

PURCHASERS' QUESTIONNAIRE
UREA AMMONIUM NITRATE SOLUTIONS FROM BELARUS, RUSSIA, AND UKRAINE

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than November 8, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning urea ammonium nitrate solutions (UAN) from Belarus, Russia, and Ukraine (invs. Nos. 731-TA-1006, 1008, and 1009 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Gerry Benedick (202-205-3244).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased UAN (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 1999?

- 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, sign the certification, and return the entire questionnaire to the Commission)

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 understands that the information submitted is subject to audit and verification by the Commission.

By signing 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/these investigation(s) in any other import-injury investigation(s) conducted by the Commission on same or similar merchandise. (If you do not consent to such use, please note the certification accordingly).

I acknowledge that information submitted in this questionnaire response and throughout this/these investigation(s) 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/these investigation(s) or related proceedings for which this information is submitted, or in internal audits and investigations 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.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____ () _____
Phone Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

Please attach additional pages of discussion as needed to any question in this questionnaire; note the question number next to any such additional discussion.

I-1. 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-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-5 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

No Yes--List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Extent of ownership</u> |
|------------------|----------------|----------------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing UAN from Belarus, Russia, and/or Ukraine into the United States or which are engaged in exporting UAN from Belarus, Russia, and/or Ukraine to the United States?

No Yes--List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------|----------------|--------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of UAN?

No Yes--List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------|----------------|--------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

I-6. Which of the following best describes your firm as a purchaser of UAN (check all that apply, noting the specific end uses if known)?

- Distributor _____
- Dealer/retailer _____
- Broker/trader _____
- End user (includes those that use UAN to produce a downstream product for subsequent sale) _____
- Other (specify _____) _____

I-7. If your firm is a distributor, dealer/retailer, or otherwise resells UAN, what are the major types of customers to which you sell UAN?

I-8. a) Please explain below the terms describing when UAN is applied--pre-emergent use, top-dressing, and side-dressing. Also identify, if known, the order of descending total annual use of UAN in the United States in each of these applications and the principal crops that use most intensively each of these UAN applications.

PART I.--GENERAL QUESTIONS--Continued

I-8. b) Please estimate below, to the extent possible, the approximate share of total annual U.S. UAN consumption (in terms of short tons of contained nitrogen) that is applied with sprayer booms (attached to tanks of UAN) and applied through irrigation systems. If any other application methods/types of equipment are used, also indicate their share(s). If not known for the entire U.S. market, please estimate as an alternative, to the extent possible, such shares for the area that you sell to (identify the states that encompass the area for which you report).

I-9. To determine whether the "captive consumption" provision applies, the Commission needs the following information, if known, from purchasers that are end users:

Respond to this question only if your firm indicated earlier in this questionnaire that it was an end user of UAN.

Please indicate your principal end use (e.g., growing corn) for the U.S.-produced UAN that you purchased in 2001, the amount of U.S.-produced UAN your firm used in that end use, and the approximate share (in percent) of your raw material cost that the UAN accounted for in the production of that end-use product. Please also indicate the percentage of the raw material cost of all your end-use products combined in 2001 in which U.S.-produced UAN was used.

| | Quantity of U.S.- produced UAN used in 2001 (Short tons of equivalent 32-percent nitrogen content) | U.S.-produced UAN cost share of total cost (Percent) |
|----------------------------|---|---|
| Principal end-use product: | _____ | _____ |
| All of your end uses: | _____ | _____ |

PART II.--PURCHASES

II-1. a) Report, as indicated below, your firm's purchases of U.S.-produced UAN DIRECTLY FROM U.S. PRODUCERS and purchases of imported UAN DIRECTLY FROM IMPORTERS OR IMPORTED DIRECTLY BY YOUR FIRM; *all other UAN purchases are requested in the table on the following page.* Complete a separate page for each specified nitrogen content of UAN. Report delivered values to your firm's U.S. distribution/warehouse locations. ***Check the specific nitrogen concentration of UAN for which you report and copy this table as needed to report for each applicable nitrogen concentration of UAN.***

" 32 % UAN " 28 % UAN " 30 % UAN " Other (_____)

| (Quantity in short tons of contained nitrogen, delivered value in dollars) | | | | |
|--|-------------|-------------|-------------|------------------------|
| Purchases of UAN produced in--- | 1999 | 2000 | 2001 | Jan.-Sept. 2002 |
| UNITED STATES: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| BELARUS: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| RUSSIA: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| UKRAINE: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| BELARUS, RUSSIA, and/or UKRAINE:¹ | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| OTHER COUNTRIES:² | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| ALL OTHER:³ | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| <p>¹ Report your purchase volume here <u>only</u> if you believe the UAN source was <u>only</u> one or more of these countries, but you do not know specific-country quantities.</p> <p>² Non-subject foreign countries for which you have specific-country quantities. Please identify below the other countries:</p> | | | | |
| <p>³ Includes purchases of commingled and other UAN where countries of origin are not precisely known and/or specific-country quantities of non-subject countries are unknown.</p> | | | | |

