

## U.S. IMPORTERS' QUESTIONNAIRE

### PHOSPHATE FERTILIZERS FROM MOROCCO AND RUSSIA

This questionnaire must be received by the Commission by **July 10, 2020**  
*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty investigations concerning phosphate fertilizers from Morocco and Russia (Inv. Nos. 701-TA-650-651 (Preliminary)). 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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm	_____
Address	_____
City	_____ State _____ Zip Code _____
Website	_____
Has your firm imported phosphate fertilizers (as defined on next page) from any country at any time since January 1, 2017?	
<input type="checkbox"/> NO	(Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)
<input type="checkbox"/> YES	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: <b>FERT</b> )	

#### 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 conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
*Name of Authorized Official*

\_\_\_\_\_  
*Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature*

\_\_\_\_\_  
*Phone*

\_\_\_\_\_  
*Email address*

**PART I.—GENERAL INFORMATION**

**Background.**--This proceeding was instituted in response to petitions filed on June 26, 2020, by The Mosaic Company, Plymouth, Minnesota. Countervailing duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization. Questionnaires and other information pertinent to this proceeding are available at [https://usitc.gov/investigations/701731/2020/phosphate\\_fertilizers\\_morocco\\_and\\_russia/preliminary.htm](https://usitc.gov/investigations/701731/2020/phosphate_fertilizers_morocco_and_russia/preliminary.htm).

**Phosphate fertilizers** covered by these investigations is phosphate fertilizers in all physical forms (i.e., solid or liquid form), with or without coating or additives such as anti-caking agents. Phosphate fertilizers in solid form are covered whether granular, prilled (i.e., pelletized), or in other solid form (e.g., powdered).

The covered merchandise includes, but is not limited to, phosphate fertilizers in the following forms:

- Ammonium dihydrogenorthophosphate or monoammonium phosphate (**MAP**);
- Chemical formula  $\text{NH}_4\text{H}_2\text{PO}_4$ ; diammonium hydrogenorthophosphate or diammonium phosphate (**DAP**);
- Chemical formula  $(\text{NH}_4)_2\text{HPO}_4$ ; normal superphosphate (**NSP**), also known as ordinary superphosphate or single superphosphate, chemical formula  $\text{Ca}(\text{H}_2\text{PO}_4)_2 \cdot \text{CaSO}_4$ ;
- Concentrated superphosphate, also known as double, treble, or triple superphosphate (**TSP**), chemical formula  $\text{Ca}(\text{H}_2\text{PO}_4)_2 \cdot \text{H}_2\text{O}$ ;
- And proprietary formulations of MAP, DAP, NSP, and TSP.

The covered merchandise also includes other fertilizer formulations incorporating phosphorous and non-phosphorous plant nutrient components, whether chemically-bonded, granulated (e.g., when multiple components are incorporated into granules through, e.g., a slurry process), or compounded (e.g., when multiple components are compacted together under high pressure), including:

- Nitrogen, phosphate, sulfur (**NPS**) fertilizers;
- Nitrogen, phosphorous, potassium (**NPK**) fertilizers;
- And proprietary formulations thereof that may or may not include other nonphosphorous plant nutrient components.

For phosphate fertilizers that contain non-phosphorous plant nutrient components, such as nitrogen, potassium, sulfur, zinc, or other non-phosphorous components, the entire article is covered, including the non-phosphorous content, provided that the phosphorous content (measured by diphosphorous pentoxide, chemical formula  $\text{P}_2\text{O}_5$ ) is at least 5% by weight.

Phosphate fertilizers that are otherwise subject to this investigation are included when commingled (i.e., mixed or blended) with phosphate fertilizers from sources not subject to this investigation. Phosphate fertilizers that are otherwise subject to this investigation are included when commingled with substances other than phosphate fertilizers subject to this investigation (e.g., granules containing only non-phosphate fertilizers such as potash or urea). Only the subject component of such commingled products is covered by the scope of this investigation.

