

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

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

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

**RESPONSE TO THIS SURVEY IS REQUIRED BY LAW**

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 Information furnished herewith is deemed confidential and will not be published or disclosed except in accordance with Section 705 of the Defense Production Act of 1950, as amended (50 U.S.C. Sec. 4555).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

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

**BURDEN ESTIMATE AND REQUEST FOR COMMENT**

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

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**General Instructions**

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

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Definitions	
Term	Definition
Authorizing Official	An executive officer of the organization or business unit or another individual who has the authority to execute this survey on behalf of the organization.
Capital Expenditures	Investments made by an organization in buildings, equipment, property, and systems where the expense is depreciated. This does not include expenditures for consumable materials, other operating expenses, and salaries associated with normal business operations.
Co-Production	The process of extracting vanadium from titaniferous magnetite ores during steel production.
Critical Infrastructure	Sectors whose assets, systems, and networks, whether physical or virtual, are considered so vital to the United States that their incapacitation or destruction would have a debilitating effect on security, national economic security, national public health and safety, or any combination thereof.
Customer	Any organization (external or internal entity) for which your organization manufactures/processes any product comprised of, or containing, steel in any form.
Defense-related Sales/Activities	Any product or service that your organization produces that is ultimately used by the U.S. Government for defense purposes, whether by the armed services, the Department of Defense, or any other U.S. Government entity.
Development	The design, simulation, and testing of a prototype, including experimental software or hardware systems, to validate technological feasibility or concept of operation in order to reduce technological risk, or provide test systems prior to production approval.
Distributor	An independent selling agent who has a contract to sell the products of a manufacturer.
Exports	Shipments to destinations outside the United States.
Facility	A building or the minimum complex of buildings or parts of buildings that conduct steel production, in which an organization operates to serve a particular function, producing revenue, and incurring costs for the company. A facility may produce an item of tangible or intangible property or may perform a service. It may encompass a floor or group of floors within a building, a single building, or a group of buildings or structures. Often, a facility is a group of related locations at which organization employees work, together constituting a profit-and-loss center for the company, and it may be identified by a unique DUNS number.
Full Time Equivalent (FTE) Employees	Employees who work for 40 hours in a normal work week. Convert part-time employees into "full time equivalents" by taking their work hours as a fraction of 40 hours.
Global Headquarters	A location that serves as the organization's hub of worldwide operations with all global branches or divisions reporting to it.
Harmonized Tariff Schedule (HTS)	A 10-digit numbering system that classifies a good based on its name, use, and/or the material used in its construction. The number provides Customs and Border Protection (CBP) with a standardized method of tracking all merchandise imported into the United States and sets out the tariff rates and statistical categories.
High Purity Vanadium Pentoxide	Vanadium pentoxide of at least 99% percent purity.
Import Value	Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).
Inventory	The goods or materials an organization holds for its own use or for the ultimate goal of sale.



Definitions	
Term	Definition
Non-U.S. Facility	A facility that is physically located outside of the United States.
Organization	A company, firm, laboratory, or other entity that owns or controls one or more U.S. establishment or facility capable of designing and/or manufacturing steel products.
Primary/By-Product Production	The process of producing vanadium products from mining operations or in conjunction with mining operations for other minerals.
Product/Process Development	Conceptualization and development of steel product or steel production techniques prior to the production of the product for customers (i.e., utilities, governmental agencies etc.).
Production	The process of transforming inputs (raw materials, semi-finished goods, subassemblies, ideas, information, knowledge) into goods or services.
Research & Development	Basic and applied research in the engineering sciences, as well as design and development of prototype products and processes. Efforts that an organization conducts towards innovating, introducing and/or improving products and processes.
Sales	All reported and unreported sales of steel, including sales to end-users, producers, financial entities, intermediaries, traders, distributors, et al.
Secondary Production	The process of transforming waste materials (spent catalyst, slag, ash, residues, etc.) into vanadium products, including vanadium pentoxide, ferrovanadium, vanadium metals, and metal alloys that contain vanadium.
Single Source	An organization that is designated as the only accepted source for the supply of parts, components, materials, or services, even though other source with equivalent technical know-how and production capability may exist.
Sole Source	An organization that is the only source for the supply of parts, components, or services. No alternative U.S. or non-U.S. based suppliers exist other than the current supplier.
Supplier	An entity from which your organization obtains inputs, which may be goods or services. A supplier may be another organization with which you have a contractual relationship, or it may be another facility owned by the same parent organization.
Tipping/Recycling Fees	Fees collected for the recycling of waste or other vanadium-bearing products (Ash, Residues, Spent Catalysts, Vanadium Slag, Etc.) into vanadium products. This includes fees collected by secondary vanadium producers during the recycling of vanadium-bearing feedstocks into vanadium products.
Toll Production/Conversion Services	The process of converting one form of vanadium, typically vanadium pentoxide, into another form of vanadium, typically ferrovanadium.
Tollee	The firm who furnished inputs (i.e. vanadium pentoxide) to the Toller for conversion into a different vanadium product (i.e. ferrovanadium).
Toller	The firm who converted/produced vanadium inputs (i.e. vanadium pentoxide) into a different vanadium product (i.e. ferrovanadium) for the Tollee.
Vanadium Master Alloys	Master alloys produced from high purity vanadium pentoxide, including Aluminum-Vanadium master alloys (often containing 35% aluminum and 64.5% vanadium).
United States	The "United States" or "U.S." includes the 50 states, Puerto Rico, the District of Columbia, Guam, the Trust Territories, and the U.S. Virgin Islands.
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**1. Organization Information**

