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**IMPORTERS' QUESTIONNAIRE**  
**UREA AMMONIUM NITRATE SOLUTIONS FROM BELARUS,**  
**RUSSIA, AND UKRAINE**

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*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 November 8, 2002**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning urea ammonium nitrate solutions ("UAN") from Belarus, Russia, and Ukraine (invs. Nos. 731-TA-1006,1008, and 1009 (Final)). 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)).

<b>Name of firm</b> _____		
<b>Address</b> _____		
<b>City</b> _____	<b>State</b> _____	<b>Zip code</b> _____
<b>World Wide Web address</b> _____		
Has your firm imported UAN (as defined in the instruction booklet) from any country at any time since January 1, 1999?		
<input type="checkbox"/> <b>NO</b>	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)	
<input type="checkbox"/> <b>YES</b>	(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)	

**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 I 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 investigations in any other import-injury investigations 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 investigations 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 investigations 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 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. 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-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

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

No                       Yes—List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing UAN from Belarus, Russia, or Ukraine into the United States or which are engaged in exporting UAN from any of these countries to the United States?

No                       Yes—List the following information.

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

**PART I. GENERAL QUESTIONS—Continued**

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

No       Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on UAN. More than one answer may be applicable.

Importer of record                       Takes title to the imported product(s)  
 Consignee of the imported product(s)       Customs broker or freight forwarder

I-7. If your firm is an importer of record of UAN but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-8. Please indicate whether your firm enters UAN into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No       Yes  
Bonded warehouses     No       Yes

I-9. Please indicate whether your firm imports UAN under the TIB (temporary importation under bond) program.

No       Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No       Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from **Larry Reavis** (202-205-3185).  
**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 (or distribution terminal or warehouse) openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of UAN since January 1, 1999?

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

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

II-3. Has your firm imported or arranged for the importation of UAN from Belarus, Russia, or Ukraine for delivery after September 30, 2002?

No       Yes—Indicate when such orders are to be delivered and the quantities involved.

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

II-4. If your firm also produces UAN in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

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

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of UAN imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Belarus, Russia, and Ukraine and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country: \_\_\_\_\_  All other sources combined<sup>1</sup>

(Quantity in short tons, 32-percent nitrogen-content basis, value in \$1,000)					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>IMPORTS:</b> <sup>2</sup>					
Quantity of imports					
Value of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>3</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:</b> <sup>4</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO END USERS</b> (quantity)					

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data.**—Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No—Please explain: \_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244) or e-mail: [gbenedick@usitc.gov](mailto:gbenedick@usitc.gov)

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

Company contact: \_\_\_\_\_  
Name and title Phone No.

Check here \_\_\_\_\_, if your U.S. firm imports (UAN) from any of the subject countries--Belarus, Russia, and Ukraine--and sells this product to U.S. distributors and dealers/retailers unrelated to your firm. Report the selling price data requested in section III-A-1.(a-b) and then skip to section III-B.

Check here \_\_\_\_\_, if your U.S. firm imports UAN from any of the subject countries--Belarus, Russia, and Ukraine--for its own use as an end user or to produce downstream products for subsequent sale. Report the purchase price data requested in section III-A-2. and then skip to section III-B.

**Section III-A-1.--SELLING PRICE DATA**

This section requests net sales value (f.o.b. your U.S. shipping location(s)) and quantity data concerning your firm's U.S. shipments of the specified imported UAN products (described below) from each of the subject countries on a monthly basis during January 2000-September 2002. Report the shipment value and quantity (in pounds of contained nitrogen) data separately for (1) total sales shipments (U.S. f.o.b. basis) from all of your U.S. selling locations combined to all U.S. customers, and (2) sales shipments (U.S. f.o.b. basis) from all your selling facilities in each of the specified U.S. cities or their proximate locations, *but ONLY to receiving points of U.S. customers in each of the respective specified cities/proximate locations*. Report sales shipments only to those U.S. customers (distributors and dealers/retailers) unrelated to your firm. **Report the shipment value and quantity data net of returns, discounts, rebates, netbacks, any U.S. freight costs to the customers' receiving points that were absorbed by your firm, and any end-of-period price adjustments for volume targets or other reasons.**

**Product 1.--Urea Ammonium Nitrate (UAN) in an aqueous solution of 32 percent nitrogen concentration.**

**Product 2.--Urea Ammonium Nitrate (UAN) in an aqueous solution of 28 percent nitrogen concentration.**

Copy, as needed, the table on page 8 to report separately for each subject country, UAN product, and U.S. location specified at the top of the table for the periods requested.

