

**PURCHASERS' 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 antidumping duty review investigations 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. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Amelia Preece (202-205-3250).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased ferrovanadium (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2002?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (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)</p>

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 signing 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. (If you do not consent to such use, please note the certification accordingly.)

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.

_____	<input type="checkbox"/> I AGREE TO THE ABOVE CERTIFICATION
<i>Name and Title of Authorized Official</i>	
_____	_____
<i>Signature of Authorized Official</i>	<i>Date</i>
_____	_____ Ext.: _____
<i>E-mail address</i>	<i>Phone</i> _____ <i>Fax</i> _____

PART I.--GENERAL QUESTIONS

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 10 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-1. (a) 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-1. (b) 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.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ferrovanadium from China or South Africa into the United States or which are engaged in exporting ferrovanadium from China or South Africa to the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ferrovanadium?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. In Part 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 ferrovanadium?

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

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of ferrovanadium. Report based on delivery date, not order date.

Quantity (1,000 pounds contained vanadium), value (in \$1,000)						
Item	2002	2003	2004	2005	2006	2007
PURCHASES OF FERROVANADIUM PRODUCED IN THE UNITED STATES						
Quantity ¹						
Value						
PURCHASES OF FERROVANADIUM PRODUCED IN CHINA						
Quantity ¹						
Value						
PURCHASES OF FERROVANADIUM PRODUCED IN SOUTH AFRICA						
Quantity ¹						
Value						
PURCHASES OF FERROVANADIUM PRODUCED IN NONSUBJECT COUNTRIES						
Quantity ¹						
Value						
¹ If reporting quantities in any other measurement than "1,000 pounds contained vanadium," please specify here:						
² Please name these other countries: _____						

Quantity (1,000 pounds of contained vanadium), value (\$1,000)		
Item	January-June 2007	January-June 2008
PURCHASES OF FERROVANADIUM PRODUCED IN THE UNITED STATES		
Quantity ¹		
Value		
PURCHASES OF FERROVANADIUM PRODUCED IN CHINA		
Quantity ¹		
Value		
PURCHASES OF FERROVANADIUM PRODUCED IN SOUTH AFRICA		
Quantity ¹		
Value		
PURCHASES OF FERROVANADIUM PRODUCED IN NONSUBJECT COUNTRIES²		
Quantity ¹		
Value		
¹ If reporting quantities in any other measurement than "1,000 pounds contained vanadium," please specify here:		
² Please name these other countries: _____		

PART II.--PURCHASES - Continued

II-2. If the relative levels of your firm's purchases of ferrovanadium from different sources (both domestic and foreign) have changed since 2003 (the year the antidumping duty order under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/Decrease	Reason

II-3. (a) Did your firm purchase ferrovanadium from China and/or South Africa before 2003?

- No skip to (c) Yes

(b) If yes, has your pattern of purchasing ferrovanadium from China and/or South Africa changed since 2003?

- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases from **China** because of the order.
- Yes, we discontinued purchases from **South Africa** because of the order.
- Yes, we reduced purchases from **China** because of the order.
- Yes, we reduced purchases from **South Africa** because of the order.
- Yes, but we changed the pattern of purchases from **China** for reasons other than the order (please explain below).
- Yes, but we changed the pattern of purchases from **South Africa** for reasons other than the order (please explain below).

PART II.--PURCHASES - *Continued*

(c) Has your pattern of purchasing ferrovanadium from nonsubject foreign sources changed since 2003 (please check all that apply).

We did not purchase from nonsubject foreign sources before or after the order.

No, our pattern of purchasing is essentially unchanged.

Yes, we increased purchases from nonsubject countries because of the order.

Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

PART III-MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of ferrovanadium (check all that apply, noting the specific end uses if known)?

IRON/STEEL PRODUCER (_____)

END USER-OTHER THAN STEEL PRODUCER (_____)

DISTRIBUTOR (_____)

OTHER (_____)

III-2 (a) If your firm is a distributor or reseller of ferrovanadium, what are the major types of consumers to which you sell ferrovanadium?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase ferrovanadium?

III-3. If your firm is an end user of ferrovanadium, list in order of quantity of ferrovanadium consumed, the top 3 products for which your firm purchases ferrovanadium as a component part or input. Please indicate what percentage of the total cost is accounted for by ferrovanadium (and NOTE: this percentage should not add to 100 percent).

<u>Product you produce</u>	<u>Percent of cost of your steel product accounted for by ferrovanadium</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-4. (a) If your firm is an end user of ferrovanadium, has the demand for your firm's final products incorporating ferrovanadium changed since 2003?

Increased Unchanged Decreased Fluctuated

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

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. Have there been any changes in the end uses of ferrovanadium since 2003?

- No Yes--Discuss the changes.

III-6. Do you anticipate any changes in terms of the end uses of ferrovanadium in the future?

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

III-7. (a) Can other products be substituted for ferrovanadium?

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

(1) _____ (2) _____ (3) _____

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

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

- No Yes--Please explain.

III-8. Have there been any changes in the number or types of products that can be substituted for ferrovanadium since 2003?

- No Yes--Please explain.

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. Do you anticipate any changes in terms of the substitutability of other products for ferrovanadium in the future?

- No Yes--Please describe.

III-10. How has demand within the United States for ferrovanadium changed since 2003?

- Increased Unchanged Decreased
 Other (describe) _____

What were the principal factors affecting changes in demand?

How has demand outside the United States for ferrovanadium changed since 2003?

- Increased Unchanged Decreased
 Other (describe) _____

What were the principal factors affecting changes in demand?