A.	Provide the following information for your organization						
	Organization Name						
	Street Address						
	City						
	State						
	ZIP Code						
	Country of Global Headquarters						
	U.S. Point of Contact Name						
	U.S. Point of Contact Email						
	U.S. Point of Contact Phone						
B.	Is this organization owned, in whole or in part, by any other entity? Indicate Yes/No, then identify the entities below, if applicable.						
	List entities with at least 5% ownership.						
	Entity Name	Global Headquarters Street Address	Global Headquarters City	Global Headquarters State/Province	Global Headquarters Country	Ownership %	
C.	Identify the vanadium products that your organization currently uses/sources and sells/provides						
	Subject Products		Uses/Sources		Sells/Provides	HTSUS Code (10-digit level) Used for Import/Export	
	Vanadium Ores and Concentrates		<div>Import Only</div> <div>Source Domestically Only</div> <div>Source Domestically and Import</div> <div>Not Applicable</div>				
	Vanadates						
	Vanadium Carbides						
	Vanadium Sulfates						
	Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides		<div>Export Only</div> <div>Sell Domestically Only</div> <div>Sell Domestically and Export</div> <div>Not Applicable</div>				
	Vanadium Pentoxide - Up to 99% purity						
	High Purity Vanadium Pentoxide - 99%+ purity						
	Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)						
	Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Vanadium Slag, Etc.)						
	Ferrovanadium - Under 80% Vanadium						
	Ferrovanadium - 80%+ Vanadium						
	Vanadium Master Alloys						
	Vanadium, Wrought and Unwrought (Excluding Master Alloys)						
	Other		(specify)				
	D.	At the global headquarters level, identify the total number of facilities that your organization currently operates, including standby/idle facilities, inside and outside the U.S., that manufacture and/or distribute any of the subject products listed below.					
		Subject Products		Number of U.S. Facilities		Number of Non-U.S. Facilities	
				Manufacture	Distribute Only	Manufacture	Distribute Only
Vanadium Ores and Concentrates							
Vanadates							
Vanadium Carbides							
Vanadium Sulfates							
Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides							
Vanadium Pentoxide - Up to 99% purity							
High Purity Vanadium Pentoxide - 99%+ purity							
Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)							
Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Vanadium Slag, Etc.)							
Ferrovanadium - Under 80% Vanadium							
Ferrovanadium - 80%+ Vanadium							
Vanadium Master Alloys							
Vanadium, Wrought and Unwrought (Excluding Master Alloys)							
Other		(Specify)					
Comments:							

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2. Facility Information

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

Then, in accordance with the header, describe each U.S facility [including those idle, on standby, or under construction] involved in the importation, distribution or production of vanadium products. Remember to duplicate the facility in a dedicated row for each product category supported. In addition to standby or idle facilities, include any facilities shut down since 2010 and facilities under construction.

	Facility Name	City	State	Type of Facility	Product Category Supported	Current Operating Status			Reconstitution from Standby/Idle/Shutdown		Future Operating Status	Comments
						Current Operating Status	Start Date of Standby/Idle or Shutdown (MM/DD/YYYY)	Primary Reason for Standby/Idle or Shutdown	Months to Reconstitute	Estimated Cost to Reconstitute (Thousands USD)	Primary Change in 2020-2023	
A.	1											
	2											
	3											
	4											
	5											
	6											
	7											
	8											
	9											
	10											
	11											
	12											
	13											
	14											
	15											
	16											
	17											
	18											
	19											
	20											

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

1

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

B. 2

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

3

Comments:

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3a. U.S. Production

In Part A, identify which vanadium products your organization has capabilities in, or could develop capabilities. Provide the requested details on production requirements.  
In Part B, record the total annual quantity of each subject product your organization produced from 2016-2020 (YTD July). Remember to confirm the units of measurement. If your organization toll-produces any material, include the type and quantity produced here. If your organization is a tollee (i.e. provides material to a toller for conversion), do not record this production below.

If you only distribute and do not manufacture or plan to manufacture any of the subject vanadium products, indicate so here and move to the next section.

Do not include data on subject products that your organization only distributes.

A.	Vanadium Ores and Concentrates								
	Vanadates								
	Vanadium Carbides								
	Vanadium Sulfates								
	Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides								
	Vanadium Pentoxide - Up to 99% purity	Yes No Idle Interested in Developing							
	High Purity Vanadium Pentoxide - 99%+ purity								
	Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)								
	Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)								
	Ferrovandium - Under 80% Vanadium								
	Ferrovandium - 80%+ Vanadium								
	Vanadium Master Alloys								
	Vanadium, Wrought and Unwrought (Excluding Master Alloys)								
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here:									
	U.S. Production (Kg contained Vanadium)								
	2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)	Comments		
B.	Vanadium Ores and Concentrates								
	Vanadates								
	Vanadium Carbides								
	Vanadium Sulfates								
	Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides								
	Vanadium Pentoxide - Up to 99% purity								
	High Purity Vanadium Pentoxide - 99%+ purity								
	Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)								
	Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)								
	Ferrovandium - Under 80% Vanadium								
	Ferrovandium - 80%+ Vanadium								
	Vanadium Master Alloys								
	Vanadium, Wrought and Unwrought (Excluding Master Alloys)								
Comments:									

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3b. U.S. Sales and Exports

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

For your organization's U.S. operations, by subject product category, record both your U.S. sales and exports (shipments from the U.S. to destinations outside the U.S.) from 2016-2020 (YTD July). Distributors must complete this section.

