#### FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

#### SOLID UREA FROM RUSSIA AND UKRAINE

#### This questionnaire must be received by the Commission by no later than August 5, 2011

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 orders concerning solid urea from Russia and Ukraine (Inv. Nos. 731-TA-340-E and 340-H (Third Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

	m	
Address		
World Wide	e Web address	
Has your firm January 1, 200	produced or exported solid urea (as defined in the instruction booklet) at <b>any time</b> since 05?	
□ NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)	
☐ YES	(Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)	
	CERTIFICATION	
that the informa		
	ition herein supplied in response to this questionnaire is complete and correct to the best of my Ind that the information submitted is subject to audit and verification by the Commission.	knowledg
ef and understand as of this certific ion provided in		to use the
ef and understand is of this certification provided in the dot the Commission, its employed thing the records on the records on	nd that the information submitted is subject to audit and verification by the Commission.  Scation I also grant consent for the Commission, and its employees and contract personnel, this questionnaire and throughout this proceeding in any other import-injury proceedings	to use the or review.  sed by the veloping of audits and
ef and understand is of this certification provided in the dot the Commission, its employed thing the records on the records on	that the information submitted is subject to audit and verification by the Commission.  Secation I also grant consent for the Commission, and its employees and contract personnel, this questionnaire and throughout this proceeding in any other import-injury proceedings is sion on the same or similar merchandise.  Sometion submitted in this questionnaire response and throughout this proceeding may be the ess, and contract personnel who are acting in the capacity of Commission employees, for defect of this proceeding or related proceedings for which this information is submitted, or in internal the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understating non-disclosure agreements.	to use th or review ased by th veloping o audits an
ef and understand is of this certification provided in the dot the Commission, its employe sion, its employe sing the records of the personnel will signal	that the information submitted is subject to audit and verification by the Commission.  Secation I also grant consent for the Commission, and its employees and contract personnel, this questionnaire and throughout this proceeding in any other import-injury proceedings is sion on the same or similar merchandise.  Sometion submitted in this questionnaire response and throughout this proceeding may be the ess, and contract personnel who are acting in the capacity of Commission employees, for defect of this proceeding or related proceedings for which this information is submitted, or in internal the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understating non-disclosure agreements.	to use the or review, ased by the veloping o

#### 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 <a href="mailto:nathanael.comly@usitc.gov">nathanael.comly@usitc.gov</a> or via the other submission options described in the instruction booklet.

I-1a.		ease report below the act e reply to this questionna			the cost to your
				hours	dollars
I-1b.	questionnaire in gene	Te are interested in any ceral or the clarity of specific gov or via the other state.	cific questions. Pleas	se send such c	comments to
I-2.	questionnaire (see pa	eredProvide the name age 3 of the instruction be se specify the stock excl	ooklet for reporting	guidelines). l	
I-3.	☐ No—Please prov your firm's ☐ Yes—Please pro	id your firm export solic ride the following inform solid urea since 2005. vide the following inform d urea since 2005.	nation for the FIVE	largest <b>expor</b>	t purchasers of
No.	Importer's name	Contact person	E-mail address	Telephone number	Share of your 2010 exports (%)
1					
2					
3					
4					
5					

# PART I.--GENERAL INFORMATION--Continued

have any plan	<b>tion</b> Does your firm or any related firm produce, have the capability to produce, on ns to produce solid urea in the United States or other countries?
☐ No	YesPlease name the firm(s) and country(ies) below and, if U.S. producer(s) ensure that they complete the Commission's producer questionnaire (contact Nathanael Comly 202-205-3174, nathanael.comly@usitc.gov) for copies of that questionnaire).
	ationDoes your firm or any related firm import or have any plans to import solid United States?
☐ No	YesPlease name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Nathanael Comly
	202-205-3174, nathanael.comly@usitc.gov) for copies of that questionnaire).
business plan	

## PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Nathanael Comly (nathanael.comly@usitc.gov, 202-205-3174). **Supply all data requested on a <u>calendar-year</u> basis**.