The Chemical Abstracts Service (CAS) numbers for covered phosphate fertilizers include, but are not limited to: 7722-76-1 (MAP); 7783-28-0 (DAP); and 65996-95-4 (TSP). The covered products may also be identified by Nitrogen-Phosphate-Potash composition, including but not limited to: NP 11-52-0 (MAP); NP 18-46-0 (DAP); and NP 0-46-0 (TSP).

The covered merchandise is currently classified in the Harmonized Tariff Schedule of the United States ("HTSUS") at subheadings 3103.11.0000; 3103.19.0000; 3105.20.0000; 3105.30.0000; 3105.40.0010; 3105.40.0050; 3105.51.0000; and 3105.59.0000. Phosphate fertilizers subject to these investigations may also enter under subheadings 3103.90.0010, 3105.10.0000, 3105.60.0000, 3105.90.0010, and 3105.90.0050. Although the HTSUS subheadings and CAS registry numbers are provided for convenience and customs purposes, the written description of the scope is dispositive.

**Short tons dry weight** – Short tons dry weight contained phosphate.

**Importer.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing phosphate fertilizers (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**Reporting of information.**--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

**Confidentiality.**--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

**Valid number error messages.**--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Calvin Chang (202-205-3062, [calvin.chang@usitc.gov](mailto:calvin.chang@usitc.gov)).

**D-GRIDS tool.**--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage ([https://www.usitc.gov/trade\\_remedy/question.htm](https://www.usitc.gov/trade_remedy/question.htm)) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is optional. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

I-1. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2a. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire.

**"Establishment"**--Each facility of a firm involved in the importation of phosphate fertilizers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm:	
Lead attorney(s):	

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information, relating to the ultimate parent/owner.

Firm name	Country	Extent of ownership (percent)

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing phosphate fertilizers from Morocco or Russia into the United States or that are engaged in exporting phosphate fertilizers from Morocco or Russia to the United States?

No       Yes--List the following information.

Firm name	Country	Affiliation

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of phosphate fertilizers?

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations of phosphate fertilizers. More than one answer may be applicable.

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

I-7. **Consignee.**--If your firm is an importer of record of phosphate fertilizers but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<b>Firm name</b>	<b>Address</b>	<b>Contact person and email</b>

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters phosphate fertilizers into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports phosphate fertilizers under the TIB (temporary importation under bond) program.

**“Foreign trade zone”** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**“Bonded warehouse”** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

**“Temporary Importation under Bond (“TIB”) program”** is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

Item	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No	Yes	If yes, Yes--Please specify.
<input type="checkbox"/>	<input type="checkbox"/>	

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

Further information on this part of the questionnaire can be obtained from Calvin Chang (202-205-3062, [calvin.chang@usitc.gov](mailto:calvin.chang@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	

- II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of phosphate fertilizers since January 1, 2017.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	



II-3a. **Arranged imports.**--Has your firm imported or arranged for the importation of phosphate fertilizers for delivery after **March 31, 2020**?

**"Arranged imports"** are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

<b>No</b>	<b>Yes</b>	<b>If yes, fill out the table below.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

Source	Period			
	Apr-Jun 2020	Jul-Sept 2020	Oct-Dec 2020	Jan-Mar 2021
	<b>Quantity (in short tons dry weight)</b>			
Morocco				
Russia				
All other sources				

II-3b. **Imports in the 12-month period preceding the petition.**--Has your firm imported phosphate fertilizers from any source between June 1, 2019 and May 31, 2020? (i.e., the last seven months in 2019 and first five months in 2020 combined)

<b>No</b>	<b>Yes</b>	<b>If yes, report the quantity of such import below by source.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

Quantity (in short tons dry weight)	
Source	June 2019 through May 2020
Morocco	
Russia	
All other sources	

II-4. **Reasons for importing if producer.**--If your firm also produces phosphate fertilizers in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

