

**PURCHASERS' 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 review investigation on certain (high-density) ammonium nitrate (HDAN) 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)). Further information on this questionnaire can be obtained from Gerry Benedick (202-205-3244).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased high-density ammonium nitrate (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (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 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*

**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 25 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). Please include in your response all auxiliary facilities, including warehouses and distribution centers from which you sell HDAN, including their locations. If your firm is publicly traded, please specify the stock exchange and trading symbol.

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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 the production of HDAN?

No             Yes--List the following information.

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

I-6. In Part III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for HDAN in the United States?

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

\_\_\_\_\_

\_\_\_\_\_

Unless otherwise instructed, please answer all questions in this questionnaire based on your firm's total purchases of HDAN (including any NP 33-3-0, sometimes referred to as "stabilized ammonium nitrate" or "nitric phosphate") during January 2001-December 2006. If your responses differ by purchases from different types of U.S. suppliers (U.S. producers, importers, distributors, dealers, etc.), by product features (prill size, conditioning agents, coatings, etc.), or by shipments via different modes of transportation (truck, railroad, barge, ship, etc.) for the HDAN that you purchase, 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.**

**PART II.--PURCHASES**

II-1. Report your firm's purchases of *all* HDAN products within the scope of this review, including NP 33-3-0 (sometimes referred to as "stabilized ammonium nitrate" or "nitric phosphate"). Report, as indicated below, shipment data for your firm's purchases of U.S.-produced HDAN DIRECTLY from U.S. producers, purchases of foreign-produced HDAN DIRECTLY from U.S. importers, and purchases of HDAN from all other U.S. suppliers (i.e., U.S. distributors, dealers, etc., unrelated to the U.S. producers and importers). *(End users that DIRECTLY IMPORT HDAN for their own final use or use in their production of downstream products, should report those imports in the Commission's importer questionnaire and NOT here in this purchaser questionnaire).* Report purchase data based on dates of deliveries for HDAN received by your firm, not order dates, and report delivered values to your firm's U.S. receiving locations. Report separately purchases from (1) the U.S. producers and/or importers and purchases from (2) all other U.S. suppliers (check the appropriate box and COPY THIS TABLE AS NEEDED). In addition report separately, as indicated in the tables, by country of origin.

(1) Direct purchases from U.S. producers and/or importers

(2) Purchases from all others (i.e., distributors, dealers, etc., unrelated to U.S. producers and importers)

<i>(Quantity in short tons, value in dollars)</i>						
Item	2001	2002	2003	2004	2005	2006
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN UKRAINE:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please identify these countries: _____						

II-2. If the relative levels of your firm's purchases of HDAN from different sources (both domestic and foreign) have changed since January 1, 2001, please list the country, state whether the relative share from that country has increased or decreased, and state the reason(s).

Country	Increase/decrease	Reason(s)

**PART II.--PURCHASES--Continued**

II-3. If your firm purchased HDAN from only one country since January 1, 2001, please explain the reason(s) for doing so.

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II-4. (a) Did your firm purchase HDAN from Ukraine before January 1, 2001?

No--Skip to (c)       Yes

(b) If yes, has your pattern of purchasing HDAN from Ukraine changed since January 1, 2001?

No, our pattern of purchasing is essentially unchanged.

Yes, we discontinued purchases from Ukraine because of the antidumping duty order.

Yes, we reduced purchases from Ukraine because of the antidumping duty order.

Yes, but we changed the pattern of purchases from Ukraine for reasons other than the antidumping duty order (please explain below).

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(c) Has your pattern of purchasing HDAN from nonsubject foreign sources changed since January 1, 2001 (please check all that apply).

We did not purchase from nonsubject foreign sources before or after the imposition of the antidumping duty order.

No, our pattern of purchasing is essentially unchanged.

Yes, we increased purchases from nonsubject countries because of the antidumping duty order.

Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the antidumping duty order (please explain below).

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Which of the following best describes your firm as a U.S. purchaser of HDAN (check all that apply, noting the specific end uses if known)?

