

**IMPORTERS' QUESTIONNAIRE**  
**CERTAIN AMMONIUM NITRATE FROM 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 February 16, 2007**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning ammonium nitrate from Ukraine (inv. No.731-TA-894 (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 imported ammonium nitrate (as defined in the instruction booklet) from any country at any time since January 1, 2001?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, 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 this review 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 this review 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 this review 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*

\_\_\_\_\_  
*Email address*

**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-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). Include the names and locations of any storage or distribution facilities owned or leased by your firm and in which imported ammonium nitrate is stored and/or distributed. 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 HDAN from Ukraine into the United States or which are engaged in exporting HDAN from Ukraine 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 importing HDAN from countries other than Ukraine into the United States or which are engaged in exporting HDAN from countries other than Ukraine to the United States?

No  Yes--List the following information.

| <u>Country/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 the production of HDAN?

No  Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on HDAN. 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-8. If your firm is an importer of record of HDAN but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-9. Please indicate whether your firm enters HDAN into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes--list location(s):

\_\_\_\_\_

Bonded warehouses  No  Yes--list location(s):

\_\_\_\_\_



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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of HDAN 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.

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of HDAN in the future if the antidumping duty order on HDAN from 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.

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II-5. Has your firm imported or arranged for the importation of HDAN from Ukraine for delivery after December 31, 2006?

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

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II-6. If your firm also produces HDAN in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of HDAN imported by your firm during 2001-2006. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire 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.**

Ukraine \_\_\_\_\_  All other sources combined<sup>1</sup>

| <i>(Quantity in short tons, value in \$1,000)</i>  |      |      |      |      |      |      |
|--|------|------|------|------|------|------|
| Item   | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )   |      |      |      |      |      |      |
| <b>IMPORTS:<sup>2</sup></b>  |      |      |      |      |      |      |
| <i>Quantity</i> of imports   |      |      |      |      |      |      |
| <i>Value</i> of imports  |      |      |      |      |      |      |
| <b>U.S. SHIPMENTS:</b>   |      |      |      |      |      |      |
| <b>Commercial shipments:</b>   |      |      |      |      |      |      |
| <i>Quantity</i> of commercial shipments  |      |      |      |      |      |      |
| <i>Value</i> of commercial shipments   |      |      |      |      |      |      |
| <b>Internal consumption/company transfers:</b>   |      |      |      |      |      |      |
| <i>Quantity</i> of internal consumption/transfers  |      |      |      |      |      |      |
| <i>Value</i> <sup>3</sup> of internal consumption/transfers  |      |      |      |      |      |      |
| <b>EXPORT SHIPMENTS:<sup>4</sup></b>   |      |      |      |      |      |      |
| <i>Quantity</i> of export shipments  |      |      |      |      |      |      |
| <i>Value</i> of export shipments   |      |      |      |      |      |      |
| <b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )   |      |      |      |      |      |      |
| <b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )  |      |      |      |      |      |      |
| <b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )   |      |      |      |      |      |      |
| <sup>1</sup> Please identify these sources: _____<br>_____   |      |      |      |      |      |      |
| <sup>2</sup> Please identify the foreign producers, if known: _____<br>_____   |      |      |      |      |      |      |
| <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 2001-2006 below:<br>_____<br>_____                          |      |      |      |      |      |      |
| <sup>4</sup> Identify your principal export markets: _____<br>_____  |      |      |      |      |      |      |
| <sup>5</sup> <b>Reconciliation of data</b> --Please note that the <b>quantities</b> 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?<br><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____<br>_____ |      |      |      |      |      |      |

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

II-7b. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **ammonium nitrate other than HDAN** imported by your firm during 2001-2006. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire 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.**