**NOTE: Please report, for each specified U.S. city/proximate location, UAN selling price data from your firm's selling points to its customers' receiving points, all located in the same specified city/proximate location. For instance, report, as applicable, all your firms' sales of its specified subject imported UAN product (by each subject country) from its shipping point(s) in Baltimore, MD/proximate location to all of its customers' (unrelated to your firm) receiving point(s) in Baltimore/proximate location. DO NOT report UAN sales data from your shipping points in the specified cities/proximate locations to U.S. customers' receiving point(s) located outside of the respective specified cities/proximate locations.**

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

**Section III-A-1.--SELLING PRICE DATA--Continued**

III-A-1. a)Please report below for each table for which you report pricing data for a specified U.S. city/proximate location (1) the mode(s) of transportation your firm used to ship its subject imported UAN from its initial U.S. import-receiving location(s) to its U.S. selling facility(ies) in the specified location, (2) the total cost (in dollars) of such U.S. transportation for the full period price data were reported, and (3) the location(s) ( city and state) of your firm's U.S. import-receiving point(s) from which it shipped its subject imported UAN to its selling facility(ies) in the specified cities/proximate locations. Note: Your firm may sell its product directly from its initial import receiving location(s) in the specified cities/proximate locations; for such sales the requested transportation costs would be zero. **Also report separately by country of origin and copy this page as necessary for each applicable subject country.**

**Country of origin:** \_\_\_\_\_

**Product 1:**

Baltimore, MD: \_\_\_\_\_

Brunswick, GA: \_\_\_\_\_

New Orleans, LA: \_\_\_\_\_

San Francisco, CA: \_\_\_\_\_

Corpus Christi, TX: \_\_\_\_\_

Cincinnati, OH: \_\_\_\_\_

**Product 2:**

Baltimore, MD: \_\_\_\_\_

Brunswick, GA: \_\_\_\_\_

New Orleans, LA: \_\_\_\_\_

San Francisco, CA: \_\_\_\_\_

Corpus Christi, TX: \_\_\_\_\_

Cincinnati, OH: \_\_\_\_\_

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

**Section III-A-1.--SELLING PRICE DATA--Continued**

III-A-1. (b) **COPY THIS PAGE AS NECESSARY.** Complete a separate page for each subject country, specified UAN product, and specified U.S. location (check one box in each category for each page) for the periods requested.

Country of Origin: Belarus " Russia " Ukraine "

Product 1 " Product 2 "

Location from which your firm shipped *and its customers received* the UAN:<sup>1</sup> All U.S. locations combined "

Baltimore, MD " Brunswick, GA " Corpus Christi, TX "  
 New Orleans, LA " San Francisco, CA " Cincinnati, OH "

<i>(Quantity in pounds,<sup>1</sup> value in dollars)</i>								
Date of shipment	Quantity	U.S. F.O.B. Value <sup>2</sup>	Date of shipment	Quantity	U.S. F.O.B. Value <sup>2</sup>	Date of shipment	Quantity	U.S. F.O.B. Value <sup>2</sup>
2000:			2001:			2002:		
Jan.			Jan.			Jan.		
Feb.			Feb.			Feb.		
Mar.			Mar.			Mar.		
Apr.			Apr.			Apr.		
May			May			May		
June			June			June		
July			July			July		
Aug.			Aug.			Aug.		
Sept.			Sept.			Sept.		
Oct.			Oct.			Oct.		
Nov.			Nov.			Nov.		
Dec.			Dec.			Dec.		

<sup>1</sup> Report pounds of contained nitrogen.

