

U.S. IMPORTERS' QUESTIONNAIRE
AMMONIUM NITRATE FROM UKRAINE

This questionnaire must be received by the Commission by no later than **January 24, 2012**

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

<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 HDAN (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2007?</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:	_____ Email 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 the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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 attach such comments to your response or send them to the above address.

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 HDAN from Ukraine into the United States or that are engaged in exporting HDAN from Ukraine to the United States?

No Yes--List the following information.

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

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

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 HDAN. More than one answer may be applicable.

- | | |
|---|---|
| <input type="checkbox"/> Importer of record | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported product(s) | <input type="checkbox"/> Customs broker or freight forwarder |

PART I.--GENERAL INFORMATION--Continued

I-8. **Consignees.**--If your firm is an importer of record of HDAN 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 HDAN 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 HDAN 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 HDAN?

- 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 Jennifer Merrill (202-205-3188, Jennifer.Merrill@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
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 HDAN since January 1, 2007.

- (check as many as appropriate)* *(please describe)*
- office/warehouse openings..... _____

 - office/warehouse 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 importation of HDAN in the future?

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

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 noted above) relating to the importation of HDAN in the future if the antidumping duty order on HDAN from Ukraine were to be revoked?

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

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of HDAN from Ukraine for delivery after December 31, 2012?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

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

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

II-7a. **Imports from Ukraine.**--Does your firm import **HDAN** from Ukraine?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of HDAN imported from Ukraine by your firm during the specified periods. (See definitions in the instruction booklet.)

Ukraine

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
Beginning-of-period inventories (<i>quantity</i>) (A)						
Imports:						
<i>Quantity</i> (B)						
<i>Value</i> (C)						
U.S. shipments:						
Commercial shipments:						
<i>Quantity</i> (D)						
<i>Value</i> (E)						
Internal consumption/ company transfers:						
<i>Quantity</i> (F)						
<i>Value</i> ¹ (G)						
Export shipments: ²						
<i>Quantity</i> (H)						
<i>Value</i> (I)						
End-of-period inventories (<i>quantity</i>) (J)						
Channels of distribution:						
U.S. shipments to distributors (<i>quantity</i>) (K)						
U.S. shipments to end users (<i>quantity</i>) (L)						
¹ 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:						
² Identify your principal export markets: _____						

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

II-7b. **Imports from Ukraine.**--Does your firm import **ammonium nitrate other than HDAN** from Ukraine?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of ammonium nitrate other than HDAN imported from Ukraine by your firm during the specified periods. (See definitions in the instruction booklet.)

Ukraine

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
Beginning-of-period inventories (<i>quantity</i>) (A)						
Imports:						
<i>Quantity</i> (B)						
<i>Value</i> (C)						
U.S. shipments:						
Commercial shipments:						
<i>Quantity</i> (D)						
<i>Value</i> (E)						
Internal consumption/ company transfers:						
<i>Quantity</i> (F)						
<i>Value</i> ¹ (G)						
Export shipments: ²						
<i>Quantity</i> (H)						
<i>Value</i> (I)						
End-of-period inventories (<i>quantity</i>) (J)						
Channels of distribution:						
U.S. shipments to distributors (<i>quantity</i>) (K)						
U.S. shipments to end users (<i>quantity</i>) (L)						
¹ 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:						
² Identify your principal export markets: _____						

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

II-7c. **Imports from ALL OTHER SOURCES.**--Does your firm import HDAN from countries other than Ukraine?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of HDAN imported from countries other than Ukraine by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/ company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments: ²						
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 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 of the periods noted above: _____						
² Identify your principal export markets: _____						

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

II-7d. **Imports from ALL OTHER SOURCES.**--Does your firm import **ammonium nitrate other than HDAN** from countries other than Ukraine?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of ammonium nitrate other than HDAN imported from countries other than Ukraine by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/ company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments: ²						
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 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 of the periods noted above: _____						
² Identify your principal export markets: _____						

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

II-8. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-7 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 2007 should equal line A of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-9. **Effect of order.--**Describe the significance of the existing antidumping duty order covering imports of HDAN from 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 order.

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

II-10. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of HDAN in the future if the antidumping duty order on HDAN from Ukraine were to be revoked?