Ukraine

All other sources combined<sup>1</sup>

| <b>(Quantity in short tons, value in \$1,000)</b>   |             |             |             |             |             |             |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Item</b>   | <b>2001</b> | <b>2002</b> | <b>2003</b> | <b>2004</b> | <b>2005</b> | <b>2006</b> |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )  |             |             |             |             |             |             |
| <b>IMPORTS:<sup>2</sup></b>   |             |             |             |             |             |             |
| <i>Quantity</i> of imports  |             |             |             |             |             |             |
| <i>Value</i> of imports   |             |             |             |             |             |             |
| <b>U.S. SHIPMENTS:</b>  |             |             |             |             |             |             |
| <b>Commercial shipments:</b>  |             |             |             |             |             |             |
| <i>Quantity</i> of commercial shipments   |             |             |             |             |             |             |
| <i>Value</i> of commercial shipments  |             |             |             |             |             |             |
| <b>Internal consumption/company transfers:</b>  |             |             |             |             |             |             |
| <i>Quantity</i> of internal consumption/transfers   |             |             |             |             |             |             |
| <i>Value</i> <sup>3</sup> of internal consumption/transfers   |             |             |             |             |             |             |
| <b>EXPORT SHIPMENTS:<sup>4</sup></b>  |             |             |             |             |             |             |
| <i>Quantity</i> of export shipments   |             |             |             |             |             |             |
| <i>Value</i> of export shipments  |             |             |             |             |             |             |
| <b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )  |             |             |             |             |             |             |
| <b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )   |             |             |             |             |             |             |
| <b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )  |             |             |             |             |             |             |
| <sup>1</sup> Please identify these sources: _____<br>_____  |             |             |             |             |             |             |
| <sup>2</sup> Please identify the foreign producers, if known: _____<br>_____  |             |             |             |             |             |             |
| <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 2001-2006 below:<br>_____<br>_____                           |             |             |             |             |             |             |
| <sup>4</sup> Identify your principal export markets: _____<br>_____   |             |             |             |             |             |             |
| <sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> 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?<br><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____<br>_____ |             |             |             |             |             |             |

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

II-8. Describe the significance of the existing antidumping duty order covering imports of HDAN from Ukraine in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of HDAN in the future if the antidumping duty order on HDAN from 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.

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

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

**Product: Solid, fertilizer-grade ammonium nitrate from Ukraine, sold in bulk, with a bulk density equal to or greater than 53 pounds per cubic foot.**

| (Quantity in short tons, value in dollars) |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
|--|--|-------|---|-------|--------------------------------------|--------------------------------------|--|-----------------|--------------------------------------|--------------------------------------|
| Period of shipment                         | Sales actually made on a U.S. f.o.b. port of entry basis |       | Sales actually made on a U.S. f.o.b. other-than-port shipping point basis |       |                                      |                                      | Sales actually made on a delivered basis |                 |                                      |                                      |
|  | Quantity   | Value | Quantity  | Value | Freight & other costs from U.S. port | Net value, U.S. f.o.b. port of entry | Quantity                                 | Delivered value | Freight & other costs from U.S. port | Net value, U.S. f.o.b. port of entry |
| <b>2001:</b>                               |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| January                                    |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| February                                   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| March                                      |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| April                                      |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| May  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| June                                       |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| July                                       |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| August                                     |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| September                                  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| October                                    |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| November                                   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| December                                   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| <b>2002:</b>                               |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| January                                    |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| February                                   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| March                                      |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| April                                      |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| May  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| June                                       |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| July                                       |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| August                                     |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| September                                  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| October                                    |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| November                                   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| December                                   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |

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

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

**Product: Solid, fertilizer-grade ammonium nitrate from Ukraine, sold in bulk, with a bulk density equal to or greater than 53 pounds per cubic foot.**

| <i>(Quantity in short tons, value in dollars)</i> |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
|---|--|-------|---|-------|--------------------------------------|--------------------------------------|--|-----------------|--------------------------------------|--------------------------------------|
| Period of shipment                                | Sales actually made on a U.S. f.o.b. port of entry basis |       | Sales actually made on a U.S. f.o.b. other-than-port shipping point basis |       |                                      |                                      | Sales actually made on a delivered basis |                 |                                      |                                      |
|   | Quantity   | Value | Quantity  | Value | Freight & other costs from U.S. port | Net value, U.S. f.o.b. port of entry | Quantity                                 | Delivered value | Freight & other costs from U.S. port | Net value, U.S. f.o.b. port of entry |
| <b>2003:</b>                                      |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| January   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| February  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| March   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| April   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| May   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| June  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| July  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| August  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| September   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| October   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| November  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| December  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| <b>2004:</b>                                      |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| January   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| February  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| March   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| April   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| May   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| June  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| July  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| August  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| September   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| October   |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| November  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |
| December  |  |       |   |       |                                      |                                      |  |                 |                                      |                                      |

