

**PURCHASERS' 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)). Further information on this questionnaire can be obtained from Catherine DeFilippo (202-205-3253).

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

Has your firm purchased solid urea (as defined in the instruction booklet) from any source (domestic or foreign) 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*

**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 15 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 urea 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 the production of solid urea?

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 solid urea?

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

\_\_\_\_\_

\_\_\_\_\_

I-7. Please indicate the year in which your firm began operation and when it first began to purchase solid urea.

\_\_\_\_\_

**PART II.--PURCHASES/IMPORTS**

II-1. Report, as indicated below, your firm's purchases, including your imports (either directly or through a sales agent or broker), of solid urea. Report based on delivery date, not order date.

<i>(Quantity in short tons (dry, 100-percent urea basis), value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>PURCHASES OF SOLID UREA PRODUCED IN THE UNITED STATES:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES/IMPORTS OF SOLID UREA PRODUCED IN RUSSIA:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES/IMPORTS OF SOLID UREA PRODUCED IN UKRAINE:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES/IMPORTS OF SOLID UREA PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please identify these countries: _____						
_____						

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

II-2. If the relative levels of your firm's purchases of solid urea from different sources (both domestic and foreign) have changed since 1987 (the year the antidumping duty orders under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. (a) Did your firm purchase solid urea from Russia or Ukraine before 1987?

- No--Skip to (c)                       Yes

(b) If yes, has your pattern of purchasing solid urea from Russia or Ukraine changed since 1987?

- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases from Russia or Ukraine because of the order.
- Yes, we reduced purchases from Russia or Ukraine because of the order.
- Yes, but we changed the pattern of purchases from Russia or Ukraine for reasons other than the order (please explain below).

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(c) Has your pattern of purchasing solid urea from nonsubject foreign sources changed since 1987 (please check all that apply).

- We did not purchase from nonsubject foreign sources before or after the order.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the order.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the 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 purchaser of solid urea (check all that apply, noting the specific end uses if known)?

**TRADER** (\_\_\_\_\_)

**DISTRIBUTOR** (\_\_\_\_\_)

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

**Other** (\_\_\_\_\_)

III-2. (a) If your firm is a distributor or reseller of solid urea, what are the major types of consumers to which you sell solid urea?

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

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase solid urea?

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

III-3. If your firm is an end user of solid urea, list in order of quantity of solid urea consumed, the top 3 products for which your firm purchases solid urea as a component part or input. Please indicate what percentage of the total cost is accounted for by solid urea.

<u>Product you produce</u>	<u>Percent of cost accounted for by solid urea</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-4. (a) If your firm is an end user of solid urea has the demand for your firm's final products incorporating solid urea changed since 1987?

Increased       Unchanged       Decreased

(b) Has this had any effect on your firm's demand for solid urea?

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

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

III-5. Have there been any changes in the end uses of solid urea since 1987?

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

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III-6. 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-7. (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.

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

No       Yes--Please explain.

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III-8. 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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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-9. 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-10. 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?

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III-11. 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.

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III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss solid urea demand and/or factors affecting solid urea demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1987 to the present and forecasts of these demand data.

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

III-13. 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 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.

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III-14. Is buying a product that is produced in the United States an important factor in your firm's purchases of solid urea (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 involves \_\_\_\_ percent of all purchases of solid urea.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of solid urea.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of solid urea.

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III-15. (a) Is the solid urea market subject to business cycles or conditions of competition distinctive to solid urea?

- No                       Yes--Please explain and provide estimates of the duration of any such cycle.

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(b) Has the emergence of new markets for solid urea since 1987 affected the business cycles or conditions of competition distinctive to solid urea?

- No                       Yes--Please explain any such changes.

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

III-16. Who are your major competitors?

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III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving solid urea based on the producer of the solid urea 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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III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving solid urea based on the country of origin of the solid urea 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 source 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-19. (a) How frequently do you make purchases?

- 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?

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III-20. How many suppliers do you generally contact before making a purchase?

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III-21. (a) Do purchases of solid urea usually involve negotiations between supplier and purchaser?