Name:	Title:
E-mail:	Telephone: ()
	Fax: ()
Changes in operationsPlease indichanges in relation to the production	cate whether your firm has experienced any of the following solid urea since January 1, 2005.
(check as many as appropriate)	(please describe, including date and change in annual production/capacity)
plant openings	
plant closings	
relocations	
expansions	
acquisitions	
consolidations	
prolonged shutdowns or importation curtailments	
revised labor agreements	

	business plans or issue. In the table	clying assumption other supporting e below provide urea, by form (i	e, and significance of his, along with relevant documentation that a projections of your in 1,000 short tons (c	nt portions of ddress this rirm's cap
	Quantity (in 1,000 sho	rt tons (dry, 100-pe	ercent urea basis))	
Item	Gran		Pril	
<b>.</b>	2011	2012	2011	2012
Russia Ukraine				
anticipate any change question II-2) relating	es in operations in the es in the character of yes to the production of sussia and/or Ukraine w	our operations or solid urea in the f ere to be revoked	organization (as liste uture if the antidump	ed above in oing duty or

	Same equipment and anticipate producing in the production of solid	n the future, o							1
	□ No □ Y	esList the for production the period	n capacity	and produ					1
	<b>Product</b>		<b>Period</b>		Basis for	allocatio	n of capa	city data	
	Solid urea								_
									_
II-5b.	Capacity and production of solic (as reported above in	id urea and oth	ner product ) in the per	ts produce riods and	ed on the s countries i	ame equip ndicated.			
	<u> </u>	tuantity (#1 1,000	o snort tons		dar year	a Dasis))		Januar	v-June
	Item	2005	2006	2007	2008	2009	2010	2010	2011
ranular	capacity								
	capacity tion of:								
	tion of:								
Solid Other	tion of: Urea product 1:								
Solid Other	tion of: Urea product 1: product 2:	-							
Solid Other Other	tion of: Urea product 1: product 2:	-							
Solid Other Other rill capa Produc	tion of: Urea product 1: product 2: city tion of:	-							
Solid Other Other rill capa Product Solid	tion of: Urea product 1: product 2: city tion of: Urea	-							
Solid Other Other rill capa Product Solid Other	tion of: Urea product 1: product 2: city tion of:	-							

prod	duction shifting ucts in respondences, using the	se to a relat	ive change	e in the pr	ice of solid				
	No [		olved in s	witching,	r products and the mi production	nimum re	lative pric	e change	
repre	re of salesWesented by sale	es of solid u	rea?	Pe	ercent			·	
solic	urea in the U		(not inclu	iding inve	ntories hel	d by firm	s identifie	d in quest	
	NO L							Delow.	
		Quanti	ty ( <i>in 1,000</i>		dar year	ercent ure	a basis)	Janua	rv. lu
	Item	2005	2006	2007	2008	2009	2010	2010	20
Inve	entory								
<b>Bar</b> (a)	example, a	firm's expor antidumping barriers) in	g or count	ervailing c	luty findin	gs or rem	edies, tarit		
	☐ No	Y			s(s), count he type of	•	e year eac		
	Pr	oduct		Cou	untry	Year in	nposed	Barrier give	(if ta rate

☐ No Produ	<del></del>	Country	Type of proceeding.  Type of proceeding
		your sales of solid ur	the United States) that you have a since 2005. Please identify
			nificance of the existing
antidumping duty ordereffect on your firm's p	ers covering impor production capacity or markets, and inv	ts of solid urea from y, production, home r entories. You may w	nificance of the existing Russia and Ukraine in terms o narket shipments, exports to the vish to compare your firm's
antidumping duty orde effect on your firm's punited States and other operations before and   Anticipated changes production capacity, p	ers covering import production capacity or markets, and invafter the imposition of t	ts of solid urea from y, production, home rentories. You may wn of the orders. Would your firm an arket shipments, expoduction of solid urea	Russia and Ukraine in terms of narket shipments, exports to the vish to compare your firm's sticipate any changes in its ports to the United States and of a in the future if the antidumpi

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

II-14a. Trade data (Russia).--Does your firm produce solid urea in Russia?

