

PRODUCERS' QUESTIONNAIRE
SOLID UREA FROM RUSSIA AND UKRAINE

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than May 27, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigations concerning solid urea from Russia and Ukraine (invs. Nos. 731-TA-340-E and H (Second 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 solid urea (as defined in the instruction booklet) at any time since January 1, 1999?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose continuation of the antidumping duty orders currently in place for solid urea from Russia and Ukraine? Please explain.

Support Oppose Take no position

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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing solid urea from Russia and/or Ukraine into the United States or which are engaged in exporting solid urea from Russia and/or Ukraine 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 solid urea from countries other than Russia and Ukraine into the United States or which are engaged in exporting solid urea from countries other than Russia and Ukraine to the United States?

No Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

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

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 solid urea?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Olympia Hand (E-mail olympia.hand@usitc.gov (preferred) or 202-205-3182). **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 No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of solid urea since July 14, 1987 (the date on which the antidumping duty orders under review became effective)?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of solid urea 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 solid urea (in 1,000 short tons (dry, 100-percent urea basis)) for 2005 and 2006.**

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

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

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

II-5. Has your firm since 1987 (the year the antidumping duty orders under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of solid urea and/or using the same production and related workers employed to produce solid urea?

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

<u>Product</u>	<u>Share of Total</u>	<u>Time Period</u>
_____	_____	_____
_____	_____	_____

Basis of allocation (employment, value of sales, etc.):

<i>(Quantity in 1,000 short tons, dry, 100-percent urea basis)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

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

II-7. Is your firm able to switch production between solid urea and other products in response to a relative change in the price of solid urea 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 solid urea.

II-8. Have there been any changes since 1987 in the production or storage of solid urea manufactured by your firm in connection with changes to environmental, health, or safety regulations?

No Yes--Supply details as to the time, nature, and significance of such changes.

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of solid urea in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 short tons (dry, 100-percent urea basis), value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of internal consumption						
Value ² of internal consumption						
Transfers to related firms:						
Quantity of transfers to related firms						
Value ² of transfers to related firms						
U.S. SHIPMENTS OF PRILLS (<i>quantity</i>) ³ :						
U.S. SHIPMENTS OF GRANULES (<i>quantity</i>) ³ :						
U.S. SHIPMENTS OF OTHER SOLID UREA (<i>quantity</i>) ³ :						
EXPORT SHIPMENTS:⁴						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (1,000 hours)						
WAGES PAID TO PRWs (<i>value</i>)						
<p>¹ 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).</p> <hr/> <p>² 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 1999-2004 below:</p> <hr/> <p>³ U.S. shipments of prills plus U.S. shipments of granules and other solid urea should equal the sum of U.S. commercial shipments, internal consumption, and transfers to related firms reported above. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p>⁴ Identify your principal export markets: _____</p> <p>⁵ Reconciliation of data.--Please note that the short tons 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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>						

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

II-10. If you reported transfers to related firms in question II-7, 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.

II-11. Other than direct imports, has your firm otherwise purchased solid urea since January 1, 1999? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 short tons (dry, 100-percent urea basis), value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--						
RUSSIA:						
<i>Quantity</i>						
<i>Value</i>						
UKRAINE:						
<i>Quantity</i>						
<i>Value</i>						
ALL OTHER COUNTRIES:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:²						
<i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>						
² 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. <hr/> <hr/>						

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

II-12. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of solid urea?

No Yes--Name firm(s): _____

II-13. Does your firm produce solid urea in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-14. Since July 14, 1987, has your firm imported solid urea?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-15. Describe the significance of the existing antidumping duty orders covering imports of solid urea from Russia and Ukraine in terms of their 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.

II-16. 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 solid urea in the future if the antidumping duty orders on solid urea from Russia and/or Ukraine 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.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or e-mail charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 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 solid urea: _____
- 2. Does your firm prepare profit/loss statements for the solid urea: Yes ___ No ___
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
- 4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

*Note: Please submit copies of your firm's financial statements, including internal profit-and-loss statements for the division or product group that includes **solid urea**, 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. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of solid urea from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

III-6. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-5 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No Yes--Complete question III-7 below.

