FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

CERTAIN 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.

Address	m	_
Audi ess		
World Wide	Web address	
Has your firm 2006?	produced or exported HDAN (as defined in the instruct	tion booklet) at any time since January 1,
□ NO □ YES	(Sign the certification below and promptly return only this parts of (Read the instruction booklet carefully, complete all parts of questionnaire to the Commission so as to be received by the	f the questionnaire, and return the entire
	CERTIFICATION	·
eans of this certification provided in cted by the Common cowledge that infonission, its employaining the records	d that the information submitted is subject to audit and cation I also grant consent for the Commission, and this questionnaire and throughout this proceeding is ssion on the same or similar merchandise. The submitted in this questionnaire response and the contract personnel who are acting in the cap of this proceeding or related proceedings for which this programs and operations of the Commission pursuit.	d its employees and contract personnel, to use the in any other import-injury proceedings or reviews and throughout this proceeding may be used by the pacity of Commission employees, for developing or is information is submitted, or in internal audits and
	gn non-disclosure agreements.	17
		Date
act personnel will s		Date

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 30 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.	<u>OMB statistics</u> 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.	<u>OMB feedback</u> 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 coveredProvide 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.	<u>U.S. importers.</u> Please provide the names, contacts, email addresses, and telephone numbers of the <u>FIVE</u> largest purchasers of your firm's HDAN destined for non-U.S. export markets in 2012.							

No.	Importer's name	Contact person	Email address	Area code and telephone number	Share of your 2012 exports (%)
1					
2					
3					
4					
5					

PART I.--GENERAL INFORMATION--Continued

	oductionDoes your firm or any related firm produce, have the capability to produce, or y plans to produce HDAN in the United States or other countries?					
□ No	YesPlease name the firm(s) and country(ies) below and, if U.S. producer(s) ensure that they complete the Commission's producer questionnaire (contact Jennifer Merrill at jennifer.merrill@usitc.gov for copies of that questionnaire).					
U.S. imporinto the Uni	tation Does your firm or any related firm import or have any plans to import HDAN ited States?					
□ No	YesPlease name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Jennifer Merrill at jennifer.merrill@usitc.gov for copies of that questionnaire).					
	anIn Parts II and III of this questionnaire we request a copy of your company's					
business pla	nn. Does your company or any related firm have a business plan or any internal that describe, discuss, or analyze expected future market conditions for HDAN ?					

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained **Jennifer Merrill** (202-205-3188, **Jennifer.Merrill@usitc.gov**). Supply all data requested on a <u>calendar-year</u> basis.

		y the responsible individual and the manner by which
	arr may contact that inc	lividual regarding the confidential information submitted in
hone		
		ate whether your firm has experienced any of the following of HDAN since January 1, 2007.
ck as mar	ıy as appropriate)	(please describe)
nlant one	eninge	
ргант орс	mings	····
plant clo	sings	····
		·
relocatio	ns	 .
expansio	ons	<u> </u>
acquisiti	ons	
consolid	ations	<u> </u>
prolonge	ed shutdowns or	
production	on curtailments	
revised l	abor agreements	
othon (a	g., technology, plant	
	mission state. I	nission staff may contact that income. I

□ No	Yes-Supply details as to the time, nature, and significance of such change
	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 first capacity to produce HDAN (in short tons) for 2013 and 2014.
	changes in operationsDoes your firm have any plans to add, expand, curtail, or duction capacity and/or production of HDAN in Ukraine in the future?
□ No	Yes-Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the marker (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plan other supporting documentation that addresses this issue.
anticipate any relating to the	changes in operations in the event the order is revokedWould your firm changes in the character of your operations or organization (as noted above) production of HDAN in the future if the antidumping duty order on HDAN from to be revoked?
□ No	Yes—Supply details as to the time, nature, and significance of such change 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 first capacity to produce HDAN (in short tons) for 2013 and 2014.

