

U.S. PURCHASERS' QUESTIONNAIRE

FERROVANADIUM FROM KOREA

This questionnaire must be received by the Commission by **January 19, 2017**
See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning ferrovanadium from Korea (inv. No. 731-TA-1315 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Andrew Knipe (202-205-2390, Andrew.Knipe@usitc.gov).

| |
|---|
| Name of firm _____ |
| Address _____ |
| City _____ State _____ Zip Code _____ |
| Website _____ |
| Has your firm purchased ferrovanadium (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2013? |
| <input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission) |
| <input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission) |
| Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (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 submitting 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 conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

| | | |
|---|--|-------------------------------|
| _____ Name of Authorized Official | _____ Title of Authorized Official | _____ Date |
| _____ Signature | Phone: _____ | _____ Email address |
| | Fax _____ | |

PART I.—GENERAL INFORMATION

Background.-- This proceeding was instituted in response to a petition filed on March 28, 2016, by the Vanadium Producers and Reclaimers Association and its members: AMG Vanadium, LLC, Cambridge, Ohio; Bear Metallurgical Company, Butler, Pennsylvania; Gulf Chemical & Metallurgical Corporation, Freeport, Texas; and Evraz Stratcor, Inc., Hot Springs, Arkansas. Antidumping duties may be assessed on the subject imports as a result of this proceeding if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping. Questionnaires and other information pertinent to this proceeding are available at http://www.usitc.gov/investigations/701731/2016/ferrovanadium_korea/preliminary.htm.

Ferrovanadium covered by this investigation is all ferrovanadium regardless of grade (i.e. percentage of contained vanadium), chemistry, form, shape, or size. Ferrovanadium is an alloy of iron and vanadium that is used chiefly as an additive in the manufacture of steel. The merchandise is commercially and scientifically identified as ferrovanadium. It specifically excludes vanadium additives other than ferrovanadium, such as nitrided vanadium, vanadium aluminum master alloys, vanadium chemicals, vanadium oxides, vanadium waste and scrap, and vanadium-bearing raw materials such as spent hydrotreating and hydrorefining catalyst, slag, boiler residues and fly ash.

Ferrovanadium is classified under Harmonized Tariff Schedule of the United States (“HTSUS”) subheading 7202.92.00. Goods provided for in HTSUS subheading 2850.00.20 (certain compounds of vanadium) or subheadings 8112.92.70 and 8112.99.20 (unwrought vanadium or vanadium powders, waste or scrap) are specifically excluded. Although the HTSUS item number is provided for convenience and Customs purposes, the written description of the scope of this investigation remains dispositive.

Purchaser.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing ferrovanadium from another firm that produces, imports, or otherwise distributes ferrovanadium.

Reporting of information.-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.-- The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

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

| Hours | Dollars |
|-------|---------|
| | |

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 25 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2. **Establishments covered.**--Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

"Establishment"--Each facility of a firm involved in the purchase of ferrovandium, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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| |
|--|

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) |
|-----------|---------|-------------------------------|
| | | |
| | | |

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import ferrovandium from Korea into the United States or which export ferrovandium from Korea to the United States?

No Yes--List the following information.

| Firm name | Country | Affiliation |
|------------------|----------------|--------------------|
| | | |
| | | |

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import ferrovandium from countries other than Korea into the United States or which export ferrovandium from countries other than Korea to the United States?

No Yes--List the following information.

| Firm name and country | Country | Affiliation |
|------------------------------|----------------|--------------------|
| | | |
| | | |

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce ferrovandium?

