

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**PRODUCT FROM RUSSIA AND UKRAINE**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigations concerning solid urea from Russia and Ukraine (invs. Nos. 731-TA-340-E and H (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

**Name of firm** \_\_\_\_\_

**Address** \_\_\_\_\_  
\_\_\_\_\_

**World Wide Web address** \_\_\_\_\_

Has your firm produced or exported solid urea (as defined in the instruction booklet) at any time since January 1, 1999?

**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 these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

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

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

(\_\_\_\_) \_\_\_\_\_  
*Phone*

(\_\_\_\_) \_\_\_\_\_  
*Fax*

\_\_\_\_\_  
*E-mail 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 20 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 page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's solid urea in 2004. If your firm did not export solid urea to the United States in 2004, please provide the names and addresses of your firm's **FIVE** largest export purchasers of solid urea in 2004.

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I-4. In Parts II and 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 solid urea?

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

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**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce solid urea in the United States or other countries?

- No       Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Olympia Hand for copies of that questionnaire).

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I-6. Does your firm or any related firm import or have any plans to import solid urea into the United States?

- No       Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Olympia Hand for copies of that questionnaire).

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

II-1. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of solid urea since July 14, 1987 (the date on which the antidumping duty orders under review became effective)?

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

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

II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of solid urea in the future?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce solid urea (in 1,000 metric tons, dry, 100-percent urea basis) for 2005 and 2006.**

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II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of solid urea in the future if the antidumping duty orders on solid urea from Russia and/or Ukraine were to be revoked?

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

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II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of solid urea in Russia and/or Ukraine in the future?

- No                       Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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

II-5. Describe the production technology used in the production of solid urea in Russia and/or Ukraine and identify major production inputs. Also discuss any significant changes in production technology since 1987 (the year the antidumping duty orders under review became effective).

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II-6. Has your firm since 1987 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of solid urea?

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

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

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

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

II-7. Has your firm since 1987 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce solid urea?

No       Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of employment data</u>
_____	_____	_____
_____	_____	_____

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

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

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II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of solid urea?

\_\_\_\_\_ Percent

II-10. Is your firm able to switch production between solid urea and other products in response to a relative price change in the price of solid urea vis-a-vis the price of other products, using the same equipment and labor?

No             Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from solid urea.

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II-11. Has your firm maintained any inventories of solid urea in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above<sup>1</sup>) since 1998?

No             Yes--Report the quantity (in **1,000 metric tons, dry, 100-percent urea basis**) of such **end-of-period** inventories below.

**1999**            **2000**            **2001**            **2002**            **2003**            **2004**

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II-12. (a) Are your firm's exports of solid urea subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No             Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

<b>Product</b>	<b>Country</b>	<b>Year imposed</b>	<b>Barrier (if tariff, give rate)</b>
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_____	_____	_____	_____
_____	_____	_____	_____

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<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.

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

(b) Are your firm's exports of solid urea subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No       Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____

II-13. Identify export markets (other than the United States) that you have developed or where you have increased your sales of solid urea as a result of the antidumping duty orders on solid urea from Russia and/or Ukraine. Please identify and discuss below.

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II-14. Describe the significance of the existing antidumping duty orders covering imports of solid urea from Russia and/or Ukraine in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

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II-15. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of solid urea in the future if the antidumping duty orders on solid urea from Russia and/or Ukraine were to be revoked?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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

II-16a. Please report production capacity, production, shipments, and inventories of solid urea produced by your firm in **Russia** in **1999-2004**.

<i>(Quantity in 1,000 metric tons (dry, 100-percent urea basis), value in 1,000 U.S. dollars)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY <sup>1</sup> ( <i>quantity</i> )						
BEGINNING-OF-PERIOD INVENTORIES <sup>2</sup> ( <i>quantity</i> )						
PRODUCTION <sup>3</sup> ( <i>quantity</i> )						
<b>SHIPMENTS:</b>						
Home market:						
Internal consumption/transfers ( <i>quantity</i> )						
Commercial shipments: <i>Quantity</i>						
<i>Value</i>						
Exports to--						
United States: <sup>4</sup> <i>Quantity</i>						
<i>Value</i>						
All other export markets: <i>Quantity</i>						
European Union: <sup>5</sup> <i>Quantity</i>						
<i>Value</i>						
Asia: <sup>6</sup> <i>Quantity</i>						
<i>Value</i>						
Other: <sup>7</sup> <i>Quantity</i>						
<i>Value</i>						
Subtotal, all other export markets: <i>Quantity</i>						
<i>Value</i>						
Total exports ( <i>quantity</i> )						
Total shipments ( <i>quantity</i> )						
Total Shipments of prills ( <i>quantity</i> ):						
Total Shipments of granules ( <i>quantity</i> ):						
Total Shipments of other solid urea ( <i>quantity</i> ):						
END-OF-PERIOD INVENTORIES ( <i>quantity</i> )						

<sup>1</sup> The production capacity (see definitions in instructions booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of solid urea in Russia accounted for by your firm's production in 2004: \_\_\_\_\_ percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of solid urea from Russia accounted for by your firm's exports in 2004: \_\_\_\_\_ percent

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_



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

II-16b. Please report production capacity, production, shipments, and inventories of solid urea produced by your firm in **Ukraine** in **1999-2004**.