Table continued on next page



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

**Section III-B.--PRICE-RELATED QUESTIONS**

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales of its HDAN imported from Ukraine (including any imported Ukrainian NP 33-3-0, sometimes referred to as "stabilized ammonium nitrate" or "nitric phosphate") to all U.S. customers during January 2001-December 2006. If your responses differ by sales to different types of U.S. customers (distributors, dealers, etc.), by product features (prill size, conditioning agents, coatings, etc.), or by sales via different modes of U.S. transportation (truck, railroad, barge, ship, etc.) for the HDAN that you imported from Ukraine, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

III-B-1. Approximately what quantity (short tons) of your firm's U.S. commercial shipments of its HDAN imported from Ukraine in 2006 were on a (1) long-term contract/agreement basis (multiple deliveries for more than 12 months), (2) short-term contract/agreement basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

| Type of sale   | 2006 U.S. commercial shipment quantity (short tons) |
|--|---|
| Long-term contracts/agreements   |   |
| Short-term contracts/agreements  |   |
| Spot sales   |   |
| <b>Total</b>   |   |
| Note.--Total quantity for all types of sales combined should equal 100 percent of the quantity of 2006 U.S. commercial shipments of your HDAN imported from Ukraine reported by your firm on page 6 of this questionnaire. |   |

III-B-2. If your firm's U.S. sales of its HDAN imported from Ukraine are on a long-term contract/agreement basis, please answer the following questions with respect to provisions of a typical long-term contract/agreement with U.S. customers during 2001-2006.

- (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? \_\_\_\_\_

III-B-3. If your firm's U.S. sales of its HDAN imported from Ukraine are on a short-term contract/agreement basis, please answer the following questions with respect to provisions of a typical short-term contract/agreement with U.S. customers during 2001-2006.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-4. a) Please describe how your firm determined the prices that it charged during 2001-2006 for U.S. sales of its HDAN imported from Ukraine (transaction by transaction negotiation, contracts/agreements for multiple shipments, set price lists, etc.) by the types of sales shown below. 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.

Long-term: \_\_\_\_\_  
\_\_\_\_\_

Short-term: \_\_\_\_\_  
\_\_\_\_\_

Spot: \_\_\_\_\_  
\_\_\_\_\_

b) Please list any price change announcements, since January 1, 2001, that your firm issued for its U.S. sales of its HDAN imported from Ukraine; provide the date(s) of any change(s), the products affected, the size of any price increases or decreases, and the extent to which the price increases held. If any price increases did not hold completely, please explain the reason(s) why.

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

III-B-5. Please describe the bases for any price discounting by your firm (quantity discounts, annual total volume discounts involving just HDAN or involving HDAN and other products offered by your firm, etc.) on U.S. sales of its HDAN imported from Ukraine since January 1, 2001, whether a formal policy or as needed for selected customers.

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

III-B-6. a) What have been your firm's typical sales terms since January 1, 2001 for its HDAN imported from Ukraine and sold to U.S. customers (e.g., 2/10 net 30 days)?

\_\_\_\_\_

b) On what basis has your firm quoted prices for such products since January 1, 2001 (e.g., f.o.b. U.S. port of entry, f.o.b. U.S. shipping point other-than-U.S. port, or delivered)?

