

U.S. PRODUCERS' 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 produced solid urea (as defined in the instruction booklet) 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 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 50 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. **Position regarding continuation of order.**--Do you support or oppose continuation of the antidumping duty orders currently in place for solid urea from the following countries?

| | | | |
|----------------|----------------------------------|---------------------------------|---|
| Russia | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Ukraine | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |

PART I.--GENERAL INFORMATION--Continued

I-4. **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-5. **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-6. **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> |
|------------------------------|----------------|--------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

PART I.--GENERAL INFORMATION--Continued

I-7. **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-8. **Business plan.**--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 market conditions for solid urea?

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 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 production of solid urea since January 1, 2005.

(check as many as appropriate)

(please describe, including date and change in annual production)

plant openings _____

plant closings..... _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
production curtailments _____

revised labor agreements..... _____

other (e.g., technology) _____

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 production 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. **In the table below provide projections of your firm's capacity to produce solid urea, by form (in 1,000 short tons (dry, 100percent urea basis)) for 2011 and 2012.**

| Quantity (in 1,000 short tons (dry, 100-percent urea basis)) | | | | |
|--|----------|------|---------|------|
| Item | Granular | | Prilled | |
| | 2011 | 2012 | 2011 | 2012 |
| Russia | | | | |
| Ukraine | | | | |

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 order is 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 production 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. **Include in your response a specific projection of your firm's capacity to produce solid urea (in 1,000 short tons (dry, 100percent urea basis)) for 2011 and 2012.** Please specify whether any planned capacity changes pertain to granular or prilled capacity.

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

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

II-7. **Production shifting.**--Is your firm able to switch production between solid urea and other products in response to a relative change in the price of solid urea vis-a-vis the price of other products, using the same equipment and/or 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 solid urea.

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

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

| 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 |
| Average production capacity¹ (quantity) (A) | | | | | | | | |
| Beginning-of-period inventories (quantity) (B) | | | | | | | | |
| Production (quantity) (C) | | | | | | | | |
| U.S. shipments: | | | | | | | | |
| Commercial shipments: | | | | | | | | |
| quantity (D) | | | | | | | | |
| value (E) | | | | | | | | |
| Internal consumption:² | | | | | | | | |
| quantity (F) | | | | | | | | |
| value (G) | | | | | | | | |
| Transfers to related firms:² | | | | | | | | |
| quantity (H) | | | | | | | | |
| value (I) | | | | | | | | |
| Export shipments:³ | | | | | | | | |
| quantity (J) | | | | | | | | |
| value (K) | | | | | | | | |
| End-of-period inventories (quantity) (L) | | | | | | | | |
| Channels of distribution: | | | | | | | | |
| U.S. shipments to distributors (quantity) (M) | | | | | | | | |
| U.S. shipments to end users (quantity) (N) | | | | | | | | |
| Employment data: | | | | | | | | |
| Average number of PRWs (number) (O) | | | | | | | | |
| Hours worked by PRWs (1,000 hours) (P) | | | | | | | | |
| Wages paid to PRWs (value) (Q) | | | | | | | | |
| <p>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).</p> <hr/> <p>² Internal consumption and transfers to related firms should 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 each of the periods noted above:</p> <hr/> <p>³ Identify your principal export markets and if these have changed during the period: _____</p> | | | | | | | | |

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

II-9. Reconciliation of trade data.--

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

Reconciliation

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

D + F + H = M + N 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 L of year 2005 should equal line B of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-10a. **Trade data – Shipments by form.**-- Report your firm's U.S. shipments (as reported above in question II-8, 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> | | | | | | | | |
| ¹ U.S. shipments of granules plus U.S. shipments of prills and other solid urea should equal the sum of U.S. commercial shipments (D / E), internal consumption (F / G), and transfers to related firms (H / I) reported above. Do the data reported reconcile? <input type="checkbox"/> Yes. <input type="checkbox"/> No—Please explain: _____ | | | | | | | | |
| ² Please specify: _____ | | | | | | | | |

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

II-10b. **Trade data – Shipments by application.**-- Report the share your firm's U.S. shipments (as reported above in question II-8, for commercial shipments, internal consumption, and transfers to related firms) of solid urea by specified application during 2010.

| Share of quantity of U.S. shipments (percent) | | | |
|---|----------|--------|-------|
| 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.

