

U.S. IMPORTERS' QUESTIONNAIRE
SOLID UREA FROM RUSSIA AND UKRAINE

This questionnaire must be received by the Commission by no later than **August 5, 2011**

See page 4 of the Instruction Booklet for filing instructions.

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

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported solid urea (as defined in the instruction booklet) <i>from any country</i> at <u>any time</u> since January 1, 2005?</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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>

CERTIFICATION

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

By means of 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 proceeding in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding 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 of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone: ()	_____ E-mail address
	_____ Fax ()	

PART I.—GENERAL INFORMATION

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 nathanael.comly@usitc.gov or via the other submission options described in the instruction booklet.

I-1a. **OMB statistics.**--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. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please send such comments to nathanael.comly@usitc.gov or via the other submission options described in the instruction booklet.

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. **Ownership.**--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 INFORMATION--Continued

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing solid urea from Russia and/or Ukraine into the United States or that 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

No Yes--List the following information.

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

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

No Yes--List the following information.

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

I-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on solid urea. More than one answer may be applicable.

- Importer of record
- Takes title to the imported product(s)
- Consignee of the imported products(s)
- Customs broker or freight forwarder

PART I.--GENERAL INFORMATION--Continued

I-8. **Consignees.**--If your firm is an importer of record of solid urea but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters solid urea into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones No Yes
- Bonded warehouses No Yes

I-10. **TIB.**--Please indicate whether your firm imports solid urea under the TIB (temporary importation under bond) program.

- No Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected 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-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Nathanael Comly (nathanael.comly@usitc.gov, 202-205-3174). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (trade).**--Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information requested in Part II.

Name: _____ Title: _____

E-mail: _____ Telephone: (____) _____

Fax: (____) _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of solid urea since January 1, 2005.

(check as many as appropriate) (please describe, including date)

office/warehouse openings _____

office/warehouse closings _____

relocations _____

expansions _____

acquisitions _____

consolidations _____

prolonged shutdowns or importation curtailments _____

revised labor agreements _____

other _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as listed above in question II-2) relating to the importation of solid urea in the future?

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

For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as listed above in question II-2) relating to the importation of solid urea in the future if the antidumping duty orders on solid urea from Russia and/or Ukraine were to be revoked?

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

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of solid urea from Russia and/or Ukraine for delivery after June 30, 2011?

- No Yes--Indicate when such orders, by type, are to be delivered and the quantities (1,000 short tons, (dry, 100-percent urea basis)) involved.

Period/Source	July - Sept. 2011	Oct. – Dec. 2011	Jan. – Mar. 2012	After Mar. 2012
Granular:				
Russia				
Ukraine				
Other sources ¹				
Prills:				
Russia				
Ukraine				
Other sources ²				
¹ Identify your other sources (granular): _____				
² Identify your other sources (prills): _____				

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

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

II-7a. **Imports from Russia.**--Does your firm import solid urea from Russia?

- No--Skip to question II-8a Yes--Report your firm's imports and your firm's shipments and inventories of solid urea imported from Russia by your firm during the specified periods. (See definitions in the instruction booklet.)

Russia

Quantity (in 1,000 short tons (dry, 100-percent urea basis)), and value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity) (A)								
Imports:¹								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/company transfers:								
Quantity (F)								
Value ² (G)								
Export shipments:³								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
<p>¹ Identify foreign producer (if known): _____</p> <p>² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:</p> <p>_____</p> <p>³ Identify your principal export markets: _____</p>								

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

II-7b. Reconciliation of import data (Russia).--

- (a) Please note that the quantities reported in question II-7a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

A + B – D – F – H = J Do these data reconcile? Yes No--Please explain.

D + F = K + L Do these data reconcile? Yes No--Please explain.

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2005 should equal line A of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

II-7c. Trade data – Shipments by form (Russia).--Report your firm's U.S. shipments (as reported above in question II-7a, for commercial shipments, internal consumption, and transfers to related firms) of solid urea by form during the specified periods.