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-7. What was the average lead time between a customer's order and the date of delivery for your firm's U.S. commercial shipments in 2006 of its HDAN imported from Ukraine?

| Source                       | Share of 2006 U.S. commercial shipment quantity (percent) | Lead time (days) |
|------------------------------|---|------------------|
| From U.S. inventory          |   |                  |
| Produced to order in Ukraine |   |                  |
| From Ukrainian inventory     |   |                  |
| <b>Total</b>                 | <b>100%</b>   |                  |

III-B-8. Please complete the table below by providing the average amount your firm paid for ocean freight and insurance from the foreign port to the U.S. port of entry for its imported HDAN from Ukraine. As indicated, please report this amount on an average dollar per short ton basis for each of the years shown.

|   | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 |
|---|------|------|------|------|------|------|
| Average ocean freight and insurance paid (U.S. dollars per short ton) |      |      |      |      |      |      |

III-B-9. During 2001-2006, what was the geographic market area in the United States served by your firm's HDAN imported from Ukraine? Please indicate the regions in which your imported HDAN was used by end users, not necessarily the region(s) in which you initially sold it.

- Northeast   
  Mid-Atlantic   
  Midwest   
  Southeast  
 Southwest   
  Rocky Mountains   
  West Coast   
  Northwest  
 National   
  Other (describe) \_\_\_\_\_  
 No knowledge of final destination

III-B-10. For your firm's U.S. sales of its HDAN imported from Ukraine, report the following information for the period 2001-2006:

(a) During this period, what was the approximate average percentage of the total delivered cost to your U.S. customers of the HDAN imported from Ukraine that was accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) During this period, who generally arranged the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-10. (c) During this period, what average proportion of your sales occurred within the following distances of the U.S. port of importation or your U.S. storage/distribution facility(ies).

|                    |       |
|--------------------|-------|
| Within 100 miles   | _____ |
| 101 to 1,000 miles | _____ |
| Over 1,000 miles   | _____ |
| Total              | 100 % |

(d) During this period, what percent of your imports were sold to U.S. customers (the reported percentages should add to 100):

At the U.S. port of entry \_\_\_\_\_

From an inland U.S. storage/distribution facility(ies) owned by your firm \_\_\_\_\_

Other (describe \_\_\_\_\_) \_\_\_\_\_

III-B-11. a) Please discuss below the reasons for any swaps and/or loans among HDAN suppliers in the U.S. market during 2001-2006, and explain why HDAN swaps versus loans, or vice-a-versa, occur among U.S. suppliers.

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b) Identify the level(s) of distribution in the U.S. market where HDAN swaps and HDAN loans would be most prevalent (respond separately for swaps versus loans, if appropriate) during 2001-2006 and the time(s) of the year when such activity is most prevalent.

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c) What was the approximate percentage share of your firm's total U.S. commercial shipment quantity of its imported HDAN from Ukraine during 2001-2006 accounted for by your firm's total quantity of HDAN swaps and loans during this period?

\_\_\_\_\_ %



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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-11. d) What was the approximate percentage share of your firm's total quantity of HDAN swaps and loans in the U.S. market during 2001-2006 that involved U.S.-produced HDAN, other (than that of your firm) imported HDAN from Ukraine, other (than that of your firm) imported HDAN from Russia, and other (than that of your firm) imported HDAN from nonsubject countries excluding that from Russia?

U.S.-produced HDAN \_\_\_\_\_ %

Other imported HDAN from Ukraine \_\_\_\_\_ %

Other imported HDAN from Russia \_\_\_\_\_ %

Other imported HDAN from nonsubject countries (excluding Russia) \_\_\_\_\_ %

III-B-12. Describe the principal U.S. end uses including single-nutrient nitrogenous fertilizer end uses (identify for pasture, hay, turf grasses, and/or specific type(s) of crops), for use in NPK or other fertilizer blends, and/or for other uses of HDAN during 2001-2006. For each end-use, please estimate, to the extent possible, the percentage of the total cost to produce the end-use product that is accounted for by HDAN?

| <u>End use</u> | <u>Share of total cost accounted for by HDAN (percent)</u> |
|----------------|--|
| _____          | _____  |
| _____          | _____  |
| _____          | _____  |

III-B-13. Have there been any changes in the U.S. end uses of HDAN since January 1, 2001?

No       Yes--Please describe.