**Definitions**

**"Imports"** –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty).

**"Import quantities"** –Quantities reported should be net of returns.

**"Import values"**—Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

**"Commercial U.S. shipments"**— Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment. **Unless otherwise stated, report value in 1,000s of dollars.**

**"Internal consumption/ including product shipped to own firm's retail establishments"**-- Product consumed internally by your firm, which includes merchandise that your firm transferred to your own firm's retail establishments (i.e., shipped to either a bricks-and-mortar store or to an online order fulfillment center). Such transactions are to be valued at fair market value and not the total value of final downstream processed merchandise in the case of internal consumption, nor the retail sale value in the case of your firm owning and operating its own retail establishments or using a third-party fulfillment center to place retail level sales.

**"Transfers to related firms"** –Shipments made to related firms. Such transactions are valued at fair market value.

**"Related firm"** –A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

**"Export shipments"**— Shipments to destinations outside the United States, including shipments to related firms.

**"Inventories"** --Finished goods inventory, not raw materials or work in progress.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.*

II-5a. **U.S. imports from Morocco.**—Report your firm's imports and your firm's shipments and inventories of phosphate fertilizers imported from Morocco by your firm during the specified periods.

## Morocco

Quantity (in short tons dry weight), value (in \$1,000)					
Item	Calendar years			January-March	
	2017	2018	2019	2019	2020
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption /</b> <b>including product shipped to</b> <b>your firm's retail</b> <b>establishments :</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-5a. U.S. imports from Morocco.--Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-March	
	2017	2018	2019	2019	2020
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

**II-5b. Channels of distribution: Morocco.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Morocco by channel of distribution during the specified periods.

## Morocco

Item	Calendar years			January-March	
	2017	2018	2019	2019	2020
<b>Quantity (in short tons dry weight)</b>					
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To distributors/wholesalers (M)					
To retailers (N)					
To end users (O)					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-March	
	2017	2018	2019	2019	2020
M + N + O – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

II-5c. **U.S. shipments by type (Morocco).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of phosphate fertilizers from Morocco by product type in 2019.

## Morocco

<b>Quantity (in short tons dry weight)</b>	
<b>Item</b>	<b>Calendar year</b>
	<b>2019</b>
<b>U.S. shipments:</b>	
MAP (P)	
DAP (Q)	
NSP (R)	
TSP (S)	
NPS (T)	
NPK (U)	
Other <sup>1</sup> (V)	
<sup>1</sup> Please describe these products: _____.	

***RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantity reported for U.S. shipments in this question (i.e., lines P through V) in 2019 equal the quantity reported for U.S. shipments in question II-5a (i.e., lines D, F, and H) in 2019. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

<b>Reconciliation</b>	<b>Calendar year</b>
	<b>2019</b>
P + Q + R + S + T + U + V – D – F – H = zero ("0"), if not revise.	0

II-5d. **U.S. shipments by form (Morocco).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of phosphate fertilizers from Morocco by form in 2019.

## Morocco

<b>Quantity (in short tons dry weight)</b>	
<b>Item</b>	<b>Calendar year</b>
	<b>2019</b>
<b>U.S. shipments:</b>	
In solid form (W)	
In liquid form (X)	

***RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantity reported for U.S. shipments in this question (i.e., lines W and X) in 2019 equal the quantity reported for U.S. shipments in question II-5a (i.e., lines D, F, and H) in 2019. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

<b>Reconciliation</b>	<b>Calendar year</b>
	<b>2019</b>
W + X – D – F – H = zero ("0"), if not revise.	0

II-6a. **U.S. imports from Russia.**—Report your firm’s imports and your firm’s shipments and inventories of phosphate fertilizers imported from Russia by your firm during the specified periods.

## Russia

Quantity (in short tons dry weight), value (in \$1,000)					
Item	Calendar years			January-March	
	2017	2018	2019	2019	2020
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption /</b> <b>including product shipped to</b> <b>your firm’s retail</b> <b>establishments :</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value.

