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OMB Control Number: 0694-0120

Expiration Date: December, 31 2020

Section 232 Investigation into Imports of Vanadium**SCOPE OF ASSESSMENT**

The U.S. Department of Commerce, Bureau of Industry and Security (BIS), Office of Technology Evaluation (OTE), is conducting a survey of the U.S. vanadium industry. The survey results will be used to support an ongoing investigation on the effect of imports of vanadium products on the U.S. national security initiated under Section 232 of the Trade Expansion Act of 1962, as amended.

The principal goal of this survey is to assist the U.S. Department of Commerce in determining whether vanadium imports are being imported into the United States in such quantities or under such circumstances as to threaten to impair the national security. Information collected will include facilities and production data, capacity utilization, customers, sales and demand data, employment information, conditions of domestic and global competition, research and development, and other factors. The resulting data will provide the U.S. Department of Commerce detailed vanadium industry information that is otherwise not publicly available and needed to effectively conduct this Section 232 investigation.

RESPONSE TO THIS SURVEY IS REQUIRED BY LAW

A response to this survey is required by law (50 U.S.C. Sec. 4555). Failure to respond can result in a maximum fine of \$10,000, imprisonment of up to one year, or both. Information furnished herewith is deemed confidential and will not be published or disclosed except in accordance with Section 705 of the Defense Production Act of 1950, as amended (50 U.S.C. Sec. 4555). Section 705 prohibits the publication or disclosure of this information unless the President determines that its withholding is contrary to the national defense. Information will not be shared with any non-government entity, other than in aggregate form. The information will be protected pursuant to the appropriate exemptions from disclosure under the Freedom of Information Act (FOIA), should it be the subject of a FOIA request.

Notwithstanding any other provision of law, no person is required to respond to nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a currently valid OMB Control Number.

BURDEN ESTIMATE AND REQUEST FOR COMMENT

Public reporting burden for this collection of information is estimated to average 10 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information to BIS Information Collection Officer, Room 6883, Bureau of Industry and Security, U.S. Department of Commerce, Washington, D.C. 20230, and to the Office of Management and Budget, Paperwork Reduction Project (OMB Control No. 0694-0120), Washington, D.C. 20503.

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General Instructions

A.	<p>Your organization is required to complete this survey of the U.S. vanadium industry, which can be downloaded from the BIS website: http://www.bis.doc.gov/XXX</p> <p>If you are unable to download the survey document, at your request, BIS survey support staff will e-mail the Excel survey template directly to you.</p> <p>For your convenience, a PDF version of the survey and required drop-down content is available on the BIS website to aid internal data collection. DO NOT SUBMIT the PDF version of the survey as your response to BIS. Should this occur, your organization will be required to resubmit the survey in the requested Excel format.</p>
B.	<p>Respond to every question. Surveys that are not fully completed will be returned for completion. Use the comment boxes to provide any information to supplement responses provided in the survey form. Make sure to record a complete answer in the space provided, even if the space does not appear to expand to fit all of the information.</p> <p>DO NOT CUT AND PASTE RESPONSES WITHIN THIS SURVEY OR PASTE IN RESPONSES FROM OUTSIDE THE SURVEY. Survey inputs should be completed by typing in responses or by using a drop-down menu. The use of cut and paste can corrupt the survey template. If your survey response is corrupted as a result of cut and paste response, your survey will be rejected and your organization must immediately resubmit the survey.</p>
C.	<p>Do not disclose any USG classified information in this survey form.</p>
D.	<p>Upon completion of the survey, final review, and certification, transmit the survey document via e-mail to: Vanadium232@bis.doc.gov</p>
E.	<p>Questions related to the survey should be directed to BIS survey support staff at Vanadium232@bis.doc.gov</p> <p>E-mail is the preferred method of contact.</p> <p>You may speak with a member of the BIS survey support staff by calling (202) 482-5481.</p>
F.	<p>For questions related to the overall scope of this Section 232 Investigation, contact Vanadium232@bis.doc.gov or:</p> <p>Jason D. Bolton Program Manager, Industrial Studies BIS/Export Administration/Office of Technology Evaluation 1401 Constitution Avenue, NW, Room 1093 Washington, DC 20230</p> <p>DO NOT submit completed surveys to Mr. Bolton's postal or personal e-mail address. All surveys must be submitted electronically to: Vanadium232@bis.doc.gov</p>

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Definitions	
Term	Definition
Authorizing Official	An executive officer of the organization or business unit or another individual who has the authority to execute this survey on behalf of the organization.
Capital Expenditures	Investments made by an organization in buildings, equipment, property, and systems where the expense is depreciated. This does not include expenditures for consumable materials, other operating expenses, and salaries associated with normal business operations.
Tipping/Recycling Fees	Fees collected for the recycling of waste products.
Conversion	The process of converting one form of vanadium, typically vanadium pentoxide, into another form of vanadium, typically ferrovanadium.
Vanadium Master Alloys	Master alloys produced from high purity vanadium pentoxide, including Aluminum-Vanadium master alloys (containing 35% aluminum and 64.5% vanadium).
High Purity Vanadium Pentoxide	Vanadium Pentoxide with vanadium content of 99% percent or more vanadium content.
Primary/By-Product Production	The process of producing vanadium products from mining operations or in conjunction with mining operations for other minerals.
Secondary Production	The process of transforming waste materials (spent catalyst, slag, ash, residues, etc.) into vanadium products, including vanadium pentoxide, ferrovanadium, vanadium metals, and metal alloys that contain vanadium.
Co-Production	The process of extracting vanadium from titaniferous magnetite ores during steel production.
Distributor	An independent selling agent who has a contract to sell the products of a manufacturer.
Customer	Any organization (external or internal entity) for which your organization manufactures/processes any product comprised of, or containing, steel in any form.
Customer	Any organization (external or internal entity) for which your organization manufactures/processes any product comprised of, or containing, steel in any form.
Defense-related Activities	Any product or service that your organization produces that is ultimately used by the U.S. Government for defense purposes, whether by the armed services, the Department of Defense, or any other U.S. Government entity.
Development	The design, simulation, and testing of a prototype, including experimental software or hardware systems, to validate technological feasibility or concept of operation in order to reduce technological risk, or provide test systems prior to production approval.
Exports	Shipments to destinations outside the United States.