Quantity (in 1,000 short tons (dry, 100-percent urea basis)), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
U.S. shipments of:								
Granules								
<i>quantity</i>								
<i>value</i>								
Prills:								
<i>quantity</i>								
<i>value</i>								
Other solid urea: ²								
<i>quantity</i>								
<i>value</i>								
<p>¹ U.S. shipments of granules <u>plus</u> U.S. shipments of prills <u>and</u> other solid urea should equal the sum of U.S. commercial shipments (D / E), internal consumption/transfers to related firms (F / G), reported in question II-7a. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes. <input type="checkbox"/> No—Please explain: _____</p> <hr/> <p>² Please specify: _____</p>								

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

II-7d. **Trade data – Shipments by application (Russia).**--Report the share your firm's U.S. shipments (as reported above in question II-7a, for commercial shipments and internal consumption/company transfers) of solid urea by specified application during 2010.

Share of quantity of U.S. shipments (<i>percent</i>)			
Item	Granules	Prills	Other
Adhesives	%	%	%
Animal feed	%	%	%
Fertilizer	%	%	%
Lawn and garden	%	%	%
Pharmaceuticals	%	%	%
Other known uses ¹	%	%	%
Unknown uses	%	%	%
Total	100 %	100 %	100 %
¹ Please specify: _____ _____ _____			

Have these shares changed since January 1, 2005?

No Yes--Please explain.

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

II-8a. **Imports from Ukraine.**--Does your firm import solid urea from Ukraine?

- No--Skip to question II-9a Yes--Report your firm's imports and your firm's shipments and inventories of solid urea imported from Ukraine by your firm during the specified periods. (See definitions in the instruction booklet.)

Ukraine

Quantity (in 1,000 short tons (dry, 100-percent urea basis)), and value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity) (A)								
Imports:¹								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/company transfers:								
Quantity (F)								
Value ² (G)								
Export shipments:³								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
¹ Identify foreign producer (if known): _____ ² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: _____ ³ Identify your principal export markets: _____								

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

II-8b. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-8a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

A + B – D – F – H = J Do these data reconcile? Yes No--Please explain.

D + F = K + L Do these data reconcile? Yes No--Please explain.

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2005 should equal line A of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

II-8c. Trade data – Shipments by form (Ukraine).-- Report your firm's U.S. shipments (as reported above in question II-8a, for commercial shipments, internal consumption, and transfers to related firms) of solid urea by form during the specified periods.

Quantity (in 1,000 short tons (dry, 100-percent urea basis)), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
U.S. shipments of:								
Granules								
<i>quantity</i>								
<i>value</i>								
Prills:								
<i>quantity</i>								
<i>value</i>								
Other solid urea: ²								
<i>quantity</i>								
<i>value</i>								
<p>¹ U.S. shipments of granules <u>plus</u> U.S. shipments of prills <u>and</u> other solid urea should equal the sum of U.S. commercial shipments (D / E), internal consumption/transfers to related firms (F / G), reported in question II-8a. Do the data reported reconcile? <input type="checkbox"/> Yes. <input type="checkbox"/> No—Please explain: _____</p> <hr/> <p>² Please specify: _____</p>								

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

II-8d. **Trade data – Shipments by application (Ukraine).**-- Report the share your firm's U.S. shipments (as reported above in question II-8a, for commercial shipments and internal consumption/company transfers) of solid urea by specified application during 2010.

Share of quantity of U.S. shipments (<i>percent</i>)			
Item	Granules	Prills	Other
Adhesives	%	%	%
Animal feed	%	%	%
Fertilizer	%	%	%
Lawn and garden	%	%	%
Pharmaceuticals	%	%	%
Other known uses ¹	%	%	%
Unknown uses	%	%	%
Total	100 %	100 %	100 %
¹ Please specify: _____			

Have these shares changed since January 1, 2005?

No

Yes-- Please explain.

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

II-9a. **Imports from ALL OTHER SOURCES.**--Does your firm import solid urea from countries other than Russia or Ukraine?

- No--Skip to question II-10 Yes--Report your firm's imports and your firm's shipments and inventories of solid urea imported from Ukraine by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED¹

Quantity (in 1,000 short tons (dry, 100-percent urea basis)), and value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity) (A)								
Imports:²								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/company transfers:								
Quantity (F)								
Value ³ (G)								
Export shipments:⁴								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
¹ Identify your other sources (countries): _____ ² Identify foreign producer (if known): _____ ³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: _____ _____ ⁴ Identify your principal export markets: _____ _____								

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

II-9b. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-9a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

A + B – D – F – H = J Do these data reconcile? Yes No--Please explain.

D + F = K + L Do these data reconcile? Yes No--Please explain.