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

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

WHOLESALE DISTRIBUTOR (\_\_\_\_\_)

OTHER (specify \_\_\_\_\_)(\_\_\_\_\_)

III-2. (a) If your firm is a U.S. distributor or other type of reseller of HDAN, what are the major types of U.S. customers to which you sold HDAN during 2001-2006?

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

(b) If your firm is a U.S. distributor or other type of reseller of HDAN, did you compete for sales to your U.S. customers during 2001-2006 with the U.S. producers or importers from which you purchase HDAN?

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

III-3. Who were your major U.S. competitors during 2001-2006?

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

III-4. If your firm is an end user of HDAN, list in order of quantity of HDAN consumed, the top 3 downstream products (e.g., when used as single-nutrient nitrogenous fertilizer in farming (identify pasture, hay, turf grasses, and/or specific type(s) of crops as the end use product), when used to produce blends, such as NPK, identify the specific blend product(s) as your firm's end-use product, etc.) for which your firm purchased HDAN as an input or component part during 2001-2006. Please indicate what average percentage of the total cost of the downstream product was accounted for by HDAN during this period.

Downstream product you produce

Percent of cost accounted for by HDAN

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

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

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

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

3. \_\_\_\_\_

3. \_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-5. If your firm is an end user of HDAN, has demand for your firm's top 3 final products incorporating HDAN changed since January 1, 2001? Please discuss how any change has effected your firm's demand for HDAN.

**Downstream product 1:**

Increased                       Unchanged                       Decreased

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**Downstream product 2:**

Increased                       Unchanged                       Decreased

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**Downstream product 3:**

Increased                       Unchanged                       Decreased

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III-6. Have there been any changes in the U.S. market in the end uses of HDAN since January 1, 2001?

No                       Yes--Discuss the changes, noting the time period in which they occurred.

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III-7. Do you anticipate any changes in the U.S. market in the 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.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-8. 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-9. a) 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, or 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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-10. (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-11)

(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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-10. (c) Have changes in the prices of these substitute products affected the price and/or quantity (increases and/or decreases) for 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-11. 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-12. 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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-12. 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-13. 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-14. a) Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, 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 (domestic and foreign) in the U.S. market since January 1, 2001?

No

Yes--Please identify the country(ies) of origin and note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-14. b) Discuss any anticipated future changes in 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-15. Have there been any changes since January 1, 2001 in the transportation, storage of, or your ability to purchase, HDAN in the U.S. market as a result of national/state security, environmental, or other safety regulations?

- No                       Yes--Please identify such regulations and their impact on the U.S. HDAN market. To what extent, if any, have any of these changes resulted in your firm reducing purchases of HDAN?

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III-16. Is buying a product that is produced in the United States an important factor in your firm's purchases of HDAN (please check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involved \_\_\_\_ percent of the quantity of all your firm's purchases of HDAN during 2006.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of the quantity of all your firm's purchases of HDAN during 2006.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of the quantity of all your firm's purchases of HDAN during 2006.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-17. 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, and/or for other uses.

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**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, and/or for other uses.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-18. 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 specific type(s) of crops), for use in NPK or other fertilizer blends, and/or for other uses. 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 specific type(s) of crops), for use in NPK or other fertilizer blends, and/or for other uses. 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-19. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss HDAN demand and supply and/or factors affecting HDAN demand and supply in the (1) United States, (2) each of the major producing/ consuming countries, including Ukraine, and (3) the world as a whole. Of particular interest is such data on an annual basis from January 1, 2001 to the present and forecasts for the future.

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-20. (a) Is the HDAN market in the United States subject to business cycles, seasonality, product cycles or conditions of competition distinctive to HDAN?

No--Identify factors affecting U.S. demand for HDAN.

Yes--Please explain and provide estimates of the duration of any such cycle and identify any other factors affecting U.S. demand for HDAN.

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(b) Has the emergence of new markets for HDAN since January 1, 2001 affected the business cycles, seasonality, product cycles, conditions of competition distinctive to HDAN, and/or other demand factors in the U.S. market?