II-11. **Transfers to related firms.**--If you reported transfers to related firms in question II-8, 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-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased solid urea since January 1, 2005? (See definitions in the instruction booklet.)

- No Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

| Quantity (in 1,000 short tons (dry, 100-percent urea basis)), and value (in \$1,000) | | | | | | |
|---|------|------|------|------|------|------|
| Item | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| PURCHASES FROM U.S. IMPORTERS ¹ OF SOLID UREA FROM.— | | | | | | |
| Russia: | | | | | | |
| <i>quantity</i> | | | | | | |
| <i>value</i> | | | | | | |
| 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: ³ | | | | | | |
| <i>quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| ¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____ | | | | | | |
| ² Please list the name of the domestic producer(s) from which you purchased this product. _____ _____ | | | | | | |
| ³ Please list the name and type of the other source(s) from which you purchased this product. _____ _____ | | | | | | |

II-13. **Toll production.**--Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of solid urea?

- No Yes--Name firm(s): _____.

II-14. **FTZ.**--Does your firm produce solid urea in a foreign trade zone (FTZ)?

- No Yes--Identify FTZ(s): _____.

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

II-15. **Direct imports.**--Since January 1, 2005, has your firm imported solid urea?

- No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

For questions II-16 and II-17, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-16. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of solid urea from Russia and/or 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 imposition of the orders.

II-17. **Likely effect of revocation of orders.**--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 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.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

III-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 III.

Name: _____ Title: _____

E-mail: _____ Telephone: (____) _____

Fax: (____) _____

III-2. **Accounting system.**--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 solid urea:

2. Does your firm prepare profit/loss statements for solid urea:
 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, 10 Qs,
 Monthly, quarterly, semi-annually, annually
4. Accounting basis: GAAP, cash, tax, or 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 operations on solid urea as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-5. **Share of sales.**--Please list the products you produced in the facilities in which you produced solid urea and provide the share of net sales accounted for by these products in your most recent fiscal year:

| <u>Products</u> | <u>Share of sales</u> |
|------------------|-----------------------|
| Solid urea _____ | _____ % |
| _____ | _____ % |
| _____ | _____ % |
| _____ | _____ % |
| _____ | _____ % |
| | 100 % |

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of solid urea from any related firms?

Yes--Continue to question III-7 below. No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of solid urea that your firm receives from related parties.

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

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 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 David Boyland (202-708-4725, David.Boyland@usitc.gov).

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Nonrecurring items (charges and gains).**--For each annual and interim period for which financial results are reported in table III-10, please identify all material (significant) non-recurring items (charges and gains) in the schedule below, the specific table III-10 line item where the associated non-recurring items are included, a brief description of the relevant non-recurring items, and the associated values (*in \$1,000*) as reflected in table III-10; i.e., if an aggregate non-recurring charge has been allocated to table III-10, only the allocated value amount should be reported below. Note: The Commission's objective is to gather information only on material (significant) non-recurring items which impacted the reported financial results presented in table III-10.

| Item | Fiscal years ended-- | | | | | | January-June | |
|--|---------------------------|-------|-------|-------|-------|-------|--------------|------|
| | _____ | _____ | _____ | _____ | _____ | _____ | 2010 | 2011 |
| Non-recurring items (charges and gains): | Value (in \$1,000) | | | | | | | |
| 1. | | | | | | | | |
| 2. | | | | | | | | |
| 3. | | | | | | | | |
| 4. | | | | | | | | |
| 5. | | | | | | | | |
| 6. | | | | | | | | |
| 7. | | | | | | | | |
| In the far left column, please provide a brief description of each nonrecurring item and indicate where in table III-10 the associated non-recurring item is included; e.g., "other factory costs" if that is where the item is reflected in table III-10. | | | | | | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Operations on Solid Urea.**--Report the revenue and related cost information requested below on the solid urea operations of your U.S. establishment(s).¹ Do not report resales of products. 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.² Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

