

PRODUCERS' 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 ammonium nitrate from Ukraine (inv. No. 731-TA-894 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced ammonium nitrate (as defined in the instruction booklet) at any time since January 1, 2001?</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>
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CERTIFICATION

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

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

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

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 40 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. Do you support or oppose continuation of the antidumping duty order currently in place for HDAN from Ukraine? Please explain.

Support Oppose Take no position

I-4. 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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing HDAN from 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>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing HDAN from countries other than Ukraine into the United States or which are engaged in exporting HDAN from countries other than Ukraine to the United States?

No Yes--List the following information.

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

I-7. 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-8. In Parts II and IV 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?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

_____ Phone No. _____ E-mail address

II-2. 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 HDAN since September 12, 2001 (the date of the antidumping duty order)?

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

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

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce HDAN (in short tons) for 2007 and 2008.**

II-3b. Have there been any changes since 2001 in the production, storage, or shipment of HDAN manufactured by your firm in connection with changes to national/state security, environmental, health, or safety regulations?

No Yes--Please describe any such changes. Have these changes resulted in changes in your production, or demand for, HDAN?

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

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

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

II-5. Has your firm since 2001 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of HDAN and/or using the same production and related workers employed to produce ammonium nitrate?

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

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

<i>(Quantity in short tons)</i>						
Item	2001	2002	2003	2004	2005	2006
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

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

II-7. Is your firm able to switch production between HDAN and other products in response to a relative change in the price of HDAN vis-a-vis the price of other products, using the same equipment and labor?

No

Yes--Please identify 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 ammonium nitrate.

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

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of HDAN in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value</i> ² of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> ² of transfers to related firms						
EXPORT SHIPMENTS: ³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						

¹ The production capacity (see definitions in instruction 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).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001-2006 below:

³ Identify your principal export markets: _____.

⁴ **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: _____.

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

II-8b. Report your firm's production capacity and production related to the **production of ammonium nitrate other than HDAN** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in short tons)						
Item	2001	2002	2003	2004	2005	2006
AVERAGE PRODUCTION CAPACITY¹ (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
¹ The production capacity (see definitions in instruction 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). <hr/> <hr/>						
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

II-9. If you reported transfers to related firms in question II-8a, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-10. Other than direct imports, has your firm otherwise purchased HDAN since January 1, 2001? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--						
Ukraine:						
<i>Quantity</i>						
<i>Value</i>						
ALL OTHER COUNTRIES:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:²						
<i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>						
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>						

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

II-11. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of HDAN?

No Yes--Name firm(s): _____

II-12. Does your firm produce HDAN in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-13. Since January 1, 2001, has your firm imported HDAN?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-14. Describe the significance of the existing antidumping duty order covering imports of HDAN from Ukraine in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the antidumping duty order.

II-15. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of HDAN in the future if the antidumping duty order on HDAN from Ukraine were to be revoked?

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

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

II-16. Did your firm produce in the United States a fertilizer product containing 33 percent nitrogen and 3 percent phosphorus (known as "NP 33-3-0" or "stabilized ammonium nitrate" or "nitric phosphate") at any time since January 1, 2001?

No Yes--Indicate below the amounts produced of this product in each year and period.

(Quantity in short tons)					
Calendar year					
<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>

II-17. Please indicate the effects (current and future), if any, of Hurricanes Katrina and/or Rita on your firm's production and shipments of HDAN.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or by e-mail charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____

 Phone No. _____ Fax No. _____

 E-mail address _____ Company web address _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes HDAN, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced HDAN, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of HDAN from any related company?

Yes--Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of HDAN that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on HDAN); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No--please contact Charles Yost at 202-205-3432.

III-10. For each annual and interim period for which financial results are reported in question III-11, please attach a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's HDAN operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Operations on HDAN.**—Report the revenue and related cost information requested below on the HDAN operations of your U.S. establishment(s).¹ Do not report resales of purchased product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm is a cooperative association, please conform your reporting to III-11 below. If your firm toll-produced HDAN on behalf of another U.S. firm, report data on your tolling operations on table III-12, and on all other sales on table III-11 below.

(Quantity in short tons, value in \$1,000)						
Item	Fiscal years					
	_____	_____	_____	_____	_____	_____
Net sales quantities:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Cost of goods sold (including internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Toll conversion costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ³						
All other income items						
All other income or expenses, net						
Net income/(loss) before income taxes						
Depreciation/amortization included above						

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Do not include sales of ammonium nitrate that your firm purchased and merely resold.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding commercial shipment quantities and values reported in Part II of this questionnaire.

