

**U.S. PURCHASERS' 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)). Further information on this questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm purchased HDAN (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2007?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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 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 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>
_____	_____	_____
_____	_____	_____

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing 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. **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 these documents. If you are not providing the requested documents, please explain why not.

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES**

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

Name	
Title	
Email	
Telephone	
Fax	

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

Quantity (in short tons) and value (in \$1,000)						
Item	2007	2008	2009	2010	2011	2012
<b>Purchases of HDAN produced in--</b>						
<b>The United States:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Ukraine:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>All other countries:<sup>1</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please identify these countries: _____						

II-2. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of HDAN from different sources (both domestic and foreign) have changed since 2007.

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

**PART II.--PURCHASES--Continued**

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

---

---

II-4. **Supplier identification**-- Please list your firm's **FIVE** largest suppliers for HDAN since 2007. Also, provide the share of the quantity of your firm's total purchases of HDAN that each of these suppliers accounted for in 2012.

No.	Supplier's name	City and state	Share of quantity of 2012 purchases
1			%
2			%
3			%
4			%
5			%

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

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of HDAN (check all that apply)?

- Farmer
- Retailer
- Wholesale distributor
- Other (Describe: \_\_\_\_\_)

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

- No                       Yes--Please describe

---



---

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

---



---



---

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

End use applications you produce using HDAN	Share of total cost in each of the HDAN(s) you produce accounted for by		Total
	HDAN (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

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

**III-5. Demand for end use HDANs.--**

(a) If your firm is an end user of HDAN, has the demand for your firm's final products incorporating HDAN changed since 2007?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

**III-6. 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-7. 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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-8. **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-9. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for HDAN has changed since January 1, 2006, 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
<b>Demand since 2006</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **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.



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

III-11. **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	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Importance of purchasing domestic HDAN.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of HDAN (check ALL that apply)?

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

---



---

III-13. **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-14.)
- 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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-14. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving HDAN based on the producer of the HDAN you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____

III-15. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving HDAN based on the country of origin of the HDAN you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____

III-16. **Purchasing frequency.**--

(a) How frequently do you make purchases (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

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

\_\_\_\_\_

\_\_\_\_\_

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

III-17. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? \_\_\_\_\_ firms

III-18. **Supplier negotiations.**--

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

- No                       Yes--Please describe these negotiations, noting whether purchasers generally quote competing prices as part of the negotiation process.

---

---

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

- No                       Yes--Specify the time period.

---

---

III-19. **Change in suppliers.**--Have you changed suppliers since 2007?

- No                       Yes-- Please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.

---

---

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

**III-20. New suppliers.--**

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2007?

No                       Yes--Please identify the firms and indicate how you became aware of them.

---

---

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

No                       Yes--Please provide details.

---

---

**III-21. Supplier qualification**

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

No                       Yes-- \_\_\_\_\_ percent of value of purchases in 2012       Yes--all purchases

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

---

---

(c) How long does it take to qualify a new supplier? \_\_\_\_\_ days

**III-22. Failure to certify.--**Since 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their HDAN with your firm or have any producers lost their approved status?

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

---

---

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

III-23. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for HDAN.

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

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

III-24. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase HDAN for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Other factors or comments:	

III-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of HDAN?

---



---



---

III-26. **Frequency of decisions based on price.**--How often does your firm purchase the HDAN that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-27. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest priced supplier.*

Please list the names of any firms you considered price leaders in the HDAN market since 2007. Describe how the firm(s) exhibited price leadership.

---



---



---

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

**III-28. Changes in U.S. industry.--**

- (a) Please identify and discuss any improvements/changes in the U.S. HDAN industry since 2007 and explain the factors, including the order(s) under review, that were responsible for each improvement/change.

---

---

---

---

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

---

---

---

---

**III-29. Effect of revocation.--**What do you think will be the likely effects of any revocation of the antidumping duty order for imports of HDAN from Ukraine? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole (e.g. total U.S. supply and prices of HDAN). Please note the future time period to which you are referring.

(1) Activities of your firm: \_\_\_\_\_

---

---

(2) Entire U.S. market: \_\_\_\_\_

---

---

**PART IV.-- PRODUCT COMPARISONS**

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

- United States
- Ukraine
- Other countries (specify \_\_\_\_\_ )

IV-2. **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		
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.-- PRODUCT COMPARISONS--Continued**

IV-3. **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 purchases 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		
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/>		

**PART IV.-- PRODUCT COMPARISONS--Continued**

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

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

---

---

---

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

---

---

---

**PART IV.-- PRODUCT COMPARISONS--Continued**

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

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

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

**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-7. **Minimum quality**--How often does HDAN from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
<b>United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Ukraine</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Other: _____</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Other: _____</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Change in price**--

(a) Since 2007, has there been a change in the price of HDAN? If so, has the price of U.S.-produced HDAN changed more or less than the price of imported HDAN from Ukraine?

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

(b) If the price of U.S.-produced HDAN has changed relative to the price of HDAN from Ukraine, the price of U.S.-produced HDAN is now relatively

- Higher
- Lower – than those from Ukraine.