<sup>3</sup> Identify your firm’s principal export markets: \_\_\_\_\_.

**II-6a. U.S. imports from Russia.—Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-March	
	2017	2018	2019	2019	2020
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

**II-6b. Channels of distribution: Russia.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Russia by channel of distribution during the specified periods.

## Russia

Item	Calendar years			January-March	
	2017	2018	2019	2019	2020
<b>Quantity (in short tons dry weight)</b>					
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To distributors/wholesalers (M)					
To retailers (N)					
To end users (O)					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-March	
	2017	2018	2019	2019	2020
M + N + O – D – F – H = zero ("0"), if not revise.	0	0	0	0	0



II-6c. **U.S. shipments by type (Russia).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of phosphate fertilizers from Russia by product type in 2019.

## Russia

<b>Quantity (in short tons dry weight)</b>	
<b>Item</b>	<b>Calendar year</b>
	<b>2019</b>
<b>U.S. shipments:</b>	
MAP (P)	
DAP (Q)	
NSP (R)	
TSP (S)	
NPS (T)	
NPK (U)	
Other <sup>1</sup> (V)	
<sup>1</sup> Please describe these products: _____.	

***RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantity reported for U.S. shipments in this question (i.e., lines P through V) in 2019 equal the quantity reported for U.S. shipments in question II-6a (i.e., lines D, F, and H) in 2019. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

<b>Reconciliation</b>	<b>Calendar year</b>
	<b>2019</b>
P + Q + R + S + T + U + V – D – F – H = zero ("0"), if not revise.	0

II-6d. **U.S. shipments by form (Russia).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of phosphate fertilizers from Russia by form in 2019.

## Russia

<b>Quantity (in short tons dry weight)</b>	
<b>Item</b>	<b>Calendar year</b>
	<b>2019</b>
<b>U.S. shipments:</b>	
In solid form (W)	
In liquid form (X)	

***RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantity reported for U.S. shipments in this question (i.e., lines W and X) in 2019 equal the quantity reported for U.S. shipments in question II-6a (i.e., lines D, F, and H) in 2019. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

<b>Reconciliation</b>	<b>Calendar year</b>
	<b>2019</b>
W + X – D – F – H = zero ("0"), if not revise.	0

II-7a. **Imports from all other sources.**—Report your firm’s imports and your firm’s shipments and inventories of phosphate fertilizers imported from **all other sources** by your firm during the specified periods.

## All other sources

**(list sources: \_\_\_\_\_)**

Quantity (in short tons dry weight), value (in \$1,000)					
Item	Calendar years			January-March	
	2017	2018	2019	2019	2020
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption /</b> <b>including product shipped to</b> <b>your firm’s retail</b> <b>establishments :</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value.

<sup>3</sup> Identify your firm’s principal export markets: \_\_\_\_\_.

**II-7a. Imports from all other sources.--Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-March	
	2017	2018	2019	2019	2020
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

**II-7b. Channels of distribution: All other sources.**-- Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from **all other sources** by channel of distribution during the specified periods.

## All other sources

Item	Calendar years			January-March	
	2017	2018	2019	2019	2020
<b>Quantity (in short tons dry weight)</b>					
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To distributors/wholesalers (M)					
To retailers (N)					
To end users (O)					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-March	
	2017	2018	2019	2019	2020
M + N + O – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

II-7c. **U.S. shipments by type (all other sources).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of phosphate fertilizers from all other sources by product type in 2019.

## All other sources

<b>Quantity (in short tons dry weight)</b>	
<b>Item</b>	<b>Calendar year</b>
	<b>2019</b>
<b>U.S. shipments:</b>	
MAP (P)	
DAP (Q)	
NSP (R)	
TSP (S)	
NPS (T)	
NPK (U)	
Other <sup>1</sup> (V)	
<sup>1</sup> Please describe these products: _____.	

**RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantity reported for U.S. shipments in this question (i.e., lines P through V) in 2019 equal the quantity reported for U.S. shipments in question II-7a (i.e., lines D, F, and H) in 2019. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

<b>Reconciliation</b>	<b>Calendar year</b>
	<b>2019</b>
P + Q + R + S + T + U + V – D – F – H = zero ("0"), if not revise.	0

II-7d. **U.S. shipments by form (all other sources).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports of phosphate fertilizers from all other sources by form in 2019.

## All other sources

Quantity (in short tons dry weight)	
Item	Calendar year
	2019
<b>U.S. shipments:</b>	
In solid form (W)	
In liquid form (X)	

***RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantity reported for U.S. shipments in this question (i.e., lines W and X) in 2019 equal the quantity reported for U.S. shipments in question II-7a (i.e., lines D, F, and H) in 2019. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Reconciliation	Calendar year
	2019
W + X – D – F – H = zero ("0"), if not revise.	0

II-8. **Transfers to related firms.**--If your firm reported transfers to related firms in any of the data tables in part II, please identify the firm(s) and indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary) and whether the transfers were priced at market value or by a non-market formula.

II-9. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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

Further information on this part of the questionnaire can be obtained from Cindy Cohen (202-205-3230, [cindy.cohen@usitc.gov](mailto:cindy.cohen@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	

**PRICE DATA**

III-2. This question requests quarterly quantity and value data for your firm's bulk commercial shipments to unrelated U.S. agricultural customers located in the New Orleans (NOLA) area. Data is request for shipments since January 1, 2017 of the following products your firm imported from Morocco and Russia:

**Product 1.**-- Standard-grade monoammonium phosphate (MAP), chemical formula  $NH_4H_2PO_4$ , granular, excluding high-purity MAP.

**Product 2.**-- Standard-grade diammonium phosphate (DAP), chemical formula  $(NH_4)_2(HPO_4)$ , granular.

**Please report only shipments for MAP and DAP, bulk (i.e., barge-load), selling point to New Orleans (NOLA) area, arm's-length customers, loaded-on-barge. Do not include shipments to customers outside the NOLA area.**

**Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts, rebates, or other allowances). If rebates are paid retroactively based on sales volume targets, base these deductions on estimates of rebates based on historical experience with customers.**

**Report shipments only to agricultural sector customers (exclude industrial or feed sector shipments).**

During January 2017-March 2020, did your firm import from Morocco or Russia and sell in bulk to unrelated U.S. agricultural customers in the NOLA area either of the above listed products?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	<b>No.</b> —Please explain below (e.g., no imports from Morocco and Russia, no sales of listed products, no sales to NOLA, no bulk sales, etc.). Then skip to question III-3.  _____

III-2a. **Price data (Morocco).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Morocco and sold by your firm in bulk to agricultural customers in the NOLA area.

## Morocco

Report data in short tons and actual dollars (not 1,000s).

<b>(Quantity in short tons dry weight, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2017:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2018:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2019:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2020:</b>				
January-March				

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered NOLA.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1:  
 Product 2:



III-2b. **Price data (Russia).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Russia and sold by your firm in bulk to agricultural customers in the NOLA area.

## Russia

Report data in **short tons** and **actual dollars** (not 1,000s).

<b>(Quantity in short tons dry weight, value in dollars)</b>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2017:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2018:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2019:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2020:</b>				
January-March				

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered NOLA.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1:  
 Product 2:

III-2c. **Price data checklist.**--Please check that the pricing data in question III-2(a) has been correctly reported.