³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Operations on toll producing (see definition in instruction booklet) HDAN.**--Report the revenue and related cost information requested below on the HDAN tolling operations of your U.S. establishment(s).¹ Provide data for your six most recently completed fiscal years in chronological order from left to right and for the specified calendar periods. **Report for all tollees together; identify the firm(s) at the bottom of the table.**

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	Fiscal years					
	_____	_____	_____	_____	_____	_____
Tolling operations²						
Net quantity tolled						
Net tolling revenue						
Net packaging revenue						
Cost of tolling services:						
Raw materials not supplied by tollee						
Direct labor						
Other factory costs						
Total cost of tolling services						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses						
Operating income or (loss)						
¹ Include only tolling revenue (whether domestic or export) and costs related to your U.S. manufacturing operations. ² The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.						
Tollee firm(s) and periods: _____						

PART III.--FINANCIAL INFORMATION--Continued

III-13. Raw materials and energy costs—For the raw materials and energy costs reported in the product line income statement (III-9), describe the major raw materials used and their cost. Also state the cost flow method used for raw material inventory valuation. Provide data for your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Raw material (identify, e.g., natural gas, _____)						
Raw material (identify, e.g., purchased ammonia _____)						
Other raw materials (identify _____)						
Energy costs (identify, e.g., utilities _____)						
Method of inventory valuation is: _____						
State where energy costs are classified (e.g., as part of raw materials or as factory overhead _____)						

III-14. Capital expenditures and research and development expenditures on HDAN.—Report your firm's capital expenditures and research and development expenditures on HDAN. Provide data for your six most recently completed fiscal years in chronological order from left to right and for the specified calendar periods.

(Value in \$1,000)						
Item	Fiscal years					
	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

PART III.--FINANCIAL INFORMATION--Continued

III-15. Asset and liability values.--Report the total assets and current liabilities associated with the production, warehousing, and sale of HDAN. If your firm does not maintain some or all of the specific asset or liability data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Value of	Fiscal years					
	_____	_____	_____	_____	_____	_____
Assets and liabilities associated with the production, warehousing, and sale of HDAN:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. All other current assets						
E. Total current assets (lines 1.A through 1.D)						
2. Non-current assets						
A. Property, plant, and equipment (PPE) at cost						
B. Less: Accumulated depreciation						
C. Equals: Book value of PPE						
D. All other non-current assets						
Total non-current assets (lines 2.C and 2.D)						
3. Total assets (total current and non-current)						
4. Current liabilities						
A. Accounts payable						
B. Accruals						
C. Notes payable						
D. All other current liabilities						
Total current liabilities (lines 4.A through 4.D)						

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244).

IV-1. Who in your firm should be contacted regarding its reported pricing and market factors information?

Company contact: _____

Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests monthly quantity and value data on your firm's U.S. shipments of HDAN during January 2001-December 2006 to unrelated U.S. customers. All values should be net of returns, refunds, rebates, discounts, and credits.

Report the quantity and value of sales for which the pricing was actually made on:

- (1) an f.o.b. plant basis (i.e., product that was picked up at the plant)
- (2) an f.o.b. other-than-plant shipping point basis (i.e., product that was picked up at your distribution point(s) other than your production plant(s)), and
- (3) a delivered basis.

For sales that were priced on an f.o.b. other-than-plant shipping point basis, please also report, separately, the freight and other handling costs necessary to transport the HDAN from the plant to other-than-plant shipping point.

For sales that were priced on a delivered basis, please also report, separately, the freight and other handling costs necessary to transport the HDAN from the plant to the customers' location.

Do not include sales on an f.o.b. other-than-plant basis or on a delivered basis which cannot be adjusted to f.o.b. plant values.

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

NOTE: If your firm reported monthly pricing data for its U.S.-produced HDAN during the Commission's review investigation concerning HDAN imported from Russia, transfer those monthly price data (incorporating any corrections) for the overlapping period January 2001-September 2005 and report additional monthly price data for your U.S.-produced HDAN during October 2005-December 2006.

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

Section IV-A.--PRICE DATA--Continued

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

<i>(Quantity in short tons, value in dollars)</i>										
Period of shipment	Sales actually made on an f.o.b. plant basis		Sales actually made on an f.o.b. other-than-plant shipping point basis				Sales actually made on a delivered basis			
	Quantity	Value	Quantity	Value	Freight & other costs from plant	Net value, f.o.b. plant	Quantity	Delivered value	Freight & other costs from plant	Net value, f.o.b. plant
2001:										
January										
February										
March										
April										
May										
June										
July										
August										
Sept.										
October										
Nov.										
Dec.										
2002:										
January										
February										
March										
April										
May										
June										
July										
August										
Sept.										
October										
Nov.										
Dec.										