<sup>2</sup> Net, f.o.b. your U.S. warehouse or other U.S. shipping facilities of your firm in or near the specified locations (i.e., gross values less all returns, discounts, rebates, netbacks, any U.S. freight to your U.S. receiving points that was absorbed by your firm, and any end-of-period price adjustments for volume targets or other reasons). For each specified city/proximate location, report sales from your firm's selling point(s) ONLY to your customers' receiving point(s) in each respective city/proximate location.

<sup>1</sup> Report for the cities specified or a proximate location associated with each specified city. If reporting for a proximate location, please identify the location and estimate the distance, in miles, from the specified city.

**Note:** All reporting firms should report for each specified product they imported from each subject country their total shipments from all U.S. locations combined to all U.S. customers (unrelated to the selling firm) and then, as applicable, from each of the specific U.S. cities/proximate locations, but ONLY to U.S. customers' receiving point(s) in the respective specified cities/proximate locations.

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

**Section III-A-2.--PURCHASE PRICE DATA**

**NOTE: REPORT THE REQUESTED PURCHASE PRICE DATA IN SECTION III-A.2 ONLY IF YOUR FIRM USED ITS IMPORTED UAN AS AN *END USER OR TO PRODUCE A DOWNSTREAM PRODUCT FOR SUBSEQUENT SALE*.**

This section requests net purchase shipment value (c.i.f., duty-paid, U.S. port(s)-of-entry) and quantity (in pounds of contained nitrogen) data concerning your firm's U.S. imports of the specified UAN products (described below) received from each of the subject countries on a monthly basis during January 2000-September 2002. If your firm imports the specified subject imported products on a delivered price basis (to your U.S. facility(ies)), please estimate, to the extent possible, the c.i.f., duty-paid, U.S. port-of-entry values (deduct an estimate of the U.S.-inland freight portion of the total freight you paid to your U.S. receiving location(s)). Report the shipment value (c.i.f., duty-paid, U.S. port(s)-of-entry values associated with such shipments) and quantity data separately for (1) total shipments received at all of your U.S. receiving facilities combined, and (2) shipments received at your receiving facilities in each of the specified U.S. cities or their proximate locations, *but ONLY from suppliers' shipping points in each of the respective specified cities/proximate locations*; report shipments only from those suppliers unrelated to your firm. **Report the shipment value and quantity data net of returns, discounts, netbacks, and rebates, any U.S. freight to your U.S. receiving location(s) that was absorbed by your supplier, and any end-of-period price adjustments for volume targets or other reasons.**

**Product 1.—Urea Ammonium Nitrate (UAN) in an aqueous solution of 32 percent nitrogen concentration.**

**Product 2.—Urea Ammonium Nitrate (UAN) in an aqueous solution of 28 percent nitrogen concentration.**

Copy, as needed, the table on the following page to report separately for each subject country, UAN product, and U.S. location specified at the top of the table for the periods requested.

Please characterize below your firm's operations as an importer of the subject UAN.

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

**Section III-A-2.--PURCHASE PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each subject country, specified UAN product, and specified U.S. location (check one box in each category for each page) for the periods requested.

Country of Origin: Belarus " Russia " Ukraine "

Product 1 " Product 2 "

Location at which shipments were received:<sup>1</sup> All U.S. locations combined "

Baltimore, MD " Brunswick, GA " Corpus Christi, TX "

New Orleans, LA " San Francisco, CA " Cincinnati, OH "

<i>(Quantity in pounds,<sup>1</sup> value in dollars)</i>								
Date of shipment	Quantity	C.I.F. Value <sup>2</sup>	Date of shipment	Quantity	C.I.F. Value <sup>2</sup>	Date of shipment	Quantity	C.I.F. Value <sup>2</sup>
2000:			2001:			2002:		
Jan.			Jan.			Jan.		
Feb.			Feb.			Feb.		
Mar.			Mar.			Mar.		
Apr.			Apr.			Apr.		
May			May			May		
June			June			June		
July			July			July		
Aug.			Aug.			Aug.		
Sept.			Sept.			Sept.		
Oct.			Oct.			Oct.		
Nov.			Nov.			Nov.		
Dec.			Dec.			Dec.		