Are the price data reported above:	<b>v if Yes</b>
In actual dollars ( <b>not</b> \$1,000) and short tons?	<input type="checkbox"/>
Include only shipments to NOLA area?	<input type="checkbox"/>
Bulk (i.e., barge-load), selling point to New Orleans (NOLA) area?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Include only agricultural sector sales?	<input type="checkbox"/>
Quantities do not exceed commercial shipments in questions II-5 and II-6 in each year?	<input type="checkbox"/>

III-2d. **Pricing data rebates.**—Does your firm give rebates to customers based on annual sales volume? If yes, please describe how such rebates were applied in your reported pricing data and indicate the average unit values of rebates excluded from pricing product values for 2019.

No	Yes	Describe how rebates applied in pricing data.	Rebates excluded from pricing data, 2019 (dollars per short ton)	
			MAP	DAP
<input type="checkbox"/>	<input type="checkbox"/>			

III-2e. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.*

III-3. **Price setting.**—

(a) How does your firm determine the prices that it charges for sales of phosphate fertilizers (*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"/>	

(b) Does your firm refer to prices published in trade publications (e.g., Argus, CRU, Green Markets) in determining selling prices for phosphate fertilizers?

No	Yes	If yes, please describe how your firm's price indexing works including: 1. trade publications referenced, 2. formulas used, 3. whether formulas differ by customer, 4. whether prices can change between shipment and delivery, and 5. approximate percent of sales with price indexing.
<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Rebates	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
If your firm provides rebates to customers for phosphate fertilizer sales, please explain how rebates are determined and when they are paid to the customer. _____					

III-5. **Pricing terms.**--On what basis are your firm's prices of imported phosphate fertilizers from Morocco or Russia usually quoted (*check one*)?

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of phosphate fertilizers imported from Morocco and/or Russia in 2019 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2019 sales	%	%	%	%	0.0 %

III-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for phosphate fertilizers imported from Morocco and/or Russia (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs <sup>1</sup>	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<sup>1</sup> Please identify the indexes used: _____.				

III-8. **Lead times.**--What is your firm's share of sales of phosphate fertilizers imported from Morocco and/or Russia from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of phosphate fertilizers?

Source	Share of 2019 sales	Lead time (Average number of days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-9. **Shipping information.**—

- (a) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser *(check one)*
- (b) When your firm sells phosphate fertilizers imported from Morocco and/or Russia, from where is it shipped?  
 Point of importation     Storage facility *(check one)*
- (c) Indicate the approximate percentage of your firm's sales of phosphate fertilizers imported from Morocco and/or Russia that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold phosphate fertilizers imported from subject countries since January 1, 2017 (check all that apply)?

Geographic area	Morocco	Russia
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, and VI.	<input type="checkbox"/>	<input type="checkbox"/>

III-11. **Inland transportation costs.**—What is the approximate percentage of the cost of phosphate fertilizers imported from Morocco and/or Russia that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

III-12. **End uses.**--List the end uses of the phosphate fertilizers that your firm imports. For each end-use product, what percentage of the total cost is accounted for by phosphate fertilizers and other inputs?

End-use product	Share of total cost of end-use product accounted for by		Total (should sum to 100.0% across)
	Phosphate fertilizers	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

III-13. **Substitutes.**--Can other products be substituted for phosphate fertilizers?

No                       Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for phosphate fertilizers?		
		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-14. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for phosphate fertilizers has changed since January 1, 2017. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of phosphate fertilizers since January 1, 2017?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Conditions of competition.**—

(a) Is the phosphate fertilizers market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to phosphate fertilizers?

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question III-17.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for phosphate fertilizers since January 1, 2017?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply phosphate fertilizers since January 1, 2017 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Raw materials.**--How have phosphate fertilizers raw material prices changed since January 1, 2017?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for phosphate fertilizers.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Interchangeability.**--Is phosphate fertilizers 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 O 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

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

Country-pair	Morocco	Russia	Other countries
United States			
Morocco	X		
Russia	X	X	
For any country-pair producing phosphate fertilizers that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:			



III-20. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between phosphate fertilizers 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 O 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

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

Country-pair	Morocco	Russia	Other countries
United States			
Morocco			
Russia			
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 phosphate fertilizers, identify the country-pair and report the advantages or disadvantages imparted by such factors:			