Table continued on next page

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

Section IV-A.--PRICE DATA--Continued

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

<i>(Quantity in short tons, value in dollars)</i>										
Period of shipment	Sales actually made on an f.o.b. plant basis		Sales actually made on an f.o.b. other-than-plant shipping point basis				Sales actually made on a delivered basis			
	Quantity	Value	Quantity	Value	Freight & other costs from plant	Net value, f.o.b. plant	Quantity	Delivered value	Freight & other costs from plant	Net value, f.o.b. plant
2003:										
January										
February										
March										
April										
May										
June										
July										
August										
Sept.										
October										
Nov.										
Dec.										
2004:										
January										
February										
March										
April										
May										
June										
July										
August										
Sept.										
October										
Nov.										
Dec.										

Table continued on next page

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

Section IV-B.--PRICE-RELATED QUESTIONS

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

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

Type of sale	2006 U.S. commercial shipment quantity (short tons)
Long-term contracts/agreements	
Short-term contracts/agreements	
Spot sales	
Total	
Note.--Total quantity for all types of sales combined should equal 100 percent of the quantity of 2006 U.S. commercial shipments reported by your firm on page 7 of this questionnaire.	

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

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

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

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

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

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

IV-B-4. a) Please describe how your firm determined the prices that it charged during 2001-2006 for domestic sales of its U.S.-produced HDAN (transaction by transaction negotiation, contracts/agreements for multiple shipments, use of price lists, etc.) by the types of sales shown below. If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

Long-term: _____

Short-term: _____

Spot: _____

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

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

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

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

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

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

IV-B-7. What was the average lead time (in days) between a U.S. customer's order and the date of delivery for your firm's U.S. commercial shipments in 2006 of its U.S.-produced HDAN?

Source	Share of 2006 commercial shipment quantity (percent)	Lead time (days)
From inventory		
Produced to order		
Total	100%	

IV-B-8. For your firm's U.S. sales of its U.S.-produced HDAN during 2001-2006, report the following:

(a) During this period, what was the approximate average percentage of the total delivered cost to your customers of your firm's U.S.-produced HDAN that was accounted for by U.S. inland transportation costs? _____ percent.

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

(c) During this period, approximately what average proportion of your firm's annual domestic sales of its U.S.-produced HDAN occurred within 100 miles of your storage and/or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent. (The reported shares must total 100 percent.)

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

- | | | | |
|--|---|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe) _____ | | |
|
<input type="checkbox"/> No knowledge of final destination | | | |

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

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

IV-B-10. a) Please discuss below the reasons for any swaps and/or loans among HDAN suppliers in the U.S. market during 2001-2006, and explain why HDAN swaps versus loans, or vice-versa, occur among U.S. suppliers.

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

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

_____ %

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

Other U.S.-produced HDAN _____ %

Imported HDAN from Ukraine _____ %

Imported HDAN from Russia _____ %

Imported HDAN from nonsubject countries (other than Russia) _____ %

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

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

IV-B-11. Describe the principal U.S. end uses for HDAN, including single-nutrient nitrogenous fertilizer end uses (identify for pasture, hay, turf grasses, and/or specific type(s) of crops), for use in NPK or other fertilizer blends, and/or for other uses for HDAN during 2001-2006. For each end-use, please estimate, to the extent possible, the percentage of the total cost to produce the end-use product that is accounted for by HDAN?

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

IV-B-12. Have there been any changes in the U.S. end uses of HDAN since January 1, 2001?

No Yes--Please describe.

IV-B-13. Do you anticipate any changes in the U.S. end uses of HDAN in the future?

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

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

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

IV-B-14. 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) _____

IV-B-15. 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, and UAN solutions with nitrogen contents of 28 percent to 32 percent by weight?

No Yes

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

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

HDAN versus anhydrous ammonia: _____

HDAN versus solid urea: _____

HDAN versus UAN solutions (28-32 percent nitrogen) _____

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

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

IV-B-16. (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 IV-B-17)

(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 IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-16. (c) Have changes in the prices of these substitute products affected the price and/or quantity (increases and/or decreases) of HDAN in the U.S. market since January 1, 2001?

No

Yes--Please explain whether changes in the relative prices of the above substitutes affected the price and/or quantity of HDAN or vice-versa. 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) _____

IV-B-17. 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.

IV-B-18. 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 IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-18. 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: _____

IV-B-19. 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.

IV-B-20. a) To what extent have changes in the prices of raw materials affected your firm's selling prices and quantities of its U.S.-produced HDAN in the U.S. market during January 2001-December 2006? Identify the raw materials.

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

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

IV-B-21. a) Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced HDAN in the U.S. market since January 1, 2001?

No

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

b) Discuss any anticipated future changes in any of these other factors affecting supply, identifying the supply factors, the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-22. a) Specify for your firm's U.S. production of HDAN during 2006 the approximate percentage share of its total U.S. production costs that was variable and the share that was fixed; also, identify the specific costs that you consider variable and consider fixed.