<sup>1</sup> Report pounds of contained nitrogen.

<sup>2</sup> Net, c.i.f., duty-paid, ports-of-entry values associated with your firm's receiving facilities in the specified locations (i.e., gross values less all returns, discounts, rebates, netbacks, any U.S. freight to your U.S. receiving points that was absorbed by your supplier, and any end-of-period price adjustments for volume targets or other reasons). For each specified city/proximate location, report shipments to your firm's receiving point(s) ONLY from your suppliers' shipping point(s) in each respective city/proximate location.

<sup>1</sup> Report for the cities specified or a proximate location associated with each specified city. If reporting for a proximate location, please identify the location and estimate the distance, in miles, from the specified city.

**Note:** All reporting firms should report for each specified product they imported from each subject country their total shipments received at all U.S. locations combined and then, as applicable, at the specific U.S. city locations, but, for the latter, ONLY from U.S. suppliers' shipping point(s) in the respective specified cities/proximate locations.

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

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total sales/imports (the latter if importing as an end user or producer of downstream products for subsequent sale) of its imported UAN from the subject countries during January 1999-September 2002. In your responses, please note the specific subject country(ies) and, if applicable, the specific imported products that you refer to. Please explain any distinctions if your responses differ by country of origin of the subject imported UAN, by types of UAN (different concentrations), and by modes of transportation. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

**Section III-B.--PRICING PRACTICES**

*For Section III-B--If your U.S. firm imports UAN as an end user or to produce a downstream product for subsequent sale, check here \_\_\_\_ and respond for captive imports where "sales" are requested; report requested values of captive imports on a delivered price basis (to your firm's U.S. receiving location(s)), unless otherwise indicated.*

III-B-1. Please report below for your firm's UAN imports, by subject country of origin, your firm's total U.S. sales/captive import quantity (in short tons of contained nitrogen) shipped during January 1999-September 2002 to your U.S. customers' locations or to your U.S. receiving points if importing for captive use, that were on a (1) long-term contract basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term contract basis (multiple deliveries up to 12 months), (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement), and (4) other types of sales (includes consignment arrangements where the prices you receive are directly affected by your customers' selling prices).

Country	Long-term contracts	Short-term contracts	Spot sales	Other sales
Belarus				
Russia				
Ukraine				

III-B-2. Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical spot transaction and typical other types of sales. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

Spot sales:

1. \_\_\_\_\_
2. \_\_\_\_\_

Other types of sales (specify \_\_\_\_\_):

1. \_\_\_\_\_
2. \_\_\_\_\_

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

**Section III-B.--PRICING PRACTICES--Continued**

III-B-3. Please report the following provisions of your firm's U.S. sales or captive imports of its imported UAN from the subject countries on a typical short-term contract basis.

What is the average duration of a contract? \_\_\_\_\_

How frequently are contracts renegotiated? \_\_\_\_\_

Does the contract fix quantity, price, or both? \_\_\_\_\_

Does the contract have a meet or release provision? \_\_\_\_\_

What are the standard quantity requirements, if any? \_\_\_\_\_

What is the price premium for sub-minimum shipments? \_\_\_\_\_ percent

Identify below the top two factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical short-term contract. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

1. \_\_\_\_\_

2. \_\_\_\_\_

III-B-4. a) Please report the following provisions of your firm's U.S. sales or captive imports of its imported UAN from the subject countries on a typical long-term contract basis.

What is the average duration of a contract? \_\_\_\_\_

How frequently are contracts renegotiated? \_\_\_\_\_

Does the contract fix quantity, price, or both? \_\_\_\_\_

Does the contract have a meet or release provision? \_\_\_\_\_

What are the standard quantity requirements, if any? \_\_\_\_\_

What is the price premium for sub-minimum shipments? \_\_\_\_\_ percent

Identify below the top two factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical long-term contract. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

1. \_\_\_\_\_

2. \_\_\_\_\_

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

**Section III-B.--PRICING PRACTICES--Continued**

III-B-4. b) For sellers of UAN, please discuss your two largest long-term contracts with U.S. customers for your subject imported UAN, identifying the customer, the time period of each contract (beginning and ending delivery dates), the approximate total volume of UAN delivered under each contract, the specific UAN products, the subject country(ies) of origin, and the price provisions of each contract.