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2005 should equal line A of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

II-9c. **Trade data – Shipments by form (All other sources).**-- Report your firm's U.S. shipments (as reported above in question II-9a, for commercial shipments, internal consumption, and transfers to related firms) of solid urea by form during the specified periods.

Quantity (in 1,000 short tons (dry, 100-percent urea basis)), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
U.S. shipments of:								
Granules								
<i>quantity</i>								
<i>value</i>								
Prills:								
<i>quantity</i>								
<i>value</i>								
Other solid urea: ²								
<i>quantity</i>								
<i>value</i>								
<p>¹ U.S. shipments of granules <u>plus</u> U.S. shipments of prills <u>and</u> other solid urea should equal the sum of U.S. commercial shipments (D / E), internal consumption/transfers to related firms (F / G), reported in question II-9a. Do the data reported reconcile? <input type="checkbox"/> Yes. <input type="checkbox"/> No—Please explain: _____</p> <hr/> <p>² Please specify: _____</p>								

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

II-9d. **Trade data – Shipments by application (All other sources).**-- Report the share your firm's U.S. shipments (as reported above in question II-9a, for commercial shipments and internal consumption/company transfers) of solid urea by specified application during 2010.

Share of quantity of U.S. shipments (<i>percent</i>)			
Item	Granules	Prills	Other
Adhesives	%	%	%
Animal feed	%	%	%
Fertilizer	%	%	%
Lawn and garden	%	%	%
Pharmaceuticals	%	%	%
Other known uses ¹	%	%	%
Unknown uses	%	%	%
Total	100 %	100 %	100 %
¹ Please specify: _____			

Have these shares changed since January 1, 2005?

No Yes-- Please explain.

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

For questions II-10 and II-11, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-10. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of solid urea from Russia and Ukraine in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-11. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of solid urea in the future if the antidumping duty orders on solid urea from Russia and/or Ukraine were to be revoked?

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

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Samantha Warrington (202-205-2088, samantha.warrington@usitc.gov)

III-1. **Contact information (pricing and market factors).**--Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information requested in Part III.

Name: _____ Title: _____

E-mail: _____ Telephone: (____) _____

Fax: (____) _____

PRICE DATA

III-2. This question requests monthly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2005, *by market sector*, of the following products you imported from Russia and Ukraine:

Product 1.—Prilled urea, dry, 100-percent urea basis

Product 2.—Granular urea, dry, 100-percent urea basis

Market sectors: (1) Adhesives, (2) Animal feed, (3) Fertilizer, (4) Lawn and garden, (5) Pharmaceuticals, and (6) All other sales (i.e., any sales not reported in markets 1-5, (specifically sales to other market sectors or sales to unknown market sectors)).

Please note that total dollar values should be f.o.b., U.S. point of shipment and should NOT include U.S.-inland transportation costs (including any U.S. barge, rail, or truck costs that may have been incurred if the price to the U.S. customer was on a delivered basis). Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

After completing the pricing data tables, if applicable, please explain below any anomalies in your reported pricing data. Also, if your product does not exactly match the product specifications for products 1 and/or 2, but is competitive with the specified product(s), provide a description of your product.

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

III-2a. **Price data (Russia).**-- Please report, by market sector, monthly price data for **product 1**, imported from Russia and sold by your firm.

Russia

Product 1: Prilled urea, dry, 100-percent urea basis						
(Quantity short tons (dry, 100-percent urea basis), value in dollars)						
Period of shipment	Adhesives		Animal feed		Fertilizer	
	Quantity	Value	Quantity	Value	Quantity	Value
2008:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2009:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2010:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2011:						
January						
February						
March						
April						
May						
June						

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

III-2a. **Price data (Russia)--Continued.**-- Please report, by market sector, monthly price data for **product 1**, imported from Russia and sold by your firm.

Russia

Product 1: Prilled urea, dry, 100-percent urea basis						
(Quantity short tons (dry, 100-percent urea basis), value in dollars)						
Period of shipment	Lawn and garden		Pharmaceuticals		All other sales of product 1	
	Quantity	Value	Quantity	Value	Quantity	Value
2008:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2009:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2010:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2011:						
January						
February						
March						
April						
May						
June						

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

III-2a. **Price data (Russia)--Continued.**-- Please report, by market sector, monthly price data for **product 2**, imported from Russia and sold by your firm.

