

U.S. PRODUCERS' 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. 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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced HDAN (as defined in the instruction booklet) at any time since January 1, 2007?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

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

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	<i>Phone:</i> _____	_____ <i>Email 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 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. **Position regarding continuation of order.**--Do you support or oppose continuation of the antidumping duty order currently in place for HDAN from Ukraine?

Ukraine Support Oppose 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 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-6. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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 HDAN?

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 HDAN?

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 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 production of HDAN since January 1, 2007.

- (check as many as appropriate)* *(please describe)*
- 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-3a. **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 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. **Include in your response a specific projection of your firm's capacity to produce HDAN (in short tons) for 2013 and 2014.**

II-3b. **Changes in operations.**—Have there been any changes since 2007 in the production, storage, or shipment of HDAN manufactured by your firm in connection with changes to national/state security, environmental, health, or safety regulations?

- No Yes—Please describe any such changes. Have these changes resulted in changes in demand HDAN?

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 production 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. **Include in your response a specific projection of your firm's capacity to produce HDAN (in short tons) for 2013 and 2014.**

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2007 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of HDAN and/or using the same production and related workers employed to produce HDAN?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and HDAN in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

<i>(Quantity in short tons)</i>						
Item	2007	2008	2009	2010	2011	2012
Total Ammonium Nitrate (AN) Melt Production Capacity						
AN (Melt) Capacity That Can be Used for Production of Either HDAN or LDAN						
Production of:						
HDAN						
Other product 1: LDAN Solid						
Other product 2: AN Solution (100% AN)						
Other products 3: (100% AN)						
Total AN Melt Production						

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

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

II-7. **Production shifting.**--Is your firm able to switch production between HDAN and other products in response to a relative change in the price of HDAN 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 HDAN.

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

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

Quantity (in short tons) and value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
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)						

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).

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:

³ Identify your principal export markets: _____

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

II-8b. **Trade data.**--Report your firm's production capacity and production related to the production of ammonium nitrate **other than HDAN** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in short tons, value in \$1,000)						
Item	2007	2008	2009	2010	2011	2012
Average production capacity¹ <i>(quantity)</i>						
Production <i>(quantity)</i>						
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).						

II-9. **Reconciliation of trade data.**--

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

Reconciliation

$B + C - D - F - H - J = L$

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 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

II-10. **Transfers to related firms.**--If you reported transfers to related firms in question II-8a, 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-11. **Purchases.**--Other than direct imports, has your firm otherwise purchased HDAN since January 1, 2007? (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: _____

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2007	2008	2009	2010	2011	2012
PURCHASES FROM U.S. IMPORTERS ¹ OF HDAN FROM.— 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: <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. _____ _____						

II-12. **Toll production.**--Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of HDAN?

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

II-13. **FTZ.**--Does your firm produce HDAN in a foreign trade zone (FTZ)?

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

II-14. **Direct imports.**--Since January 1, 2007, has your firm imported HDAN?

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

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

II-15. **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 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 order.

II-16. **Likely effect of revocation of order.**--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 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.

II-17. Did your firm produce in the United States a fertilizer product containing 33 percent nitrogen and 3 percent phosphorus (known as "NP 33-3-0" or "stabilized ammonium nitrate" or "nitric phosphate") at any time since January 1, 2007?

- No Yes—Indicate below the amounts produced of this product in each year and period.

<i>(Quantity in short tons, value in \$1,000)</i>					
2007	2008	2009	2010	2011	2012

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, Charles.yost@usitc.gov).

III-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 III.

Name	
Title	
Email	
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 HDAN:

2. Does your firm prepare profit/loss statements for the HDAN:
 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 basis of accounting (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 HDAN, 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. **Other products.**--Please list any other products you produced in the facilities in which you produced HDAN, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of **HDAN** 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 **HDAN** that your firm purchases 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 Charles Yost (202-205-3432, Charles.yost@usitc.gov).

PART III.--FINANCIAL INFORMATION--Continued

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

	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included.						
1.						
2.						
3.						
4.						
5.						
6.						
7.						

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on HDAN.--Report the revenue and related cost information requested below on the **HDAN** 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, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Charles Yost (202-205-3432, Charles.yost@usitc.gov) 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						
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 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.						