Definitions	
Term	Definition
Facility	A building or the minimum complex of buildings or parts of buildings that conduct steel production, in which an organization operates to serve a particular function, producing revenue, and incurring costs for the company. A facility may produce an item of tangible or intangible property or may perform a service. It may encompass a floor or group of floors within a building, a single building, or a group of buildings or structures. Often, a facility is a group of related locations at which organization employees work, together constituting a profit-and-loss center for the company, and it may be identified by a unique DUNS number.
Full Time Equivalent (FTE) Employees	Employees who work for 40 hours in a normal work week. Convert part-time employees into "full time equivalents" by taking their work hours as a fraction of 40 hours.
Global Headquarters	A location that serves as the organization's hub of worldwide operations with all global branches or divisions reporting to it.
Harmonized Tariff Schedule (HTS)	A 10-digit numbering system that classifies a good based on its name, use, and/or the material used in its construction. The number provides Customs and Border Protection (CBP) with a standardized method of tracking all merchandise imported into the United States and sets out the tariff rates and statistical categories.
Import Value	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).
Inventory	The goods or materials an organization holds for its own use or for the ultimate goal of sale.
Non-U.S. Facility	A facility that is physically located outside of the United States.
Organization	A company, firm, laboratory, or other entity that owns or controls one or more U.S. establishment or facility capable of designing and/or manufacturing steel products.
Product/Process Development	Conceptualization and development of steel product or steel production techniques prior to the production of the product for customers (i.e., utilities, governmental agencies etc.).
Production	The process of transforming inputs (raw materials, semi-finished goods, subassemblies, ideas, information, knowledge) into goods or services.
Research & Development	Basic and applied research in the engineering sciences, as well as design and development of prototype products and processes. Efforts that an organization conducts towards innovating, introducing and/or improving products and processes.
Sales	All reported and unreported sales of steel, including sales to end-users, producers, financial entities, intermediaries, traders, distributors, et al.
Supplier	An entity from which your organization obtains inputs, which may be goods or services. A supplier may be another organization with which you have a contractual relationship, or it may be another facility owned by the same parent organization.
United States	The "United States" or "U.S." includes the 50 states, Puerto Rico, the District of Columbia, Guam, the Trust Territories, and the U.S. Virgin Islands.
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1. Organization Information

Provide the following information for your organization

Organization Name	
Street Address	
City	
State	
ZIP Code	
Country of Global Headquarters	
U.S. Point of Contact Name	
U.S. Point of Contact Email	
U.S. Point of Contact Phone	

Is this organization owned, in whole or in part, by any private or government entity? Indicate Yes/No, then identify the entities below, if applicable. List entities with at least 5% ownership.

Entity Name	Global Headquarters Street Address	Global Headquarters City	Global Headquarters State/Province	Global Headquarters Country	Ownership %

Identify the subject products that your organization currently uses/sources and sells/provides

Subject Products	Uses/Sources	Sells/Provides	HTSUS Code Used for Import/Export
Vanadium Ores and Concentrates	Import Only	Export Only	
Vanadates	Source Domestically Only	Sell Domestically Only	
Vanadium Carbides	Import and Source Domestically	Export and Sell Domestically	
Vanadium Sulfates	Not Applicable	Not Applicable	
Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides			
Vanadium Pentoxide - Up to 99% Vanadium			
High Purity Vanadium Pentoxide - 99%+ Vanadium			
Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)			
Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Vanadium Slag, Etc.)			
Ferrovandium - 40-60% Vanadium			
Ferrovandium - 80%+ Vanadium			
Vanadium Master Alloys			
Vanadium, Wrought and Unwrought (Excluding Master Alloys)			
Other (specify)			

At the global headquarters level, identify the total number of facilities that your organization currently operates, including standby/idle facilities, inside and outside the U.S., that manufacture and/or distribute any of the subject products listed below.

Subject Products	Number of U.S. Facilities		Number of Non-U.S. Facilities	
	Manufacture	Distribute Only	Manufacture	Distribute Only
Vanadium Ores and Concentrates				
Vanadates				
Vanadium Carbides				
Vanadium Sulfates				
Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides				
Vanadium Pentoxide - Up to 99% Vanadium				
High Purity Vanadium Pentoxide - 99%+ Vanadium				
Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)				
Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Vanadium Slag, Etc.)				
Ferrovandium - 40-60% Vanadium				
Ferrovandium - 80%+ Vanadium				
Vanadium Master Alloys				
Vanadium, Wrought and Unwrought (Excluding Master Alloys)				
Other (Specify)				

Comments:

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2. Facility Information

First, indicate in the box to the right how many of your organization's U.S. based facilities [including idle or on standby and facilities under construction] are involved in the importation, distribution, production, or exploration of vanadium products.