III-7. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of solid urea. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

III-8. Other products.--Please list any other products you produced in the facilities in which you produced solid urea, and provide the share of net sales value accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales value
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Operations on solid urea.**—Report the revenue and related cost information requested below on the solid urea operations of your U.S. establishment(s).¹ Do not report resales of product. 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. Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm is a cooperative association, please conform your reporting to III-9 below. If your firm toll-produced solid urea on behalf of another U.S. firm, report data on your tolling operations on table III-10, and on all other sales on table III-9 below.

(Quantity in 1,000 short tons (dry, 100-percent urea basis), value in \$1,000)						
Item	Fiscal years					
	_____	_____	_____	_____	_____	_____
Net sales quantities:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Cost of goods sold (including internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Toll conversion costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ³						
All other income items						
All other income or expenses, net						
Net income/(loss) before income taxes						
Depreciation/amortization included above						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Do not include sales of solid urea that your firm purchased and merely resold. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding commercial shipment quantities and values reported in Part II of this questionnaire. ³ 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-10. **Operations on toll producing (see definition in instruction booklet) solid urea.**--Report the revenue and related cost information requested below on the solid urea tolling operations of your U.S. establishment(s).¹ Provide data for your six most recently completed fiscal years in chronological order from left to right. **Report separately for each tollee, identifying the firm and photocopying this page as necessary.**

Tollee firm: _____

(Quantity in 1,000 short tons (dry, 100-percent urea basis), value in \$1,000)					
Item	Fiscal years				
	_____	_____	_____	_____	_____
Tolling operations²					
Net quantity tolled					
Net tolling revenue					
Net packaging revenue					
Cost of tolling services:					
Raw materials not supplied by tollee					
Direct labor					
Other factory costs					
Total cost of tolling services					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses					
Operating income or (loss)					
¹ Include only tolling revenue (whether domestic or export) and costs related to your U.S. manufacturing operations. ² The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

III-11. **Raw materials**--For the raw materials and energy costs reported in the product line income statement (III-9), describe the major raw materials used and their cost. Also state the cost flow method used for raw material inventory valuation. Provide data for your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Raw material (identify, e.g., natural gas, _____)						
Raw material (identify, e.g., purchased ammonia _____)						
Other raw materials (identify _____)						
Energy costs (identify, e.g., utilities _____)						
Method of inventory valuation is: _____						
Energy costs are composed of _____						

PART III.--FINANCIAL INFORMATION--Continued

III-12. Hedging—Does your firm hedge prices of natural gas or solid urea?

Natural gas : No Yes

If yes, please discuss the effect on your firm's operating income from its hedge operations _____

Solid urea : No Yes

If yes, please discuss the effect on your firm's operating income from its its hedge operations _____

III-13. Capital expenditures and research and development expenditures on solid urea.—Report your firm's capital expenditures and research and development expenditures on solid urea. Provide data for your six most recently completed fiscal years in chronological order from left to right.

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

PART III.--FINANCIAL INFORMATION--Continued

III-14. Asset values.--Report the total assets associated with the production, warehousing, and sale of solid urea. 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)						
Value of	Fiscal years					
	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of solid urea:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. Short-term investments						
F. Prepaid expenses						
G. Property held for resale						
H. Other (describe _____)						
I. Total current assets (lines 1.A. through 1.H.)						
2. Notes receivable						
3. Long-term investments						
4. 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						
5. Goodwill						
6. Other (describe _____)						
7. Other (describe _____)						
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)						

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Catherine DeFilippo (202-205-3253).

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following solid urea products during January 1999-December 2004. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1.--Prilled urea, dry, 100-percent urea basis

Product 2.--Granular urea, dry, 100-percent urea basis

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm to unrelated U.S. customers. Indicate in the space provided at the top of the page the product for which pricing is reported.

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

Section IV-A.--PRICE DATA--Continued

Product 1 Product 2

<i>(Quantity in short tons (on a dry, 100 percent urea basis), value in dollars)</i>		
Period of shipment	Quantity	Value ¹
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
¹ 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. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of solid urea (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.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced solid urea (e.g., 2/10 net 30 days)? _____
 _____ On what basis are your prices of domestic solid urea usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced solid urea in 2004 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)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-5. 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? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-6. 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? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-B-7. 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 solid urea?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of solid urea that is accounted for by U.S. inland transportation costs? _____ percent.