No Yes--List the following information.

| Firm name | Country | Affiliation |
|------------------|----------------|--------------------|
| | | |
| | | |

PART II.--PURCHASES

Contact information.--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |
| Fax | |

II-1. **Purchases.**--Report your firm's total U.S. purchases of ferrovandium. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire.)

| Item | 2013 | 2014 | 2015 | Jan.-Sept. 2016 |
|--|---|------|------|--------------------|
| | Quantity (in 1,000 pounds of contained vanadium) | | | |
| Purchases of ferrovandium produced in-- | | | | |
| United States | | | | |
| Korea | | | | |
| All other countries ¹ | | | | |
| Sources unknown | | | | |
| Total purchases | 0 | 0 | 0 | 0 |
| ¹ Please identify these countries: | | | | |

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of ferrovandium from different sources have changed since January 1, 2013.

| Source of purchases | Did not purchase | Decreased | Increased | Constant | Fluctuated | Explanation for trend |
|---------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|
| United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Korea | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| All other countries | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Sources unknown | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

II-3. **Purchases from one country only.**--If your firm has purchased ferrovandium from only one country, please explain the reasons for doing so.

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

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for ferrovandium since January 1, 2013. Also, provide the share of the quantity of your firm's total purchases of ferrovandium that each of these suppliers accounted for in 2015.

| No. | Supplier's name | City and state | Share of quantity of 2015 purchases |
|-----|-----------------|----------------|-------------------------------------|
| 1 | | | % |
| 2 | | | % |
| 3 | | | % |
| 4 | | | % |
| 5 | | | % |

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of ferrovandium (check all that apply)?

| End user | Distributor | Other | Describe other |
|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

If your firm is a distributor of ferrovandium, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases ferrovandium?

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

III-3. **Types of customers.**--What are the major types of customers/ consumers to which your firm sells ferrovandium?

| Grade | | Describe customers/ consumers |
|-------------------------------------|--------------------------|-------------------------------|
| Grade 40-60 | <input type="checkbox"/> | |
| Grade 75-85 | <input type="checkbox"/> | |
| Other grades ¹ | <input type="checkbox"/> | |
| ¹ Describe other grades: | | |

If your firm is an end user of ferrovandium, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products your firm makes using ferrovandium and estimate the percent of your total production cost that is accounted for by ferrovandium and by other inputs (such as labor, energy, and other raw materials). For each of the listed products, please also identify the grade(s) of ferrovandium used by your firm to produce that product.

| Product(s) your firm produces | Share of total cost in each of the product(s) your firm produces accounted for by | | | | Total (should sum to 100.0% across) |
|---|---|---|--------------|---|--|
| | Ferrovandium | | Other inputs | | |
| 1. | % | + | % | = | 0.0 % |
| Grade of ferrovandium used to produce the above product: <input type="checkbox"/> Grade 40-60 <input type="checkbox"/> Grade 75-85 <input type="checkbox"/> Other grades (Describe:) | | | | | |
| 2. | % | + | % | = | 0.0 % |
| Grade of ferrovandium used to produce the above product: <input type="checkbox"/> Grade 40-60 <input type="checkbox"/> Grade 75-85 <input type="checkbox"/> Other grades (Describe:) | | | | | |
| 3. | % | + | % | = | 0.0 % |
| Grade of ferrovandium used to produce the above product: <input type="checkbox"/> Grade 40-60 <input type="checkbox"/> Grade 75-85 <input type="checkbox"/> Other grades (Describe:) | | | | | |

III-5. Demand for end use products.--

(a) Has the demand for your firm's final products incorporating ferrovandium changed since January 1, 2013?

| Increased | No change | Decreased | Fluctuated |
|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(b) Has this had any effect on your firm's demand for ferrovandium?

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

III-6. 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-7. Demand trends.-- Indicate how demand within the United States and outside of the United States (if known) for ferrovandium has changed since January 1, 2013. Explain any trends and describe the principal factors that have affected these changes in demand.

| Market | Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explanation and factors |
|---------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|-------------------------|
| 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"/> | |

III-8. **Country preferences.**--Do you or your customers ever specifically order ferrovandium from one country in particular over other possible sources of supply?

| No | Yes | If yes, identify the country or countries and explain. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2015 purchases of ferrovandium that required ferrovandium produced in the United States.

| | Estimated percentage of your firm's total 2015 purchases of ferrovandium |
|---|--|
| Purchases that did not require domestic product | % |
| Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions) | % |
| Purchases that were not required by law or regulation, but were required by your customers to be domestic product | % |
| Purchases that were required to be domestic product for other reasons (explain:) | % |
| Total (should sum to 100.0%) | 0.0 % |

III-10. **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-11. |
| <input type="checkbox"/> Yes-Business cycles (e.g. seasonal business) | |
| <input type="checkbox"/> Yes-Other distinctive conditions of competition | |

(b) Have there been any changes in the business cycles or conditions of competition for ferrovandium since January 1, 2013?