Russia

Product 2: Granular urea, dry, 100-percent urea basis						
(Quantity short tons (dry, 100-percent urea basis), value in dollars)						
Period of shipment	Adhesives		Animal feed		Fertilizer	
	Quantity	Value	Quantity	Value	Quantity	Value
2008:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2009:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2010:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2011:						
January						
February						
March						
April						
May						
June						

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

III-2a. **Price data (Russia)--Continued.**-- Please report, by market sector, monthly price data for **product 2**, imported from Russia and sold by your firm.

Russia

Product 2: Granular urea, dry, 100-percent urea basis						
(Quantity short tons (dry, 100-percent urea basis), value in dollars)						
Period of shipment	Lawn and garden		Pharmaceuticals		All other sales of product 2	
	Quantity	Value	Quantity	Value	Quantity	Value
2008:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2009:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2010:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2011:						
January						
February						
March						
April						
May						
June						

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

III-2b. **Price data (Ukraine).**-- Please report, by market sector, monthly price data for **product 1**, imported from Ukraine and sold by your firm.

Ukraine

Product 1: Prilled urea, dry, 100-percent urea basis						
(Quantity short tons (dry, 100-percent urea basis), value in dollars)						
Period of shipment	Adhesives		Animal feed		Fertilizer	
	Quantity	Value	Quantity	Value	Quantity	Value
2008:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2009:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2010:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2011:						
January						
February						
March						
April						
May						
June						

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

III-2b. **Price data (Ukraine)--Continued.**-- Please report, by market sector, monthly price data for **product 1**, imported from Ukraine and sold by your firm.

Ukraine

Product 1: Prilled urea, dry, 100-percent urea basis						
(Quantity short tons (dry, 100-percent urea basis), value in dollars)						
Period of shipment	Lawn and garden		Pharmaceuticals		All other sales of product 1	
	Quantity	Value	Quantity	Value	Quantity	Value
2008:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2009:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2010:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2011:						
January						
February						
March						
April						
May						
June						

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

III-2b. **Price data (Ukraine)--Continued.**-- Please report, by market sector, monthly price data for **product 2**, imported from Ukraine and sold by your firm.

Ukraine

Product 2: Granular urea, dry, 100-percent urea basis						
(Quantity short tons (dry, 100-percent urea basis), value in dollars)						
Period of shipment	Adhesives		Animal feed		Fertilizer	
	Quantity	Value	Quantity	Value	Quantity	Value
2008:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2009:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2010:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2011:						
January						
February						
March						
April						
May						
June						

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

III-2b. **Price data (Ukraine)--Continued.**-- Please report, by market sector, monthly price data for **product 2**, imported from Ukraine and sold by your firm.

Ukraine

Product 2: Granular urea, dry, 100-percent urea basis						
(Quantity short tons (dry, 100-percent urea basis), value in dollars)						
Period of shipment	Lawn and garden		Pharmaceuticals		All other sales of product 2	
	Quantity	Value	Quantity	Value	Quantity	Value
2008:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2009:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2010:						
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
2011:						
January						
February						
March						
April						
May						
June						

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

III-3. **Price setting**-- How does your firm determine the prices that it charges for sales of solid urea (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction Contracts Set price lists
- Other--Please describe: _____
- _____
- _____

III-4. **Discount policy**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts Annual total volume discounts No discounts
- Other--Please describe: _____
- _____
- _____

III-5. **Pricing terms for solid urea**--

- (a) What are your firm's typical sales terms for its imported solid urea (e.g., 2/10 net 30 days)? _____.
- (b) On what basis are your prices of imported solid urea usually quoted? (check one)
- F.o.b.--Please specify point: _____ Delivered

III-6. **Contract versus spot**--Approximately what share of your firm's sales of its imported solid urea in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____ %
Short-term contracts	_____ %
Spot sales	_____ %

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

III-7. **Long-term contract provisions.**--If you sell solid urea imported from Russia and Ukraine on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-8. **Short-term contract provisions.**--If you sell solid urea imported from Russia and Ukraine on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-9. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of solid urea imported from Russia and Ukraine?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u>
From your U.S. inventory	_____ %	___ days
From foreign manufacturers' inventory	_____ %	___ days
Produced to order	_____ %	___ days
Total	100 %	

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

III-10. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of certain solid urea imported from Russia and Ukraine that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) When you sell solid urea imported from Russia and Ukraine, from where is it shipped? (check one) point of importation or storage facility
- (d) What proportion of your sales of solid urea imported from Russia and Ukraine are delivered within 100 miles of your point of shipment? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-11. Price differences.--

- (a) If your firm imports and sells granular and prilled urea, are there any differences in the price your firm charges for these products?
 No Yes--Please note the approximate difference and describe what accounts for the difference in price.