•	ction capacity ds indicated.					
Product	Period		Basis for a	allocation o	of capacity	data
HDAN						
	(Quanti	<i>ity</i> in short	tons)			
Item	2007	2008	2009	2010	2011	20
Overall Production Capacity Production of: HDAN						
Other product 1:						
		the const	raint(s) that	set the lim	it(s) on yo	ur
Constraints on productionProduction capacity. Production shiftingIs your fring response to a relative change the same equipment and/or laboration. No YesPlease involved.	rm able to swi	tch produ HDAN v	action between vis-a-vis the apple minimum	een HDAN price of other proximate of the	and other pher productime and coice change	produ ts, us

					Percent	
	ntories in the United States. N in the United States (not in					
□ N	_			•		•
	o leskeport u	ne quantity of	Such end-	or-periou	inventories	delow.
	Item	(Quanti	ty in short to 2008	ons) 2009	2010	2011
Inver		2001	2000	2003	2010	2011
Barri	iers					
(a)	A	CIIDAN		£	: CC 1- a	. 4. 4m. d. (
(a)	Are your firm's exports of example, antidumping or					
	regulatory barriers) in any					iiis, quotas
	□ No □ Yesl	List the produ	icts(s), cou	intry(ies),	the year ead	ch such ba
		imposed, an	d the type	of barrier.		
			d the type	of barrier.		Barrie
	Product	imposed, an	d the type		imposed	Barrier give
	Product	imposed, an	• •		imposed	
	Product	imposed, an	• •		imposed	
	Product	imposed, an	• •		imposed	
	Product	imposed, an	• •		imposed	
	Product	imposed, an	• •		imposed	
	Product	imposed, an	• •		imposed	
(b)	Are your firm's exports of	imposed, an	Country	Year	dings in an	give
(b)		imposed, an	Country	Year	dings in an	give
(b)	Are your firm's exports of than the United States that	imposed, an	ect to curre	Year	dings in an	y countries trade?
(b)	Are your firm's exports of than the United States that	f HDAN subj	ect to curre	Year	dings in an f barriers to and type of	y countries trade?
(b)	Are your firm's exports of than the United States that	f HDAN subj	ect to curre in tariff or	Year	dings in an f barriers to and type of	y countries trade?
(b)	Are your firm's exports of than the United States that	f HDAN subj	ect to curre in tariff or	Year	dings in an f barriers to and type of	y countries trade?
(b)	Are your firm's exports of than the United States that	f HDAN subj	ect to curre in tariff or	Year	dings in an f barriers to and type of	y countries trade?

discuss belo	or where you have increased your sales of HDAN since 2007. Please identify and ow.
-	
duty order of production markets, an	ee of antidumping duty orderDescribe the significance of the existing antidure covering imports of HDAN from Ukraine in terms of its effect on your firm's capacity, production, home market shipments, exports to the United States and ord inventories. You may wish to compare your firm's operations before and after of the order.
production markets, or	d changes if order revokedWould your firm anticipate any changes in its capacity, production, home market shipments, exports to the United States and or inventories relating to the production of HDAN in the future if the antidumping DAN from Ukraine were to be revoked?
□ No	Yes—Supply details as to the time, nature, and significance of such change and provide underlying assumptions, along with relevant portions business plans or other supporting documentation for any trends of projections you may provide.

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

II-14a. <u>Trade data (Ukraine)</u>.-- Report production capacity, production, shipments, and inventories of HDAN produced by your firm in Ukraine during the specified periods. (See definitions in the instruction booklet.)

Ukraine

		·, (2		alue (in 1,00 dar year			Proje	ctions
Item	2007	2008	2009	2010	2011	2012	2013	2014
	2007	2006	2009	2010	2011	2012	2013	2014
Average production capacity ¹ (A)								
Beginning-of-period inventories (B)								
Production ² (C)								
Home market shipments: Internal consumption/transfers quantity (D)								
Commercial shipments quantity (E)								
value (F)								
Export shipments: to the United States: ³ quantity (G)								
value (H)								
to the European Union: ⁴ <i>quantity</i> (I)								
value (J)								
to Asia: ⁵ <i>quantity</i> (K)								
value (L)								
to Latin America: ⁶ quantity (M)								
value (N)								
to all other markets: ⁷ quantity (O)								
value (P)								
Total exports (quantity) (Q)								
Total shipments (quantity) (R)								
End-of-period inventories (S)								
¹ The production capacity (see weeks per year. Please describe capacity.							ours per we changes in	
² Please estimate the percent percent ³ Please estimate the percent exports in 2012: percent ⁴ Identify your principal <i>Europ</i> ⁵ Identify your principal <i>Asian</i> ⁶ Identify your principal <i>Latin</i> A	age of total	l exports to the	he United St	ates of HDAN	N in Ukraine a	accounted fo	or by your fi	
 Identify your principal Latin I Identify your principal other 	4 <i>merιca</i> ex∣ export marŀ	port markets kets:	:					·