Vanadium Ores and Concentrates

Select 'Not Applicable' if category is not relevant to your operations

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

U.S. and Export Sales

20162017201820192019 (YTD July)2020 (YTD July)

A.

U.S. Sales (Kg)

U.S. Sales (Thousands USD)

Average U.S. Sales Price per Kg (\$)

Export Sales (Kg)

Export Sales (Thousands USD)

Average Export Sales Price per Kg (\$)

Percentage of Total 2019 Sales Attributable to Product

Vanadates

Select 'Not Applicable' if category is not relevant to your operations

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

U.S. and Export Sales

20162017201820192019 (YTD July)2020 (YTD July)

B.

U.S. Sales (Kg)

U.S. Sales (Thousands USD)

Average U.S. Sales Price per Kg (\$)

Export Sales (Kg)

Export Sales (Thousands USD)

Average Export Sales Price per Kg (\$)

Percentage of Total 2019 Sales Attributable to Product

Vanadium Carbides

Select 'Not Applicable' if category is not relevant to your operations

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

U.S. and Export Sales

20162017201820192019 (YTD July)2020 (YTD July)

C.

U.S. Sales (Kg)

U.S. Sales (Thousands USD)

Average U.S. Sales Price per Unit (\$)

Export Sales (Kg)

Export Sales (Thousands USD)

Average Export Sales Price per Unit (\$)

Percentage of Total 2019 Sales Attributable to Product

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	Vanadium Sulfates						
	Select 'Not Applicable' if category is not relevant to your operations						
	Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
	U.S. and Export Sales	2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
D.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
	Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides						
	Select 'Not Applicable' if category is not relevant to your operations						
	Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
	U.S. and Export Sales	2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
E.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
	Vanadium Pentoxide - Up to 99% purity						
	Select 'Not Applicable' if category is not relevant to your operations						
	Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
	U.S. and Export Sales	2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
F.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
	High Purity Vanadium Pentoxide - 99%+ purity						
	Select 'Not Applicable' if category is not relevant to your operations						
	Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
	U.S. and Export Sales	2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
G.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
	Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)						
	Select 'Not Applicable' if category is not relevant to your operations						
	Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
	U.S. and Export Sales	2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
H.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
	Vanadium Bearing Feedstocks (Ash, Residue, Spent Catalysts, Slag, Etc.)						
	Select 'Not Applicable' if category is not relevant to your operations						
	Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
	U.S. and Export Sales	2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
I.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						
	Ferrovanadium - Under 80% Vanadium						
	Select 'Not Applicable' if category is not relevant to your operations						
	Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
	U.S. and Export Sales	2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
J.	U.S. Sales (Kg)						
	U.S. Sales (Thousands USD)						
	Average U.S. Sales Price per Unit (\$)						
	Export Sales (Kg)						
	Export Sales (Thousands USD)						
	Average Export Sales Price per Unit (\$)						
	Percentage of Total 2019 Sales Attributable to Product						



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

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

Estimate your organization's vanadium product end uses and associated end use attributes. If your organization solely distributes vanadium products and does not have insight into vanadium product end-uses, indicate so in the "Unknown" box in Row 9.								
	Vanadium End Use	Percent of 2019 Production Attributable to End Use	Average Percent Cost of Vanadium Attributable to End Product Total Cost	Average Percent Vanadium Content Attributable to End Product	Primary Vanadium Product/Grade Needed for End Use	Substitutes Available for Vanadium Usage?	Indicate Primary Substitute, if relevant	Comments
A.	1 Steel - High Strength Low Alloy		Vanadium Ores and Concentrates Vanadates Vanadium Carbides Vanadium Sulfates Vanadium Hydrides, Sulfides, Nitrides, Silicides, and Borides Vanadium Pentoxide - Up to 99% Vanadium High Purity Vanadium Pentoxide - 99%+ Vanadium Other Vanadium Oxides and Hydroxides (excluding Pentoxide) Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.) Ferrovanadium - 40-60% Vanadium Ferrovanadium - 80%+ Vanadium Vanadium Master Alloys Vanadium, Wrought and Unwrought (Excluding Master Alloys) Other Vanadium-Related					
	2 Steel - Full Alloy							
	3 Steel - Carbon							
	4 Steel - Other							
	5 Vanadium-Redox Flow Battery							
	6 Aerospace (Master Alloys)							
	7 Chemical							
	8 Other - specify							
	9 Unknown							
Total of 1-9 (must equal 100%):		0%						
Indicate whether your organization uses vanadium or vanadium-bearing feedstock to produce and/or sell other vanadium products. (including Toll production and recycling).			If you indicated Yes, answer the following questions:					
	Subject Product	Primary Feedstock Used to Produce Subject Product	Primary Original Country Source of Feedstock	Primary Reason for Sourcing Choice	Primary Alternate Feedstock, if Possible	Domestic Feedstock Sources Available?	Supply Disruption or Shortage Experienced?	Explain
B.	1 Vanadates		Vanadium Ore and Concentrate Vanadium Slag Ash Residues Spent Catalysts Vanadium Pentoxide - Up to 99% purity High Purity Vanadium Pentoxide - 99%+ purity Vanadates Vanadium Carbides Vanadium Sulfates Vanadium Hydrides, Nitrides, Silicides, and Borides Other Not Applicable					
	2 Vanadium Carbides							
	3 Vanadium Sulfates							
	4 Vanadium Hydrides, Sulfides, Nitrides, Silicides, and Borides							
	5 Vanadium Pentoxide - Up to 99% purity							
	6 High Purity Vanadium Pentoxide - 99%+ purity							
	7 Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)							
	8 Ferrovanadium - Under 80% Vanadium							
	9 Ferrovanadium - 80%+ Vanadium							
	10 Vanadium Master Alloys							
	11 Vanadium, Wrought and Unwrought (Excluding Master Alloys)							
Since 2016, have feedstock sourcing issues impacted your organization's ability to fulfill contracts for vanadium products?			Explain:					
Comments:								