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

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov)

Contact information-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

III-1. This question requests monthly price and quantity data for your commercial shipments to unrelated U.S. customers since 2007 of the following product you imported from Ukraine:

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

Report the quantity and value of sales for which the pricing was actually made on an f.o.b. port basis (i.e., product that was picked up at the U.S. port of entry for customs purposes). For sales that were priced on an f.o.b. other-than-port shipping point basis (i.e., product that was picked up at your distribution point(s) other than your U.S. port(s) of entry for customs purposes) please exclude the U.S. freight and other handling costs necessary to transport the HDAN from the U.S. port of entry to other-than-port U.S. shipping point. 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.

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

III-1. **Price data (Ukraine).**--Report below the quarterly price data¹ for the pricing product² imported from Ukraine and sold by your firm.

(Quantity in short tons, value in dollars)		
	Quantity	Value
2007:		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
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		

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

III-1. Price data (Ukraine).—Continued.

(Quantity in short tons, value in dollars)		
	Quantity	Value
2010:		
September		
October		
November		
December		
2011:		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
2012:		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² The pricing product definition is provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

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

III-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of HDAN (check all that apply)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **Discount policy.**-- Please indicate and describe your firm's discount policies (check all that apply).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Pricing terms for HDAN.**--

(a) What are your firm's typical sales terms for its imported HDAN?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of imported HDAN usually quoted? (check one)

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Contract versus spot.**--Approximately what share of your firm's sales of its imported HDAN from Ukraine in 2012 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2012 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

III-6. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for HDAN from Ukraine (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-7. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of HDAN imported from Ukraine?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

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

III-8. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of HDAN imported from Ukraine that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 your firm purchaser (*check one*)
- (c) When you sell HDAN imported from Ukraine, from where is it shipped?
 point of importation storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of HDAN imported from Ukraine that are delivered the following distances from your U.S. point of shipment.

Distance from your U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

- III-9. Geographical shipments.--** Please estimate the share of your firms' U.S. shipments of HDAN imported from any source by geographic market area in the United States in 2012?

Geographic area	Est. Share of U.S. shipments in 2012 (percent)
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. —AR, LA, OK, and TX.	
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. —CA, OR, and WA.	
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	
TOTAL	100%

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

III-10. **End uses.**--List the end uses of the HDAN that you import from Ukraine, including single-nutrient nitrogenous fertilizer end uses (identify for pasture, hay, turf grasses, and/or specific type(s) of crops), for use in NPK or other fertilizer blends, and/or for other uses for HDAN. For each end-use product, what percentage of the total cost is accounted for by HDAN and other inputs?

End use application	Share of total cost of end use product accounted for by		Total
	HDAN (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

III-11. **Changes in end uses.**-- Have there been any changes in the end uses of HDAN since 2007? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Substitutes.**-- Can other products be substituted for HDAN?

No Yes--Please fill out the table.

Substitute	Applications/end uses in which this substitute is used	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 for HDAN since 2007?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

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

III-13. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for HDAN since 2007? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for HDAN since 2007?

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

No Yes—Please explain.

III-15. **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 HDAN in the U.S. market since 2007?

No Yes--Please provide details.

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

III-16. Availability of "subject" import supply.--

(a) Do you anticipate any changes in terms of the availability of HDAN imported from Ukraine in the U.S. market?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

III-17. Availability of "nonsubject" import supply.--Has the availability of NONSUBJECT HDAN (*i.e.*, HDAN imported from countries other than Ukraine) changed since 2007?

No Yes--Please explain.

III-18. Export constraints.--Describe how easily your firm can shift its sales of HDAN between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting HDAN between the U.S. and alternative country markets within a 12-month period.

III-19. Product changes.-- Have there been any significant changes in the product range, product mix, or marketing of HDAN since 2007? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-20. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for HDAN has changed since January 1, 2007, and how you anticipate demand will change in the future. Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2007					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Conditions of competition.**--

(a) Is the HDAN market subject to business cycles or conditions of competition (including seasonal business) distinctive to HDAN?

No (skip to question III-22.) Yes-- Please describe and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for HDAN since January 1, 2007?

No Yes-- Please describe.

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

III-22. **Price comparisons.**--Please compare market prices of HDAN in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

III-23. **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 HDAN supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Ukraine, and (3) the world as a whole. Of particular interest is such data from 2007 to the present and forecasts for the future.

III-24. **Interchangeability by country-pair.**--Is HDAN produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	Ukraine	Other countries
United States		
Ukraine	X	
For any country-pair producing HDAN that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:		
<hr/>		
<hr/>		
<hr/>		
<hr/>		
<hr/>		

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

III-25. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between HDAN produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	Ukraine	Other countries
United States		
Ukraine	X	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of HDAN, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/>		