

**U.S. PRODUCERS' 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. 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced ferrovanadium (as defined in the instruction booklet), or has it contracted for ferrovanadium to be produced on its behalf under a toll agreement, since at any time since January 1, 2002?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
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**CERTIFICATION**

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

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout 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 50 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. Do you support or oppose continuation of the antidumping duty orders currently in place for ferrovandium from the following countries?

<b>China</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
<b>South Africa</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

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

I-4. 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ferrovandium from China or South Africa into the United States or which are engaged in exporting ferrovandium 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-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ferrovandium from countries other than China or South Africa into the United States or which are engaged in exporting ferrovandium from countries other than China or South Africa to the United States?

No       Yes--List the following information.

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

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

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ferrovandium?

No             Yes--List the following information.

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

I-8. In Parts II and IV 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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\_\_\_\_\_

**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.

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II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production 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 2007 and 2008.**

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

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

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II-7. 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-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of ferrovandium in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds of contained vanadium ) and value (in \$1,000)						
Item	2002	2003	2004	2005	2006	2007
<b>Average production capacity</b> <sup>1</sup> (quantity)						
<b>Beginning-of-period inventories</b> (quantity)						
<b>Production</b> (quantity)						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption:</b>						
Quantity of internal consumption						
Value <sup>2</sup> of internal consumption						
<b>Transfers to related firms:</b>						
Quantity of transfers						
Value <sup>2</sup> of transfers						
<b>Export shipments:</b> <sup>3</sup>						
Quantity of export shipments						
Value of export shipments						
<b>End-of-period inventories</b> <sup>4</sup> (quantity)						
<b>Channels of distribution:</b>						
U.S. shipments to distributors (quantity)						
U.S. shipments to end users (quantity)						
<b>Employment data:</b>						
Average number of PRWs (number)						
Hours worked by PRWs (1,000 hours)						
Wages paid to PRWs (value)						
<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 (use additional pages as necessary). <hr/>						
<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002-07 below: <hr/>						
<sup>3</sup> Identify your principal export markets: _____ <hr/>						
<sup>4</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-8b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of ferrovandium in your U.S. establishment(s) during the specified periods.

<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> <sup>1</sup> (quantity)		
<b>Beginning-of-period inventories</b> (quantity)		
<b>Production</b> (quantity)		
<b>U.S. shipments:</b>		
<b>Commercial shipments:</b>		
Quantity of commercial shipments		
Value of commercial shipments		
<b>Internal consumption:</b>		
Quantity of internal consumption		
Value <sup>2</sup> of internal consumption		
<b>Transfers to related firms:</b>		
Quantity of transfers		
Value <sup>2</sup> of transfers		
<b>Export shipments:</b> <sup>3</sup>		
Quantity of export shipments		
Value of export shipments		
<b>End-of-period inventories</b> <sup>4</sup> (quantity)		
<b>Channels of distribution:</b>		
U.S. shipments to distributors (quantity)		
U.S. shipments to end users (quantity)		
<b>Employment data:</b>		
Average number of PRWs (number)		
Hours worked by PRWs (1,000 hours)		
Wages paid to PRWs (value)		
<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 (use additional pages as necessary). <hr/>		
<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2007 and January-June 2008 below: <hr/>		
<sup>3</sup> Identify your principal export markets: _____ <hr/>		
<sup>4</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: _____ <hr/>		

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

II-9. If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-10. Other than direct imports, has your firm otherwise purchased ferrovandium since January 1, 2002? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<b>(Quantity in 1,000 pounds of contained vanadium, value in \$1,000)</b>								
<b>Item</b>	<b>Calendar Year</b>						<b>January-June</b>	
	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2007</b>	<b>2008</b>
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF FERROVANADIUM FROM--</b>								
<b>China:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>South Africa:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>All other countries:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>								
<i>Quantity</i>								
<i>Value</i>								
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>								
<i>Quantity</i>								
<i>Value</i>								
<p><sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.</p> <hr/> <p><sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.</p> <hr/> <hr/>								

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

II-11. At any time since January 2002, has your firm been involved in a toll agreement regarding the production of ferrovandium?

- No             Yes---Please answer the following questions.

For all such agreements entered into by your firm, please indicate whether your firm was the toller (the producer of ferrovandium) or tollee (the firm that furnished the inputs to the toller).

Toller—Please name the tollee: \_\_\_\_\_

Tollee—Please name the toller: \_\_\_\_\_

II-11a. If your firm has been a toller (the producer of ferrovandium) at any time since 2002, please report the quantity and value of shipments of ferrovandium that it produced under a toll agreement, (1) for the tollee and (2) produced and sold independent of the tollee shipments.

**Toll-produced (i.e., produced for the tollee):**

<b>(Quantity in 1,000 pounds of contained vanadium, value in \$1,000)</b>						
	2002	2003	2004	2005	2006	2007
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						

<b>(Quantity in 1,000 pounds of contained vanadium, value in \$1,000)</b>		
	January-June 2007	January-June 2008
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		

**Non-toll produced:**

<b>(Quantity in 1,000 pounds of contained vanadium, value in \$1,000)</b>						
	2002	2003	2004	2005	2006	2007
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						

<b>(Quantity in 1,000 pounds of contained vanadium, value in \$1,000)</b>		
	January-June 2007	January-June 2008
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		

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

II-12. At any time since January 2002, did your firm produce any vanadium pentoxide in the United States?