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

III-12. Geographical shipments.-- What is the geographic market area in the United States served by your firm's shipments of solid urea imported from any source? (check all that apply)

Geographic area	√ if applicable
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. --AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. --CA, OR, and WA.	<input type="checkbox"/>
Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

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

III-13. **End uses.**--List the end uses of the solid urea that you import from Russia and Ukraine. For each end-use product, what percentage of the total cost is accounted for by solid urea and other inputs?

End use product	Share of total cost of end use product accounted for by:		Total
	Solid urea (percent)	Other inputs (percent)	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%

III-14. **Changes in end uses.**--Have there been any changes in the end uses of solid urea since 2005?

No Yes--Please describe.

III-15. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of solid urea?

No Yes--Please describe and identify the time period.

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

III-16. **Substitutes.**— Are there any other products that may be substituted for solid urea?

No Yes—Please fill in the following table.

Substitute product	Applications/end uses in which this product can be substituted for urea	Factors that limit the extent to which this product may serve as a substitute	Have changes in the prices of this substitute affected the price of solid urea since January 1, 2005?
1. _____ _____	_____ _____	_____ _____	<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain--_____ _____
2. _____ _____	_____ _____	_____ _____	<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain--_____ _____
3. _____ _____	_____ _____	_____ _____	<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain--_____ _____
Additional comments regarding substitute products: _____ _____ _____			

III-17. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for solid urea since 2005?

No Yes--Please explain.

III-18. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for solid urea in the future?

No Yes—Please explain.

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

III-19. Raw materials. --

- (a) To what extent have changes in the prices of raw materials affected your firm's selling prices for solid urea since 2005?

- (b) Do you anticipate changes in your raw material costs in the foreseeable future?

No Yes—Please explain.

- III-20. Changes in factors affecting supply.--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced solid urea in the U.S. market since 2005?**

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

III-21. Availability of "subject" import supply.--

- (a) Do you anticipate any changes in terms of the availability of solid urea imported from Russia and Ukraine in the U.S. market?

Increase No change Decrease

- (b) If you anticipate changes in supply, please explain.

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

III-22. **Availability of “nonsubject” import supply.**--Has the availability of NONSUBJECT solid urea (*i.e.*, solid urea imported from countries other than Russia and Ukraine) changed since 2005?

No Yes--Please explain.

III-23. **Export constraints.**--Describe how easily your firm can shift its sales of solid urea between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting solid urea between the U.S. and alternative country markets within a 12-month period.

III-24. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of solid urea since 2005?

No Yes--Please describe.

III-25. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of solid urea in the future?

No Yes--Please identify and include the time period.

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

III-26. **Demand trends.**-- How has the demand for solid urea changed within and outside the United States **since January 1, 2005**? What principal factors affect these changes in demand?

(a) Demand within the United States:

Increased No change Decreased Fluctuated Unknown

Factors: _____

(b) Demand outside the United States:

Increased No change Decreased Fluctuated Unknown

Factors: _____

III-27. **Anticipated demand trends.**-- How do you anticipate demand for solid urea will change in the future? What principal factors will affect these changes in demand?

(a) Anticipated demand within the United States

In 2011 and 2012: Increase No change Decrease Fluctuate Unknown

Factors: _____

After 2012: Increase No change Decrease Fluctuate Unknown

Factors: _____

(b) Anticipated demand outside the United States

In 2011 and 2012: Increase No change Decrease Fluctuate Unknown

Factors: _____

After 2012: Increase No change Decrease Fluctuate Unknown

Factors: _____

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

III-28. Conditions of competition.--

- (a) Is the solid urea market subject to business cycles or conditions of competition other than the changes in the overall economy?

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

- (b) Have the business cycles or conditions of competition for solid urea changed since 2005?

No Yes--Please explain any such changes.

III-29. Price comparisons.—

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

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

No Yes--Please explain.

- III-30. Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss solid urea supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Russia and Ukraine, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

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

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

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

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