

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**FERROVANADIUM FROM CHINA AND SOUTH AFRICA**

**This questionnaire must be received by the Commission by no later than July 25, 2008**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of the antidumping duty orders concerning ferrovanadium from China and South Africa (inv. Nos. 731-TA-986-987 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

<b>Name of firm</b> _____
<b>Address</b> _____ _____
<b>World Wide Web address</b> _____
Has your firm produced or exported ferrovanadium (as defined in the instruction booklet) at any time since <b>January 1, 2002</b> ?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**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 these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**PART I.--GENERAL INFORMATION**

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

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

\_\_\_\_\_hours \_\_\_\_\_dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's ferrovandium in 2007.

No.	Importer's name	Contact person	E-mail address	Area code and telephone number	Share of your 2007 exports (%)
1					
2					
3					
4					
5					

**PART I.--GENERAL INFORMATION--Continued**

I-4. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for ferrovandium?

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

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I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce ferrovandium in the United States or other countries?

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

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I-6. Does your firm or any related firm import or have any plans to import ferrovandium into the United States?

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

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

Further information on this part of the questionnaire can be obtained from Edward Petronzio (202-205-3176, edward.petronzio@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
 Name and title

( ) \_\_\_\_\_  
 Phone number E-mail address

II-2. Has your firm experienced any change in the character of its operations or organization relating to the production of ferrovandium since January 1, 2002?

- Plant openings
- Relocations
- Expansions
- Acquisitions
- Consolidations
- Closures
- Prolonged shutdowns<sup>1</sup>
- Revised labor agreements<sup>2</sup>
- Other (please identify) \_\_\_\_\_

<sup>1</sup> Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

<sup>2</sup> Changes in wages, benefits, work rules, or other changes in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings, or other internal documentation that address this issue.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of ferrovandium in the future?

- No
- Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce ferrovandium (in 1,000 pounds of contained vanadium) for 2008 and 2009.**

\_\_\_\_\_

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\_\_\_\_\_

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of ferrovanadium in the future if the antidumping duty orders on ferrovanadium from China and South Africa were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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II-5. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of ferrovanadium in China or South Africa in the future?

- No                       Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that address this issue.

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II-6. Describe the production technology used in the production of ferrovanadium in China or South Africa and identify major production inputs. Also discuss any significant changes in production technology since 2003 (the year the antidumping duty orders under review became effective).

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

II-7. Has your firm since 2003 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of ferrovandium?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and ferrovandium in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>

<i>(Quantity in 1,000 pounds of contained vanadium)</i>						
<b>Item</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>
<b>AVERAGE PRODUCTION CAPACITY</b>						
<b>PRODUCTION</b>						

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

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II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of ferrovandium?

\_\_\_\_\_ Percent

II-10. Is your firm able to switch production between ferrovandium and other products in response to a relative change in the price of ferrovandium vis-a-vis the price of other products, using the same equipment and labor?

- No                       Yes---Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from ferrovandium.

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

II-11. Has your firm, since 2002, maintained any inventories of ferrovandium in the United States (not including inventories held by firms identified in question I-3)?

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

<i>(Quantity in 1,000 pounds of contained vanadium)</i>						
<b>Item</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>
<b>INVENTORIES</b>						

II-12. (a) Are your firm's exports of ferrovandium subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

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

<b>Product</b>	<b>Country</b>	<b>Year imposed</b>	<b>Barrier (if tariff, give rate)</b>

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

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

<b>Product</b>	<b>Country</b>	<b>Type of investigation</b>

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

II-13. Identify export markets (other than the United States) that you have developed or where you have increased your sales of ferrovandium as a result of the antidumping duty orders on ferrovandium from China and South Africa. Please identify and discuss below.

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II-14. Describe the significance of the existing antidumping duty orders covering imports of ferrovandium from China and South Africa in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-15. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of ferrovandium in the future if the antidumping duty orders on ferrovandium from China and South Africa were to be revoked?

No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

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

II-16. (a) Report production capacity, production, shipments, and inventories of ferrovandium produced by your firm in China or South Africa during the specified periods. (See definitions in the instruction booklet.)

