

U.S. PURCHASERS' 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 five year reviews of the antidumping duty orders concerning solid urea from Russia and Ukraine (inv. No. 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)). Further information on this questionnaire can be obtained from Samantha Warrington (202-205-2088, samantha.warrington@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased solid urea (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2005?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 proceedings 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 proceedings 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>E-mail address</i>
	_____ <i>Fax:</i>	

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 samantha.warrington@usitc.gov or via the other submission options described in the instruction booklet.

I-1a. **OMB statistics.**--Please report 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 samantha.warrington@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>
_____	_____	_____
_____	_____	_____

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 Ukraine into the United States or that are engaged in exporting solid urea from Russia and Ukraine to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

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 Ukraine into the United States or that are engaged in exporting solid urea from countries other than Russia and 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. **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-8. **Market studies.**--Please provide as a separate attachment any studies, surveys, etc. that you are aware of that quantify and/or 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 II.--PURCHASES

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

Quantity (in short tons (dry, 100-percent urea basis)) and value (in \$1,000)							
Item	2005	2006	2007	2008	2009	2010	Jan.–June 2011
Purchases of solid urea produced in--							
The United States:							
Quantity							
Value							
Russia:							
Quantity							
Value							
Ukraine:							
Quantity							
Value							
All other countries:¹							
Quantity							
Value							
¹ Please identify these countries: _____							

II-2. **Changes in purchasing patterns.**-- Indicate how the relative levels of your firm's purchases of solid urea from different sources (both domestic and foreign) have changed since 2005.

Source of purchases	Trend	Explanation for trend
United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Russia	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Ukraine	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>

PART II.--PURCHASES--Continued

II-3. **Purchases from one country only**--If your firm has purchased solid urea from only one country, please explain the reasons for doing so.

II-4. **Supplier identification**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for solid urea since 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of solid urea that each of these suppliers accounted for in 2010.

No.	Supplier's name	City and state	Contact person	Telephone number or e-mail address	Share of 2010 purchases (%)
1					%
2					%
3					%
4					%
5					%

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of solid urea?

- Dealer (Describe: _____)
- Distributor (Describe: _____)
- End user (Describe: _____)
- Trader (Describe: _____)
- Other (Describe: _____)

III-2. **Competition for sales.**--If you are a distributor or reseller of solid urea, do you compete for sales to your customers with the manufacturers or importers from which you purchase solid urea?

- No Yes--Please describe.

III-3. **Types of customers.**--If your firm is a distributor or reseller of solid urea, what are the major types of consumers to which you sell solid urea?

III-4. **End uses.**--If your firm is an end user of solid urea, list in order of quantity of solid urea consumed, the top 3 products for which your firm purchases solid urea as a component part or input. Please indicate what percentage of the total cost is accounted for by solid urea and other inputs.

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by:		Total
	Solid urea (percent)	Other inputs (percent)	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%

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

III-5. Demand for end use products.--

(a) If your firm is an end user of solid urea, has the demand for your firm's final products incorporating solid urea changed since 2005?

Increased Decreased Fluctuated No change

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

No—Please explain. Yes--Please describe.

III-6. Changes in end uses.--Have there been any changes in the end uses of solid urea since 2005?

No Yes--Please describe.

III-7. Anticipated changes in end uses.--Do you anticipate any changes in terms of the end uses of solid urea?

No Yes--Please describe.

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

III-8. **Substitutes.**--Can other products be substituted for solid urea?

No Yes--Please fill out the table below.

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-9. **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-10. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for solid urea?

No Yes--Please describe.

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

III-11. **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-12. **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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. **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-14. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of solid urea (check ALL that apply)?

- No
 Yes-- Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves _____ percent of all our purchases of solid urea.
 Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves _____ percent of all our purchases of solid urea.
 Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves _____ percent of all our purchases of solid urea.

III-15. **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.