- No     Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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(b) Does your firm tend to vary its purchases 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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III-22. Have you changed suppliers in the last 5 years?

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

III-23. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

No             Yes--Please identify the firms and indicate how you become aware of them.

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(b) Do you expect new solid urea suppliers to enter the market in the future?

No             Yes--Please provide details, noting the specific future time period in your response.

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III-24. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the solid urea they sell to your firm?

No             Yes-- \_\_\_\_ percent of purchases in 2004             Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

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III-25. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-26. Since 1987, have any domestic or foreign producers failed in their attempts to certify or qualify their solid urea 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-27. Since 1987, have you ever been unable to obtain solid urea from a particular supplier (domestic or foreign)?

No             Yes--Please identify these firms, the countries where they are located, and the reasons why they were unable to supply your firm.

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

III-28. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for solid urea.

	<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-28. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase solid urea for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

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

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

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

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

III-29. What characteristics does your firm consider when determining the quality of solid urea?

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

III-30. How often does your firm purchase the solid urea that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-31. Please list the names of any firms you considered price leaders in the solid urea market since 1987. 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-32. Please describe how the above firm(s) exhibited price leadership.

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

III-33. How frequently does the price of the solid urea you are purchasing change?

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

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

II-34. a) If your firm purchases granular and prilled urea, are there any differences in the price your firm pays 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 your firm would switch from granular urea to prilled urea.

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III-35. Does your firm purchase solid urea over the internet?

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

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III-36 Do prices for solid urea in non-U.S. markets affect U.S. prices for solid urea? If yes, please explain.

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III-37. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. solid urea industry since 1987 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, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. solid urea 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-38. What do you think will be the likely effects of any revocation of the antidumping duty orders for imports of solid urea from Russia or Ukraine? As appropriate, please discuss any potential effects of revocation of the antidumping duty orders on (1) the future activities of your firm, (2) the U.S. market as a whole, and (3) total U.S. supply and prices of solid urea. Please note the future time period to which you are referring. Attach additional pages if necessary.

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

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

(3) Total U.S. supply and prices of solid urea: \_\_\_\_\_

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

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

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

IV-2. Is solid urea produced in the United States and in other countries used interchangeably (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.<sup>1</sup>

Country-pair	United States	Russia	Ukraine	Other countries
<b>United States</b>				
<b>Russia</b>				
<b>Ukraine</b>				

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

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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.

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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 solid urea from one country in particular over other possible sources of supply?

- No                       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why solid urea 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/sizes of solid urea available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

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IV-5. If you purchased solid urea 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 subject 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 solid urea produced in each country you identified in your response to the first question in Part IV compares with solid urea 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 lower price (for the country listed first relative to the country listed second) should be marked as "superior". A higher price (for the country listed first relative to the country listed second) should be marked as "inferior".

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

IV-7. (a) How often does domestically produced solid urea meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never       Do not know

(b) How often does imported subject solid urea meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never       Do not know

(c) How often does imported nonsubject solid urea meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never  Do not know

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never  Do not know

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never  Do not know

IV-8. (a) Since 1987, has there been a change in the price of solid urea? If so, has the price of U.S.-produced solid urea changed more or less than the price of imported solid urea from Russia or Ukraine?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced solid urea has changed relative to the price of solid urea from Russia
- Price of U.S.-produced solid urea has changed relative to the price of solid urea from Ukraine
- Do not know

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

- Higher       Lower

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

- Higher       Lower

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

IV-9. a) If your firm purchases **imported and U.S. produced** urea, please explain whether, and if so how, revocation of the order on Russia and/or Ukraine would affect your firm's purchasing pattern.

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b) If your firm purchases **only imported** urea, please explain whether, and if so how, revocation of the order on Russia and/or Ukraine would affect your firm's purchasing pattern.

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c) If your firm purchases **only U.S. produced** urea, please explain whether, and if so how, revocation of the order on Russia and/or Ukraine would affect your firm's purchasing pattern.

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**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased solid urea since 1987 and approximate the percentage of your solid urea purchases each accounted for in 2004.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		