PART II.--PURCHASES--Continued

II-1. b) Report, as indicated below, your firm's purchases of U.S.-produced UAN FROM SUPPLIERS OTHER THAN U.S. PRODUCERS and purchases of imported UAN FROM SUPPLIERS OTHER THAN IMPORTERS OR YOUR DIRECT IMPORTS; UAN purchased directly from U.S. producers and importers or imported by your firm were requested in the table on the previous page. Complete a separate page for each specified nitrogen content of UAN. Report delivered values to your firm's U.S. distribution/warehouse locations. **Check the specific nitrogen concentration of UAN for which you report and copy this table as needed to report for each applicable nitrogen concentration of UAN.**

" 32 % UAN " 28 % UAN " 30 % UAN " Other (_____)

| (Quantity in short tons of contained nitrogen, delivered value in dollars) | | | | |
|---|-------------|-------------|-------------|------------------------|
| Purchases of UAN produced in--- | 1999 | 2000 | 2001 | Jan.-Sept. 2002 |
| UNITED STATES: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| BELARUS: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| RUSSIA: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| UKRAINE: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| BELARUS, RUSSIA, and/or UKRAINE:¹ | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| OTHER COUNTRIES:² | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| ALL OTHER:³ | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| ¹ Report your purchase volume here <u>only</u> if you believe the UAN source(s) was <u>only</u> one or more of these countries, but you do not know specific-country quantities. ² Non-subject countries for which you have country-specific quantities. Please identify below the other countries: ³ Includes purchases of commingled and other UAN where countries of origin are not precisely known and/or specific-country quantities of non-subject specific countries are unknown. | | | | |

PART II.--PURCHASES--Continued

II-2. a) Report, as indicated below, the quantity of your firm's U.S. ending inventories of UAN owned by your firm, by country of origin. Complete a separate page for each specified nitrogen content of UAN. *Check the specific nitrogen concentration of UAN for which you report and copy this table as needed to report for each applicable nitrogen concentration of UAN.*

" 32 % UAN " 28 % UAN " 30 % UAN " Other (_____)

| (Quantity in short tons of contained nitrogen) | | | | |
|---|------|------|------|------|
| Inventories of UAN produced in--- | 1999 | 2000 | 2001 | 2002 |
| UNITED STATES: | | | | |
| <i>January 1--</i> | | | | |
| <i>July 1--</i> | | | | |
| BELARUS: | | | | |
| <i>January 1--</i> | | | | |
| <i>July 1--</i> | | | | |
| RUSSIA: | | | | |
| <i>January 1--</i> | | | | |
| <i>July 1--</i> | | | | |
| UKRAINE: | | | | |
| <i>January 1--</i> | | | | |
| <i>July 1--</i> | | | | |
| BELARUS, RUSSIA, and/or UKRAINE:¹ | | | | |
| <i>January 1--</i> | | | | |
| <i>July 1--</i> | | | | |
| OTHER COUNTRIES:¹ | | | | |
| <i>January 1--</i> | | | | |
| <i>July 1--</i> | | | | |
| ALL OTHER:² | | | | |
| <i>January 1--</i> | | | | |
| <i>July 1--</i> | | | | |
| ¹ Report your purchase volume here <u>only</u> if you believe the UAN source(s) was <u>only</u> one or more of these countries, but you do not know specific-country quantities. ² Non-subject countries for which you have country-specific quantities. Please identify below the other countries: <hr/> ³ Includes purchases of commingled and other UAN where countries of origin are not precisely known and/or specific-country quantities of non-subject specific countries are unknown. | | | | |

PART II.--PURCHASES--Continued

II-2. b) Report, as indicated below, the quantity of your firm's total U.S. inventory tank capacity for all UAN owned by your firm (combine all countries of origin and all nitrogen content UAN products), based on its actual UAN inventory product mix as reported in II-2a. Include in your inventory capacity, for the specific dates shown, capacity that was owned and leased by your firm as permanent and temporary storage tank capacity.

| (Quantity in short tons of contained nitrogen) | | | | |
|---|-------------|-------------|-------------|-------------|
| U.S. inventory capacity of UAN | 1999 | 2000 | 2001 | 2002 |
| <i>January 1--</i> | | | | |
| <i>July 1--</i> | | | | |

Because tanks may be filled and emptied more than once during a calendar year, please report below your firm's average "throughput" (e.g., 2 times) for its inventory (storage) capacity in the course of a year. Throughput of 2 indicates that your firm's storage tanks are filled and emptied twice during the year, a throughput of 3 indicates that your firm's storage tanks are filled and emptied three times during the year, etc.

c) Please explain how your firm generally decided the volumes and nitrogen contents of UAN to purchase during January 1999-September 2002. Include in your discussion any limits on your firm's storage capacity (including tank capacity and throughput) for UAN as an upper bound for purchases and indicate how long your firm generally kept its UAN in inventory storage before shipping it to its customers.

d) At what time(s) of the year, for each level of the U.S. distribution system for UAN, are U.S. storage facilities of U.S. suppliers generally filled to their highest levels?