III-11. Do you anticipate any future changes in ferrovanadium demand in the United States and, if known, the rest of the world?

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

III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss ferrovanadium demand and/or factors affecting ferrovanadium demand in the (1) United States, (2) each of the major producing/ consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 2003 to the present and forecasts of these demand data.

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; product capacity and/or methods of production, technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced ferrovanadium 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.

III-14. Is buying a product that is produced in the United States an important factor in your firm's purchases of ferrovanadium (please check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of ferrovanadium.
- Yes--Purchases of domestic ferrovanadium are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of ferrovanadium.
- Yes--Purchases of domestic ferrovanadium are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of ferrovanadium.

III-15. (a) Is the ferrovanadium market subject to business cycles or conditions of competition distinctive to ferrovanadium?

- No Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for ferrovanadium since 2003 affected the business cycles or conditions of competition distinctive to ferrovanadium?

- No Yes--Please explain any such changes.

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-16. Who are your major competitors?

III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving ferrovanadium based on the producer of the ferrovanadium you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving ferrovanadium based on the country of origin of the ferrovanadium you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-19. (a) How frequently do you make purchases? Daily Weekly Bi-monthly
 Monthly Quarterly Bi-annually Annually
 Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?
 No Yes--How and why do you expect these changes to occur?

III-20. How many suppliers do you generally contact before making a purchase?

III-21. (a) Do purchases of ferrovanadium usually involve negotiations between supplier and purchaser?
 No Yes--Please describe these negotiations.

(b) Do you generally quote competing prices as part of the negotiation process? Yes No

(c) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?
 No Yes.

III-22. Have you changed suppliers in the last 5 years?
 No Yes--Please list the supplier or suppliers and indicate whether the firm(s) were added or dropped as a supplier. Also give the reasons for the change.

Supplier	Added/Dropped	Reason

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-23. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms and country from which their product comes.

(b) Do you expect new ferrovanadium suppliers to enter the market in the future?

- No Yes--Please provide details.

III-24. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the ferrovanadium they sell to your firm?

- No Yes-- _____percent of purchases in 2007 Yes--all purchases

Please provide a general description of the certification or qualification process.

III-25. Estimate the time it takes to certify or qualify a new supplier.

_____ days

III-26. Since 2003, have any domestic or foreign producers failed in their attempts to certify or qualify their ferrovanadium with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

Firm	Country	Reason failed qualification

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for ferrovanadium.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of 45 percent vanadium	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of 80 percent vanadium	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reputation/performance of supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-27. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase ferrovanadium for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-28. What characteristics does your firm consider when determining the quality of ferrovanadium?

III-29. How often does your firm purchase the ferrovanadium that is offered at the lowest price?

Always Usually Sometimes Never.

III-30. Please list the names of any firms you considered price leaders in the ferrovanadium market since 2003. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier.

III-31. Please describe how the above firm(s) exhibited price leadership.

III-32. How frequently does the price of the ferrovanadium you are purchasing change?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-34. a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. ferrovanadium industry since 2003 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. ferrovanadium industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-35. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of ferrovanadium from China and South Africa? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S. PRODUCED FERROVANADIUM

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

- United States
- China
- South Africa
- Other countries (Please specify _____)

IV-2. Is ferrovanadium produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “O” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	South Africa	Other countries
United States				
China				
South Africa				
¹ For any country-pair producing ferrovanadium which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/>				

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S. PRODUCED FERROVANADIUM--Continued

IV-3. Do you or your customers ever specifically order ferrovanadium from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why ferrovanadium from these countries is preferred over product from other countries (please note the specific product in your response).

<u>Country</u>	<u>Reason country's ferrovanadium is preferred</u>	<u>Specific product in which it is used</u>

IV-4. Are certain grades/types/sizes of ferrovanadium available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased ferrovanadium from one source although a comparable ferrovanadium was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S. PRODUCED FERROVANADIUM--Continued

IV-6. For the factors listed below, please rate how ferrovanadium produced in each country you identified in your response to the first question in Part IV compares with ferrovanadium produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate ferrovanadium from one country superior or inferior to ferrovanadium from another.

Electronic submissions: For each country comparison manually copy and paste IV-6 in a new page in this document as necessary. (At the end of IV-6, insert a page break (Menu: Insert-Break-Page break), copy IV-6 and paste in the new page.)

_____ compared to _____ (specify country) (specify country)	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of 45 percent vanadium	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of 80 percent vanadium	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reputation/performance of supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S. PRODUCED FERROVANADIUM--Continued

IV-7. (a) How often does **domestically** produced ferrovanadium meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often does **Chinese** ferrovanadium meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often does **South African** ferrovanadium meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(c) How often does imported **non-subject** ferrovanadium meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

IV-8. (a) Since 2003, has there been a change in the price of ferrovanadium? If so, has the price of U.S.-produced ferrovanadium increased or decreased relative to the price of imported ferrovanadium from China and South Africa?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced ferrovanadium has **increased** relative to the price of ferrovanadium from **China**
- Price of U.S.-produced ferrovanadium has **decreased** relative to the price of ferrovanadium from **China**
- Price of U.S.-produced ferrovanadium has **increased** relative to the price of ferrovanadium from **South Africa**
- Price of U.S.-produced ferrovanadium has **decreased** relative to the price of ferrovanadium from **South Africa**

Part V--SUPPLIER IDENTIFICATION

Please identify below the names and addresses of your firm's five largest suppliers for ferrovanadium during 2003 to 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of ferrovanadium that each of these customers accounted for in 2007.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 purchases (%)
1					
2					
3					
4					
5					