

FOREIGN PRODUCERS'/EXPORTERS' 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 ferrovandium 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.

Name of firm _____
Address _____
Website _____
Has your firm produced or exported ferrovandium (as defined in the instruction booklet) at any time since January 1, 2008?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)
Data reported in this questionnaire relate to (Check one):
<input type="checkbox"/> China <input type="checkbox"/> South Africa
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)

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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>Email address</i>
	_____ <i>Fax:</i>	

PART I.--GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

Hours	Dollars

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

I-3. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm's ferrovandium in 2013.

No.	Importer's name	Contact person	Email address	Area code and telephone number	Share of your firm's 2013 U.S. exports (%)
1					
2					
3					
4					
5					

PART I.--GENERAL INFORMATION--Continued

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

- No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Angela Newell for copies of that questionnaire).

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

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Angela Newell for copies of that questionnaire).

I-6. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for ferrovandium?

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

PART III.--MARKET FACTORS

Further information on this part of the questionnaire can be obtained from 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 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 III.--MARKET FACTORS--Continued

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the production of ferrovanadium 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 ferrovanadium (in 1,000 pounds of contained vanadium) for 2014 and 2015.**

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 production of ferrovanadium in the future if the antidumping duty orders on ferrovanadium 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 ferrovanadium (in 1,000 pounds of contained vanadium) for 2014 and 2015.**

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

Quantity (in 1,000 pounds)								
Item	2008	2009	2010	2011	2012	2013	January-June	
							2013	2014
Overall production capacity								
Production of:								
Ferrovanadium ¹								
Other products ²								

¹ Ferrovanadium production (gross production) will not equal production data reported in II-15 (contained vanadium).
² Please identify: _____

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

PART III.--MARKET FACTORS--Continued

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.

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

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.

II-7. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of ferrovandium? _____ percent

II-8. **Share of total production.**--Please estimate what percentage of total production of ferrovandium in China or South Africa is accounted for by your firm's total production of ferrovandium in 2013.

(a) Your firm accounted for _____ percent of 2013 total production of ferrovandium in China.

(b) Your firm accounted for _____ percent of 2013 total production of ferrovandium in South Africa.

PART III.--MARKET FACTORS--Continued

II-9. **Share of total exports**--Please estimate what percentage of total exports to the United States of ferrovandium from China or South Africa is accounted for by your firm's total exports of ferrovandium in 2013.

- (a) Your firm accounted for ____ percent of total 2013 exports of ferrovandium from China to the United States.
- (b) Your firm accounted for ____ percent of total 2013 exports of ferrovandium from South Africa to the United States.

II-10. **Inventories in the United States**--Has your firm, since 2008, maintained any inventories in the United States of ferrovandium produced in China or South Africa (not including inventories held by firms identified in question I-3)?

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

Quantity (in 1,000 pounds of contained vanadium)						
Item	2008	2009	2010	2011	2012	2013
Inventory						

PART III.--MARKET FACTORS--Continued

II-11. Barriers.--

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

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

Ferrovanadium	Country	Year imposed	Barrier (if tariff, give rate)

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

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

Ferrovanadium	Country	Type of proceeding

II-12. Other export markets.--Identify export markets (other than the United States) that your firm has developed or where it has increased its sales of ferrovandium since 2008. Please identify and discuss below.

PART III.--MARKET FACTORS--Continued

II-13. **Significance of antidumping duty 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 production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-14. **Anticipated changes if orders revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of ferrovandium 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 for any trends or projections you may provide.

PART III.--MARKET FACTORS--Continued

II-15 **Trade data.**-- Report production capacity, production, shipments, and inventories of ferrovandium produced by your firm during the specified periods. (See definitions in the instruction booklet.) **Do not submit data on multiple countries combined;** the establishments reported here should all be located in the country of the firm's address reported on the certification page. Multinational companies with production in multiple subject countries should submit separate foreign producer questionnaire responses for each subject country.