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

II-14b. <u>Trade data (Ukraine).--</u> Report production capacity, production, shipments, and inventories of **ammonium nitrate other than HDAN** produced by your firm in Ukraine during the specified periods. (See definitions in the instruction booklet.)

Ukraine

Item 2 Average production capacity¹ (A) Beginning-of-period inventories (B) Production² (C) Home market shipments: Internal consumption/transfers	2007	2008	2009	dar year 2010	2011	_	Proje	ctions	
Average production capacity ¹ (A) Beginning-of-period inventories (B) Production ² (C) Home market shipments: Internal	2007	2008	2009	2010	2011	Calendar year			
(A) Beginning-of-period inventories (B) Production ² (C) Home market shipments: Internal						2012	2013	2014	
Beginning-of-period inventories (B) Production ² (C) Home market shipments: Internal									
inventories (B) Production ² (C) Home market shipments: Internal									
Production ² (C) Home market shipments: Internal			1						
Home market shipments: Internal									
Internal									
consumption/transfers									
quantity (D)									
Commercial shipments									
quantity (E)									
value (F)									
Export shipments:									
to the United States: ³									
quantity (G) value (H)									
to the European Union: ⁴									
quantity (I)									
value (J)									
to Asia: ⁵									
quantity (K)									
value (L)									
to Latin America: ⁶									
quantity (M)									
value (N)									
to all other markets: ⁷									
quantity (O)									
value (P)									
Total exports (quantity) (Q)									
T (1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1									
Total shipments (quantity) (R)									

II-15.	Reconciliation of trade data.—	

	period (<i>i.e.</i> , in each column): Reconciliation					
	B+C-D-E-Q=S	Do these data reconcile? Yes NoPlease explain:				
)	Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (<i>i.e.</i> , line Q of year 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?					
	Yes. NoPlease	e explain:				

PART III.--MARKET FACTORS

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

III-1.	<u>Contact information.</u> 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	

III-2. <u>Contract versus spot.</u>--Approximately what share of your firm's sales of **HDAN** to U.S. customers in 2012 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

Type of sale	Share of 2012 sal	_
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	%

III-3. Please fill out the table with respect to provisions of your typical sales contracts with U.S. customers for **HDAN** (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	Number of days		
Price renegotiation (during the	Yes		
contract period)	No		
	Quantity		
Fixed quantity and/or price	Price		
	Both		
Most or release provision	Yes		
Meet or release provision	No		
Not applicable			

PART III.--MARKET FACTORS--Continued

III-4. <u>Lead times.</u>--What is the average lead time for **HDAN** to U.S. customers between a customer's order and the date of delivery for your firm's sales of **HDAN**?

	Source	Share of 2012 sales	Lead time (days)						
Froi	m inventory	%							
Pro	duced to order	%							
٦	Γotal	100 %							
. Raw	materials.—								
(a)	(a) To what extent have changes in the prices of raw materials affected your firm's selling prices and quantities of its Ukraine-produced HDAN shipped to customers in your harket, the U.S. market, and third-country markets since 2007?								
(b)			n your raw material costs or factors that may affect your raw policies or programs of the Ukrainian government that						

PART III.--MARKET FACTORS--Continued

IV-14. Raw materials.—Continued.

(c) Please report below your firm's average net quarterly purchase prices and quantities for its purchases of natural gas (in dollars per mmBtu) and/or ammonia (in dollars per short ton) during January 2007-December 2012 that was/were used, at least partially, to produce HDAN during this period. Please report your prices net of any hedging (use of futures contracts or profit/loss from sales of any futures contracts), discounts, tax rebates, refunds, reductions or other Government-provided benefit related to natural gas purchases.

