

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.

<p>Name of firm _____</p> <p>Address _____</p> <p>_____</p> <p>World Wide Web address _____</p> <p>Has your firm produced or exported HDAN (as defined in the instruction booklet) at any time since January 1, 2006?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>

CERTIFICATION

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

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

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

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>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 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. **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. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** 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

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce **HDAN** in the United States or other countries?

- No Yes--Please 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).

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import **HDAN** into the United States?

- No Yes--Please 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).

I-6. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future 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 **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, plant
modernization, access to natural
gas supplies, etc.) _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as listed above in question II-2) relating to the production of 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-3. **Anticipated changes in operations.**--Does your firm have any plans to add, expand, curtail, or shut down production 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 markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the 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?

- 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 data</u>
<u>HDAN</u>	_____	_____
_____	_____	_____
_____	_____	_____

<i>(Quantity in short tons)</i>						
Item	2007	2008	2009	2010	2011	2012
Overall Production Capacity						
Production of:						
HDAN						
Other product 1: _____						
Other product 2: _____						

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

II-7. **Production shifting.**--Is your firm able to switch production between 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-8. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of HDAN?

_____ Percent

II-9. **Inventories in the United States.**--Has your firm, since 2007, maintained any inventories of HDAN in the United States (not including inventories held by firms identified in question I-3)?

No Yes--Report the quantity of such end-of-period inventories below.

<i>(Quantity in short tons)</i>						
Item	2007	2008	2009	2010	2011	2012
Inventory						

II-10. **Barriers.**--

(a) Are your firm's exports of HDAN subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of HDAN subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No Yes--List the products(s), country(ies), and type of proceeding.

Product	Country	Type of proceeding
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

II-11. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of HDAN since 2007. Please identify and discuss below.

II-12. **Significance of antidumping duty 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, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-13. **Anticipated changes if order revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories 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.

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

II-14a. **Trade data (Ukraine).**-- 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

Quantity (in short tons) and Value (in 1,000 dollars)								
Item	Calendar year						Projections	
	2007	2008	2009	2010	2011	2012	2013	2014
Average production capacity¹ (A)								
Beginning-of-period inventories (B)								
Production² (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 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)								
Total shipments (quantity) (R)								
End-of-period inventories (S)								

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.

² Please estimate the percentage of total production of HDAN in Ukraine accounted for by your firm's production in 2012: _____ percent

³ Please estimate the percentage of total exports to the United States of HDAN in Ukraine accounted for by your firm's exports in 2012: _____ percent

⁴ Identify your principal *European Union* export markets: _____.

⁵ Identify your principal *Asian* export markets: _____.

⁶ Identify your principal *Latin America* export markets: _____.

⁷ Identify your principal *other* export markets: _____.

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

II-14b. **Trade data (Ukraine).**-- 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

Quantity (in short tons) and Value (in 1,000 dollars)								
Item	Calendar year						Projections	
	2007	2008	2009	2010	2011	2012	2013	2014
Average production capacity¹ (A)								
Beginning-of-period inventories (B)								
Production² (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 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)								
Total shipments (quantity) (R)								
End-of-period inventories (S)								

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.

² Please estimate the percentage of total production of HDAN in Ukraine accounted for by your firm's production in 2012: _____ percent

³ Please estimate the percentage of total exports to the United States of HDAN in Ukraine accounted for by your firm's exports in 2012: _____ percent

⁴ Identify your principal *European Union* export markets: _____.

⁵ Identify your principal *Asian* export markets: _____.

⁶ Identify your principal *Latin America* export markets: _____.

⁷ Identify your principal *other* export markets: _____.

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

II-15. **Reconciliation of trade data.**—

- (a) The quantities reported in questions II-14a and II-14b should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$$B + C - D - E - Q = S$$

Do these data reconcile? Yes No--Please explain: _____

- (b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line Q of year 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please 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. **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. **Contract versus spot**--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?

<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 %

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	<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"/>

PART III.--MARKET FACTORS--Continued

III-4. **Lead times.**--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?

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

III-5. **Raw materials.**—

(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 home market, the U.S. market, and third-country markets since 2007?

(b) Do you anticipate changes in your raw material costs or factors that may affect your raw material costs, including any policies or programs of the Ukrainian government that could affect the cost of natural gas to your firm in the foreseeable future?

No Yes—Please explain and identify the time period(s) involved and the factors that you believe would be responsible for such changes.

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)								
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 in Ukraine 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.

Total purchases Share from forward contracts
 Natural gas: _____ mmBtus _____ %
 Ammonia : _____ Short tons _____ %

PART III.--MARKET FACTORS--Continued

III-6. **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 **Ukraine-produced HDAN** in the U.S. market since 2007?

No Yes-- Please describe.

III-7. **Availability of SUBJECT import supply.**--

(a) Do you anticipate any changes in terms of the availability of **Ukraine-produced HDAN** 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 period and the impact of such changes on shipment volumes and prices.

III-8. **Product shifting.**--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 (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting **HDAN** between the U.S. and alternative country markets within a 12-month period.

III-9. **Product range.**--Is the product range, product mix, or marketing of **HDAN** in your home market different from that of **HDAN** for export to the United States or to third-country markets?

No Yes—Please explain.

PART III.--MARKET FACTORS--Continued

III-10. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of **HDAN** in your home market, for export to the United States, or for export to third-country markets 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"/>	

III-11. **Substitutes.**— Can other products be substituted for **HDAN**?

No Yes--Please fill out the table.

	Substitute	Applications/and 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"/>	

III-12. **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 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--MARKET FACTORS--Continued

III-13. **Interchangeability.**--Is the **HDAN** produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's **HDAN** sold to the United States and/or to third-country markets?

Yes No--Identify the market(s) and any differences in the products.

III-14. **End uses.**--Describe 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.

III-15. **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 III.--MARKET FACTORS--Continued

III-16. **Demand trends.**-- 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	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Price differences.**--Please compare market prices of **HDAN** in your home market, the United States, and third-country markets.

III-18. **Description of home market.**--Describe briefly your home market for **HDAN**, including the number of, and competition between, producers.

PART III.--MARKET FACTORS--Continued

III-19. **Import competition.**--Do you face competition from imports of **HDAN** in your home market?

No

Yes--Please identify the country sources of any imports of **HDAN** into your home market.

III-20. **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.