing product definitions are provided on the first page of Part III.

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 (*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.**--

(a) What are your firm's typical sales terms for its imported 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 imported ferrovandium 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 its imported ferrovandium from China and/or South Africa 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 III.--PRICING AND MARKET FACTORS--Continued

III-6. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for ferrovandium from China and/or South Africa (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"/> |

III-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 ferrovandium imported from China and/or South Africa?

| Source | Share of 2013 sales | Lead time (days) |
|---------------------------------------|---------------------|------------------|
| From your firm's U.S. inventory | % | |
| From foreign manufacturers' inventory | % | |
| Produced to order | % | |
| Total (should sum to 100.0%) | 100 % | |

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

III-8. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of ferrovandium imported from China and/or South Africa 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) When your firm sells ferrovandium imported from China and/or South Africa, from where is it shipped?
 point of importation storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of ferrovandium imported from China and/or South Africa that are delivered the following distances from your firm's U.S. point of shipment.

| Distance from your firm's U.S. point of shipment | Share |
|---|--------------|
| Within 100 miles | % |
| 101 to 1,000 miles | % |
| Over 1,000 miles | % |
| Total (should sum to 100.0%) | 100 % |

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

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

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

III-10. **End uses.**--List the end uses of the ferrovandium that your firm imports from China and/or South Africa. 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 % |

III-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"/> | |

III-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"/> | |

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

III-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"/> | |

III-14. **Raw materials.**-- If you have direct knowledge of the pricing of raw materials used to produce ferrovandium, indicate how ferrovandium raw materials prices have changed since January 1, 2008, and how you expect they will change in the future. If you do not have direct knowledge, skip to question III-15.

| 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, and your basis of knowledge about these prices. |
|-----------------------------|--------------------------|--------------------------|--------------------------|--------------------------------------|--|
| 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"/> | |

III-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. |
|--|--------------------------|--------------------------|--|
| Changes since 2008: | | | |
| 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"/> | |
| Anticipated changes: | | | |
| 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"/> | |

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

III-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"/> | |

III-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 |
|----------------------------------|--------------------------|--------------------------|--------------------------|--------------------------------------|--------------------------------|
| Demand since 2008 | | | | | |
| Within the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Outside the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Anticipated future demand | | | | | |
| Within the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Outside the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

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

III-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?

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

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

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

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

| |
|--|
| |
|--|

III-20. International transportation.--

(a) Who typically arranges international transportation costs for your firm's imports?

| Exporter | Importer |
|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |

(b) If your firm typically arranges international transportation:

| For 2013, report or estimate the average cost to ship typical volumes of ferrovandium from the listed country to the United States | Dollars per 1,000 pounds of contained vanadium |
|---|---|
| China | |
| South Africa | |

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

III-21. **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 ferrovanadium 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.

III-22. **Interchangeability.**--Is ferrovanadium 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 |
|--|-------|--------------|-----------------|
| United States | | | |
| China | X | | |
| South Africa | X | X | |
| For any country-pair producing ferrovanadium 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 III.--PRICING AND MARKET FACTORS--Continued

III-23. **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 |
|--|-------|--------------|-----------------|
| United States | | | |
| China | | | |
| South Africa | | | |
| 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: | | | |

III-24. **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.