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**



Answer the following questions regarding your organization's secondary production/recycling or toll production operations. **Record \$ in Thousands USD, e.g. \$12,000.00 = survey input of \$12**

Answer the following questions regarding your organization's secondary production/recycling or toll production operations. Record \$ in Thousands USD, e.g. \$12,000.00 = survey input of \$12

If your organization accrues tipping fees due to recycling or processing any vanadium-bearing materials, complete this question for the years 2016-2020 (YTD July).

If your organization accrues tipping fees due to recycling or processing any vanadium-bearing materials, complete this question for the years 2016-2020 (YTD July).

Select 'Not Applicable' if your organization does not recycle/process vanadium-bearing materials, and continue to question 2.						
		2016	2017	2018	2019	2019 (YTD July)
Average Tipping/Recycling Fee Charged per Kg						
Total Tipping/Recycling Fees Accrued (Thousands USD)						
Net Tipping/Recycling Fees Accrued (Less Metals Credits) (Thousands USD)						
Total Facility Operating Costs (Thousands USD)						
Percent of Total Revenues Attributable to Tipping Fees						
1. Percent of Total Revenues Attributable to Vanadium Product Sales						
Average Vanadium Price Needed for Metals	(specify vanadium type)					
Credit to go to Refinery						
Average Percent of Sales Price Lost to Metals	(specify vanadium type)					
Credit/Refinery						
Do vanadium prices impact your organization's decision to perform recycling/processing operations?		Yes No	Explain:			
Does your organization's profitability depend on vanadium prices being above a certain level?			Explain:			
Comments:						

Answer the following questions related to your organization's toll production operations, including the total tolling fees accrued, the total raw materials supplied, and the subsequent total end product quantity produced with the supplied materials. The tolling fees include the tolling fee for the production of the end product, but do not include the tolling fee for the production of the intermediate product. The tolling fee for the production of the intermediate product is the tolling fee for the production of the intermediate product, but does not include the tolling fee for the production of the end product.

Answer the following questions related to your organization's toll production operations, including the total tolling fees accrued, the total raw materials supplied, and the subsequent total end product quantity produced with the supplied feedstocks. Then, list your top ten customers (in descending order by volume) for 2019, the average percent revenue attributable to each, the quantity produced for each, and the primary country of feedstock origin for material supplied by each customer.

Select 'Not Applicable' if your organization does not operate as a toll producer, and continue to question 3.						
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here						
Total Tolling Fees Accrued (Thousands USD)		2016	2017	2018	2019	2019 (YTD July)      2020 (YTD July)
Raw Material Supplied	(Specify Type)					
Quantity Produced from Above Input	(Specify Type)					
Raw Material Supplied	(Specify Type)					
Quantity Produced from Above Input	(Specify Type)					
Customer Name	Percent Revenue Attributable to Customer	Total Quantity Produced - 2019	Primary Country of Feedstock Origin	Comments		
Comments:		Vanadium Ores and Concentrates Vanadates Vanadium Carbides Vanadium Sulfates Vanadium Hydrides, Sulfides, Nitrides, Silicides, and Borides Vanadium Pentoxide - Up to 99% Vanadium High Purity Vanadium Pentoxide - 99%+ Vanadium Other Vanadium Oxides and Hydroxides (excluding Pentoxide) Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc. Ferrovanadium - 40-60% Vanadium Ferrovandium - 80%+ Vanadium Vanadium Master Alloys Vanadium Wrought and Castings (Excluding Master Alloys)				

Answer the following questions related to your organization's U.S. tolee operations including the total conversion/tolling fees paid, the total raw materials supplied, and the subsequent total end product quantity returned and available for

Answer the following questions related to your organization's U.S. tolee operations including the total conversion/tolling fees paid, the total raw materials supplied, and the subsequent total end product quantity returned and available for sale from the converted feedstocks. Then, list the top three toll organization's used to convert material in 2019, and the total percent quantity attributable to each organization.

Select 'Not Applicable' if your organization does not operate as a tollee firm, and continue to the next section.							
Record data in Kg contained vanadium. If unable to record data in Kg contained vanadium, indicate unit used here							
		2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
Total Conversion/Tolling Fees Paid (Thousands USD)							
Total Raw Material Supplied to Toller	(Specify Type)						
Total Material Available for Sale (Returned by Toller)	(Specify Type)						
Total Raw Material Supplied to Toller	(Specify Type)						
Total Material Available for Sale (Returned by Toller)	(Specify Type)						
Toller Name	Percent Toller Attributable to Toller						
Comments:							
Comments:							

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4. Suppliers/Imports

For each product category involving purchases by your organization from 2016-2020 (YTD July), including both U.S., non-U.S., and import purchases, record all header criteria describing said procurements. If your organization operates conversion services/toll produces vanadium material, do not include material supplied by customers for conversion here. **Record \$ in Thousands USD, e.g. \$12,000.00 = survey input of \$12**

Vanadium Ores and Concentrates

Identify your total number of suppliers for this product category. If none, input 0.