☐ NoSkip to question II-15a		YesReport production capacity, production, shipments, and inventories of solid urea produced by your firm in Russia during the specified periods. (See definitions in the instruction booklet.)								
		Ru	ssia							
Quantity (in 1,000 s	hort tons	s (dry, 100-percent urea basis)), and value (in \$1,000								
ltem -	2225	Calendar year						January-June		
A	2005	2006	2007	2008	2009	2010	2010	2011		
Average production capacity <sup>1</sup> (A)										
Beginning-of-period inventories (B)  Production <sup>2</sup> (C)										
Home market shipments:										
Internal consumption/transfers  quantity (D)										
Commercial shipments quantity (E)										
value (F)										
Export shipments: to the United States: <sup>3</sup> quantity (G)										
value (H)										
to the European Union: <sup>4</sup> quantity (I)										
value (J)										
to Latin America: <sup>5</sup> quantity (K)										
value (L)										
to Asia: <sup>6</sup> <i>quantity</i> (M)										
value (N)										
to all other markets: <sup>7</sup> quantity (O)										
value (P)										
Total exports (quantity) (Q)										
Total shipments (quantity) (R)										
The production capacity (see definition weeks per year. Please describe	ons in ins	struction boo	oklet) repo	rted is base	ed on opera	ating ity_and exp	hours per	week,		
reported capacity.		- 35.59, 400		p. 0000		,, a.ia on	311, 01			
<sup>2</sup> Please estimate the percentage of t 2010: Percent <sup>3</sup> Please estimate the percentage of t exports in 2010: Percent <sup>4</sup> Identify your principal <i>European Un</i> <sup>5</sup> Identify your principal <i>Latin America</i> <sup>6</sup> Identify your principal <i>Asian</i> export	otal expori ion export an export markets:	orts to the U	nited State	s of solid u	rea in Rus	sia accoun	ted for by y	our firm's		
<sup>7</sup> Identify your principal <i>other</i> export r	narkets:									

II-14b. <u>Trade data – Shipments by form (Russia).--</u> Report your firm's shipments (as reported above in question II-14a) of solid urea produced by your firm in Russia, by form, during the specified periods.

				Calend	ar year			Janua	ry-June
Ite	em	2005	2006	2007	2008	2009	2010	2010	2011
Home market	shipments of:				•				
Granules									
Prills:									
Other solid	urea:2								
Export shipme	ents of:			•					
Granules									
Prills:									
Other solid	urea:2								
	The sum of exp reported above  No—Please	in question	n 14a. Do	the data re	ported rec	oncile?			
[-14c. <b><u>Recor</u></b>	necify:	rade data	·—			reconcile :	as follows	s in each i	period (i.
·	•	rade data ies reporte imn):	.— ed in ques	stion II-14	a should 1		as follows	s in each p	period (i.
I-14c. <u><b>Recor</b></u>	The quantiti in each colu	ies reporte imn): ion: B+0	.— ed in ques C – D – E	stion II-14	a should 1		as follows	s in each p	period (i.
I-14c. <u><b>Recor</b></u>	The quantiti in each colu	ies reporteumn): ion: B + 0	.— ed in ques C – D – E	stion II-14 E – G – I –	a should 1		as follows	s in each p	period (i.
I-14c. <u><b>Recor</b></u>	The quantiti in each colu  Reconciliati  Do these da	ies reporteumn): ion: B + 0	.— ed in ques C – D – E	stion II-14 E – G – I –	a should 1		as follows	s in each p	period (i.
I-14c. <u><b>Recor</b></u>	The quantiti in each colu  Reconciliati  Do these da	ies reporte ienn):  ion: B + 0  ta reconci  untitie	ed in ques  C – D – E  ile?  IoPlease  s reported reported	e explain:	a should i  K – M-O  f-period isequent c	nventorie	s should e	equal the	beginnin

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

II-15a. Trade data (Ukraine).--Does your firm produce solid urea in Ukraine?