Facilities supporting multiple product categories should be counted just once for the total number but duplicated for each product category supported in the facility description

Then, in accordance with the header, describe each U.S facility [including idle or on standby] involved in the importation, distribution or production of vanadium products. Remember to duplicate the facility in a dedicated row for each product category supported. In addition to standby or idle facilities, include any facilities shut down since 2015 and facilities under construction.

Facility Name	City	State	Type of Facility	Product Category Supported	Current Operating Status			Reconstitution from Standby/Idle/Shutdown		Future Operating Status	Comments
					Current Operating Status	Start Date of Standby/Idle or Shutdown (MM/DD/YYYY)	Primary Reason for Standby/Idle or Shutdown	Months to Reconstitute	Estimated Cost to Reconstitute (Thousands USD)	Primary Change in 2020-2023	
1			Primary/By-Product Production	Vanadium Ores and Concentrates	Operating		Vanadium Price			Expansion	
2			Secondary Production	Vanadates	Idle/Standby		Loss of Market Share to Imports			Upgrade	
3			Co-Production	Vanadium Carbides	Under Construction		Loss of Market Share to Domestic Competition			Starting Operations	
4			Conversion Services	Vanadium Sulfates	Shutdown		Declining Demand			Restarting Operations	
5			Master Alloy Production	Vanadium Hydrides, Sulfides, Nitrides,			Low Profitability			Standby/Idle	
6			Distribution Only	Vanadium Pentoxide - Up to 99%			Firm Restructuring			Significant Modernization	
7			Other	High Purity Vanadium Pentoxide - 99%+			COVID-19/Pandemic			Closure	
8				Other Vanadium Oxides and Hydroxides			Other			None	
9				Vanadium-Bearing Feedstocks (Ash,							
10				Ferovanadium - 40-60% Vanadium							
11				Ferovanadium - 80%+ Vanadium							
12				Vanadium Master Alloys							
13				Vanadium, Wrought and Unwrought							
14				Other Vanadium-Related							
15											
16											
17											
18											
19											
20											

1 Briefly explain the scope of your organization's vanadium-related activities.

2 For each identified facility scheduled to incur a change in operating status in 2020-2023, describe the circumstances behind your decision.

3 For each identified idle/standby facility scheduled [or considering to schedule] for restart in 2020-2023, describe the circumstances behind your decision.

Comments:

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3a. U.S. Production

Record the total annual quantity of each subject product your organization produced from 2015-2020 (YTD July). Then, document the current annual capacity, utilization rate, average marginal cost per kilogram/unit, and price V2O5 required to continue operations. Remember to confirm the units of measurement. If your organization toll produces any material, include the type and quantity produced here. If your organization is a tollee (i.e. provides material to a toller for conversion) , do not record this production below.

If you only distribute and do not manufacture any of the subject vanadium products, indicate so here and move to the next section. Do not include data on subject products that your organization only distributes.

Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here	U.S. Production						Current Annual Capacity	Capacity Utilization Rate Required to Remain Profitable	Average Cost to Produce Per Kg	Price V2O5 required to continue operations
	2015	2016	2017	2018	2019	2020 (YTD July)				
Vanadium Ores and Concentrates										
Vanadates										
Vanadium Carbides										
Vanadium Sulfates										
Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides										
Vanadium Pentoxide - Up to 99% Vanadium										
High Purity Vanadium Pentoxide - 99%+ Vanadium										
Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)										
Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)										
Ferrovandium - 40-60% Vanadium										
Ferrovandium - 80%+ Vanadium										
Vanadium Master Alloys										
Vanadium, Wrought and Unwrought (Excluding Master Alloys)										
Comments:										

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3b. U.S. Sales and Exports

For your organization's U.S. operations, answer the following questions about revenues, sales, and exports. Record Sales \$ in Thousands USD, e.g. \$12,000.00 = survey input of \$12. Average sales price per unit should not be in thousands USD. If your organization is a toll producer, do not include sales of vanadium materials below; if your organization is a tollee, record any vanadium sales below.

For your organization's U.S. operations, by subject product category, record both your U.S. sales and exports (shipments from the U.S. to destinations outside the U.S.) from 2015-2020 (YTD July). Distributors must complete this section.

Vanadium Ores and Concentrates						
Select 'Not Applicable' if category is not relevant to your operations						
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
U.S. and Export Sales						
	2015	2016	2017	2018	2019	2020 (YTD July)
A. U.S. Sales (Kg)						
U.S. Sales (Thousands USD)						
Average U.S. Sales Price per Kg (\$)						
Export Sales (Kg)						
Export Sales (Thousands USD)						
Average Export Sales Price per Kg (\$)						
Percentage of Total 2019 Sales Attributable to Product						
Vanadates						
Select 'Not Applicable' if category is not relevant to your operations						
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
U.S. and Export Sales						
	2015	2016	2017	2018	2019	2020 (YTD July)
B. U.S. Sales (Kg)						
U.S. Sales (Thousands USD)						
Average U.S. Sales Price per Kg (\$)						
Export Sales (Kg)						
Export Sales (Thousands USD)						
Average Export Sales Price per Kg (\$)						
Percentage of Total 2019 Sales Attributable to Product						
Vanadium Carbides						
Select 'Not Applicable' if category is not relevant to your operations						
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
U.S. and Export Sales						
	2015	2016	2017	2018	2019	2020 (YTD July)
C. U.S. Sales (Kg)						
U.S. Sales (Thousands USD)						
Average U.S. Sales Price per Unit (\$)						
Export Sales (Kg)						
Export Sales (Thousands USD)						
Average Export Sales Price per Unit (\$)						
Percentage of Total 2019 Sales Attributable to Product						
Vanadium Sulfates						
Select 'Not Applicable' if category is not relevant to your operations						
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
U.S. and Export Sales						
	2015	2016	2017	2018	2019	2020 (YTD July)
D. U.S. Sales (Kg)						
U.S. Sales (Thousands USD)						
Average U.S. Sales Price per Unit (\$)						
Export Sales (Kg)						
Export Sales (Thousands USD)						
Average Export Sales Price per Unit (\$)						
Percentage of Total 2019 Sales Attributable to Product						

Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
E.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
Vanadium Pentoxide - Up to 99% Vanadium							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
F.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
High Purity Vanadium Pentoxide - 99%+ Vanadium							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
G.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
H.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
Vanadium Bearing Feedstocks (Ash, Residue, Spent Catalysts, Slag, Etc.)							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
I.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						

Ferrovanadium - 40-60% Vanadium							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
J.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
Percentage of Total 2019 Sales Attributable to Product							
Ferrovanadium - 80%+ Vanadium							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
H.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
Percentage of Total 2019 Sales Attributable to Product							
Vanadium Master Alloys							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
I.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
Percentage of Total 2019 Sales Attributable to Product							
Vanadium, Wrought and Unwrought (Excluding Master Alloys)							
Select 'Not Applicable' if category is not relevant to your operations							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
U.S. and Export Sales		2015	2016	2017	2018	2019	2020 (YTD July)
J.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
Percentage of Total 2019 Sales Attributable to Product							
Comments:							
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3c. Production Feedstock, End Uses, Substitutes, and Supply Disruptions

Answer the following questions related to your organization's manufacturing inputs and market end uses.

Answer the following questions regarding your organization's vanadium production end uses and potential substitutes for vanadium end uses.

Vanadium End Use	Percent of 2019 Production Attributable to End Use	Average Percent Cost of Vanadium Attributable to End Product Total Cost	Average Percent Vanadium Content Attributable to End Product	Primary Vanadium Product/Grade Needed for End Use	Substitutes Available for Vanadium Usage?	Indicate Primary Substitute, if relevant	Comments
1 Steel - High Strength Low Alloy							
2 Steel - Full Alloy							
3 Steel - Carbon							
4 Steel - Other							
5 Vanadium-Redox Flow Battery							
6 Aerospace (Master Alloys)							
7 Chemical							
8 Other - Specify							

Indicate the subject vanadium products and specific grades for which your organization has capabilities. Select "Distribute Only" if your organization does not produce vanadium products and only distributes them, and proceed to Section 4.

Subject Product Capability	Current Capability	Indicate any other products your organization could produce with little to no capital investment and/or changes in processes	Explain
1	Yes		
2	No		
3	Idle Capability		
4			
5			
6			
7			
8			

Indicate whether your organization uses vanadium or vanadium-bearing feedstock to produce and/or sell other vanadium products. (Including Toll production and recycling).

If you indicated Yes, answer the following questions:

Subject Product	Primary Feedstock Used to Produce Subject Product	Primary Original Country Source of Feedstock	Primary Reason for Sourcing	Impact on Operations if Unable to Import Feedstock	Domestic Feedstock Sources Available?	Supply Disruption or Shortage Experienced?	Explain
1 Vanadates	Vanadium Ore and Concentrate		Financial Consideration	Positive	Significant Domestic Sources	Ongoing	
2 Vanadium Carbides	Vanadium Slag		Technical Specification	Negative	Limited Domestic Sources	Past	
3 Vanadium Sulfates	Ash		Relationship	Neutral	No Domestic Sources	Future Expected	
4 Vanadium Hydrides, Sulfides, Nitrides, Silicides, and Borides	Residues		Delivery			None	
5 Vanadium Pentoxide - Up to 99% Vanadium	Spent Catalysts		Other				
6 High Purity Vanadium Pentoxide - 99%+ Vanadium	Vanadium Pentoxide - Up to 99% Vanadium						
7 Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)	High Purity Vanadium Pentoxide - 99%+ Vanadium						
8 Ferrovandium - 40-60% Vanadium	Vanadates						
9 Ferrovandium - 80%+ Vanadium	Vanadium Carbides						
10 Vanadium Master Alloys	Vanadium Sulfates						
11 Vanadium, Wrought and Unwrought (Excluding Master Alloys)	Vanadium Hydrides, Nitrides, Silicides, and Borides						

Have feedstock sourcing issues impacted your organization's ability to fulfill contracts for vanadium products?

Explain:

Comments:

3d. Secondary and Toll Production

Answer the following questions regarding your organization's secondary production/recycling or toll production operations.

Tipping Fees and Other Processing/Recycling Fees

If your organization accrues tipping fees due to recycling or processing any vanadium-bearing materials, complete this question for the years 2015-2020 (YTD July).

Select 'Not Applicable' if your organization does not recycle/process vanadium-bearing materials, and continue to question 2.

