

U.S. IMPORTERS' QUESTIONNAIRE

FERROVANADIUM FROM KOREA

This questionnaire must be received by the Commission by **April 11, 2016**

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 duty investigation concerning ferrovanadium from Korea (Inv. No 731-TA-1315 (Preliminary)). 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 on next page) from any country at any time since January 1, 2013?</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 (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: FeV)</p> |
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings 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 investigation or other proceeding 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:

Fax:

Email address

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/ferrovandium_korea/preliminary.htm.

Ferrovandium covered by these investigations is all ferrovandium regardless of grade (i.e. percentage of contained vanadium), chemistry, form, shape, or size. Ferrovandium 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 ferrovandium. It specifically excludes vanadium additives other than ferrovandium, 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.

Ferrovandium 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.

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing ferrovandium (as defined above) into the United States from a foreign manufacturer or through its selling agent.

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 below 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 40 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 establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

"Establishment"--Each facility of a firm involved in the importation 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 importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing ferrovandium from Korea into the United States or that are engaged in exporting ferrovandium from Korea to the United States?

No Yes--List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |
| | | |

I-5. **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 | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |
| | | |

I-6. **Importing 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 products(s) | Customs broker or freight forwarder |
|--------------------------|--|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

I-7. **Consignee.**--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 | Contact person and phone number |
|-----------|---------|---------------------------------|
| | | |
| | | |
| | | |

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters ferrovandium into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports ferrovandium under the TIB (temporary importation under bond) program.

"Foreign trade zone" is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

"Bonded warehouse" is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

"Temporary Importation under Bond ("TIB") program" is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States(HTS).

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

I-9. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings 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 Keysha Martinez (202-205-2136, Keysha.Martinez@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, 2013.

| <i>(check as many as appropriate)</i> | | <i>(If checked, please describe; leave blank if not applicable)</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 importation curtailments | |
| <input type="checkbox"/> | Revised labor agreements | |
| <input type="checkbox"/> | Other (e.g., technology) | |

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of ferrovandium for delivery on or after December 31, 2015?

"Arranged imports" are imports for which your firm has placed an order with a foreign producer/exporter for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No Yes--Fill out the table below.

| Quantity (in 1,000 pounds contained vanadium) | | | | |
|--|---------------------|---------------------|----------------------|---------------------|
| Period/Source | Jan-Mar 2016 | Apr-Jun 2016 | Jul-Sept 2016 | Oct-Dec 2015 |
| Korea | | | | |
| Other sources:¹ | | | | |
| ¹ Identify your other sources: _____. | | | | |

II-4. **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.

Definitions

"Imports" –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

"Import quantities" –Quantities reported should be net of returns.

"Import values" –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

"U.S. commercial shipments" – Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" –Product consumed internally by your firm.

"Transfers to related firms" –Shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" –A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" – Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" --Finished goods inventory, not raw materials or work in progress.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-5. **IMPORTS FROM KOREA.**—Report your firm's imports and your firm's shipments and inventories of ferrovandium imported from Korea by your firm during the specified periods.

Korea

| Quantity (in 1,000 pounds contained vanadium), value (in \$1,000) | | | |
|--|-----------------------|-------------|-------------|
| Item | Calendar years | | |
| | 2013 | 2014 | 2015 |
| Beginning-of-period inventories <i>(quantity)</i> (A) | | | |
| Imports: ¹ <i>Quantity</i> (B) | | | |
| <i>Value</i> (C) | | | |
| U.S. shipments: Commercial shipments: <i>Quantity</i> (D) | | | |
| <i>Value</i> (E) | | | |
| Internal consumption/ company transfers: <i>Quantity</i> (F) | | | |
| <i>Value</i> ² (G) | | | |
| Export shipments: ³ <i>Quantity</i> (H) | | | |
| <i>Value</i> (I) | | | |
| End-of-period inventories <i>(quantity)</i> (J) | | | |
| Channels of distribution: Commercial U.S. shipments: To distributors <i>(quantity)</i> (K) | | | |
| To end users <i>(quantity)</i> (L) | | | |
| <p>¹ Please identify the foreign producers, if known: _____.</p> <p>² 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: _____.</p> <p>³ Identify your firm's principal export markets: _____.</p> | | | |

II-5. IMPORTS FROM KOREA.--Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--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 any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation | Calendar years | | |
|---|----------------|------|------|
| | 2013 | 2014 | 2015 |
| A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹ | 0 | 0 | 0 |
| ¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____. | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation item | Calendar years | | |
|--|----------------|------|------|
| | 2013 | 2014 | 2015 |
| K + L – D = zero ("0"), if not revise. | 0 | 0 | 0 |