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

Record your total purchases for this product category by volume and value for each applicable year.

Percentage of Purchases that are Imported

Supplier Name (in descending order by period volume)

Country of Fabrication

Country of Feedstock Origin

Common Ownership With Your Organization?

Primary Source of Disruption Experienced, if Applicable

Single/Sole Source?

Primary End-Use

Top Factor Influencing Purchase from Supplier

2016

Volume

Value (\$000)

2017

Volume

Value (\$000)

2018

Volume

Value (\$000)

2019

Volume

Value (\$000)

2019 (YTD July)

Volume

Value (\$000)

2020 (YTD July)

Volume

Value (\$000)

1

2

3

4

5

6

7

8

9

10

Yes

No

Customs/Port Issue

Disease/Quarantine

Labor Disruption

Natural Disaster

Supplier Ended Production

Supplier Production Delays

Supplier Went Out of Business

Trade Dispute/Tariffs

Transportation Issue

Other

Single Source

Sole Source

Neither

Steel - High Strength Low Alloy

Steel - Full Alloy

Steel - Carbon

Steel - Other

Vanadium-Redox Flow Battery

Aerospace (Master Alloys)

Other

Financial Consideration

Technical Specification

Relationship

Delivery

Other

B.

Identify your total number of suppliers for this product category. If none, input 0.

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

Record your total purchases for this product category by volume and value for each applicable year.

Percentage of Purchases that are Imported

Supplier Name (in descending order by period volume)

Country of Fabrication

Country of Feedstock Origin

Common Ownership With Your Organization?

Primary Source of Disruption Experienced, if Applicable

Single/Sole Source?

Primary End-Use

Top Factor Influencing Purchase from Supplier

2016

Volume

Value (\$000)

2017

Volume

Value (\$000)

2018

Volume

Value (\$000)

2019

Volume

Value (\$000)

2019 (YTD July)

Volume

Value (\$000)

2020 (YTD July)

Volume

Value (\$000)

1

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4

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9

10

C.

Identify your total number of suppliers for this product category. If none, input 0.

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

Record your total purchases for this product category by volume and value for each applicable year.

Percentage of Purchases that are Imported

Supplier Name (in descending order by period volume)

Country of Fabrication

Country of Feedstock Origin

Common Ownership With Your Organization?

Primary Source of Disruption Experienced, if Applicable

Single/Sole Source?

Primary End-Use

Top Factor Influencing Purchase from Supplier

2016

Volume

Value (\$000)

2017

Volume

Value (\$000)

2018

Volume

Value (\$000)

2019

Volume

Value (\$000)

2019 (YTD July)

Volume

Value (\$000)

2020 (YTD July)

Volume

Value (\$000)

1

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10

D.

Identify your total number of suppliers for this product category. If none, input 0.

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

Record your total purchases for this product category by volume and value for each applicable year.

Percentage of Purchases that are Imported

Supplier Name (in descending order by period volume)

Country of Fabrication

Country of Feedstock Origin

Common Ownership With Your Organization?

Primary Source of Disruption Experienced, if Applicable

Single/Sole Source?

Primary End-Use

Top Factor Influencing Purchase from Supplier

2016

Volume

Value (\$000)

2017

Volume

Value (\$000)

2018

Volume

Value (\$000)

2019

Volume

Value (\$000)

2019 (YTD July)

Volume

Value (\$000)

2020 (YTD July)

Volume

Value (\$000)

1

2

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10

Vanadium Sulfates

Identify your total number of suppliers for this product category. If none, input 0.

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

Record your total purchases for this product category by volume and value for each applicable year.

Percentage of Purchases that are Imported

Supplier Name (in descending order by period volume)

Country of Fabrication

Country of Feedstock Origin

Common Ownership With Your Organization?

Primary Source of Disruption Experienced, if Applicable

Single/Sole Source?

Primary End-Use

Top Factor Influencing Purchase from Supplier

2016

Volume

Value (\$000)

2017

Volume

Value (\$000)

2018

Volume

Value (\$000)

2019

Volume

Value (\$000)

2019 (YTD July)

Volume

Value (\$000)

2020 (YTD July)

Volume

Value (\$000)

1

2

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Vanadium Carbides

Identify your total number of suppliers for this product category. If none, input 0.

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

Record your total purchases for this product category by volume and value for each applicable year.

Percentage of Purchases that are Imported

Supplier Name (in descending order by period volume)

Country of Fabrication

Country of Feedstock Origin

Common Ownership With Your Organization?

Primary Source of Disruption Experienced, if Applicable

Single/Sole Source?

Primary End-Use

Top Factor Influencing Purchase from Supplier

2016

Volume

Value (\$000)

2017

Volume

Value (\$000)

2018

Volume

Value (\$000)

2019

Volume

Value (\$000)

2019 (YTD July)

Volume

Value (\$000)

2020 (YTD July)

Volume

Value (\$000)

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Vanadium Sulfates

Identify your total number of suppliers for this product category. If none, input 0.

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

Record your total purchases for this product category by volume and value for each applicable year.

Percentage of Purchases that are Imported

Supplier Name (in descending order by period volume)

Country of Fabrication

Country of Feedstock Origin

Common Ownership With Your Organization?