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

III-11. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving ferrovandium based on its producer or country of origin?

| | Always | Usually | Sometimes | Never | If at least sometimes, explain. |
|--|--------------------------|--------------------------|--------------------------|--------------------------|---------------------------------|
| Decision based on producer | | | | | |
| Your firm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Your customers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Decision based on country of origin | | | | | |
| Your firm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Your customers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-12. **Availability of supply.**--Has the availability of ferrovandium in the U.S. market changed since January 1, 2013?

| Availability in the U.S. market | No | Yes | Please explain, noting the countries and reasons for the 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"/> | |

III-13. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with ferrovandium since January 1, 2013 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

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

III-14. **Availability of specific product types.**--Are certain grades/types/sizes of ferrovandium only available from certain country sources?

| No | Yes | If yes, please identify the countries and the grade/type/size. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-15. Purchasing frequency.--

(a) How frequently does your firm make purchases of ferrovandium (check one)?

| Daily | Weekly | Monthly | Quarterly | Annually | Other | <i>If other, specify</i> |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

(b) Has this purchasing frequency changed since January 1, 2013?

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

III-16. Number of suppliers contacted.--How many suppliers does your firm generally contact before making a purchase? Between ____ and ____ firms

III-17. Supplier negotiations.--Does your firm's purchases of ferrovandium usually involve negotiations between supplier and purchaser?

| No | Yes | If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-18. Contract versus spot.--

(a) Approximately what share of your firm's purchases of its ferrovandium in 2015 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

| | Type of sale | | | | Total (should sum to 100.0%) |
|----------------------------|--|---|---|---------------------------------------|---------------------------------|
| | Long-term contracts (multiple deliveries for more than 12 months) | Annual contracts (multiple deliveries for 12 months) | Short-term contracts (multiple deliveries for less than 12 months) | Spot sales (for a single delivery) | |
| Share of 2015 sales | % | % | % | % | 0.0 % |

Please indicate whether your firm's distribution of contract vs. spot purchases differed by source (for ferrovandium produced in the United States, Korea, Austria, Canada, Czech Republic, and/or other sources):

III-18. **Contract versus spot.**--*continued*

(b) Do spot prices affect contract prices? If yes, explain how and to what extent.

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

(c) Do contract prices affect spot prices? If yes, explain how and to what extent.

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

III-19. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2013?

| No | Yes | If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-20. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2013?

| No | Yes | If yes, please identify the firms. |
|--------------------------|--------------------------|------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-21. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell ferrovandium to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

| No | Yes | Number of days | Process and factors |
|--------------------------|--------------------------|----------------|---------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | | |

III-22. **Failure to certify.**--Since January 1, 2013, have any domestic or foreign producers failed in their attempts to certify or qualify their ferrovandium with your firm or have any producers lost their approved status?

| No | Yes | If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-23. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase ferrovandium (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

| | |
|---|--|
| 1. | |
| 2. | |
| 3. | |
| Please list any other factors that are very important in your purchase decisions: | |

III-24. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for ferrovandium.

| Factor | Very important | Somewhat important | Not important |
|------------------------------------|--------------------------|--------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Grade (contained ferrovandium) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of ferrovandium?

III-26. **Minimum quality.**--How often does ferrovandium from the following countries meet minimum quality specifications for your uses or your customers' uses?

| Source | Always | Usually | Sometimes | Rarely or never | Don't know |
|----------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Korea | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Austria | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Canada | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Czech Republic | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other: | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-27. **Frequency of decisions based on price.**--How often does your firm purchase the ferrovandium that is offered at the lowest price?

| Always | Usually | Sometimes | Never |
|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-28. **Choice of product not based on price.**--If you purchased ferrovandium from one country source although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country).