1. \_\_\_\_\_  
\_\_\_\_\_

2. \_\_\_\_\_  
\_\_\_\_\_

*Respond to questions III-B-5 through III-B-7 only if your firm sells its imported UAN from the subject countries to U.S. customers unrelated to your firm; otherwise, including if your firm captively uses its subject imported UAN, skip to Section III-C.*

III-B-5. a) What are the typical payment terms your firm offers for its subject imported UAN that was shipped to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)?

\_\_\_\_\_

b) Does your firm use price lists? Yes \_\_\_ No \_\_\_ (Check one) If yes, are your firm's price lists available to other firms? Yes \_\_\_ No \_\_\_ (Check one)

III-B-6. a) Please describe your firm's sales discount policy (quantity discounts, annual total volume (quantity or value-based discounts, etc.) or, in the absence of a formal discount policy, your firm's sales discount practices on U.S. sales of its subject imported UAN. Do not include any payment-term discounts covered in question III-B-5(a).

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

b) Please report below the total value of sales discounts that your firm granted to its U.S. customers of its subject imported UAN during 1999-2001 and January-September 2002.

1999: \_\_\_\_\_ 2000: \_\_\_\_\_ 2001: \_\_\_\_\_ Jan.-Sept. 2002: \_\_\_\_\_

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

**Section III-B.--PRICING PRACTICES--Continued**

III-B-7. a) On what basis does your firm typically quote selling prices of its subject imported UAN that were sold to its U.S. customers (e.g., f.o.b. U.S. warehouse, f.o.b. U.S. port of entry, delivered to your U.S. customers' locations, etc.)?

\_\_\_\_\_

b) If f.o.b., do your U.S. customers typically arrange the freight \_\_\_\_\_ or does your firm arrange the freight \_\_\_\_\_?

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight \_\_\_\_\_ or send the products freight collect \_\_\_\_\_?

d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this full cost*? Yes \_\_\_\_\_ No \_\_\_\_\_?

If yes--

Please indicate the sales volume (short tons or value in dollars) or other requirement(s) that must be met for your firm to absorb U.S. shipping charges for delivery to your customers' facilities.

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

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its subject imported UAN during 1999-2001 and January-September 2002.

1999: \_\_\_\_\_ 2000: \_\_\_\_\_ 2001: \_\_\_\_\_ Jan.-Sept. 2002: \_\_\_\_\_

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

**Section III-C.--FACTORS AFFECTING PRICING**

*If your firm captively uses its subject imported UAN, either as an end user or producer of downstream products for subsequent sale, answer only those questions in Section III-C that are starred ( \* ), otherwise please answer all questions in this section.*

- III-C-1. a) Please discuss below how your firm's U.S. selling prices of its subject imported UAN may differ by type of customer (e.g., distributor versus dealer/retailer), by type of sale (e.g., long-term contracts, short-term contracts, spot sales, and other types of sales—e.g., consignment sales), and by nitrogen concentration.

Type of customer: \_\_\_\_\_  
 \_\_\_\_\_

Type of sale: \_\_\_\_\_  
 \_\_\_\_\_

By concentration: \_\_\_\_\_  
 \_\_\_\_\_

- III-C-2. a) Approximately what share of the quantity (in short tons of contained nitrogen) of your firm's subject imported UAN shipped in the United States to its U.S. customers occurred within the distances specified below during January 1999-September 2002? Also, for each distance category, approximately what percent of the total delivered prices (dollars per pound of contained nitrogen) of your subject imported UAN to your U.S. customers was accounted for by U.S.-inland transportation costs and what is the typical U.S. transportation mode (air-A, truck-T, rail-R, or barge-B, or some combination of these modes—e.g., R-T; B-R; B-R-T; etc.)?