☐ NoSkip to Part III		YesReport production capacity, production, shipments, and inventories of solid urea produced by your firm in Ukraine during the specified periods. (See definitions in the instruction booklet.)							
		Ukı	raine						
Quantity (in 1,000 s	1,000 short tons (dry, 100-percent urea basis)), and value (in \$1,00						1		
Item	Calendar year							January-June	
Average manderation conscitut (A)	2005	2006	2007	2008	2009	2010	2010	2011	
Average production capacity <sup>1</sup> (A)									
Beginning-of-period inventories (B) Production <sup>2</sup> (C)									
` '									
Home market shipments: Internal consumption/transfers quantity (D)									
Commercial shipments quantity (E)									
value (F)									
Export shipments: to the United States: <sup>3</sup> quantity (G)									
value (H)									
to the European Union: <sup>4</sup> quantity (I)									
value (J)									
to Latin America: <sup>5</sup> <i>quantity</i> (K)									
value (L)									
to Asia: <sup>6</sup> <i>quantity</i> (M)									
value (N)									
to all other markets: <sup>7</sup> quantity (O)									
value (P)									
Total exports (quantity) (Q)									
Total shipments (quantity) (R)									
End-of-period inventories (S)									
The production capacity (see definit weeks per year. Please describe reported capacity.									
<sup>2</sup> Please estimate the percentage of 2010: Percent <sup>3</sup> Please estimate the percentage of exports in 2010: Percent <sup>4</sup> Identify your principal European Ur <sup>5</sup> Identify your principal Latin Americated Identify your principal Asian export	total export nion export an export r markets:	rts to the U markets: markets:	nited State	es of solid u	rea in Rus	sia account	ted for by y	rour firm's	
<sup>7</sup> Identify your principal other export	markets:								

II-15b. <u>Trade data – Shipments by form (Ukraine)</u>.-- Report your firm's shipments (as reported above in question II-14a) of solid urea produced by your in Ukraine, by form, during the specified periods.

				Calend	lar year			Janua	ry-June
Ite	em	2005	2006	2007	2008	2009	2010	2010	2011
Home market : Granules	shipments of:								
Prills:									
Other solid	urea:2								
Export shipme Granules	ents of:								
Prills:									
Other solid	urea:² rket shipments (								
shipments (Q) ı	The sum of expore above No—Please	in questior	15a. Do	the data re	ported rec	oncile?		ual total ex	eport
<sup>2</sup> Please sp	ecify:								
	n each colu  Reconciliati  Do these dat  Yes.	on: B + 0			K – M -0	O = S			
(b)	Further, the of-period in should equal year?	ventories l line B o	reported	in the sub 06). Do th	sequent ca	alendar ye	ear ( <i>i.e.</i> , li	ne S of y	ear 2005

## PART III.--MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Samantha Warrington (202-205-2088, samantha.warrington@usitc.gov).

III-1.	<u>Contact information (market factors)</u> Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information requested in Part III.					
	Name:		Title:			
	E-mail	l:	_ Telephon	e: <u>(</u> )		
			Fax: (	)		
III-2.	<u>Contract versus spot.</u> Approximately what share of your firm's sales of solid urea to U.S. customers in 2010 was on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?					
		Type of sale	Share of sale	s (percent)	!	
		Long-term contracts		%		
		Short-term contracts		%		
		Spot sales		%		
III-3.	<u>Long-term contact provisions.</u> If you sell solid urea to U.S. customers on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.					
	(a)	What is the average duration of a contract	:?			
	(b)	Can prices be renegotiated during the con	tract period?	Yes	☐ No	
	(c)	Does the contract fix quantity, price, or bo	oth? 🗌 Quant	ity 🔲 P	rice 🔲	Both
	(d)	Does the contract have a meet or release p	provision?	Yes	☐ No	
III-4.	<u>Short-term contract provisions.</u> If you sell solid urea to U.S. customers on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.					
	(a)	What is the average duration of a contract	?			
	(b)	Can prices be renegotiated during the con	tract period?	Yes	☐ No	
	(c)	Does the contract fix quantity, price, or bo	oth? 🗌 Quant	ity 🔲	Price	Both
	(d)	Does the contract have a meet or release p	provision?	Yes	☐ No	

## PART III.--MARKET FACTORS--Continued

	<u>Source</u>	Share of sales in 2010	<u>Lead time</u>
From i	nventory	%	days
Produc	ced to order	%	days
Total		100 %	
Raw m	aterials.—		
(a)	To what extent hav prices for solid ure	ve changes in the prices of raw materia since 2005?	als affected your firm's sel
(b)		changes in your raw material costs in  Yes—Please explain.	the foreseeable future?
supply ( product product	e.g., changes in avaion capacity and/or	ng supplyHave any changes occur ailability or prices of energy or labor; methods of production; technology; hat affected the availability of Russia ce 2005?	transportation conditions; export markets; or alternati