II-5a. **Imports of ferrovanadium from Korea, by grade.**—Please report the quantity of U.S. imports from Korea in 2015 by grade.

| Quantity (in 1,000 pounds contained vanadium) | |
|--|---------------------------|
| Item | Calendar year 2015 |
| Imports of ferrovanadium from Korea.-- | |
| Grade 40-60 percent ferrovanadium (M) | |
| Grade 75-85 percent ferrovanadium (N) | |
| Other grade of ferrovanadium ¹ (O) | |
| Total (P) | 0 |
| ¹ Specify the grade(s) here: | |

RECONCILIATION OF 2015 IMPORTS.-- Please ensure that the quantities reported for total imports of ferrovanadium in 2015 in this question match the 2015 U.S. imports in the previous question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | Calendar year 2015 |
|--|---------------------------|
| M + N + O - P = zero ("0"), if not revise. | |

II-6. **IMPORTS FROM ALL OTHER SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of ferrovandium imported from **all other sources combined** by your firm during the specified periods. .

ALL OTHER SOURCES COMBINED

(list sources: _____)

| Quantity (in 1,000 pounds contained vanadium), value (in \$1,000) | | | |
|---|----------------|------|------|
| Item | Calendar years | | |
| | 2013 | 2014 | 2015 |
| Beginning-of-period inventories (quantity) (A) | | | |
| Imports: ¹ Quantity (B) | | | |
| Value (C) | | | |
| U.S. shipments: Commercial shipments: Quantity (D) | | | |
| Value (E) | | | |
| Internal consumption/ company transfers: Quantity (F) | | | |
| Value ² (G) | | | |
| Export shipments: ³ Quantity (H) | | | |
| Value (I) | | | |
| End-of-period inventories (quantity) (J) | | | |
| Channels of distribution: Commercial U.S. shipments: To distributors (quantity) (K) | | | |
| To end users (quantity) (L) | | | |
| ¹ Please identify the foreign producers, if known: _____. ² 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: _____. ³ Identify your firm’s principal export markets: _____. | | | |

II-6. IMPORTS FROM ALL OTHER SOURCES.—Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--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 any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

| Reconciliation | Calendar years | | |
|---|----------------|------|------|
| | 2013 | 2014 | 2015 |
| A + B – D – F – H – J = should equal zero ("0") or provide an explanation. ¹ | 0 | 0 | 0 |
| ¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____. | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation item | Calendar years | | |
|--|----------------|------|------|
| | 2013 | 2014 | 2015 |
| K + L – D = zero ("0"), if not revise. | 0 | 0 | 0 |

II-6a. **Imports of ferrovanadium from all other sources, by grade.**—Please report the quantity of U.S. imports from all other sources in 2015 by grade.

| Quantity (in 1,000 pounds contained vanadium) | |
|---|---------------------------|
| Item | Calendar year 2015 |
| Imports of ferrovanadium from all other sources.-- | |
| Grade 40-60 percent ferrovanadium (M) | |
| Grade 75-85 percent ferrovanadium (N) | |
| Other grade of ferrovanadium ¹ (O) | |
| Total (P) | 0 |
| ¹ Specify the grade(s) here: | |

RECONCILIATION OF 2015 IMPORTS.-- Please ensure that the quantities reported for total imports of ferrovanadium in 2015 in this question match the 2015 U.S. imports in the previous question. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

| Reconciliation | Calendar year 2015 |
|--|---------------------------|
| M + N + O - P = zero ("0"), if not revise. | |

II-7. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Michele Breaux (202-205-2781, Michele.Breaux@usitc.gov).

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

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

PRICE DATA

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2013 of the following products your firm imported from Korea:

Product 1.-- Ferrovandium containing 40-60 percent vanadium, 2" by down

Product 2.-- Ferrovandium containing 75-85 percent vanadium, 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).

During January 2013-December 2015, did your firm import from Korea (subject), Austria (nonsubject), Canada (nonsubject), or the Czech Republic (nonsubject), 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 table(s) as appropriate. |
| <input type="checkbox"/> | No. --Skip to question III-3. |

III-2a. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Korea and sold by your firm.

Korea

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

| <i>(Quantity in pounds contained vanadium, value in dollars)</i> | | | | |
|--|-----------|-------|-----------|-------|
| Period of shipment | Product 1 | | Product 2 | |
| | Quantity | Value | Quantity | Value |
| 2013: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2014: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2015: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

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.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

III-2b. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Austria and sold by your firm.