Natural gas (dollars per mmBtu and mmBtu's)									
	Jai	nMar.	April-June		July-Sept.		0	ctDec.	
Year	Price	Quantity	Price	Quantity	Price	Quantity	Price	Quantity	
2007									
2008									
2009									
2010									
2011									
2012									
		Ammo	nia (dollar	s per short tor	and short	tons)			
2007									
2008									
2009									
2010									
2011									
2012									

(d) Please report below the quantity of your firm's total purchases of natural gas (in mmBtu's) and/or ammonia (in short tons) used, at least partially, to produce HDAN in Ukraine during January 2007-December 20012. Show the percentage of purchases made based on forward contracts (i.e., purchases not made on the spot market). Please explain the reason(s) for purchasing natural gas and/or ammonia in the spot market and in the forward market. In addition, please explain, as appropriate, why your firm may sell its future contracts rather than receiving delivery of the natural gas and/or ammonia under such contracts.

	1 otal purchases	Share 1	rom forward contracts	
Natural gas:		mmBtus		. %
Ammonia:		Short tons		. %

$PART~III.--\underline{MARKET~FACTORS}--Continued$

	Yes Please describe.
<u>Avail</u>	ability of SUBJECT import supply
(a)	Do you anticipate any changes in terms of the availability of Ukraine -produced H in the U.S. market in the future?
	☐ Increase ☐ No change ☐ Decrease
(b)	If you anticipate changes in supply, please identify the changes, including the time and the impact of such changes on shipment volumes and prices.
ъ.	uct shiftingDescribe how easily your firm can shift its sales of HDAN between the
marke sales quota	arrangements, or other constraints (including any third-country trade barriers such as
marke sales quota	et and alternative country markets. In your discussion, please describe any contracts, arrangements, or other constraints (including any third-country trade barriers such as s, or other non-tariff barriers) that would prevent or retard your firm from shifting H been the U.S. and alternative country markets within a 12-month period.
marke sales quota	arrangements, or other constraints (including any third-country trade barriers such as s, or other non-tariff barriers) that would prevent or retard your firm from shifting H

PART III.--MARKET FACTORS--Continued

III-1	marketing of HD	$\overline{\mathbf{A}}\mathbf{N}$ in	your	home i	any significant changes in market, for export to the U u anticipate any future cha	nited S		
	Changes in pro range, product or marketin	mix,	No	Yes		Ex	olain	
	Changes since 2							
	Anticipated char	nges						
	□ No	Appl	☐ Y	esPle	ease fill out the table. Factors that limit the extent to which this			ges in the prices of this
		d uses in which this_substitute		product may serve as a substitute	HDAN since 2007?			
	Substitute	i	is use	ed	a substitute	No	Yes	Explanation
1.								
2.								
3.								

III-12. <u>Changes in substitutes.--</u> 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 2006			
Anticipated changes			

$PART~III.--\underline{MARKET~FACTORS}--Continued$

13.		an be u	ised in	produced by your firm and sold in its home market the same applications) with your firm's HDAN sold to the y markets?					
	Yes NoIdentify the market(s) and any differences in the products.								
14.	home market. If these	End usesDescribe the end use applications of the HDAN that you manufacture and sell to your home market. If these end uses differ from those of the HDAN you sell to the U.S. market or to third-country markets, explain.							
15.	Changes in end uses. you anticipate any futu			been any changes in the end uses of HDAN since 2007? Do					
	Changes in end uses	No	Yes	Explain					
	Changes since 2007								
	Anticipated changes								

PART III.--MARKET FACTORS--Continued

III-16. <u>Demand trends.--</u>Indicate how demand in the following markets 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						
	Your home market						
	United States						
	Other markets						
	Anticipated future demand						
	Your home market						
	United States						
	Other markets						
III-17.	II-17. Price differences Please compare market prices of HDAN in your home market, the United States, and third-country markets.						
III-18.	Description number of, an	of home mand competit	arketDe	escribe briefl en, producer	y your homes.	e market for HDAN , including the	

PART III.--MARKET FACTORS--Continued

III-19.	<u>Import competition</u> Do you face competition from imports of HDAN in your home market?					
	☐ No ☐ YesPlease identify the country sources of any imports of HDAN into your home market.					
III-20.	<u>Market studies.</u> 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 2006 to the present and forecasts for the future.					