No       Yes---Please describe (a) the capital expenditures that your firm has made relating to the production of vanadium pentoxide that you provide to toller(s) for the production of ferrovandium and (b) the level of technical expertise required for the production of vanadium pentoxide.

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II-13. Does your firm provide any other materials, besides vanadium pentoxide, to toller(s) for the production of ferrovandium? If so, please describe the type and cost of such materials.

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II-14. If your firm both produces vanadium pentoxide and consumes that vanadium pentoxide in your firm's production of ferrovandium, identify the approximate percentage of your firm's total employment related to producing ferrovandium that is accounted for by its employment related to the production of vanadium pentoxide.

\_      %\_

II-15. Does your firm produce ferrovandium in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-16. Since January 28, 2003, has your firm imported ferrovandium?

No       Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

**For questions II-17 and II-18, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-17. Describe the significance of the existing antidumping duty orders covering imports of ferrovanadium from China and/or South Africa in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

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II-18. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of ferrovanadium in the future if the antidumping duty orders on ferrovanadium from China and/or 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 III.—FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **John Ascienzo (202-205-3175, John.Ascienzo@usitc.gov)**.

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

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

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

III-2. Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include ferrovandium:

2. Does your firm prepare profit/loss statements for ferrovandium:  
 Yes  No
3. How often does your firm (or parent company) prepare financial statements?  
 Please check relevant items below.  
 Audited,  unaudited,  annual reports,  10Ks,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually
4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes ferrovandium, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_

\_\_\_\_\_

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.—FINANCIAL INFORMATION--Continued**

III-5. Other products.--Please list any other products you produced in the facilities in which you produced ferrovandium, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of ferrovandium from any related company?

- Yes—Continue to question III-7 below       No—Continue to question III-10 below

III-7. In the space provided below, identify the inputs used in the production of ferrovandium that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

- Yes—Continue to question III-9 below.       No—Continue to question III-10 below.





**PART III.—FINANCIAL INFORMATION--Continued**

III-11a. Operations on ferrovandium.--Report the revenue and related cost information requested below on the ferrovandium operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm toll-produced ferrovandium on behalf of another U.S. firm (*i.e.*, your firm is the toller), report data on your tolling operations in tables III-12a and III-12b; only report on your non-toll operations in table III-11a and III-11b.

<b>Quantity (1,000 pounds of contained ferrovandium) and value (in \$1,000)</b>						
<b>Item</b>	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Toll Conversion Fee						
Total COGS						
<b>Gross profit or (loss)</b>						
<b>Selling, General, and administrative Expenses</b>						
<b>Operating income (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-9: Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____ Year 6 _____. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms. <sup>5</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.						

**PART III.—FINANCIAL INFORMATION--Continued**

III-11b. Operations on ferrovandium.--Report the revenue and related cost information requested below on the ferrovandium operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for the specified interim periods. If your firm toll-produced ferrovandium on behalf of another U.S. firm (*i.e.*, your firm is the toller), report data on your tolling operations in tables III-12a and III-12b; only report on your non-toll operations in table III-11a and III-11b.

<b>Quantity (1,000 pounds of contained ferrovandium) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-June 2007</b>	<b>January-June 2008</b>
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Raw materials		
Direct labor		
Other factory costs		
Toll Conversion Fee		
Total COGS		
<b>Gross profit or (loss)</b>		
<b>Selling, General, and administrative expenses</b>		
<b>Operating income (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>		
All other income items		
All other income or expenses, net		
<b>Net income or (loss) before income taxes</b>		
<b>Depreciation/amortization included above</b>		
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-9: January-June 2007 _____ January-June 2008 _____. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms. <sup>5</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.		

**PART III.—FINANCIAL INFORMATION--Continued**

III-12a. Toll production of ferrovandium.--Report the revenue and related cost information requested below on your operations toll producing ferrovandium in your U.S. establishment(s).<sup>1</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm toll produced ferrovandium for more than one customer (the tollee), please photocopy this page as necessary in order to report separate data for each tollee. See footnotes in table III-12b.

Name of tollee :

<b>Quantity (1,000 pounds of contained ferrovandium) and value (in \$1,000)</b>						
<b>Item</b>	_____	_____	_____	_____	_____	_____
<b>Tolling operations:<sup>2</sup></b>						
Net quantity tolled						
Net tolling revenue						
Net packaging revenue						
Total Revenue from Tolling Operations						
<b>Cost of tolling services:</b>						
Raw materials not supplied by tollee						
Direct labor						
Other factory costs						
Total cost of tolling services						
<b>Gross profit or (loss)</b>						
<b>Selling, General, and administrative Expenses</b>						
<b>Operating income (loss)</b>						

III-12b. Toll production of ferrovandium.--Report the revenue and related cost information requested below on your operations toll producing ferrovandium in your U.S. establishment(s)<sup>1</sup> for the specified interim periods.