China                       South Africa

Quantity (in 1,000 pounds of contained vanadium ) and value (in \$1,000)						
Item	2002	2003	2004	2005	2006	2007
<b>Average production capacity<sup>1</sup></b> (quantity)						
<b>Beginning-of-period inventories</b> (quantity)						
<b>Production<sup>2</sup></b> (quantity)						
<b>Home market shipments:</b>						
<b>Internal consumption/transfers:</b>						
Quantity						
<b>Commercial shipments:</b>						
Quantity						
Value						
<b>Exports to the United States:<sup>3</sup></b>						
Quantity						
Value						
<b>Exports to the European Union:<sup>4</sup></b>						
Quantity						
Value						
<b>Exports to Asia:<sup>5</sup></b>						
Quantity						
Value						
<b>Exports to other markets:<sup>6</sup></b>						
Quantity						
Value						
Total Exports (quantity)						
Total Shipments (quantity)						
<b>End-of-period inventories<sup>7</sup></b> (quantity)						
<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity. _____ _____						
<sup>2</sup> Please estimate the percentage of total production of ferrovandium in <b>China or South Africa</b> accounted for by your firm's production in 2007: _____ Percent						
<sup>3</sup> Please estimate the percentage of total exports to the United States of ferrovandium in <b>China or South Africa</b> accounted for by your firm's exports in 2007: _____ Percent						
<sup>4</sup> Identify your principal <i>European Union</i> export markets: _____						
<sup>5</sup> Identify your principal <i>Asian</i> export markets: _____						
<sup>6</sup> Identify your principal <i>other</i> export markets: _____						
<sup>7</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

II-16. (b) Report production capacity, production, shipments, and inventories of ferrovanadium produced by your firm in China or South Africa during the specified interim periods.

China

South Africa

<b>Quantity (in 1,000 pounds of contained vanadium), value (in \$1,000)</b>		
<b>Item</b>	<b>January-June 2007</b>	<b>January-June 2008</b>
<b>Average production capacity</b> ( <i>quantity</i> )		
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )		
<b>Production</b> ( <i>quantity</i> )		
<b>Home market shipments:</b>		
<b>Internal consumption/transfers:</b>		
<i>Quantity</i>		
<b>Commercial shipments:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Exports to the United States:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Exports to the European Union:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Exports to Asia:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Exports to other markets:</b>		
<i>Quantity</i>		
<i>Value</i>		
Total Exports		
Total Shipments		
<b>End-of-period inventories</b> ( <i>quantity</i> )		

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

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.

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<sup>2</sup> Please estimate the percentage of total production of ferrovandium in **China or South Africa** accounted for by your firm's production in 2007: \_\_\_\_\_ Percent

<sup>3</sup> Please estimate the percentage of total exports to the United States of ferrovandium in **China or South Africa** accounted for by your firm's exports in 2007: \_\_\_\_\_ Percent

<sup>4</sup> Identify your principal *European Union* export markets: \_\_\_\_\_.

<sup>5</sup> Identify your principal *Asian* export markets: \_\_\_\_\_.

<sup>6</sup> Identify your principal *other* export markets: \_\_\_\_\_.

<sup>7</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

**PART III.--MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

III-1. Who should be contacted regarding the requested market factors information?

Company contact: \_\_\_\_\_  
Name and title

( ) \_\_\_\_\_  
Phone number E-mail address

III-2. Approximately what share of your firm's sales of ferrovandium to U.S. customers in 2007 was on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

III-3. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_ months
- (b) Can prices be renegotiated during the contract period?  Yes  No
- (c) Does the contract fix quantity, price, or both?  Quantity  Price  Both
- (d) Does the contract have a meet or release provision?  Yes  No
- (e) Was the meet or release provision used?  Yes  No

III-4. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_ months
- (b) Can prices be renegotiated during the contract period?  Yes  No
- (c) Does the contract fix quantity, price, or both?  Quantity  Price  Both
- (d) Does the contract have a meet or release provision?  Yes  No
- (e) Was the meet or release provision used?  Yes  No

**PART III.--MARKET FACTORS--Continued**

III-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of ferrovandium?

<u>Source</u>	<u>Share of sales,</u> <u>2007</u>	<u>Lead time</u>
From inventory	_____	Days _____
Produced to order	_____	Days _____
<b>Total</b>	<b>100 %</b>	

III-6. To what extent have changes in the prices of raw materials affected your firm's selling prices for ferrovandium during January 2002-June 2008? Also discuss any anticipated changes in your raw material costs in the future.