Primary Source of Disruption Experienced, if Applicable

Single/Sole Source?

Primary End-Use

Top Factor Influencing Purchase from Supplier

2016

Volume

Value (\$000)

2017

Volume

Value (\$000)

2018

Volume

Value (\$000)

2019

Volume

Value (\$000)

2019 (YTD July)

Volume

Value (\$000)

2020 (YTD July)

Volume

Value (\$000)

1

2

3

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10



Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
E.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, if Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
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	10																				
Vanadium Pentoxide - Up to 99% purity																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
F.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, if Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
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	10																				
High Purity Vanadium Pentoxide - 99%+ purity																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
G.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, if Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
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	9																				
	10																				
Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
H.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, if Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
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	10																				



Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
I.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, If Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
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	3																				
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	7																				
	8																				
9																					
10																					
Ferrovanadium - Under 80% Vanadium																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
J.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, If Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
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	5																				
	6																				
	7																				
	8																				
9																					
10																					
Ferrovanadium - 80%+ Vanadium																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
K.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, If Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
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	2																				
	3																				
	4																				
	5																				
	6																				
	7																				
	8																				
9																					
10																					
Vanadium Master Alloys																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
L.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, If Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
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	2																				
	3																				
	4																				
	5																				
	6																				
	7																				
	8																				
9																					
10																					
Vanadium, Wrought and Unwrought (Excluding Master Alloys)																					
Identify your total number of suppliers for this product category. If none, input 0.																					
Record data in Kg contained vanadium. If unable to provide in Kg contained vanadium, indicate unit used here:																					
Record your total purchases for this product category by volume and value for each applicable year.										2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
										Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
Percentage of Purchases that are Imported																					
M.	Supplier Name (in descending order by period volume)	Country of Fabrication	Country of Feedstock Origin	Common Ownership With Your Organization?	Primary Source of Disruption Experienced, If Applicable	Single/Sole Source?	Primary End-Use	Top Factor Influencing Purchase from Supplier	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
									Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
	1																				
	2																				
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	7																				
	8																				
9																					
10																					
Comments:																					
BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act																					



5. Customers/Exports

For each product category involving shipments by your organization from 2016-2020 (YTD July), including U.S. internal and U.S. export shipment but excluding shipments from non-U.S. locations, record all header criteria describing the shipments. \*Find your location's North American Industry Classification System (NAICS) codes at <http://www.census.gov/epcd/www/naics.html>.  
Record \$ in Thousands USD, e.g. \$12,000.00 = survey input of \$12

Vanadium Ores and Concentrates

Identify your total number of current customers for this product category. If none, input 0.

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

	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Primary Industry/Sector Represented by Customer (NAICS - 6-Digit Code)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)		
A.	1																
	2																
	3																
	4																
	5																
	6																
	7																
	8																
	9																
	10																

Vanadates

Identify your total number of customers for this product category. If none, input 0.

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

	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)		
B.	1																
	2																
	3																
	4																
	5																
	6																
	7																
	8																
	9																
	10																

Vanadium Carbides

Identify your total number of customers for this product category. If none, input 0.

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

	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)		
C.	1																
	2																
	3																
	4																
	5																
	6																
	7																
	8																
	9																
	10																

Vanadium Sulfates

Identify your total number of customers for this product category. If none, input 0.

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

	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)	
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)		
D.	1																
	2																
	3																
	4																
	5																
	6																
	7																
	8																
	9																
	10																



Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides																		
E.	Identify your total number of customers for this product category. If none, input 0.																	
	Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																	
	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
7																		
8																		
9																		
10																		
Vanadium Pentoxide - Up to 99% purity																		
F.	Identify your total number of customers for this product category. If none, input 0.																	
	Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																	
	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
7																		
8																		
9																		
10																		
High Purity Vanadium Pentoxide - 99%+ purity																		
G.	Identify your total number of customers for this product category. If none, input 0.																	
	Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																	
	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
7																		
8																		
9																		
10																		
Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)																		
H.	Identify your total number of customers for this product category. If none, input 0.																	
	Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																	
	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
7																		
8																		
9																		
10																		
Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)																		
I.	Identify your total number of customers for this product category. If none, input 0.																	
	Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																	
	Customer Name (in descending order by period volume)	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)			
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
7																		
8																		
9																		
10																		



Ferrovanadium - Under 80% Vanadium																		
Identify your total number of customers for this product category. If none, input 0.																		
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																		
J.	Customer Name	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
	7																	
	8																	
	9																	
	10																	
Ferrovanadium - 80%+ Vanadium																		
Identify your total number of customers for this product category. If none, input 0.																		
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																		
K.	Customer Name	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
	7																	
	8																	
	9																	
	10																	
Vanadium Master Alloys																		
Identify your total number of customers for this product category. If none, input 0.																		
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																		
L.	Customer Name	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
	7																	
	8																	
	9																	
	10																	
Vanadium, Wrought and Unwrought (Excluding Master Alloys)																		
Identify your total number of customers for this product category. If none, input 0.																		
Record data in Kg contained vanadium. If unable to provide data in Kg contained vanadium, indicate unit used here:																		
M.	Customer Name	Country Destination	Common Ownership With Your Organization?	Primary End Use of Product	Industry/Sector Represented by Customer (NAICS)	2016		2017		2018		2019		2019 (YTD July)		2020 (YTD July)		
						Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	
	1																	
	2																	
	3																	
	4																	
	5																	
	6																	
	7																	
	8																	
	9																	
	10																	
Comments:																		
BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act																		



[Previous Page](#)[Next Page](#)**6. Financials**

Provide the following financial line items for your location for the 2016 - 2020 (YTD July) period. For 2019 (YTD July) and 2020 (YTD July), record the closest possible numbers for the requested time period.