	2015	2016	2017	2018	2019	2020 (YTD July)
Average Tipping/Recycling Fee Charged per Customer						
Total Tipping/Recycling Fees Accrued						
Net Tipping/Recycling Fees Accrued (Less Metals Credits)						
Total Facility Operating Costs						
Percent of Total Revenues Attributable to Tipping Fees						
Percent of Total Revenues Attributable to Vanadium Product Sales						
Average Vanadium Price Needed for Metals						
Credit to go to Refinery (specify vanadium type)						
Average Percent of Sales Price Lost to Metals Credit/Refinery						
Do vanadium prices impact your organization's decision to perform recycling/processing operations?		Explain:				
Does your organization's profitability depend on vanadium prices being above a certain level?		Explain:				

Comments:

Toll Production - Toller

Answer the following questions related to your organization's toll production operations. Then, list your top ten customers (in descending order by volume) for 2019, the average percent revenue attributable to each, the quantity produced for each, and the primary country of feedstock origin for material supplied by each customer.

Select 'Not Applicable' if your organization does not operate as a toll producer, and continue to question 3.

Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here

	2015	2016	2017	2018	2019	2020 (YTD July)
Total Tolling Fees Accrued						
Total Raw Material Supplied (Specify Type)						
Total Raw Material Supplied (Specify Type)						
Total Quantity Produced (Specify Type)						
Total Quantity Produced (Specify Type)						

Customer Name	Percent Revenue Attributable to Customer	Total Quantity Produced - 2019	Primary Country of Feedstock Origin	Comments

Comments:

Toll Production - Tollee

Answer the following questions related to your organization's U.S. tollee operations. Then, list the top three toll organization's used to convert material in 2019, and the total percent quantity attributable to each organization.

Select 'Not Applicable' if your organization does not operate as a tollee firm, and continue to the next section.

Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here

	2015	2016	2017	2018	2019	2020 (YTD July)
Total Conversion/Tolling Fees Paid						
Total Raw Material Supplied to Toller (Kg) (Specify Type)						
Total Raw Material Supplied to Toller (Kg) (Specify Type)						
Total Material Available for Sale (Returned by Toller) (Specify Type)						
Total Material Available for Sale (Returned by Toller) (Specify Type)						

Toller Name	Percent Tolloed Attributable to Toller

Comments:

Comments:

Vanadium Pentoxide - Up to 99% Vanadium																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here.																					
Record your total purchases for this product category by volume and value for each applicable year:																					
										2015		2016		2017		2018		2019		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
										2015		2016		2017		2018		2019		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Supplier Name (descending order by period volume)	IN	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, if Applicable	Single/sole Source?	Primary End Use	Top Factor Influencing Purchase from Supplier	2015	2016	2017	2018	2019	2020 (YTD July)							
1																					
2																					
3																					
4																					
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7																					
8																					
9																					
10																					
High Purity Vanadium Pentoxide - 99% Vanadium																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here.																					
Record your total purchases for this product category by volume and value for each applicable year:																					
										2015		2016		2017		2018		2019		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
										2015		2016		2017		2018		2019		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Supplier Name (descending order by period volume)	IN	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, if Applicable	Single/sole Source?	Primary End Use	Top Factor Influencing Purchase from Supplier	2015	2016	2017	2018	2019	2020 (YTD July)							
1																					
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3																					
4																					
5																					
6																					
7																					
8																					
9																					
10																					
Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here.																					
Record your total purchases for this product category by volume and value for each applicable year:																					
										2015		2016		2017		2018		2019		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
										2015		2016		2017		2018		2019		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Supplier Name (descending order by period volume)	IN	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, if Applicable	Single/sole Source?	Primary End Use	Top Factor Influencing Purchase from Supplier	2015	2016	2017	2018	2019	2020 (YTD July)							
1																					
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8																					
9																					
10																					
Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here.																					
Record your total purchases for this product category by volume and value for each applicable year:																					
										2015		2016		2017		2018		2019		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
										2015		2016		2017		2018		2019		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Supplier Name (descending order by period volume)	IN	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, if Applicable	Single/sole Source?	Primary End Use	Top Factor Influencing Purchase from Supplier	2015	2016	2017	2018	2019	2020 (YTD July)							
1																					
2																					
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Renovandum - 40-62% Vanadium																								
Identify your total number of suppliers for this product category. If none, input 0.																								
Record data in kg contained vanadium. If unable to provide in kg contained vanadium, indicate unit used here:																								
Record your total purchases for this product category by volume and value for each applicable year:																								
										2015		2016		2017		2018		2019		2020 (YTD July)				
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
Percentage of Purchases that are Imported																								
Supplier Name (in descending order by period volume)													2015		2016		2017		2018		2019		2020 (YTD July)	
Country of Fabrication Origin													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Common Ownership With Your Organization?													2015		2016		2017		2018		2019		2020 (YTD July)	
Primary Source of Disruption Experienced, if Applicable													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Single/sole Source?													2015		2016		2017		2018		2019		2020 (YTD July)	
Primary End Use													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Top Factor Influencing Purchase from Supplier													2015		2016		2017		2018		2019		2020 (YTD July)	
1													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
2																								
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4																								
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10																								
Renovandum - 80% Vanadium																								
Identify your total number of suppliers for this product category. If none, input 0.																								
Record data in kg contained vanadium. If unable to provide in kg contained vanadium, indicate unit used here:																								
Record your total purchases for this product category by volume and value for each applicable year:																								
										2015		2016		2017		2018		2019		2020 (YTD July)				
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
Percentage of Purchases that are Imported																								
Supplier Name (in descending order by period volume)													2015		2016		2017		2018		2019		2020 (YTD July)	
Country of Fabrication Origin													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Common Ownership With Your Organization?													2015		2016		2017		2018		2019		2020 (YTD July)	
Primary Source of Disruption Experienced, if Applicable													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Single/sole Source?													2015		2016		2017		2018		2019		2020 (YTD July)	
Primary End Use													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Top Factor Influencing Purchase from Supplier													2015		2016		2017		2018		2019		2020 (YTD July)	
1													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
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Vanadium Master Alloys																								
Identify your total number of suppliers for this product category. If none, input 0.																								
Record data in kg contained vanadium. If unable to provide in kg contained vanadium, indicate unit used here:																								
Record your total purchases for this product category by volume and value for each applicable year:																								
										2015		2016		2017		2018		2019		2020 (YTD July)				
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
Percentage of Purchases that are Imported																								
Supplier Name (in descending order by period volume)													2015		2016		2017		2018		2019		2020 (YTD July)	
Country of Fabrication Origin													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Common Ownership With Your Organization?													2015		2016		2017		2018		2019		2020 (YTD July)	
Primary Source of Disruption Experienced, if Applicable													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Single/sole Source?													2015		2016		2017		2018		2019		2020 (YTD July)	
Primary End Use													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Top Factor Influencing Purchase from Supplier													2015		2016		2017		2018		2019		2020 (YTD July)	
1													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
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4																								
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9																								
10																								
Vanadium, Wire and Unwrought (Excluding Master Alloys)																								
Identify your total number of suppliers for this product category. If none, input 0.																								
Record data in kg contained vanadium. If unable to provide in kg contained vanadium, indicate unit used here:																								
Record your total purchases for this product category by volume and value for each applicable year:																								
										2015		2016		2017		2018		2019		2020 (YTD July)				
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
Percentage of Purchases that are Imported																								
Supplier Name (in descending order by period volume)													2015		2016		2017		2018		2019		2020 (YTD July)	
Country of Fabrication Origin													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Common Ownership With Your Organization?													2015		2016		2017		2018		2019		2020 (YTD July)	
Primary Source of Disruption Experienced, if Applicable													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Single/sole Source?													2015		2016		2017		2018		2019		2020 (YTD July)	
Primary End Use													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Top Factor Influencing Purchase from Supplier													2015		2016		2017		2018		2019		2020 (YTD July)	
1													Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
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Comments:												
<small>BUSINESS CONFIDENTIAL - Per Section 2056a of the Defense Production Act</small>												