## PART III.--MARKET FACTORS--Continued

III-8.	Availability of SUBJECT import supply						
	(a)	Do you anticipate any changes in terms of the availability of Russian- or Ukrainian-produced solid urea 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 per and the impact of such changes on shipment volumes and prices.					
III-9.	U.S. m other sa tariffs,	et shiftingDescribe how easily your firm can shift its sales of solid urea between the arket and alternative country markets. In your discussion, please describe any contracts, ales arrangements, or other constraints (including any third-country trade barriers such as quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting rea between the U.S. and alternative country markets within a 12-month period.					
III 10	Produc	et changes					
111-10.	<u>Product changes</u> .—						
	(a)	Is the product range, product mix, or marketing of solid urea in your home market different from that of solid urea for export to the United States or to third-country markets?					
	□ No	☐ Yes—Please explain.					
	(b)	Have there been any significant changes in the product range, product mix, or marketing of solid urea in your home market, for export to the United States, or for export to third-country markets since 2005?					
	□ No	YesPlease describe.					

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

III-11.	marketing		ne market, for exports to th	n the product range, product mix, or e United States, or for exports to
	☐ No	YesPlease ide	entify, including the time pe	eriod.
III-12.	Substitute	es.—Are there any nonsu	abject products that may be	substituted for solid urea?
	☐ No	Yes—Please fill in	the following table.	
	ostitute oduct	Applications/end uses in which this product can be substituted for urea	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 of solid urea since January 1, 2005?
1				☐ No ☐ Yes Please explain
2				☐ No ☐ Yes Please explain
3				No Yes Please explain
Additi	onal comm	ents regarding substitute	products:	

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

III-13.	<u>Changes in substitutes.</u> Have there been any changes in the number or types of products that can be substituted for solid urea since 2005?						
	☐ No ☐ YesPlease explain.						
III-14.	Anticipated changes in substitutesDo you anticipate any changes in terms of the substitutability of other products for solid urea in the future?						
	☐ No ☐ YesPlease describe.						
III-15.	InterchangeabilityIs the solid urea produced by your firm and sold in its home market interchangeable ( <i>i.e.</i> , can be used in the same applications) with your firm's solid urea sold to the United States and/or to third-country markets?						
	Yes NoIdentify the market(s) and any differences in the products.						
III-16.	<u>End uses.</u> Describe the end uses of the solid urea that you manufacture and sell to your home market. If these end uses differ from those of the solid urea you sell to the U.S. market or to third-country markets, explain.						
	<u>,                                      </u>						

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

III-17.	. <u>Changes in end uses</u> Have there been any changes in the end uses of solid urea since 2005?					
	□ No □ Ye	sPlease describe.				
III-18.	Anticipated changes is solid urea in the future		ou anticipate an	y changes in t	erms of the end	l uses of
	□ No □ Ye	sPlease describe.				
III-19.	Demand trendsHow principal factors affect			anged since Ja	nuary 1, 2005	? What
	D 1:	Increased	No change	Decreased	Fluctuated	<u>Unknown</u>
	Demand in: Your home market The United States					
	Other markets					

## PART III.--MARKET FACTORS--Continued

III-20. <u>Anticipated demand trends.--</u> How do you anticipate demand will change for solid urea? What principal factors that will affect these changes in demand?

		<u>Increase</u>	No change	<u>Decrease</u>	<u>Fluctuate</u>	<u>Unknown</u>
	Demand in 2011 and 2012 in: Your home market The United States Other markets					
		Increase	No change	<u>Decrease</u>	Fluctuate	Unknown
	Demand after 2012 in: Your home market The United States Other markets  Factors (2011 and 2012):					
III-21.	Price differencesPlease comp States, and third-country market	oare market pri				United
III-22.	Description of home marketnumber of, and competition between			narket for solid	l urea, includi	ng the

## PART III.--MARKET FACTORS--Continued

III-23.	<u>Import competition</u> Do you face competition from imports of solid urea in your home market?				
	No YesPlease identify the country your home market.	sources of any imports of solid urea into			
III-24.					
	24. Market studiesPlease provide as a separate attac				
	that you are aware of that quantify and/or otherwise production capacity and capacity utilization) and de other major producing/consuming countries, includ whole. Of particular interest is such data from 2005	emand in (1) the United States, (2) each of the ing Russia and Ukraine, and (3) the world as a			