Source of Income Statement Items:								
Income Statement (Select Line Items)			Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12					
			2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
1	A.	Net Sales (and other revenue)						
	1	Defense-Related Sales Percentage						
	2	Non-U.S. Sales Percentage						
	B.	Cost of Sales / Cost of Goods Sold						
	C.	Depreciation and Amortization						
	D.	Total Operating Income (Loss)						
	E.	Earnings Before Interest and Taxes						
F.	Net Income							
Source of Balance Statement Items:								
Balance Sheet (Select Line Items)			Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12					
			2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
2	A.	Cash						
	B.	Inventories						
	C.	Current Assets						
	D.	Total Assets						
	E.	Current Liabilities						
	F.	Total Liabilities						
	G.	Retained Earnings						
	H.	Total Owner's Equity						
Source of Other Items:								
Other Select Items			Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12					
			2016	2017	2018	2019	2019 (YTD July)	2020 (YTD July)
3	A.	Research & Development (R&D) Expenditure						
	1	National Security/Critical Infrastructure-Related R&D Percentage (see Definitions tab)						
	B.	Capital Expenditure (CapEx)						
	1	National Security/Critical Infrastructure-Related CapEx Percentage (see Definitions tab)						
	C.	Total Security Expenditures						
	1	Cybersecurity Expenditures Percentage						
2	Physical Security Expenditures Percentage							
Is your organization involved in any R&D work with the U.S. Department of Defense?				If yes, answer the following questions.				
4	Program Name		Contract Number					
	A.							
	B.							
	C.							
Comment:								

Data Confirmation

**2019 Net Sales**

None

Location

Division/Business Unit

Corporate/Whole Organization

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## 7. Employment

Record the total number of full time equivalent (FTE) employees and contractors for the 2016 to 2020 period for U.S. facilities that produce subject products.

		2016	2017	2018	2019	2020 (Current)
A	FTE Employees					
	FTE Contractors					
	<i>Production Line FTE Employees or Contractors</i>					

Identify the key workforce issues your organization has experienced or anticipates in the next five years.

	Issue	Primary Occupation Affected	Timeframe	Explain
B	Attracting Workers to Location			
	Employee Turnover			
	Finding Experienced Workers			
	Finding Qualified Workers			
	Finding U.S. Citizens			
	Significant Portion of Workforce Retiring			
	Other (specify)			
	Other (specify)			
C	For 2019, indicate the percentage of your organization's total operating costs represented by personnel-related expenditures.		<div> Engineers  Information Technology Workers  Production Line workers  Scientists  Testing Operators, QC, &amp; Support  Technicians  Other  None </div>	
D	Describe any significant changes in the recruitment, hiring and/or retention of human capital as a consequence of volatile vanadium prices.			
E	If you resumed operations at an idled or shutdown facility, do you reasonably anticipate being able to hire or rehire workers? Provide an estimate of how long it would take to restore requisite personnel levels in the Explain box.		Explain:	
Comments:				

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8. National Defense Support						
A	Since 2016, has your organization directly or indirectly supplied any of the subject product categories for incorporation into U.S. defense systems or related installations? If no, proceed to the next tab. If yes, complete sections B, C and D.					
B	From the list of U.S. Government agencies below, select those whose systems you supported between 2016 and 2020 YTD.					
	U.S. Air Force		U.S. Coast Guard		Department of Energy (including National Labs)	
	U.S. Army		U.S. Intelligence Community (such as CIA, NGA, NRO, NSA)		Other	(Identify Agency)
	U.S. Marine Corps		Missile Defense Agency (MDA)		Other	(Identify Agency)
	U.S. Navy		Defense Logistics Agency		Other	(Write-In)
C	In accordance with the header criteria, indicate which product categories you directly or indirectly provide for U.S. defense systems, installations or known U.S. defense end uses.					
	Product		Defense Support?	Percentage of 2019 Sales Attributable to Defense Sales	Primary DOD ACAT/MDAP Supported, if known*	Comments
	1	Vanadium Ores and Concentrates	<div>↑</div> <div>Direct Indirect Both None Unknown</div>			
	2	Vanadates				
	3	Vanadium Carbides				
	4	Vanadium Sulfates				
	5	Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides				
	6	Vanadium Pentoxide - Up to 99% purity				<div>Vanadium Ores and Concentrates Vanadates Vanadium Carbides Vanadium Sulfates Vanadium Hydrides, Sulfides, Nitrides, Silicides, and Borides Vanadium Pentoxide - Up to 99% Vanadium High Purity Vanadium Pentoxide - 99%+ Vanadium Other Vanadium Oxides and Hydroxides (excluding Pentoxide) Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.) Ferrovanadium - 40-60% Vanadium Ferrovanadium - 80%+ Vanadium Vanadium Master Alloys Vanadium, Wrought and Unwrought (Excluding Master Alloys) Other Vanadium-Related</div>
	7	High Purity Vanadium Pentoxide - 99%+ purity				
	8	Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)				
	9	Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)				
	10	Ferrovanadium - Under 80% Vanadium				
	11	Ferrovanadium - 80%+ Vanadium				
	12	Vanadium Master Alloys				
13	Vanadium, Wrought and Unwrought (Excluding Master Alloys)					
*U.S. Department of Defense Acquisition Category (ACAT) and Major Defense Acquisition Program (MDAP)						
D.			DO Rated	DX Rated		
	1	Since 2018, provide the number of priority rated contracts or orders under the Defense Priorities and Allocations System (DPAS) regulation (15 CFR part 700) that you have received by their level of priority (DO or DX).				
	2	Since 2018, provide the number of priority rated contracts or orders you have placed with other entities by their level of priority.				
	3	Since 2018, indicate which of your subject product categories has most frequently received a priority rated contract or order.		<div>↓</div>		
Comments:						
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9. Critical Infrastructure