	<u>Shipment share</u>	<u>Freight share</u>	<u>Mode</u>
Within 100 miles of your U.S. shipping location	_____ %	_____ %	_____
100 to 500 miles from your U.S. shipping location	_____ %	_____ %	_____
Over 500 miles from your U.S. shipping location	_____ %	_____ %	_____
TOTAL	100 %		

- b) Do U.S. freight-cost shares reported for the longer distances represent a competitive disadvantage for your firm's sales of its subject imported UAN vis-a-vis other U.S. importers of the subject imported UAN, U.S. producers, or non-subject imports of UAN? Yes \_\_\_\_\_ No \_\_\_\_\_ (Check one) If yes, please discuss the extent of the disadvantage and identify any such firms and the country(ies) of origin of the UAN they sell.

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

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

**Section III-C.--FACTORS AFFECTING PRICING--Continued**

III-C-2. c) Please identify below any changes in freight rates or availability of the various U.S. modes of transport (air, truck, train, or barge) that may have affected U.S. freight costs for shipping your subject imported UAN directly to your domestic customers or to your selling facilities and then on to your customers during January 1999-September 2002. Also discuss how any reported changes affected your competitiveness in various U.S. locations during this period.

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d) What is the geographic market area in the United States served by your firm's subject imported UAN during January 1999-September 2002? Note any changes in your firm's market area coverage, the time period involved, and the reason(s) for any such changes during this period.

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e) Please explain to what extent changes in selling prices of your subject imported UAN affected the distance your firm was able to sell its subject imported UAN in the U.S. market during January 1999-September 2002.

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

**Section III-C.--FACTORS AFFECTING PRICING--Continued**

III-C-3. Please report/estimate approximately how much more expensive per pound of contained nitrogen is the shipping cost for your firm when shipping the same total weight of contained nitrogen as 28 percent UAN compared to 32 percent UAN from your U.S. shipping locations to U.S. customers for each of the distance categories shown below and based on the usual mode(s) of transportation most frequently used for each distance category. Report as a percentage of the difference in per-pound contained-nitrogen transportation costs to the transportation cost per pound of contained nitrogen of 32 percent UAN. Show the mode(s) of transportation on which the reported transportation costs are based for each distance category, and reference the different modes as defined in question III-C-2a.

	<u>Shipping Differential</u>	<u>Mode(s)</u>
Within 100 miles of your U.S. shipping locations	_____ %	_____
100 to 500 miles from your U.S. shipping locations	_____ %	_____
Over 500 miles from your U.S. shipping locations	_____ %	_____

III-C-4. a) What was the average lead time (in days) between a customer's order and the date of delivery for your firm's U.S. shipments of its subject imported UAN from its U.S. inventory and, if applicable, directly from facilities in the subject countries during January 1999-September 2002?

Shipments from subject countries \_\_\_\_\_ Shipments from inventory \_\_\_\_\_

b) Have average lead times changed since January 1999? Yes \_\_\_ No \_\_\_ (Check one). If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete separately with U.S.-produced and with non-subject imported UAN.

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

c) Was your firm unable to supply its U.S. customers with its subject imported UAN at anytime during January 1999-September 2002? Yes \_\_\_ No \_\_\_ (Check one) If yes, please provide below for each such instance, the customers' names, delivery dates missed, quantities (short tons of contained nitrogen) involved, the nitrogen concentration of UAN involved, and the reasons for any missed deliveries.

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

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

**Section III-C.--FACTORS AFFECTING PRICING--Continued**

III-C-5. a) How did exchanges (swaps) of UAN among U.S. suppliers (U.S. producers, importers, distributors, dealers/retailers, etc.) affected transportation logistics, shipping costs, and U.S. selling prices of UAN in general, and your subject imported UAN (note country of origin) in particular, in the U.S. market during January 1999-September 2002, compared to the absence of swaps?