No       Yes--Please explain any such changes.

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III-21. Does your firm, and to the extent that you know, do your customers (if your firm is a reseller of HDAN) make purchasing decisions involving HDAN based on the producer of the HDAN you purchase?

Your firm:       Always       Usually       Sometimes       Never

Your customers:       Always       Usually       Sometimes       Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-22. Does your firm, and to the extent that you know, do your customers (if your firm is a reseller of HDAN) make purchasing decisions involving HDAN based on the country of origin of the HDAN you purchase?

Your firm:         Always     Usually     Sometimes     Never

Your customers:  Always     Usually     Sometimes     Never

If at least sometimes, please discuss how your firm or your customers determine the country source and why this information is important.

Your firm: \_\_\_\_\_

\_\_\_\_\_

Your customers: \_\_\_\_\_

\_\_\_\_\_

III-23. (a) How frequently do you make purchases of HDAN?

Daily     Weekly     Monthly     Quarterly     Annually

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

(b) Do you expect this purchasing pattern to change in the next two years?

No         Yes--How and why do you expect these changes to occur?

\_\_\_\_\_

\_\_\_\_\_

III-24. How many suppliers do you generally contact before making a purchase?

\_\_\_\_\_

\_\_\_\_\_

III-25. (a) Are you aware of any new suppliers of HDAN, either foreign or domestic, that have entered the U.S. market since January 1, 2001?

No         Yes--Please identify the firms, the country(ies) of origin, and indicate how you become aware of them.

\_\_\_\_\_

\_\_\_\_\_



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-25. (b) Do you expect new HDAN suppliers to enter the U.S. market in the future?

- No                       Yes--Please provide details, noting the specific future time period and the country(ies) of origin in your response.

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III-26. (a) Do your purchases of HDAN usually involve negotiations between supplier and purchaser or does the supplier typically set the price and terms (payment methods, etc.)?

- Supplier sets price                       Negotiate--Please describe these negotiations and identify the type of supplier (e.g. producer, importer, distributor, dealers, etc.).

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b) Discuss how (1) the length of the purchase contract/agreement and (2) the volume of purchases affect the purchase price of HDAN.

- (1) \_\_\_\_\_  
(2) \_\_\_\_\_

c) Does your firm mention competing prices to your supplier(s) when negotiating a price for HDAN?

- No                       Yes

(d) Does your firm tend to vary its purchases of HDAN from a given supplier within a specified time period based on the price offered for that period?

- No                       Yes--Specify the time period.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-27. Have you changed suppliers of HDAN since January 1, 2001?

- No       Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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III-28. Do you require your suppliers' HDAN to be certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the HDAN they sell to your firm?

- No       Yes-- \_\_\_ percent of purchases in 2006       Yes--all purchases

Please provide a general description of the certification or qualification process for the HDAN product and, if this process is undertaken by your firm, estimate the time and cost required for such approval.

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III-29. Briefly describe the factors that you consider when qualifying a new supplier of HDAN (e.g., quality of product, reliability of supplier, etc.) and estimate the cost and time it takes to certify or qualify a new supplier.

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III-30. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their HDAN with your firm or have any producers lost their approved status?

- No       Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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III-31. Since January 1, 2001, have you ever been unable to obtain HDAN from a domestic producer?

- No       Yes--For each instance, please identify the producer and discuss the circumstances.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-32. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for HDAN.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-32. (b) Please list, in descending order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase HDAN for any one order (examples include, but are not necessarily restricted to, current availability, extension of credit, prearranged contracts, price, product quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-33. What characteristics does your firm consider when determining the quality of HDAN?

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

III-34. How often does your firm purchase the HDAN that is offered at the lowest price?

- Always       Usually       Sometimes       Never

If not "always," what other factors were also important in your firm's purchasing decisions of HDAN?

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

III-35. Please list the names of any firms you considered price leaders in the U.S. market for HDAN since January 1, 2001. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-36. Please describe how the above firm(s) exhibited price leadership.