PART III.--FINANCIAL INFORMATION--Continued

III-11. Raw materials and energy costs—For the raw materials and energy costs reported in the product line income statement (III-10), describe the major raw materials used and their cost. Also state the cost flow method used for raw material inventory valuation. Provide data for your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Raw material (identify, e.g., natural gas, _____)						
Raw material (identify, e.g., purchased ammonia _____)						
Other raw materials (identify _____)						
Energy costs (identify, e.g., natural gas as a utility, electricity, etc. _____)						
Method of inventory valuation is: _____						
State where energy costs are classified (e.g., as part of raw materials or as factory overhead _____)						

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of **HDAN**. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for **HDAN** in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. 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 reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are 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--					
	_____	_____	_____	_____	_____	_____
Current assets:						
Accounts receivable, net						
Inventories (finished goods)						
All other current assets						
Subtotal						
Noncurrent assets:						
Property, plant, and equipment original cost						
Less: accumulated depreciation						
Book value						
All other noncurrent assets						
Subtotal						
Total assets (net)						

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on **HDAN**. Provide data for your six most recently completed fiscal years in chronological order from left to right.

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

PART III.--FINANCIAL INFORMATION--Continued

III-14. **Data consistency and reconciliation.**--Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year:

- Calendar year
- Fiscal year (specify _____)

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 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 IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-1. 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 2007 of the following product produced by your firm.

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. plant basis (i.e., product that was picked up at the plant). For sales that were priced on an f.o.b. other-than-plant shipping point basis (i.e., product that was picked up at your distribution point(s) other than your production plant(s)) please also exclude the freight and other handling costs necessary to transport the HDAN from the plant to other-than-plant 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-1. **Pricing data.**--Report below the quarterly price data¹ for the pricing product² produced 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		
September		

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

IV-1. Pricing data.—Continued.

(Quantity in short tons, value in dollars)		
	Quantity	Value
2010:		
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 IV.

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 IV.--PRICING AND MARKET FACTORS--Continued

IV-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"/>	

IV-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"/>	

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

(a) What are your firm's typical sales terms for its U.S.-produced 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 domestic HDAN usually quoted (*check one*)?

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

IV-5. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced HDAN 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-6. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts 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	<i>Number of days</i>		
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<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	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-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 your U.S.-produced HDAN?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

IV-8. **Shipping information.**--

(a) What is the approximate percentage of the total delivered cost of HDAN that is accounted for by U.S. inland transportation costs? _____ %

(b) Who generally arranges the transportation to your customers' locations?
 your firm purchaser (check one)

(c) Indicate the approximate percentage of your sales of HDAN that are delivered the following distances from your production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

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

IV-9. **Geographical shipments.**-- Please estimate the share of your firms' U.S. shipments of HDAN 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%

IV-10. **End uses.**--List the end uses of the HDAN that you manufacture, 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%

IV-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"/>	

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

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

No Yes--Please fill out the table.

Substitute	Applications/ends 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"/>	

IV-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"/>	

IV-14. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices and quantities of its U.S.-produced HDAN in the U.S. market since 2007?

(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-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)								
Year	Jan.-Mar.		April-June		July-Sept.		Oct.-Dec.	
	Price	Quantity	Price	Quantity	Price	Quantity	Price	Quantity
2007								
2008								
2009								
2010								
2011								
2012								
Ammonia (dollars per short ton 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 during January 2007-December 2012. 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.

	<u>Total purchases</u>		<u>Share from forward contracts</u>	
Natural gas:	_____ mmBtus		_____ %	
Ammonia :	_____ Short tons		_____ %	

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

IV-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 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.

IV-16. **Availability of supply (U.S.-produced).**--

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

- Increase No change Decrease

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

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

- No Yes--Please explain.

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

IV-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.

IV-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"/>	

IV-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"/>	

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

IV-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 IV-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.

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

IV-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 2006 to the present and forecasts for the future.

IV-24. **Barriers to trade.--**Are your exports of HDAN subject to any tariff or non-tariff barriers to trade in other countries?

No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2007, or that are expected to occur in the future.

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

IV-25. **Interchangeability.**--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 IV.--PRICING AND MARKET FACTORS--Continued

IV-26. **Factors other than price.**--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	
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: <hr/> <hr/> <hr/> <hr/> <hr/>		