5. Customers/Exports

For each product category involving shipments by your organization from 2015-2019, including U.S. internal and U.S. export shipment but excluding shipments from non-U.S. locations, record all header criteria describing the shipments.

Record \$ in Thousands USD, e.g. \$12,000.00 = survey input of \$12

Vanadium Ores and Concentrates																
Identify your total number of current customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Yes	Steel - High Strength Low Alloy													
2		No	Steel - Full Alloy													
3			Steel - Carbon													
4			Steel - Other													
5			Vanadium-Redox Flow Battery													
6			Aerospace (Master Alloys)													
7			Chemical													
8			Other													
9																
10																

Vanadates																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1																
2																
3																
4																
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7																
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9																
10																

Vanadium Carbides																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1																
2																
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Vanadium Sulfates																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1																
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Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1																
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Vanadium Pentoxide - Up to 99% Vanadium																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
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High Purity Vanadium Pentoxide - 99%+ Vanadium																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1																
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7																
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Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
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7																
8																
9																
10																

Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
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Ferrovandium - 40-60% Vanadium																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1																
2																
3																
4																
5																
6																
7																
8																
9																
10																

Ferrovandium - 80%+ Vanadium																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
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Vanadium Master Alloys																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1																
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3																
4																
5																
6																
7																
8																
9																
10																

Vanadium, Wrought and Unwrought (Excluding Master Alloys)																
Identify your total number of customers for this product category. If none, input 0.																
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																
Customer Name	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2015		2016		2017		2018		2019		2020 (YTD July)	
					Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1																
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Comments:																
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BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act

Previous Page	6. Financials			Next Page		
Provide the following financial line items for your location for the last five years below.						
Source of Income Statement Items:						
Reporting Schedule:						
Income Statement (Select Line Items) Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12						
		2015	2016	2017	2018	2019
A.	Net Sales (and other revenue)					
1	<i>Defense-Related Sales Percentage</i>					
2	<i>Non-U.S. Sales Percentage</i>					
B.	Cost of Sales / Cost of Goods Sold					
C.	Depreciation and Amortization					
D.	Total Operating Income (Loss)					
E.	Earnings Before Interest and Taxes					
F.	Net Income					
Source of Balance Statement Items:						
Reporting Schedule:						
Balance Sheet (Select Line Items) Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12						
		2015	2016	2017	2018	2019
A.	Cash					
B.	Inventories					
C.	Current Assets					
D.	Total Assets					
E.	Current Liabilities					
F.	Total Liabilities					
G.	Retained Earnings					
H.	Total Owner's Equity					
Source of Other Items:						
Reporting Schedule:						
Other Select Items Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12						
		2015	2016	2017	2018	2019
A.	Research & Development (R&D) Expenditure					
1	<i>National Security/Critical Infrastructure-Related R&D Percentage (see Definitions tab)</i>					
B.	Capital Expenditure (CapEx)					
1	<i>National Security/Critical Infrastructure-Related CapEx Percentage (see Definitions tab)</i>					
C.	Total Security Expenditures					
1	<i>Cybersecurity Expenditures Percentage</i>					
2	<i>Physical Security Expenditures Percentage</i>					
Is your organization involved in any R&D work with the U.S. Department of Defense?		If yes, answer the following questions.				
	Program Name	Contract Number				
A.						
B.						
C.						
Comment:						
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Data Confirmation
2019 Net Sales
None