III-21. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for phosphate fertilizers since January 1, 2017. Indicate the share of the quantity of your firm's total shipments of phosphate fertilizers that each of these customers accounted for in 2019.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2019 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

III-22. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

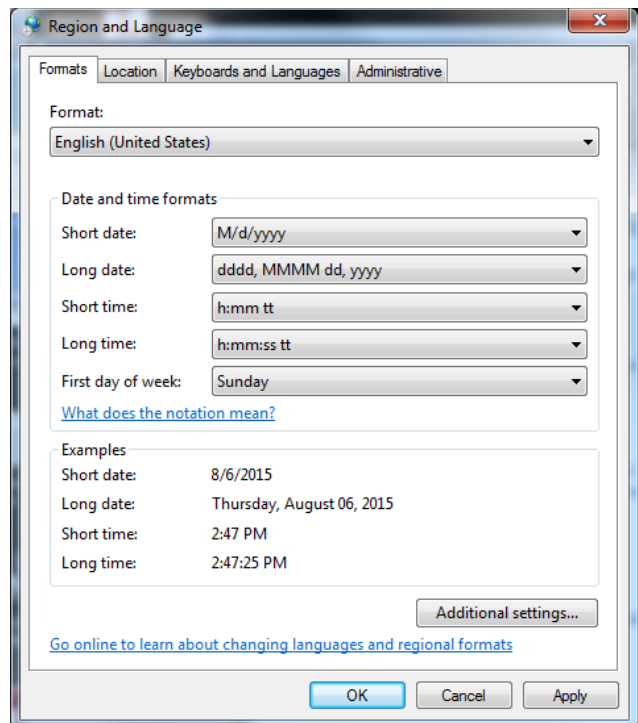
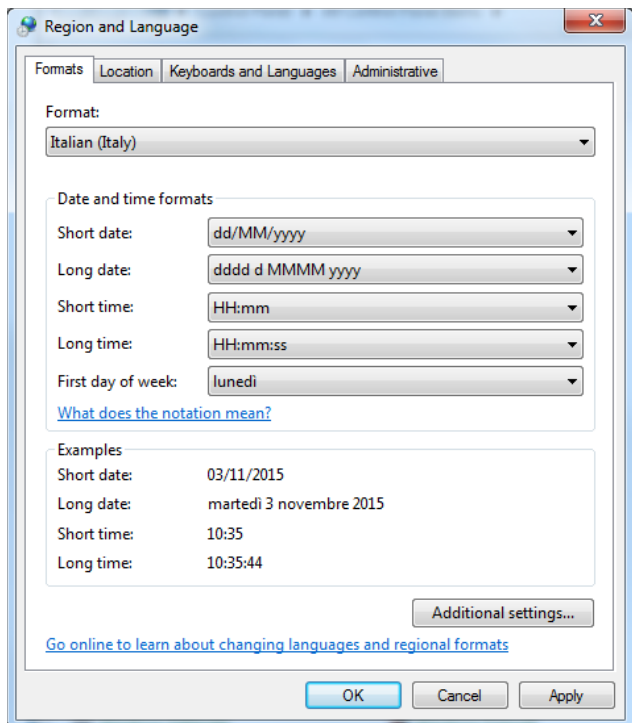
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The U.S. International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the questionnaire. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[https://usitc.gov/investigations/701731/2020/phosphate\\_fertilizers\\_morocco\\_and\\_russia/preliminary.htm](https://usitc.gov/investigations/701731/2020/phosphate_fertilizers_morocco_and_russia/preliminary.htm).

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/>      **Pin:** **FERT**

- **E-mail.**—E-mail the MS Word questionnaire to [calvin.chang@usitc.gov](mailto:calvin.chang@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm did not import this product,** please fill out page 1, print, sign, and submit a scanned copy to the Commission.

***Parties to this proceeding.***—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.