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

III-B-14. Do you anticipate any changes in the U.S. end uses of HDAN 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 III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-15. Based on your firm's assessment of the U.S. market for HDAN, please list, in order of descending importance (by quantity of HDAN used), the top five U.S. crops, pasture, hay, turf grasses, etc., that used HDAN during 2001-2006 and, for each such use, the principal U.S. state(s) where they were grown during this period.

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_
- (5) \_\_\_\_\_

III-B-16. Are there factors other than relative price, such as, but not necessarily limited to, weather and soil conditions, that would result in U.S. farmers switching between HDAN and other single-nutrient nitrogenous fertilizers, such as, but not limited to, anhydrous ammonia, solid urea, and UAN solutions with nitrogen contents of 28 percent to 32 percent by weight?

No       Yes

If yes, please describe any significant shifts in U.S. consumption of HDAN vis-a-vis the other major single-nutrient nitrogenous fertilizers due to changes in technical factors such as weather, soil conditions, etc., during 2001-2006. In your discussion, please indicate the time period(s) of such changes, the specific other nitrogenous fertilizer(s) involved, the specific technical factors/changes associated with any such consumption shifts, and the principal crops affected.

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

b) Please identify any non-price factors that would limit any shifting between HDAN and each of the other major single-nutrient nitrogenous fertilizers.

HDAN versus anhydrous ammonia: \_\_\_\_\_

HDAN versus solid urea: \_\_\_\_\_

HDAN versus UAN solutions (28-32 percent nitrogen) \_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-17. (a) Please list in order of importance the top three products that may be substituted for HDAN in the U.S. market. If none, please indicate. (*Substitute products are products that can, based on market price considerations and commercial/industrial user preferences/ technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some commercial/industrial users may require greater price changes than others before they switch among the alternative products.*) Please keep in mind that such substitution is the purchaser's willingness/ability to change the quantity it purchases of the subject product versus another product, in a 12-month period, **based on a change in the price of the subject product vis-a-vis the price of an alternative product.**

\_\_\_ None (skip to question III-B-18)

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications/end uses; indicate any factors that limit the extent to which each possible substitute product may serve as a substitute for HDAN, including, e.g., application equipment, crop type, weather conditions, etc., for each application/use cited; and describe any product/application advantages and disadvantages of HDAN vis-a-vis any substitute products that you identify in each application/end use.

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

Factors limiting use of this product as a substitute for HDAN: \_\_\_\_\_

Advantages of HDAN vis-a-vis this substitute: \_\_\_\_\_

Disadvantages of HDAN vis-a-vis this substitute: \_\_\_\_\_

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

Factors limiting use of this product as a substitute for HDAN: \_\_\_\_\_

Advantages of HDAN vis-a-vis this substitute: \_\_\_\_\_

Disadvantages of HDAN vis-a-vis this substitute: \_\_\_\_\_

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

Factors limiting use of this product as a substitute for HDAN: \_\_\_\_\_

Advantages of HDAN vis-a-vis this substitute: \_\_\_\_\_

Disadvantages of HDAN vis-a-vis this substitute: \_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-17. (c) Have changes in the prices of these substitute products affected the price and/or quantity (increases and/or decreases) of HDAN in the U.S. market since January 1, 2001?

- No       Yes--Please explain whether changes in the relative prices of the above substitutes affected the price and/or quantity of HDAN or vice-versa. Also identify the percentage change in relative prices and the time lag for any such impact and whether this varies by application/end use.

(1) \_\_\_\_\_  
\_\_\_\_\_  
(2) \_\_\_\_\_  
\_\_\_\_\_  
(3) \_\_\_\_\_  
\_\_\_\_\_

III-B-18. Have there been any changes in the U.S. market in the number or types of products that can be substituted for HDAN since January 1, 2001?

- No       Yes--Please explain.

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

III-B-19. a) What is the feasibility of using HDAN, either by itself or in combination with other products, as an explosive? Please include in your response, as appropriate, any instances and the conditions under which HDAN, either accidentally or intentionally, was used in an explosive in the United States during 2001-2006.