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

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

IV-B-9. a) If your firm produces and sells granular and prilled urea, are there any differences in the price your firm charges for those products?

No Yes—Please note the approximate difference and describe what accounts for the difference in price.

b) If you answered yes to part (a) of this question, please estimate the percentage by which granular urea prices would need to change relative to prilled urea before a granular urea customer would switch to prilled urea.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-10. What is the geographic market area in the United States served by your firm's solid urea?

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

IV-B-11. Describe the end uses of the solid urea that you manufacture. For each end-use product, what percentage of the total cost is accounted for by solid urea?

<u>End use</u>	<u>Share of total cost accounted for by solid urea (percent)</u>

IV-B-12. Have there been any changes in the end uses of solid urea since 1987?

- No Yes--Please describe.
- _____
- _____

IV-B-13. Do you anticipate any changes in terms of the end uses of solid urea in the future?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
- _____
- _____

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-14. (a) Please list in order of importance any products that may be substituted for solid urea.

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

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes. Please also indicate any factors that limit the extent to which each possible substitute product may serve as a substitute for solid urea, including, e.g., application equipment, crop type, weather conditions, etc. Please also discuss any product/application advantages or disadvantages of solid urea vis-a-vis any substitute products that you identify.

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

No Yes--To what degree do changes in their prices affect the price for solid urea? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of solid urea or final end use?

IV-B-15. Have there been any changes in the number or types of products that can be substituted for solid urea since 1987?

No Yes--Please explain.

IV-B-16. Do you anticipate any changes in terms of the substitutability of other products for solid urea in the future?

No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-17. To what extent have changes in the prices of raw materials affected your firm's selling prices for solid urea during January 1999-December 2004? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-18. a) Does your firm produce or purchase ammonia for the production of products other than solid urea?

No Yes--Please list any such products and please list and describe the factors your firm considers in deciding how to allocate ammonia as an input amongst those products.

b) If you answered yes in part a of this question, please estimate the percentage that the price of each product produced using ammonia would have to increase before your firm would change the amount of ammonia allocated to producing that product.

<u>Product</u>	<u>Percent of price change to shift allocation</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

IV-B-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 solid urea in the U.S. market since 1987?

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.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-20. (a) Do you anticipate any changes in terms of the availability of U.S.-produced solid urea 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. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-21. Has the availability of NONSUBJECT imported solid urea changed since 1987?

- No Yes--Please explain.

IV-B-22. Describe how easily your firm can shift its sales of solid urea 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 solid urea between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of solid urea since 1987?

- No Yes--Please describe and quantify if possible.

IV-B-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of solid urea in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-25. How has demand within the United States (and outside the United States, if known) for solid urea changed since 1987?

- Increased Unchanged Decreased
 Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-26. Do you anticipate any future changes in solid urea demand in the United States and, if known, the rest of the world?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-27. a) Please compare market prices of solid urea in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

b) Do prices for solid urea in non-U.S. markets affect U.S. prices for solid urea? If yes, please explain.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-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 solid urea supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Russia and/or Ukraine, and (3) the world as a whole. Of particular interest is such data from 1987 to the present and forecasts for the future.

IV-B-29. Are your exports of solid urea 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 1987, or that are expected to occur in the future.

IV-B-30. Does your firm sell solid urea over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total sales of solid urea in 2004 accounted for by internet sales.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-31. Is solid urea produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Russia	Ukraine	Other countries
United States				
Russia				
Ukraine				

¹ For any country-pair producing solid urea which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

Note: For any country pair for which your firm indicated having familiarity (i.e., by responding with something other than "0"), please explain the basis for that knowledge.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-32. Are differences other than price (e.g., granular vs. prilled, quality, availability, transportation network, product range, technical support, etc.) between solid urea 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.¹

Country-pair	United States	Russia	Ukraine	Other countries
United States				
Russia				
Ukraine				

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

Note: For any country pair for which your firm indicated having familiarity (i.e., by responding with something other than "0"), please explain the basis for that knowledge.