| Quantity (in short tons) and value (in \$1,000) | | | | | | |
|--|----------------------|-------|-------|-------|-------|-------|
| Item | Fiscal years ended-- | | | | | |
| | _____ | _____ | _____ | _____ | _____ | _____ |
| Net sales quantities: ³ | | | | | | |
| Commercial sales ("CS") | | | | | | |
| Internal consumption ("IC") | | | | | | |
| Transfers to related firms ("Transfers") | | | | | | |
| Total net sales quantities | | | | | | |
| Net sales values: ³ | | | | | | |
| Commercial sales | | | | | | |
| Internal consumption | | | | | | |
| Transfers to related firms | | | | | | |
| Total net sales values | | | | | | |
| Cost of goods sold (COGS): ⁴ | | | | | | |
| Raw materials | | | | | | |
| Direct labor | | | | | | |
| Other factory costs | | | | | | |
| Total COGS | | | | | | |
| Gross profit or (loss) | | | | | | |
| Selling, general, and administrative (SG&A) expenses: | | | | | | |
| Selling expenses | | | | | | |
| General and administrative expenses | | | | | | |
| Total SG&A expenses | | | | | | |
| Operating income (loss) | | | | | | |
| Other income and expenses: | | | | | | |
| Interest expense | | | | | | |
| All other expense items | | | | | | |
| Continued Dumping and Subsidy Offset Act funds received ⁵ | | | | | | |
| All other income items | | | | | | |
| All other income or expenses, net | | | | | | |
| Net income or (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.
² Please eliminate any profits or (losses) on inputs from related firms pursuant to question III-8.
³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.
⁵ 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-10. Operations on Solid Urea --Continued

| Quantity (in short tons) and value (in \$1,000) | | |
|--|-------------------|-------------------|
| Item | January-June 2010 | January-June 2011 |
| Net sales quantities: ³ | | |
| Commercial sales | | |
| Internal consumption | | |
| Transfers to related firms | | |
| Total net sales quantities | | |
| Net sales values: ³ | | |
| Commercial sales | | |
| Internal consumption | | |
| Transfers to related firms | | |
| Total net sales values | | |
| Cost of goods sold (COGS): ⁴ | | |
| Raw materials | | |
| Direct labor | | |
| Other factory costs | | |
| Total COGS | | |
| Gross profit or (loss) | | |
| Selling, general, and administrative (SG&A) expenses: | | |
| Selling expenses | | |
| General and administrative expenses | | |
| Total SG&A expenses | | |
| Operating income (loss) | | |
| Other income and expenses: | | |
| Interest expense | | |
| All other expense items | | |
| Continued Dumping and Subsidy Offset Act funds received ⁵ | | |
| All other income items | | |
| All other income or expenses, net | | |
| Net income or (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.
² Please eliminate any profits or (losses) on inputs from related firms pursuant to question III-8.
³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.
⁵ 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-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of solid urea. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets (related to solid urea operations) in the normal course of business, please estimate this information using a method (such as production, sales, or costs) that is consistent with your cost allocations in question III-10. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Note: Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to solid urea operations if these assets are also related to other products. Please provide a brief explanation if there were any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

| Value (in \$1,000) | | | | | | |
|---------------------------|----------------------|-------|-------|-------|-------|-------|
| Item | Fiscal years ended-- | | | | | |
| | _____ | _____ | _____ | _____ | _____ | _____ |
| Total assets (net) | | | | | | |

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on solid urea. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| Value (in \$1,000) | | | | | | | | |
|-----------------------------------|----------------------|-------|-------|-------|-------|-------|--------------|------|
| Item | Fiscal years ended-- | | | | | | January-June | |
| | _____ | _____ | _____ | _____ | _____ | _____ | 2010 | 2011 |
| Capital expenditures | | | | | | | | |
| Research and development expenses | | | | | | | | |

III-13. **Data consistency and reconciliation.**--

Please indicate whether your financial data for questions III-10, III-11, and III-12 are based on a calendar year or your fiscal year: Calendar year (_____) or Fiscal year (_____)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

Yes No--Please explain _____

PART IV.--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)

IV-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 IV.

Name: _____ Title: _____

E-mail: _____ Telephone: (____) _____

Fax: (____) _____

PRICE DATA

IV-2. This question requests monthly quantity and value 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 produced by your firm.