Transportation logistics and shipping costs\_\_\_\_\_

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Selling prices\_\_\_\_\_

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b) Please identify the specific reasons why UAN swaps in general occur in the U.S. market, and identify and explain, if possible, the distribution-level of the U.S. market in which swaps are most prevalent (approximate based on your perception of short tons of contained nitrogen in the UAN involved)--e.g., among U.S. producers, among U.S. importers, among distributors, among dealers/retailers, between U.S. producers and importers, between distributors and dealers/retailers, etc.

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c) Please identify below the various types of swaps involving UAN and indicate in decreasing order the prevalence of each type (approximate based on your perception of short tons of contained nitrogen involved) that occurred during January 1999-September 2002. Types of swaps could include, but not necessarily limited to, swaps of 32 percent UAN, swaps between 32 percent and 28 percent UAN, swaps involving a single country of origin, and swaps of one country-of-origin for another country-of-origin UAN.

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

**Section III-C.--FACTORS AFFECTING PRICING--Continued**

III-C-4. d) Report below the quantity (in short tons of contained nitrogen) of your subject imported UAN that your firm swapped for (1) other subject imported UAN, (2) non-subject imported UAN, and (3) U.S.-produced UAN during each of the following periods: 1999, 2000, 2001, and January-September 2002.

Period	UAN from--		
	Subject countries	Non-subject countries	United States
1999			
2000			
2001			
Jan.-Sept. 2002			

e) Please discuss below the reasons for any loans of UAN among UAN suppliers in the U.S. market, the market level(s) at which UAN loans would be most prevalent (approximate based on your perception of short tons of contained nitrogen involved), and the quantity and frequency of such loans compared to UAN swaps that occurred during January 1999-September 2002. In addition, explain why UAN loans among suppliers could occur instead of swaps.

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

**Section III-C.--FACTORS AFFECTING PRICING--Continued**

III-C-5. Have fluctuations in the subject countries' currency exchange rates with the U.S. dollar (unit of foreign currency/U.S. dollar exchange rate--Belarus ruble/U.S. dollar, Russian ruble/U.S. dollar, and Ukraine hryvnia/U.S. dollar) affected your U.S. dollar purchase and/or, if appropriate, selling prices of your subject imported UAN during January 1999-September 2002?

Belarus  No  Yes      Russia  No  Yes      Ukraine  No  Yes

If yes--

For each subject country for which you have experience, please specify any significant exchange rate changes (in units of foreign currency per U.S. dollar), the resulting change in the U.S. dollar prices of the subject imported UAN, the period(s) when the exchange rates and U.S. dollar prices of the subject imported UAN changed, and any impact such changes had on the quantity of your U.S. imports of these products. For resellers, discuss separately the impact of exchange rates on your U.S. dollar cost prices and quantities of your imports and the effect on your U.S. dollar selling prices of these products to U.S. customers. Also report whether any such exchange rate changes increased or decreased the competitiveness of the subject imported UAN vis-a-vis the domestic UAN; report separately for each subject country for which you have experience.

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If no--

For each subject country for which you have experience, please specify any significant exchange rate changes (in units of foreign currency per U.S. dollar) and explain the impact of such changes on factors such as, but not necessarily limited to, profit margins of the foreign producer/exporter or of your importing firm, and why U.S. dollar prices of the subject products were not affected.

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

*All importers should respond fully to Sections III-D and III-E, unless otherwise instructed.*

**Section III-D.--SUPPLY FACTORS**

III-D-1. Have there been any significant changes in the product range or marketing of UAN in the United States since January 1999?

No

Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on U.S. sales prices and quantities of your subject imported UAN .

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IV-D-2. Please provide as a separate attachment(s) to this request, to the extent possible, any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss UAN supply, including production capacity and capacity utilization, in (1) the United States, (2) each of the other major producing countries, including those subject to these investigations, and the major producing countries, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999 to the present and forecasts of these supply data.

*Respond to question III-D-3, only if your firm sells its subject imported UAN; if you captively use your imported products, skip to question III-D-4.*

III-D-3. Describe how easily your firm has been able to shift sales of its UAN from Belarus, Russia, and/or Ukraine intended for sale in the United States to alternative country markets since January 1999. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers) that would prevent or retard your firm from shifting the subject UAN between the U.S. and alternative country markets within a 12-month period. In addition, please specify the period of any trade actions by the European Union on UAN from each of these three subject countries and the amount of any punitive duties assessed on these sources of UAN. Also, discuss the impact any such duties had on exports of UAN from these three subject countries to the EU and report estimated annual quantities (in short tons of contained nitrogen) of UAN from each of these countries that was affected.