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III-7. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of China and South Africa-produced ferrovandium in the U.S. market since 2003?

No                       Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-8. (a) Do you anticipate any changes in terms of the availability of China and South Africa-produced ferrovandium in the U.S. market in the future?

Increase                       No change                       Decrease

(b) If you anticipate changes in supply, please identify the changes and the impact of such changes on shipment volumes and prices.

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**PART III.--MARKET FACTORS--Continued**

III-9. Describe how easily your firm can shift its sales of ferrovandium between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting ferrovandium between the U.S. and alternative country markets within a 12-month period.

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III-10. a) Is the product range, product mix, or marketing (including sales over the internet) of ferrovandium in your home market significantly different from the product range, product mix, or marketing of ferrovandium for export to the United States or to third-country markets?

No                       Yes Please describe and quantify if possible.

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b) Have there been any significant changes in the product range, product mix, or marketing of ferrovandium in your home market, for export to the United States, or for export to third-country markets since 2003?

No                       Yes--Please describe and quantify if possible.

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III-11. Please discuss any anticipated changes in terms of the product range, product mix, or marketing (including sales over the internet) of ferrovandium in your home market, for export to the United States, or for export to third-country markets in the future.

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**PART III.--MARKET FACTORS--Continued**

III-12. (a) Can other products be substituted for ferrovandium?

No             Yes--Please list these substitute products in order of importance.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for ferrovandium?

No             Yes

III-13. Have there been any changes in the number or types of products that can be substituted for ferrovandium since 2003?

No             Yes—Please explain.

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III-14. Do you anticipate any changes in terms of the substitutability of other products for ferrovandium in the future?

No             Yes— Please explain.

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**PART III.--MARKET FACTORS--Continued**

III-15. Is the ferrovandium produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's ferrovandium sold to the United States and/or to third-country markets?

Yes       No—Identify the market(s) and any differences in the products.

<b>Market (Country(ies))</b>	<b>Application(s)</b>

III-16. Describe the end uses of the ferrovandium that you manufacture and sell to your home market.

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III-17. Have there been any changes in the end uses of ferrovandium since 2003?

No       Yes—Please describe.

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III-18. Do you anticipate any changes in terms of the end uses of ferrovandium in the future?

No       Yes--Please describe and identify the time period.

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**PART III.--MARKET FACTORS--Continued**

III-19. a) How has demand within your home market for ferrovandium changed since 2003?

- Increased             No change             Decreased             Fluctuated

What principal factors affect changes in demand?

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b) How has demand within the United States for ferrovandium changed since 2003?

- Increased             No change             Decreased             Fluctuated

What principal factors affect changes in demand?

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c) How has demand in the rest of the world (excluding your home market and the United States) for ferrovandium changed since 2003?

- Increased             No change             Decreased             Fluctuated

What principal factors affect changes in demand?

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III-20. Do you anticipate any future changes in ferrovandium demand in your home market and the United States and, if known, the rest of the world?

- No             Yes (--Please describe and identify the market and the time period).

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III-21. Please compare market prices of ferrovandium in your home market and in third-country markets with prices in the U.S. market. Provide specific information as to year(s) and country(ies) for any price comparisons.

<b>Non-U.S. market</b> <i>(Specify country)</i>	<b>Price comparison</b>	<b>Years</b>
	<input type="checkbox"/> US price is higher <input type="checkbox"/> US price is lower <input type="checkbox"/> Prices are the same	
	<input type="checkbox"/> US price is higher <input type="checkbox"/> US price is lower <input type="checkbox"/> Prices are the same	
	<input type="checkbox"/> US price is higher <input type="checkbox"/> US price is lower <input type="checkbox"/> Prices are the same	

**PART III.--MARKET FACTORS--Continued**

III-22. Describe briefly your home market for ferrovandium, including the number of, and competition between, producers.

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III-23. Do you face competition from imports of ferrovandium in your home market?

No             Yes--Please list the country sources of any imports of ferrovandium into your home market.

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III-24. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss ferrovandium supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and South Africa, and (3) the world as a whole. Of particular interest is such data from 2003 to the present and forecasts for the future.