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-37. How frequently does the price of the HDAN you are purchasing change?

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III-38. Does your firm purchase HDAN over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total purchase quantity of HDAN in 2006 accounted for by internet purchases.

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III-39. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. HDAN industry since January 1, 2001 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully in an attachment, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. HDAN industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-40. What do you think will be the likely effects of revoking the antidumping duty order on imports of HDAN from Ukraine? As appropriate, please discuss any potential effects of revoking the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages of discussion as needed.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. market: \_\_\_\_\_

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III-41. Please indicate the effects (current and future), if any, of Hurricanes Katrina and/or Rita in 2005 on your firm's purchases of HDAN.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-42. a) Please compare market prices of HDAN in U.S. and non-U.S. markets, if known. 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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b) Based on your experience with prices charged in the U.S. market (at comparable distribution levels, quantities, and locations) for U.S.-produced HDAN and imported HDAN from various countries, please compare prices for (1) U.S.-produced HDAN and HDAN imported from various countries (specify each foreign country, 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, quantities, products, time periods, and countries of origin for any price comparisons.

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

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

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

IV-1. Please indicate the countries of origin for HDAN for which your firm has actual marketing/pricing knowledge.

- United States
- Ukraine
- Other countries (Please specify \_\_\_\_\_)

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-2. Is HDAN produced in the United States and in other countries used interchangeably (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* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order HDAN from one country in particular over other possible sources of supply?

- No                       Yes--Please identify all relevant countries (including the United States, Ukraine, and specific nonsubject foreign countries) from which you or your customers prefer to order, and indicate why HDAN from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/particle sizes of HDAN available from only a single source (domestic or foreign, including both Ukraine and nonsubject countries)?

- No                       Yes--Please identify the country source and the grade/type/particle size.

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IV-5. If you purchased HDAN from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both Ukraine and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-6. For the factors listed below, please rate how HDAN produced in each country you identified in your response to the first question in Part IV compares with HDAN produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	<b>compared to</b>	_____	
(specify country)		(specify country)	
	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of "Superior" means that the price is generally lower. For example, if you report on the United States compared to Ukraine and check "Superior," you are rating the price of the U.S.-produced HDAN as generally lower than the price of the Ukraine-produced product. Conversely, if you check "Inferior" you are rating the price of the U.S.-produced product as generally higher than the price of the Ukraine-produced product.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-7. (a) How often does U.S.-produced HDAN meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(b) How often does imported HDAN from Ukraine meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(c) How often does imported HDAN from countries other than Ukraine meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

IV-8. (a) Since January 1, 2001, has there been a change in the price of HDAN in the U.S. market? If so, has the price of U.S.-produced HDAN changed more or less than the price of imported HDAN from Ukraine?

No change in price

Prices have changed by the same amount

Price of U.S.-produced HDAN has changed relative to the price of HDAN from Ukraine

(b) If the price of U.S.-produced HDAN has changed relative to the price of HDAN from Ukraine, the price of U.S.-produced HDAN is now relatively

Higher       Lower

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-9. Did your firm purchase a fertilizer product containing 33 percent nitrogen and 3 percent phosphorus (known as "NP 33-3-0" or "stabilized HDAN" or "nitric phosphate") at any time since January 1, 2001?

No

Yes--Indicate below the amounts purchased of this product in each year and by country of origin. Any purchases of this product should be included in the data you provided in response to Question II-1.

<i>(Quantity in short tons)</i>						
Calendar year						
Country	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>
United States						
Ukraine						
All other countries						

IV-10. Please explain whether, and if so how, termination of the antidumping duty order on HDAN from Ukraine would affect your firm's purchasing pattern for NP 33-3-0.

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**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased HDAN for the U.S. market since January 1, 2001, the country(ies) of origin (if known), and the approximate percentage of the quantity of your total HDAN purchases each supplier accounted for in 2006.

<b>No.</b>	<b>Firm name</b>	<b>country(ies) of origin</b>	<b>Percentage of 2006 purchases</b>
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			