Previous Page		7. Employment					Next Page	
Record the total number of full time equivalent (FTE) employees and contractors for the 2015 to 2019 period for U.S. facilities that produce subject products.								
A	FTE Employees	2015	2016	2017	2018	2019		
	FTE Contractors							
	Production Line FTE Employees or Contractors							
Identify the key workforce issues your organization has experienced or anticipates in the next five years.								
	Issue	Primary Occupation Affected	Timeframe	Explain				
B	Attracting Workers to Location	Engineers	Ongoing, Expected to Continue					
	Employee Turnover	Information Technology Workers	Past Only (Resolved)					
	Finding Experienced Workers	Production Line workers	Expected in Future					
	Finding Qualified Workers	Scientists	No or Not Applicable					
	Finding U.S. Citizens	Testing Operators, QC, & Support Technicians						
	Significant Portion of Workforce Retiring	Other						
	Other (specify)	None						
C	For 2019, indicate the percentage of your organization's total operating costs represented by personnel-related expenditures							
D	Describe any significant changes in the recruitment, hiring and/or retention of human capital as a consequence of volatile vanadium prices.							
E	If you resumed operations at an idled or shutdown facility, do you reasonably anticipate being able to hire or rehire workers? Provide an estimate of how long it would take to restore requisite personnel levels in the Explain box.		Explain:					
	Comments:							
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8 National Defense Support

A Since 2015, has your organization directly or indirectly supplied any of the subject product categories for incorporation into U.S. defense systems or related installations? If no, proceed to the next tab. If yes, complete sections B, C and D.

From the list of U.S. Government agencies below, select those whose systems you supported between 2015 and 2020 YTD.					
B	U.S. Air Force	Yes	U.S. Coast Guard		Department of Energy (including National Labs)
	U.S. Army	No	U.S. Intelligence Community (such as CIA, NGA, NRO, NSA)		Other (Identify Agency)
	U.S. Marine Corps		Missile Defense Agency (MDA)		Other (Identify Agency)
	U.S. Navy		Defense Logistics Agency		Other (Write-In)

In accordance with the header criteria, indicate which product categories you directly or indirectly provide for U.S. defense systems, installations or known U.S. defense end uses.

	Product	Defense Support?	Percentage of 2019 Sales Attributable to Defense Sales	Primary DOD ACAT/MDAP Supported, if known*	Comments
C	1 Vanadium Ores and Concentrates	Direct			
	2 Vanadates	Indirect			
	3 Vanadium Carbides	Both			
	4 Vanadium Sulfates	None			
	5 Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides	Unknown			
	6 Vanadium Pentoxide - Up to 99% Vanadium				
	7 High Purity Vanadium Pentoxide - 99%+ Vanadium				
	8 Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)				
	9 Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)				
	10 Ferrovandium - 40-60% Vanadium				
	11 Ferrovandium - 80%+ Vanadium				
	12 Vanadium Master Alloys				
	13 Vanadium, Wrought and Unwrought (Excluding Master Alloys)				

*U.S. Department of Defense Acquisition Category (ACAT) and Major Defense Acquisition Program (MDAP)

		DO Rated	DX Rated
D.	1 Since 2018, provide the number of priority rated contracts or orders under the Defense Priorities and Allocations System (DPAS) regulation (15 CFR part 700) that you has received by their level of priority (DO or DX).		
	2 Since 2018, provide the number of priority rated contracts or orders you have placed with other entities by their level of priority.		
	3 Since 2018, indicate which of your subject product categories has most frequently received a priority rated contract or order.		

Comments:

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9. Critical Infrastructure

Describe your organization's support for each Critical Infrastructure Sector in accordance with the header criteria.

Definitions of each sector may be found at: <https://www.dhs.gov/cisa/critical-infrastructure-sectorsectors>

Critical Infrastructure Sector	Sector Support	Primary Product Support	Primary Customer Associated with Sector/Product Support	Explain
Chemical Sector	Yes	Vanadium Ores and Concentrates		
Commercial Facilities Sector	No	Vanadates		
Communications Sector		Vanadium Carbides		
Critical Manufacturing Sector		Vanadium Sulfates		
Dams Sector		Vanadium Hydrides, Sulfides, Nitrides, Silicides, and Borides		
A Defense Industrial Base Sector		Vanadium Pentoxide - Up to 99% Vanadium		
Emergency Services Sector		High Purity Vanadium Pentoxide - 99%+ Vanadium		
Energy Sector		Other Vanadium Oxides and Hydroxides (excluding Pentoxide)		
Financial Services Sector		Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)		
Food and Agriculture Sector		Ferrovandium - 40-60% Vanadium		
Government and Facilities Sector		Ferrovandium - 80%+ Vanadium		
Healthcare and Public Health Sector		Vanadium Master Alloys		
Information Technology Sector		Vanadium, Wrought and Unwrought (Excluding Master Alloys)		
Nuclear Reactors, Materials, and Waste Sector		Other Vanadium-Related		
Transportation Systems Sector				
Waste and Wastewater Systems Sector				

B. How have current market conditions involving the subject product categories affected your ability to meet current Critical Infrastructure Sector requirements?

C. Do you recommend any actions by the U.S. Government to better facilitate your ability to meet current Critical Infrastructure Sector requirements?