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

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

Critical Infrastructure Sector	Sector Support	Primary Product Support	Primary Customer Associated with Sector/Product Support	Explain
Chemical Sector				
Commercial Facilities Sector				
Communications Sector				
Critical Manufacturing Sector				
Dams Sector				
A Defense Industrial Base Sector				
Emergency Services Sector				
Energy Sector				
Financial Services Sector				
Food and Agriculture Sector				
Government and Facilities Sector				
Healthcare and Public Health Sector				
Information Technology Sector				
Nuclear Reactors, Materials, and Waste Sector				
Transportation Systems Sector				
Waste and Wastewater Systems Sector				

Vanadium Ores and Concentrates

Vanadates

Vanadium Carbides

Vanadium Sulfates

Vanadium Hydrides, Sulfides, Nitrides, Silicides, and Borides

Vanadium Pentoxide - Up to 99% Vanadium

High Purity Vanadium Pentoxide - 99%+ Vanadium

Other Vanadium Oxides and Hydroxides (excluding Pentoxide)

Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.

Ferrovanadium - 40-60% Vanadium

Ferrovanadium - 80%+ Vanadium

Vanadium Master Alloys

Vanadium, Wrought and Unwrought (Excluding Master Alloys)

Other Vanadium-Related

B.

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

C.

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

Comments:

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10. Competition and Trade					
Since 2018, by subject product category and in accordance with the header criteria, has there been a significant change in import competition? Do not limit your organization's response to the categories in which you operate if you also have visibility into other product category imports.					
Product Category		Change in Import Competition	Primary Source Country of Import Competition	Impact on Your Organization	Explain
A.	1 Vanadium Ores and Concentrates				
	2 Vanadates				
	3 Vanadium Carbides				
	4 Vanadium Sulfates				
	5 Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides				
	6 Vanadium Pentoxide - Up to 99% purity				
	7 High Purity Vanadium Pentoxide - 99%+ purity				
	8 Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)				
	9 Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)				
	10 Ferrovandium - 40-60% Vanadium				
	11 Ferrovandium - 80%+ Vanadium				
	12 Vanadium Master Alloys				
	13 Vanadium, Wrought and Unwrought (Excluding Master Alloys)				
Do you anticipate any impact on your business due to future imports of subject products into the United States from any country? Indicate your anticipated primary future source of import competition, the impact this competition will likely have on your organization, and explain.					
Product Category		Primary Future Source of Import Competition	Primary Impact from Import Competition	Explain	
B.	1 Vanadium Ores and Concentrates				
	2 Vanadates				
	3 Vanadium Carbides				
	4 Vanadium Sulfates				
	5 Vanadium Hydrides, Nitrides, Azides, Silicides, and Borides				
	6 Vanadium Pentoxide - Up to 99% purity				
	7 High Purity Vanadium Pentoxide - 99%+ purity				
	8 Other Vanadium Oxides and Hydroxides (Excluding Pentoxide)				
	9 Vanadium-Bearing Feedstocks (Ash, Residues, Spent Catalysts, Slag, Etc.)				
	10 Ferrovandium - 40-60% Vanadium				
C.	Challenge/Issue		Challenge Experienced?	Rank Top 5	Explain
	1 Aging equipment, facilities, or infrastructure				
	2 Aging workforce				
	3 Counterfeit parts				
	4 Cyber security				
	5 Domestic competition				
	6 Environmental regulations/remediation				
	7 Export controls/ITAR & EAR				
	8 Financing/credit availability				
	9 Foreign competition				
	10 Government acquisition process				
	11 Government purchasing volatility				
12 Government regulatory burden					
13 Healthcare					
14 Industrial espionage - domestic					
15 Industrial espionage - foreign					
16 Input availability					
17 Intellectual property/patent infringement					
18 Labor availability/costs					
19 Natural disasters (including disease/quarantine)					
20 Obsolescence					
21 Pension costs					
22 Proximity to customers					
23 Proximity to suppliers					
24 Qualifications/certifications					
25 Quality of inputs					
26 R&D costs					
27 Reduction in USG demand					
28 Taxes					
29 Trade disputes/tariffs					
30 Worker/skills retention					
31 Other	(specify)				
32 Other	(specify)				
Describe one of the five leading challenges/issues affecting your organization's competitive position in the marketplace for subject product categories. Then, describe in detail both how long and in what manner this leading challenge/issue has affected your competitive position in the marketplace.					
D.	Challenge/Issue		How long and in what manner has this affected your competitive position in the market for subject products? Describe.		
	1	(specify)			
	2	How can the U.S. Government aid in the response to/mitigation of this challenge?			
Comments:					



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11. COVID-19 Impacts

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

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

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## 12. Certification

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

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

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

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

--

How many hours did it take to complete this survey?

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