III-29. **Price leaders.**—A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the ferrovandium market since January 1, 2013.

| Firm(s) | Describe how the firm(s) exhibited price leadership |
|---------|---|
| | |

III-30. Purchasing subject imports rather than domestic products.—

- (a) Since January 2013, did your firm purchase imports of ferrovandium from Korea instead of U.S.-produced ferrovandium?

| Yes (also respond to parts (b) and (c)) | No (If "No", skip to next question) |
|--|--|
| <input type="checkbox"/> | <input type="checkbox"/> |

- (b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product?

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

- (c) If you responded "Yes" to part (a), was price a primary reason for purchasing subject imports rather than domestic product?

| Yes | If Yes, estimate the quantity of imports purchased instead of domestic product since January 2013 (in 1,000 pounds of contained vanadium) |
|--------------------------|--|
| <input type="checkbox"/> | |

| No | If No, please indicate the reason your firm purchased imports instead of domestic product |
|--------------------------|--|
| <input type="checkbox"/> | |

III-31. U.S. producers and import competition.—

- (a) Since January 1, 2013, in connection with a sale or offer to sell ferrovandium to your firm, did U.S. producers reduce their prices of domestically produced ferrovandium in order to compete with lower-priced imports of ferrovandium from Korea?

| Yes (also respond to question part (b)) | No (If "No", skip to next question) | Don't know |
|--|--|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

- (b) If your firm responded "yes", please provide an estimate of the reduction in U.S. producers' prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

| Estimated reduction in U.S. prices (percent) | Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors |
|---|--|
| % | |

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for ferrovandium for which your firm has actual marketing/pricing knowledge.

| United States | Korea | Austria | Canada | Czech Republic | Other countries (specify) |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

IV-2. **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 O 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

O = *no familiarity* with products from a specified country-pair

| Country-pair | Korea | Austria | Canada | Czech Republic | Other countries |
|----------------|-------|---------|--------|----------------|-----------------|
| United States | | | | | |
| Korea | X | | | | |
| Austria | X | X | | | |
| Canada | X | X | X | | |
| Czech Republic | X | X | X | X | |

For any country-pair producing ferrovandium which is *sometimes* or *never* interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:

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

IV-3. **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 purchases 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 | Korea | Austria | Canada | Czech Republic | Other countries |
|--|-------|---------|--------|----------------|-----------------|
| United States | | | | | |
| Korea | X | | | | |
| Austria | X | X | | | |
| Canada | X | X | X | | |
| Czech Republic | X | X | 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 purchases of ferrovandium, identify the country-pair and report the advantages or disadvantages imparted by such factors: | | | | | |

IV-4. **Factor country comparisons.**--For the factors listed below, please rate how ferrovandium produced in each country you identified in your response to the first question in Part IV compares with ferrovandium produced in each of the other countries you identified.

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

| Factor | Product from <u>United States</u> compared to product from <u>Korea</u> | | | Product from <u>United States</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Korea</u> compared to product from <u>Nonsubject countries</u> | | |
|---|---|--------------------------|--------------------------|--|--------------------------|--------------------------|--|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Grade (contained ferrovandium) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| ¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country. | | | | | | | | | |

IV-5. **Interchangeability of grades.**—

(a) Please indicate the grades (contained ferrovandium) of ferrovandium that your firm purchases.

| Grade 40-60 | Grade 75-85 | Other grades (Describe other) |
|--------------------------|--------------------------|-------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(b) How often is one grade of ferrovandium substitutable for another?

| Always | Usually | Sometimes | Never | N/A (only purchase one grade) |
|--------------------------|--------------------------|--------------------------|--------------------------|----------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please describe which grades are substitutable and in which applications:

PART V.—ADDITIONAL INFORMATION

- V-1. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

| |
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|--|

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

http://www.usitc.gov/investigations/701731/2016/ferrovandium_korea/preliminary.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin:** FeV

- **E-mail.**—E-mail the MS Word questionnaire to Andrew.Knipe@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

If your firm does not purchase this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire your firm submits (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.