Quantity (in 1,000 pounds of contained vanadium) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Average production capacity ¹ (A)								
Beginning-of-period inventories (B)								
Production (C)			!!					
Home market shipments:								
Internal consumption/transfers quantity (D)								
Commercial shipments quantity (E)								
value (F)								
Export shipments:								
to the United States: quantity (G)								
value (H)								
to the European Union: ² quantity (I)								
value (J)								
to Asia: ³ quantity (K)								
value (L)								
to all other markets: ⁴ quantity (M)								
value (N)								
Total exports (quantity) (O) (auto-calculated)	0	0	0	0	0	0	0	0
Total shipments (quantity) (P) (auto-calculated)	0	0	0	0	0	0	0	0
End-of-period inventories (Q)								
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.								
² Identify your firm's principal <i>European Union</i> export markets: _____								
³ Identify your firm's principal <i>Asian</i> export markets: _____								
⁴ Identify your firm's principal <i>other</i> export markets: _____								

PART III.--MARKET FACTORS--Continued

II-16. **Total production of ferrovanadium.**—Indicate the share of total production of ferrovanadium in your firm’s establishment(s) in China or South Africa 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-17. **Reconciliation of trade data.**—

RECONCILIATION OF SHIPMENTS								
<p><i>Generally, the data reported for the end-of-period inventories (i.e., line Q) 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, E, G, I, K, and M). 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></p> <p><i>If the calculated fields below return values other than zero (i.e., “0”), please correct any data errors or explain below:</i></p>								
Reconciliation item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Beginning inventories (B) + production (C) – total shipments (D+E+G+I+K+M) – Ending inventories (Q) =	0	0	0	0	0	0	0	0

Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (i.e., line Q of year 2008 should equal line B of year 2009). Do these data reconcile for each adjacent calendar year?

Yes No--Please explain.

PART III.--MARKET FACTORS--Continued

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov).

III-1. **Contact information.**-- Please identify the responsible individual and how Commission staff may contact the individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Contract versus spot.**--Approximately what share of your firm’s sales of ferrovandium to U.S. customers 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%

III-3. Please fill out the table regarding your firm’s typical sales contracts with U.S. customers for 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)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<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	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET FACTORS--Continued

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

Source	Share of 2013 sales	Lead time (days)
From inventory	%	
Produced to order	%	
Total	100 %	

III-5. **Raw materials.**--

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for ferrovandium since January 1, 2008?

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(b) Do you anticipate changes in your firm's raw material costs?

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

III-6. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of China and/or South Africa-produced ferrovandium in the U.S. market since January 1, 2008?

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

III-7. **Availability of SUBJECT import supply.**-- Do you anticipate any changes in terms of the availability of China and/or South Africa-produced ferrovandium in the U.S. market in the future?

Increase	No change	Decrease	If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices. If you do not anticipate changes, please note why.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--MARKET FACTORS--Continued

III-8. **Product shifting.**--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 (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting ferrovandium between the U.S. and alternative country markets within a 12-month period.

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III-9. **Product range.**--Is the product range, product mix, or marketing of ferrovandium in your firm's home market different from that of ferrovandium for export to the United States or to third-country markets?

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

III-10. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of ferrovandium in your firm's home market, for export to the United States, or for export to third-country markets 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 III.--MARKET FACTORS--Continued

III-11. **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 price 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"/>	

III-12. **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-13. **Interchangeability.**--Is the ferrovandium produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's ferrovandium sold to the United States and/or to third-country markets?

Yes	No	If no, identify the market(s) and any differences in the products.
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **End uses.**--Describe the end uses of the ferrovandium that your firm manufactures and sell to your firm's home market. If these end uses differ from those of the ferrovandium your firm sells to the U.S. market or to third-country markets, explain.

PART III.--MARKET FACTORS--Continued

III-15. **Changes in end uses.**-- Have there been any changes in the end uses of ferrovandium since 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-16. **Demand trends.**--Indicate how demand in the following markets 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.

Your firm's market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since 2008					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Price differences.**--Please compare market prices of ferrovandium in your firm's home market, the United States, and third-country markets.

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PART III.--MARKET FACTORS--Continued

III-18. **International transportation.**—

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

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 to the United States.

dollars per short ton

III-19. **Description of home market.**--Describe briefly your firm's home market for ferrovandium, including the number of, and competition between, producers.

III-20. **Import competition.**--Do your firm face competition from imports of ferrovandium in your firm's home market?

No	Yes	If yes, please identify the country sources of these imports.
<input type="checkbox"/>	<input type="checkbox"/>	

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 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/or 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. **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.