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

III-16. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving solid urea based on the producer of the solid urea you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-17. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving solid urea based on the country of origin of the solid urea you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

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

III-18. Purchasing frequency.--

(a) How frequently do you make purchases?

- Daily Weekly Monthly Quarterly Annually
 Other (specify: _____)

(b) Do you expect this purchasing pattern to change in the next two years?

- No Yes-- How and why do you expect these changes to occur?

III-19. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase? _____ firms

III-20. Supplier negotiations.--

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

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

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

III-21. Change in suppliers.--Have you changed suppliers since 2005?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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

III-22. New suppliers.--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

No Yes--Please identify the firms.

(b) Do you expect new solid urea suppliers to enter the U.S. market?

No Yes--Please provide details.

III-23. Supplier qualification

(a) Do you require your suppliers to be or to become certified or qualified to sell solid urea to your firm?

No Yes-- _____ percent of value of purchases in 2010 Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

(c) How long does it take to qualify a new supplier? _____ days.

III-24. Failure to certify.--Since 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their solid urea with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

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

III-25. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for solid urea.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-26. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase solid urea for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

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

III-27. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of solid urea?

III-28. **Frequency of decisions based on price.**--How often does your firm purchase the solid urea that is offered at the lowest price?

- Always Usually Sometimes Never

III-29. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier.

Please list the names of any firms you considered price leaders in the solid urea market since 2005 and describe how the firm(s) exhibited price leadership.

III-30. **Price differences.**--

(a) Which form(s) of solid urea does your firm purchase? Prilled urea Granular urea

(b) Are you aware of any price differences between prilled and granular urea?

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

(c) If you purchase granular urea, estimate the percentage discount that would need to be offered for prilled urea before your firm would switch from granular urea to prilled urea. \$_____ per short ton

(d) If you purchase granular urea, indicate whether and how the pricing of prilled urea influences your pricing expectations and negotiations with your granular urea suppliers.

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

III-31. 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?

No Yes--Please explain.

III-32. Changes in U.S. industry.--

- (a) Please identify and discuss any improvements/changes in the U.S. solid urea industry since 2005 and explain the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. solid urea industry. Identify the time period and causes for these improvements/changes.

- III-33. Effect of revocation.--**What do you think will be the likely effects of any revocation of the antidumping duty orders for imports of solid urea from Russia and Ukraine? As appropriate, please discuss any potential effects of revocation of the antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.-- PRODUCT COMPARISONS

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

- United States
- Russia
- Ukraine
- Other countries (specify: _____)

IV-2. **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			
Ukraine			
<p>¹ For any country-pair producing solid urea that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/>			

PART IV.-- PRODUCT COMPARISONS--Continued

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of solid urea available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

IV-5. **Choice of product not based on price.**--If you purchased solid urea from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how solid urea produced in each country you identified in your response to the first question in Part IV compares with solid urea produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	Product from <u>United States</u> compared to product from <u>Russia</u>			Product from <u>United States</u> compared to product from <u>Ukraine</u>			Product from <u>Russia</u> compared to product from <u>Ukraine</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. Factor country comparisons--Continued.

Quality	Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			Product from <u>Russia</u> compared to product from <u>Nonsubject countries</u>			Product from <u>Ukraine</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-7. Minimum quality--

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

- Always Usually Sometimes Rarely or never

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

Source	Always	Usually	Sometimes	Rarely or never
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ukraine	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject solid urea (*i.e.*, solid urea from countries other than Russia and Ukraine) meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ukraine	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. Change in price--

(a) Since 2005, has there been a change in the price of solid urea? If so, has the price of U.S.-produced solid urea changed more or less than the price of imported solid urea from Russia and Ukraine?

- No change in price
 Prices have changed by the same amount
 Price of U.S.-produced solid urea has changed relative to the price of solid urea from Russia
 Price of U.S.-produced solid urea has changed relative to the price of solid urea from Ukraine

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

- Higher Lower – than prices of solid urea imported from Russia.
 Higher Lower – than prices of solid urea imported from Ukraine.