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

**Section III-D.--SUPPLY FACTORS**

III-D-4. Is UAN from more than one source ever commingled in the U.S. market?

No       Yes

If yes--

At what market level(s) of UAN distribution (U.S. producers and importers, distributors, dealers/retailers, or farmers) is UAN from various countries most frequently commingled in the U.S. market? Please explain why commingling occurs most frequently at the level(s) indicated.

U.S. producers and importers: \_\_\_\_\_

\_\_\_\_\_

Distributors: \_\_\_\_\_

\_\_\_\_\_

Dealers/retailers: \_\_\_\_\_

\_\_\_\_\_

Farmers: \_\_\_\_\_

\_\_\_\_\_

Other (specify \_\_\_\_\_): \_\_\_\_\_

\_\_\_\_\_

III-D-5. What time(s) of the year are UAN storage tanks of the following types of suppliers normally full or near capacity in the U.S. market? Please explain.

U.S. producers and importers: \_\_\_\_\_

\_\_\_\_\_

Distributors: \_\_\_\_\_

\_\_\_\_\_

Dealers/retailers: \_\_\_\_\_

\_\_\_\_\_

Other (specify \_\_\_\_\_): \_\_\_\_\_

\_\_\_\_\_

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

**Section III-E.--DEMAND FACTORS**

III-E-1. Is the U.S. UAN market subject to seasonal variations, business cycles, product cycles, and/or conditions of competition distinctive to this product industry? If yes, please identify the dates and durations of each such occurrence since January 1999 and, for seasonality, the approximate actual months of the year of peak consumption and of peak U.S. production.

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b) Please discuss the impact of the new U.S. farm law (August 9, 2002) on expected U.S. demand for nitrogenous fertilizers in general and UAN in particular during each of the crop years 2003 and 2004.

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c) Please identify the top three U.S. crops (in consumption of UAN) and the principal state(s) where they are grown for the UAN that you import from the subject countries, and describe the UAN products from the subject countries that your firm imports for use in growing each of these crops and their associated geographic regions.

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III-E-2. Please provide as a separate attachment(s) to this request, to the extent possible, any studies, surveys, etc that you are aware of that quantify and/or otherwise discuss UAN demand in (1) the United States, (2) each of the other major consuming countries and the major producing countries, including those subject to these investigations, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999 to the present and forecasts of these demand data.

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

**Section III-E.--DEMAND FACTORS--Continued**

III-E-3. a) Please provide as an attachment to this request, to the extent possible, any studies, surveys, or results of such studies/surveys that (1) identify substitutes for UAN or measure the degree of substitution between UAN and alternative (non-subject) products, and (2) identify substitution among various types of UAN products or measure the degree of substitution among the various UAN products.

*Substitution in demand refers to products that can, based on market price considerations and consumer/user preferences or technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of another product--some consumers/users may require greater price changes than others before they switch among the alternative products.*

b) Please discuss below substitution in demand between UAN and other products based on relative price changes and based on factors other than price that may influence such substitution.

Based on relative price changes: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Based on factors other than price: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
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\_\_\_\_\_

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

**Section III-E.--DEMAND FACTORS--Continued**

III-E-3. c) At what market level of distribution--(a) U.S. producers and importers, (b) distributors, (c) dealers/retailers, and (d) farmers--does any substitution (1) between UAN and alternative single-nutrient nitrogenous fertilizers and (2) among UAN products generally occur in the U.S. market? In addition, for each substitute-pair of products identified below, at what time of the year would any such substitution most likely occur, what crop(s) would be affected, and what are the principal state(s) where such crop(s) are grown?

Substitution between UAN and alternative products: \_\_\_\_\_

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Substitution among UAN products: \_\_\_\_\_

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