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

b) What is the feasibility of using LDAN, either by itself or in combination with other products, as a fertilizer? Please include in your response, as appropriate, any instances and the conditions under which LDAN was used as a fertilizer in the United States during 2001-2006.

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

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-19. c) What is the feasibility in the U.S. market of converting HDAN into LDAN and converting LDAN into HDAN? Please answer separately for each type of conversion and, if appropriate, specify for each conversion the time, cost, and procedure for any such conversion.

HDAN converted to LDAN: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

LDAN converted to HDAN: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-B-20. Do you anticipate any changes in the U.S. market in terms of the substitutability of other products for HDAN 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.

\_\_\_\_\_

III-B-21. a) To what extent have changes in the prices of raw materials affected your firm's selling prices of its HDAN imported from Ukraine during January 2001-September 2006? Identify the raw materials.

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-21. b) Discuss any anticipated future changes in raw material costs, identifying the raw materials, 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.

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III-B-22. a) 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 HDAN exported to the U.S. market since January 1, 2001?

No                       Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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b) Discuss any anticipated future changes in any of these other factors affecting supply, identifying the supply factors, 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.

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III-B-23. Do you anticipate any changes in the U.S. market in terms of the availability of HDAN imported from Ukraine in the future?

Increase                       No change                       Decrease

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.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-24. a) Has the availability in the U.S. market of HDAN imported from countries other than Ukraine changed since January 1, 2001?

- No
- Yes--Please explain and identify the country(ies) of origin; for each such country indicate whether U.S. imports have increased or decreased, and the reason(s) for any such changes.

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b) Do you anticipate any changes in the U.S. market in terms of the availability of HDAN imported from countries other than Ukraine in the future?

- Increase
- No change
- Decrease

If you anticipate changes in supply, please identify the country(ies) of origin and 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.

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III-B-25. Please identify below the security measures instituted in the U.S. market since January 1, 2001 that may have affected U.S. production, importation, transportation, and storage of HDAN. For each such measure, specify the approximate time period it was implemented, estimate the increase in cost and the impact on availability the measures had on U.S. production, importation, transportation, and storage of HDAN, and discuss the impact of the security measures on the availability and selling price of HDAN in the U.S. market since January 1, 2001.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-26. a) Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of HDAN in the U.S. market since January 1, 2001? Include in particular any changes your firm may have made in its HDAN products imported from Ukraine in response to heightened security concerns regarding the potential volatility and/or misuse of HDAN.

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

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b) Has your firm sold its HDAN imported from Ukraine to U.S. customers over the internet since January 1, 2001?

- No  Yes--Please describe, noting the estimated percentage of your firm's total quantity of 2006 commercial shipments of its HDAN imported from Ukraine accounted for by internet sales.

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III-B-27. Do you anticipate any changes in the U.S. market in terms of the product range, product mix, or marketing (including sales over the internet) of HDAN 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.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-28. How has demand within the United States (and outside the United States, if known) for HDAN changed since January 1, 2001?

**United States:**

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What principal factors affected any changes in demand? Discuss as appropriate demand trends for single-nutrient nitrogenous fertilizer end uses (identify for pasture, hay, turf grasses, and/or specific type(s) of crops), for use in NPK or other fertilizer blends, for other uses, and/or for different types of customers.

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

**Outside the United States (specify country(ies) \_\_\_\_\_):**

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What principal factors affected any changes in demand? Discuss as appropriate demand trends for single-nutrient nitrogenous fertilizer end uses (identify for pasture, hay, turf grasses, and/or specific type(s) of crops), for use in NPK or other fertilizer blends, for other uses, and/or for different types of customers. Report separately, as appropriate, for each foreign country.

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

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-29. Do you anticipate any future changes in HDAN demand in the United States (and outside the United States, if known)?