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 IV.--PRICING AND MARKET FACTORS--Continued

IV-2. **Pricing data** – Please report, by market sector, monthly price data for **product 1**, produced and sold by your firm.

| Product 1: Prilled urea, dry, 100-percent urea basis | | | | | | |
|---|------------------|--------------|--------------------|--------------|-------------------|--------------|
| (Quantity in 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-2. **Pricing data--Continued.**-- Please report, by market sector, monthly price data for **product 1**, produced and sold by your firm.

| Product 1: Prilled urea, dry, 100-percent urea basis | | | | | | |
|---|------------------------|--------------|------------------------|--------------|-------------------------------------|--------------|
| (Quantity in 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-2. **Pricing data--Continued.**-- Please report, by market sector, monthly price data for **product 2**, produced and sold by your firm.

| Product 2: Granular urea, dry, 100-percent urea basis | | | | | | |
|---|------------------|--------------|--------------------|--------------|-------------------|--------------|
| (Quantity in 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 | | | | | | |
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| August | | | | | | |
| September | | | | | | |
| October | | | | | | |
| November | | | | | | |
| December | | | | | | |
| 2011: | | | | | | |
| January | | | | | | |
| February | | | | | | |
| March | | | | | | |
| April | | | | | | |
| May | | | | | | |
| June | | | | | | |

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

IV-2. **Pricing data--Continued.**-- Please report, by market sector, monthly price data for **product 2**, produced and sold by your firm.

| Product 2: Granular urea, dry, 100-percent urea basis | | | | | | |
|---|------------------------|--------------|------------------------|--------------|-------------------------------------|--------------|
| (Quantity in 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 | | | | | | |
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| July | | | | | | |
| August | | | | | | |
| September | | | | | | |
| October | | | | | | |
| November | | | | | | |
| December | | | | | | |
| 2011: | | | | | | |
| January | | | | | | |
| February | | | | | | |
| March | | | | | | |
| April | | | | | | |
| May | | | | | | |
| June | | | | | | |

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

IV-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
- Reverse internet auction sales Other--Please describe: _____
- _____
- _____

IV-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: _____
- _____
- _____

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

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

IV-6. **Contract versus spot.--** Approximately what share of your firm's sales of its U.S.-produced 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-7. **Long-term contract provisions.**--If you sell solid urea 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

IV-8. **Short-term contract provisions.**--If you sell solid urea 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

IV-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 your U.S.-produced solid urea?

| <u>Source</u> | <u>Share of sales in 2010</u> | <u>Lead time</u> |
|-------------------|-------------------------------|------------------|
| From inventory | _____ % | _____ days |
| Produced to order | _____ % | _____ days |
| Total | 100 % | |

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of solid urea that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

IV-11. Price differences.--

(a) If your firm produces 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 prices before a granular customer would switch to prilled urea. ____ percent

IV-12. Geographical shipments.-- What is the geographic market area in the United States served by your firm's solid urea? (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"/> |

IV-13. End uses.--List the end uses of the solid urea that you manufacture. 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 | Other inputs | |
| 1. | % | % | 100% |
| 2. | % | % | 100% |
| 3. | % | % | 100% |

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

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

No Yes--Please describe.

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

No Yes--Please describe and identify the time period

IV-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: _____ _____ _____ | | | |

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

IV-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.

IV-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 describe.

IV-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.

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

IV-20. **Ammonia.**-- Does your firm produce or purchase ammonia for the production of products other than solid urea?

No – Skip to IV-21.

Yes--Please list the products: _____

Describe the factors your firm considers in deciding how to allocate ammonia as an input among those products.

Estimate the percentage that the price of each product produced using ammonia would have to increase before your firm would change the amount of ammonia allocated to producing that product.

| <u>Product</u> | <u>Percent price change to shift allocation</u> |
|----------------|---|
| _____ | _____ % |
| _____ | _____ % |
| _____ | _____ % |

IV-21. **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 factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

IV-22. Availability of supply (U.S.-produced).--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced solid urea in the U.S. market in the future?

Increase No change Decrease

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

IV-23. Availability of supply (nonsubject).--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.

IV-24. 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.

IV-25. 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.

IV-26. 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, including the time period.

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

IV-27. **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: _____

IV-28. **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 IV.--PRICING AND MARKET FACTORS--Continued

IV-29. **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.

IV-30. **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.

- IV-31. **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.