<i>(Quantity in 1,000 metric tons (dry, 100-percent urea basis), value in 1,000 U.S. dollars)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY <sup>1</sup> ( <i>quantity</i> )						
BEGINNING-OF-PERIOD INVENTORIES <sup>2</sup> ( <i>quantity</i> )						
PRODUCTION <sup>3</sup> ( <i>quantity</i> )						
<b>SHIPMENTS:</b>						
Home market:						
Internal consumption/transfers ( <i>quantity</i> )						
Commercial shipments: <i>Quantity</i>						
<i>Value</i>						
Exports to--						
United States: <sup>4</sup> <i>Quantity</i>						
<i>Value</i>						
All other export markets: <i>Quantity</i>						
European Union: <sup>5</sup> <i>Quantity</i>						
<i>Value</i>						
Asia: <sup>6</sup> <i>Quantity</i>						
<i>Value</i>						
Other: <sup>7</sup> <i>Quantity</i>						
<i>Value</i>						
Subtotal, all other export markets: <i>Quantity</i>						
<i>Value</i>						
Total exports ( <i>quantity</i> )						
Total shipments ( <i>quantity</i> )						
Total Shipments of prills ( <i>quantity</i> ):						
Total Shipments of granules ( <i>quantity</i> ):						
Total Shipments of other solid urea ( <i>quantity</i> ):						
END-OF-PERIOD INVENTORIES ( <i>quantity</i> )						
<sup>1</sup> The production capacity (see definitions in instructions booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).						
<sup>2</sup> Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						
<sup>3</sup> Please estimate the percentage of total production of solid urea in Ukraine accounted for by your firm's production in 2004: _____ percent						
<sup>4</sup> Please estimate the percentage of total exports to the United States of solid urea from Ukraine accounted for by your firm's exports in 2004: _____ percent						
<sup>5</sup> Identify principal <i>European Union</i> export markets. _____						
<sup>6</sup> Identify principal <i>Asian</i> export markets. _____						
<sup>7</sup> Identify principal <i>other</i> export markets. _____						

**PART III.--MARKET FACTORS**

III-1. Approximately what share of your firm's sales of solid urea to U.S. customers in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

III-2. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-3. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-4. What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of solid urea?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

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

III-5. To what extent have changes in the prices of raw materials affected your firm's selling prices for solid urea during January 1999-December 2004? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-6. 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 Russian or Ukrainian solid urea in the U.S. market since 1987?

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

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III-7. (a) Do you anticipate any changes in terms of the availability of Russian or Ukrainian solid urea in the U.S. market in the future?

Increase                       No Change                       Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-8. Describe how easily your firm can shift its sales of solid urea between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting solid urea between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

III-9. Is the product range, product mix, or marketing of solid urea in your home market significantly different from the product range, product mix, or marketing of solid urea for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of solid urea in your home market, for export to the United States, or for export to third-country markets since 1987?

No             Yes--Please describe and quantify if possible.

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III-10. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of solid urea in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-11. (a) Please list in order of importance any products that may be substituted for solid urea.

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

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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

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

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

III-12. Have there been any changes in the number or types of products that can be substituted for solid urea since 1987?

No             Yes--Please explain.

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III-13. Do you anticipate any changes in terms of the substitutability of other products for solid urea in the future?

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

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III-14. Is the solid urea produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's solid urea sold to the United States and/or to third-country markets?

Yes             No--Identify the market(s) and any differences in the products.

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III-15. Describe the end uses of the solid urea that you manufacture and sell to your home market. If these end uses differ from those of the solid urea you sell to the U.S. market or to third-country markets, explain.

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

III-16. Have there been any changes in the end uses of solid urea since 1987?

No             Yes--Please describe.

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III-17. Do you anticipate any changes in terms of the end uses of solid urea in the future?

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

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III-18. How has demand within your home market and the United States (and outside the United States, if known) for solid urea changed since 1987?

Increased             Unchanged             Decreased

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

What were the principal factors affecting changes in demand?

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III-19. Do you anticipate any future changes in solid urea demand in your home market and the United States and, if known, the rest of the world?

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

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

III-20. Please compare market prices of solid urea in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-21. Describe briefly your home market for solid urea, including the number of, and competition between, producers.

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III-22. Do you face competition from imports of solid urea in your home market?

No       Yes--Please identify the country sources of any imports of solid urea into your home market.

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III-23. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss solid urea supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Russia or Ukraine, and (3) the world as a whole. Of particular interest is such data from 1987 to the present and forecasts for the future.

III-24. Does your firm sell solid urea over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total sales of solid urea in 2004 accounted for by internet sales.

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

III-25. a) If your firm produces and sells granular and prilled urea, are there any differences in the price your firm charges for those products?

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

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

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III-36 a) Does your firm produce or purchase ammonia for the production of products other than solid urea?

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

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

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