Austria

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

| <i>(Quantity in pounds contained vanadium, value in dollars)</i> | | | | |
|--|-----------|-------|-----------|-------|
| Period of shipment | Product 1 | | Product 2 | |
| | Quantity | Value | Quantity | Value |
| 2013: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2014: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2015: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

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.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

III-2c. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm.

Canada

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

| <i>(Quantity in pounds contained vanadium, value in dollars)</i> | | | | |
|--|-----------|-------|-----------|-------|
| Period of shipment | Product 1 | | Product 2 | |
| | Quantity | Value | Quantity | Value |
| 2013: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2014: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2015: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

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.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

III-2d. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Czech Republic and sold by your firm.

Czech Republic

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

| <i>(Quantity in pounds contained vanadium, value in dollars)</i> | | | | |
|--|-----------|-------|-----------|-------|
| Period of shipment | Product 1 | | Product 2 | |
| | Quantity | Value | Quantity | Value |
| 2013: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2014: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |
| 2015: | | | | |
| January-March | | | | |
| April-June | | | | |
| July-September | | | | |
| October-December | | | | |

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.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Pricing data methodology.--Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

III-3. **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-4. **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-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for ferrovandium imported from Korea?

| 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 from Korea usually quoted (*check one*)?

| Delivered | F.o.b. | If f.o.b., specify point |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of ferrovandium imported from Korea 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 % |

III-7. **Contract provisions.**— Please fill out the table regarding your firm’s typical sales contracts for ferrovandium from Korea (or check “not applicable” if your firm does not sell on a long-term, short-term and/or annual contract basis).

| Typical sales contract provisions | Item | Short-term contracts (multiple deliveries for less than 12 months) | Annual contracts (multiple deliveries for 12 months) | Long-term contracts (multiple deliveries for more than 12 months) |
|--|--------------------|--|--|---|
| Average contract duration | <i>No. of days</i> | | 365 | |
| Price renegotiation (during 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"/> |
| Based on published prices | <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"/> |

III-8. **Price Indices.**—

(a) Does your firm base sales prices on published prices from the following sources?

No—Skip to question III-9. Yes--Check all that apply to your firm.

| Publication | (Check all that apply) |
|--|-------------------------------|
| Ryan’s Notes | <input type="checkbox"/> |
| Platt’s Metal Week | <input type="checkbox"/> |
| U.S. import statistics | <input type="checkbox"/> |
| Source(s) other than those listed above ¹ | <input type="checkbox"/> |
| ¹ List the source(s): | |

III-9. **Lead times.**--What is your firm's share of sales of ferrovandium imported from Korea from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of ferrovandium?

| Source | Share of 2015 sales | Lead time (average number of days) |
|---------------------------------------|---------------------|------------------------------------|
| From your firm's U.S. inventory | % | |
| From foreign manufacturers' inventory | % | |
| Produced to order | % | |
| Total (should sum to 100.0%) | 0.0 % | |

III-10. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of ferrovandium imported from Korea that is accounted for by U.S. inland transportation costs? percent.
- (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 Korea, from where is it shipped?
 Point of importation Storage facility (*check one*)
- (d) Indicate the approximate percentage of your firm's sales of ferrovandium imported from Korea 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%) | 0.0 % |

III-11. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold ferrovandium imported from subject countries since January 1, 2013 (check all that apply)?

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

III-12. **End uses.**--List the end uses of the ferrovandium that your firm imports from Korea. 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 | |
| | % | % | 0.0 % |
| | % | % | 0.0 % |
| | % | % | 0.0 % |

III-13. **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-14. **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-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of ferrovandium since January 1, 2013?

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

III-16. **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-17. |
| <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, 2013?

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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply 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-18. **Raw materials.**-- How have ferrovandium raw materials prices changed since January 1, 2013?

| 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. |
|--------------------------|--------------------------|--------------------------|-------------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-19. **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 that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:

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

III-20. **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 O 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

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 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-20. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for ferrovandium since January 1, 2013. Indicate the share of the quantity of your firm's total shipments of ferrovandium that each of these customers accounted for in 2015.

| | Customer's name | Contact person | Email | Telephone | City | State | Share of 2015 sales (%) |
|----|-----------------|----------------|-------|-----------|------|-------|-------------------------|
| 1 | | | | | | | |
| 2 | | | | | | | |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | | | | | | | |
| 10 | | | | | | | |

III-21. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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 Keysha.Martinez@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 did not import 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 you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.