

IMPORTERS' QUESTIONNAIRE
SOLID UREA FROM RUSSIA AND UKRAINE

Return completed questionnaire to:

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

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigations concerning solid urea from Russia and Ukraine (invs. Nos. 731-TA-340-E and H (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

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

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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). 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 solid urea from Russia and/or Ukraine into the United States or which are engaged in exporting solid from Russia and/or Ukraine to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

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

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of solid urea?

No Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on solid urea. 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 solid urea 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 solid urea 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 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.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation 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.

II-5. Has your firm imported or arranged for the importation of solid urea from Russia and/or Ukraine for delivery after December 31, 2004?

- No Yes--Indicate when such orders are to be delivered, the quantities involved (in 1,000 short tons, dry, 100-percent urea basis), and the country source (Russia or Ukraine).

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

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

II-7. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of solid urea imported by your firm during **1999-2004**. (See definitions in the instruction booklet.) **Report separately for Russia, Ukraine, and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Russia
 Ukraine
 All other sources combined¹

<i>(Quantity in 1,000 short tons (dry, 100-percent urea basis), value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
IMPORTS: ²						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption/company transfers:						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> ³ of internal consumption/transfers						
U.S. SHIPMENTS OF PRILLS (<i>quantity</i>) ⁴ :						
U.S. SHIPMENTS OF GRANULES (<i>quantity</i>) ⁴ :						
U.S. SHIPMENTS OF OTHER SOLID UREA (<i>quantity</i>) ⁴ :						
EXPORT SHIPMENTS: ⁵						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES ⁶ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
¹ Please identify these sources: _____ _____						
² Please identify the foreign producers, if known: _____ _____						
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below: _____ _____						
⁴ U.S. shipments of prills plus U.S. shipments of granules and other solid urea should equal the sum of U.S. commercial shipments, internal consumption, and transfers to related firms reported above. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						
⁵ Identify your principal export markets: _____ _____						
⁶ Reconciliation of data --Please note that the short tons 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

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

II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of solid urea, including the sources of solid urea imports, 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.

II-10. If your firm answered yes to question II-9, please explain whether your firm would anticipate increasing its total volume of imports, or whether it would replace current imports with imports from Russia and/or Ukraine.

II-11. Was any of the solid urea that you imported during 1999-2004 imported under a countertrade or barter agreement?

No Yes--Report the amounts imported under countertrade or barter (in 1,000 short tons, dry, 100-percent urea basis) from each country (specify country) in each year during 1999-2004. Also, please describe your solid urea countertrade or barter agreements and specify the commodity exported by your firm in exchange for solid urea.

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

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

Product 1 Product 2 Country: **RUSSIA** **UKRAINE** (Circle one and copy)

<i>(Quantity in short tons (on a dry, 100-percent urea basis), value in dollars)</i>		
Period of shipment	Quantity	Value ¹
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

Section III-B.--PRICE-RELATED QUESTIONS

For the questions in this section that refer to imports of solid urea from Russia and Ukraine, if your firm imports from both Russia and Ukraine and your response to any question(s) differs based on the country of origin, please note this in your response.

III-B-1. Please describe how your firm determines the prices that it charges for sales of solid urea (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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

III-B-3. What are your firm's typical sales terms for solid urea imported from Russia and/or Ukraine (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its imported solid urea in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

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

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

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

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

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

III-B-7. What is the average lead time between a 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		
Total	100%	

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

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

(c) What proportion of your sales occur within 100 miles of your storage or port of importation, whichever is applicable? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

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

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

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

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

III-B-10. What is the geographic market area in the United States served by your firm's solid urea? Please indicate the region(s) in which the solid urea that you import is used by end users, not the region in which you initially sell it.

Russia:

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

Ukraine:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

No Yes--Please explain.

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

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

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

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

III-B-17. To what extent have changes in the prices of raw materials affected your firm's selling prices for solid urea during January 1999-December 2004? Also discuss any anticipated changes in 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.

III-B-18. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced solid urea in the U.S. market since 1987?

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

III-B-19. (a) Do you anticipate any changes in terms of the availability of solid urea imported from Russia and/or Ukraine 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.

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

Section III-B.--MARKET FACTORS--Continued

III-B-20. Has the availability of NONSUBJECT imported solid urea changed since 1987?

- No Yes--Please explain.

III-B-21. a) Describe how easily your firm can shift its sales of solid urea between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting solid urea between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-22. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of solid urea since 1987?

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

III-B-23. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of solid urea in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

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

Section III-B.--MARKET FACTORS--Continued

III-B-24. How has demand within the United States (and outside the United States, if known) for solid urea changed since 1987?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

III-B-25. Do you anticipate any future changes in solid urea demand in the United States and, if known, the rest of the world?

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

III-B-26. a) Please compare market prices of solid urea in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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

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

Section III-B.--MARKET FACTORS--Continued

III-B-27. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss solid urea supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Russia and/or Ukraine, and (3) the world as a whole. Of particular interest is such data from 1987 to the present and forecasts for the future.

III-B-28. Are your exports of solid urea subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1987, or that are expected to occur in the future.

III-B-29. Does your firm sell solid urea over the internet?

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

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

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

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

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

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

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

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

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

III-B-32. Are differences other than price (e.g., prilled vs granular, quality, availability, transportation network, product range, technical support, etc.) between solid urea produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

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

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

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