<b>Quantity (1,000 pounds of contained ferrovandium) and value (in \$1,000)</b>		
<b>Item</b>	<u>January-June 2007</u>	<u>January-June 2008</u>
<b>Tolling operations:<sup>2</sup></b>		
Net quantity tolled		
Net tolling revenue		
Net packaging revenue		
Total Revenue from Tolling Operations		
<b>Cost of tolling services:</b>		
Raw materials not supplied by tollee		
Direct labor		
Other factory costs		
Total cost of tolling services		
<b>Gross profit or (loss)</b>		
<b>Selling, General, and administrative expenses</b>		
<b>Operating income (loss)</b>		

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

**PART III.—FINANCIAL INFORMATION--Continued**

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of ferrovandium. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of ferrovandium:</b>						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Other (describe: _____ )						
E. Total current assets (lines 1.A. through 1.D.)						
2. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
3. Other non-current (describe: _____)						
4. Other non-current (describe: _____)						
<b>5. Total assets</b> (lines 1.E., 2.C., 3 and 4)						

III-14. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on ferrovandium. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						

Value (in \$1,000)		
Item	January-June 2007	January-June 2008
<b>Capital expenditures</b>		
<b>Research and development expenditures</b>		

**PART IV.--PRICING AND MARKET FACTORS**

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

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2002-June 2008.

**Product 1.—Grade 40-60 percent ferrovandium, 2" by down**

**Product 2.— Grade 78-82 percent ferrovandium, 2" by down**

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-2. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in pounds of contained ferrovandium, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2002:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-3. Please describe how your firm determines the prices that it charges for sales of ferrovandium (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- Transaction by transaction     Contract     Cost plus     Price list
- Other ( \_\_\_\_\_ )

IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- Quantity discounts     Annual total volume discounts     No discounts
- Other ( \_\_\_\_\_ )

IV-5. What are your firm's typical sales terms for its U.S.-produced ferrovandium (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of such product usually quoted,  f.o.b. \_\_\_\_\_, or  delivered)?

IV-6. Approximately what share of your firm's sales of its U.S.-produced ferrovandium in 2007 were 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	_____

IV-7. 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

**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-8. 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

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced ferrovandium?

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

IV-10. (a) What is the approximate percentage of the total delivered cost of ferrovandium that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm     or purchaser

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-11. What is the geographic market area in the United States served by your firm's ferrovandium? (check all that apply)

- Northeast                       Mid-Atlantic                       Midwest                       Southeast
- Southwest                       Rocky Mountains                       West Coast                       Northwest
- National                       Other (describe: \_\_\_\_\_)



**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-12. Describe the end uses of the ferrovandium that you manufacture. For each end-use product, what percentage of the total cost is accounted for by ferrovandium?

<u>End use</u>	<u>Ferrovandium's share of total cost of this end use (percent)</u>
_____	_____
_____	_____
_____	_____

IV-13. Have there been any changes in the end uses of ferrovandium since 2003?

No       Yes—Please describe.

\_\_\_\_\_  
\_\_\_\_\_

IV-14. 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.

\_\_\_\_\_  
\_\_\_\_\_

IV-15. (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.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-15. (c) Have changes in the prices of these products affected the price for ferrovandium?

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

No             Yes

IV-16. 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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IV-17. Do you anticipate any changes in terms of the substitutability of other products for ferrovandium in the future?

No             Yes—Please describe.

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IV-18. To what extent have changes in the prices of raw materials affected your firm's selling prices for ferrovandium during January 2003-June 2008? Also discuss any anticipated changes in your raw material costs in the future.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-19. 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 U.S.-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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IV-20. (a) Do you anticipate any changes in terms of the availability of U.S.-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, including the time period and the impact of such changes on shipment volumes and prices.

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IV-21. Has the availability of NONSUBJECT imported ferrovandium changed since 2003?

- No                       Yes--Please explain.

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IV-22. 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 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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**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of ferrovandium since 2003?

No       Yes--Please describe and quantify if possible.

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IV-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of ferrovandium in the future?

No       Yes--Please identify, including the time period.

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IV-25. a) 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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III-25. b) How has demand outside the United States for ferrovandium changed since 2003?

Increased       No change       Decreased       Fluctuated

What principal factors affect changes in demand?

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

III-26. a) Do you anticipate any future changes in ferrovandium demand in the United States?

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

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b) Do you anticipate any future changes in ferrovandium demand in the rest of the world?

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

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IV-27. Please compare market prices of ferrovandium in U.S. and non-U.S. markets, if known. Provide specific information as to year(s) and country(ies) for any price comparisons.

<b>Non U.S. market (specify country)</b>	<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	

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IV-28. 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.

IV-29. Are your exports of ferrovandium subject to any tariff or non-tariff barriers to trade in other countries?

- No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2003, or that are expected to occur in the future.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-32. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between ferrovandium produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

<b>Country-pair</b>	United States	China	South Africa	Other countries
United States				
China				
South Africa				

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of ferrovandium, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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