**United States:**

- No       Yes--Please identify the time period, describe and quantity if possible, indicate the direction of change, and discuss as appropriate demand trends for single-nutrient nitrogenous fertilizer end uses (identify for pasture, hay, turf grasses, and/or for specific type(s) of crops), for use in NPK or other fertilizer blends, for other uses, and/or different types of customers. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**Outside the United States (specify country(ies)) \_\_\_\_\_ :**

- No       Yes--Please identify the time period, describe and quantity if possible, indicate the direction of change, and discuss as appropriate demand trends for single-nutrient nitrogenous fertilizer end uses (identify for pasture, hay, turf grasses, and/or for specific type(s) of crops), for use in NPK or other fertilizer blends, for other uses, and/or different types of customers. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Report separately, as appropriate, for each foreign country cited.

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III-B-30. a) Please compare market prices of HDAN in U.S. and non-U.S. markets, if known, during 2001-2006. Provide the bases for any price comparisons, and note the specific information as to price levels, products, time periods, and countries/regions for any price comparisons.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-30. b) Based on your experience with prices charged in the U.S. market for U.S.-produced HDAN and HDAN imported from various countries, please compare prices for (1) U.S.-produced HDAN and that imported from various countries (specify each foreign source separately, if known); and (2) imports of HDAN from various foreign countries. Provide the bases for any price comparisons, and note the specific information as to price levels, products, time periods, and countries of origin for any price comparisons.

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

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

III-B-31. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss HDAN supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Ukraine, and (3) the world as a whole. Of particular interest is such data from 2001 to the present and forecasts for the future.

III-B-32. a) To your knowledge, have exports of HDAN from Ukraine been subject to any tariff or non-tariff barriers to trade in other countries since January 1, 2001?

No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2001, and that are expected to occur in the future.

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

b) Describe how easily your firm can shift its sales of HDAN 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 HDAN 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.

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

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-33. a) Please explain to what extent, if any, your firm's U.S. inventory of its HDAN that it imported from Ukraine during 2001-2006 was not useable/acceptable in the U.S. market, committed to customers by supply agreements, or other reasons that would inhibit or prevent increasing shipment quantities from these inventories to the U.S. market within a 12-month period.

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b) Estimate the share of the total quantity of your firm's 2006 end-of-period inventories in the United States of its HDAN imported from Ukraine that could be shifted to increase shipments in the U.S. market in a 12-month period.

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c) Is this share expected to change in the future?

No       Yes--Please explain below, noting the future time period, the expected changed share, and reason(s) for the change.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-34. Is HDAN produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications) in the U.S. market? 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.<sup>1</sup>

| Country-pair  | United States | Ukraine | Bulgaria | Georgia | Netherlands | Romania | Russia | All other |
|---------------|---------------|---------|----------|---------|-------------|---------|--------|-----------|
| United States |               |         |          |         |             |         |        |           |
| Ukraine       |               |         |          |         |             |         |        |           |
| Bulgaria      |               |         |          |         |             |         |        |           |
| Georgia       |               |         |          |         |             |         |        |           |
| Netherlands   |               |         |          |         |             |         |        |           |
| Romania       |               |         |          |         |             |         |        |           |
| Russia        |               |         |          |         |             |         |        |           |

<sup>1</sup> For any country-pair for which your firm indicated having familiarity (i.e., by responding with something other than "0"), please explain the basis of that knowledge. Also, for any country-pair producing HDAN which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-35. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between HDAN produced in the United States and in other countries a significant factor in your firm's U.S. sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

| Country-pair  | United States | Ukraine | Bulgaria | Georgia | Netherlands | Romania | Russia | All other |
|---------------|---------------|---------|----------|---------|-------------|---------|--------|-----------|
| United States |               |         |          |         |             |         |        |           |
| Ukraine       |               |         |          |         |             |         |        |           |
| Bulgaria      |               |         |          |         |             |         |        |           |
| Georgia       |               |         |          |         |             |         |        |           |
| Netherlands   |               |         |          |         |             |         |        |           |
| Romania       |               |         |          |         |             |         |        |           |
| Russia        |               |         |          |         |             |         |        |           |

<sup>1</sup> For any country-pair for which your firm indicated having familiarity (i.e., by responding with something other than "0"), please explain the basis of that knowledge. Also, for any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of HDAN, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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