Comments:

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Previous Page	10. Competition and Trade				Next Page
<p>Since 2018, by subject product category and in accordance with the header criteria, has there been a significant change in import competition? Do not limit your organization's response to the categories in which you operate if you also have visibility into other product category imports.</p>					
Product Category		Change in Import Competition	Primary Source Country of Import Competition	Impact on Your Organization	Explain
1	Vanadium Ores and Concentrates	Increase		Positive	
2	Vanadates	Decrease		Negative	
3	Vanadium Carbides	No Change		Neutral	
4	Vanadium Sulfates				
5	Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides				
A. 6	Vanadium Pentoxide - Up to 99% Vanadium				
7	High Purity Vanadium Pentoxide - 99%+ Vanadium				
8	Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)				
9	Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)				
10	Ferrovandium - 40-60% Vanadium				
11	Ferrovandium - 80%+ Vanadium				
12	Vanadium Master Alloys				
13	Vanadium, Wrought and Unwrought (Excluding Master Alloys)				
<p>Do you anticipate any impact on your business due to future imports of subject products into the United States from any country? Indicate your anticipated primary future source of import competition, the impact this competition will likely have on your organization, and explain.</p>					
Product Category		Primary Future Source of Import Competition	Primary Impact from Import Competition	Explain	
1	Vanadium Ores and Concentrates		Positive		
2	Vanadates		Negative		
3	Vanadium Carbides		Neutral		
4	Vanadium Sulfates				
5	Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides				
B. 6	Vanadium Pentoxide - Up to 99% Vanadium				
7	High Purity Vanadium Pentoxide - 99%+ Vanadium				
8	Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)				
9	Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)				
10	Ferrovandium - 40-60% Vanadium				
8	Ferrovandium - 80%+ Vanadium				
9	Vanadium Master Alloys				
10	Vanadium, Wrought and Unwrought (Excluding Master Alloys)				
<p>Identify the primary challenges/issues affecting your competitive position in the overall [U.S. and non-U.S.] subject product markets. Rank the leading 5 most significant challenges (1 being the most important issue/impact; 2 being the next most important issue/impact, etc.). Explain your response.</p>					
Challenge/Issue		Challenge Experienced?	Rank Top 5	Explain	
1	Aging equipment, facilities, or infrastructure	Yes			
2	Aging workforce	No			
3	Counterfeit parts				
4	Cyber security				
5	Domestic competition				
6	Environmental regulations/remediation				
7	Export controls/ITAR & EAR				
8	Financing/credit availability				
9	Foreign competition				
10	Government acquisition process				
11	Government purchasing volatility				
12	Government regulatory burden				
13	Healthcare				
C. 14	Industrial espionage - domestic				
15	Industrial espionage - foreign				
16	Input availability				
17	Intellectual property/patent infringement				
18	Labor availability/costs				
19	Natural disasters (including disease/quarantine)				
20	Obsolescence				
21	Pension costs				
22	Proximity to customers				
23	Proximity to suppliers				
24	Qualifications/certifications				
25	Quality of inputs				
26	R&D costs				
27	Reduction in USG demand				
28	Taxes				
29	Trade disputes/tariffs				
30	Worker/skills retention				
31	Other (specify)				
32	Other (specify)				
<p>Describe one of the five leading challenges/issues affecting your organization's competitive position in the marketplace for subject product categories. Then, describe in detail both how long and in what manner this leading challenge/issue has affected your competitive position in the marketplace.</p>					
Challenge/Issue		How long and in what manner has this affected your competitive position in the market for subject products? Describe.			
D. 1	(specify)				
2	How can the U.S. Government aid in the response to/mitigation of this challenge?				
Comments:					

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11. COVID-19 Impacts

Identify any impacts or actions resulting from the COVID-19 pandemic at your organization, ranking the three most significant impacts and three most important actions (1 being the most important impact/action; 2 being the next most important impact/action, etc.):

A.	Impacts Experienced		-Yes/No-	Rank Top 3	Actions Taken		Short Term/ Long Term	Rank Top 3
		Increased cost of materials		Yes		Reduce workforce		Short Term
	Inability to access work location		No		Increase online/remote work capabilities		Long Term	
	Inability to fulfill contracts				Seek government assistance		Both	
	Reduced sales				Delay or reject new contracts			
	Foreign supplier manufacturing delays				Begin to produce pandemic-related products			
	Domestic supplier manufacturing delays				Increase use of domestic suppliers			
	Increased demand				Reduce use of suppliers located in China			
	Transportation-based disruptions				Reduce use of suppliers located outside the U.S. and China			
	Financing difficulties				Increase inventories			
	Labor shortages				Increase supplier redundancy			
	Other	(specify)			Other	(specify)		
	Other	(specify)			Other	(specify)		
Identify any USG actions that could have better mitigated/prevented COVID-19 impacts to your organization:								
Identify any USG actions that will limit future COVID-19-related impacts to your organization:								
Comments:								

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12. Certification

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge. It is a criminal offense to willfully make a false statement or representation to any department or agency of the United States Government as to any matter within its jurisdiction (18 U.S.C. 1001 (1984 & SUPP. 1197)).

Once your organization has completed this survey, save a copy and submit it via email to Vanadium232@bis.doc.gov. Be sure to retain your survey for your records and to facilitate any necessary edits or clarifications.

Organization Name	
Organization's Internet Address	
Name of Authorizing Official	
Title of Authorizing Official	
E-mail Address	
Phone Number and Extension	
Date Certified	

In the box below, provide any additional comments or any other information you wish to include regarding this survey assessment.

How many hours did it take to complete this survey?	
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