Variable costs: _____

Fixed costs: _____

b) Please identify below the top three raw material inputs (by value) in your firm's U.S. production of HDAN and estimate the percentage share of your total production costs in 2006 accounted for by each of these inputs.

Top raw material inputs

Share of total cost accounted for by these inputs (percent)

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

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

IV-B-22. c) Do you expect these cost shares to change in the future?

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

IV-B-23. a) Has the availability of U.S.-produced HDAN in the U.S. market changed since January 1, 2001?

- Increased No Change Decreased

If any changes occurred in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices.

b) Do you anticipate any changes in terms of the availability of U.S.-produced HDAN in the U.S. market in the future?

- Increase No Change Decrease

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

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

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

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

No

Yes--Please explain and identify the country(ies) of origin; for each such country indicate the reason(s) for any such changes.

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

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

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

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

- No Yes--Please describe and quantify if possible and include the approximated time period of any such changes.

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

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

IV-B-27. Do you anticipate any changes in the U.S. market in terms of the product range, product mix, or marketing (including sales over the internet) of HDAN in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

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

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

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

United States:

Increased Unchanged Decreased

Other (describe) _____

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

Outside the United States (specify country(ies))

_____:

Increased Unchanged Decreased

Other (describe) _____

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

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

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

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

United States:

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

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, for other uses, and/or for different types of customers. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Report separately, as appropriate, for each foreign country cited.

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

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

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

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

(1) _____

(2) _____

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

IV-B-32. a) Have your firm's exports of its U.S.-produced HDAN been subject to any tariff or non-tariff barriers to trade in other countries since January 1, 2001?

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

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

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

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

IV-B-32. c) Estimate the share of the total quantity of your 2006 export shipments of your U.S.-produced HDAN that could have been used to increase shipments to the U.S. market in a 12-month period.

d) Is the share expected to change in the future?

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

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

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

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

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

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

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

IV-B-34. a) Please report below the minimum capacity utilization level (in percent) that your firm required during 2006 to achieve acceptable economies-of-scale benefits in producing HDAN in the United States.

b) Do you expect this minimum capacity to achieve acceptable economies-of-scale to change in the future?

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

c) Based on your firm's U.S. selling price level(s) of its U.S.-produced HDAN and its purchase price levels for natural gas and/or ammonia during 2006, (1) how much higher (in percent) would the selling price level have to be, with the purchase price of natural gas and/or ammonia remaining unchanged; and, alternatively, (2) how much lower (in percent) would the purchase price level(s) of natural gas and/or ammonia have to be, with the selling price of HDAN remaining unchanged, before your firm would increase its HDAN production quantity in a 12-month period, if possible, using its current production capacity. Please provide this information, as requested below, for both a 10 percent and a 20 percent increase in production.

(1) Assume purchase price of natural gas and/or ammonia unchanged:

Required percentage increase in selling price of HDAN to--

Increase production by 10 percent: _____ Increase production by 20 percent: _____

(2) Assume selling price of HDAN unchanged:

Required percentage decrease in purchase price of natural gas to--

Increase production by 10 percent: _____ Increase production by 20 percent: _____

Required percentage decrease in purchase price of ammonia to--

Increase production by 10 percent: _____ Increase production by 20 percent: _____

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

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

IV-B-35. a) Please estimate the cost and time necessary to build a U.S. greenfield plant for HDAN in the United States and indicate the annual HDAN capacity (short tons) of such a plant.

b) Based on your firm's U.S. selling price level(s) for its U.S.-produced HDAN and its purchase price level(s) for natural gas and/or ammonia during 2006, how much higher (in percent) would the selling price level and/or how much lower (in percent) would the purchase price level(s) have to be, and how long (in months) would the required price changes have to hold for your firm to build such a new production facility?

(1) Required percentage increase in selling price of HDAN _____ for the required period _____

(2) Required percentage decrease in purchase price of natural gas _____ and/or ammonia _____ for the required period _____

IV-B-36. a) Please estimate the cost and time necessary to add production capacity to an existing U.S. plant producing HDAN and indicate the increased annual capacity in the quantity (short tons) of HDAN.

b) Based on your firm's U.S. selling price level(s) for its U.S.-produced HDAN and its purchase price level(s) for natural gas and/or ammonia during 2006, how much higher (in percent) would the selling price level and/or how much lower (in percent) would the purchase price level(s) have to be, and how long (in months) would the required price changes have to hold for your firm to increase production capacity by this amount?

(1) Required percentage increase in selling price of HDAN _____ for the required period _____

(2) Required percentage decrease in purchase price of natural gas _____ and/or ammonia _____ for the required period _____

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

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

IV-B-38. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between HDAN produced in the United States and in other countries a significant factor in your firm's U.S. sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

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

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