U.S. producers and importers: _____

Distributors: _____

Dealers/retailers: _____

Other (specify _____): _____

PART II.--PURCHASES--Continued

II-2. e) Did your firm have (through ownership or lease) U.S. distribution terminals, warehouses, or other such holding facilities from which its purchased UAN was shipped for resale to unrelated customers during January 1999-September 2002? Yes ____ No ____ (Check one)

If yes—

Please report for each such U.S. warehouse/terminal/facility, (1) the location (city and state), (2) your total annual holding capacity (include throughput) at each such location, (3) the UAN country(ies) of origin shipped through these terminals and U.S. transportation mode(s) used to ship your purchased UAN to these facilities during January 1999-September 2002. Copy this table as needed.

| Terminal location (city and state) | Annual holding capacity (short tons of contained nitrogen) ¹ | UAN country-of-origin and transportation mode ² | | |
|------------------------------------|---|--|-------------------------|---------------|
| | | United States | Belarus/Russia/Ukraine/ | Other imports |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

¹ Base capacity on the mix of UAN products you reported in II-2(a).

² For imports, list each country of origin and next to each country identify in parentheses () the mode of transportation used to ship the UAN to your terminal location—truck (T), rail (R), barge (B), or some combination of these modes.

PART II.--PURCHASES--Continued

II-2. f) Please report below for your largest-capacity U.S. UAN terminal (as shown on the previous page), to the extent possible, the total quantity (short tons of contained nitrogen) of UAN shipped during January 1999-September 2002, by U.S.-produced and subject imported country of origin, to its largest-volume destination state for its total UAN sales from this terminal during this period. Also report the mode(s) of transportation to ship the UAN.

City and state location of your largest-capacity U.S. UAN terminal _____

Largest-volume destination state _____

| Country of origin | Quantity (short tons of contained nitrogen) | Shipping mode(s) ¹ |
|-------------------|---|-------------------------------|
| United States | | |
| Belarus | | |
| Russia | | |
| Ukraine | | |

¹ Truck (T), rail (R), barge (B), or some combination of these modes.

Based on your sales shipments reported above, please discuss below any selling price differences by country of origin for the same nitrogen-content UAN product sold at a similar time, distance, and volume.

II-3. a) If your firm purchased UAN from more than one country during January 1999-September 2002, please explain the reason(s) for doing so and include in your discussion the role of relative UAN purchase prices among different countries of origin in this decision.

PART II.--PURCHASES--Continued

II-3. b) If the relative shares of your firm's total annual quantity purchases of UAN from different countries of origin reported in II-1a and II-1b changed significantly from period to period since 1999, please report below each country-of-origin affected, the associated quantity (in short tons of contained nitrogen) increase or decrease and the periods affected, and the reason(s) for any such changes. Include in your discussion the role of relative UAN purchase prices among different countries of origin in any such change in purchases among countries of origin.

c) If your firm purchased UAN from only one country during January 1999-September 2002, please explain the reason(s) for doing so and include in your discussion the role of relative UAN purchase prices among different countries of origin in this decision.

PART II.--PURCHASES--Continued

II-4. a) Please report/estimate below as indicated the total quantity in short tons of contained nitrogen of all UAN of various nitrogen-contents that your firm purchased directly from U.S. producers and importers during January 1999-September 2002 (shown in table II-1a) that was based on the following purchase basis: (1) spot purchase--for a one-time delivery, usually within 30 days of the purchase agreement, (2) short-term purchase--involves multiple deliveries up to 12 months from the purchase agreement, (3) long-term purchase--involves multiple deliveries extending for more than 12 months after the purchase agreement, and (4) other types of purchase agreements, including consignment arrangements where the prices you paid your supplier were based on the prices you received upon resale to your customer. Report separately for purchases of (a) U.S.-produced UAN, (b) that from each of the subject countries, (c) that from the subject countries combined only if you believe the UAN source was only one or more of these countries, but you do not know specific-country quantities, and (d) that from all other country categories (combine 'other countries' and 'all other' categories shown in II-1a).

| Countries of origin | Spot purchases | Short-term purchases | Long-term purchases | Other purchases |
|---|----------------|----------------------|---------------------|-----------------|
| United States | | | | |
| Belarus | | | | |
| Russia | | | | |
| Ukraine | | | | |
| Subject countries¹ | | | | |
| All other categories² | | | | |

¹ Report your purchase volume here only if you believe the UAN source was only one or more of these countries, but you do not know specific-country quantities.

² Non-subject foreign countries for which you have specific-country quantities, purchases of commingled and other UAN where countries of origin are not precisely known, and/or specific-country quantities of non-subject countries are unknown.

PART II.--PURCHASES--Continued

II-4. b) Please report/estimate below as indicated the total quantity in short tons of contained nitrogen of all UAN of various nitrogen-contents that your firm purchased directly from suppliers other than U.S. producers and importers and/or other than your direct imports during January 1999-September 2002 (shown in table II-1b) that was based on the following purchase basis: (1) spot purchase--for a one-time delivery, usually within 30 days of the purchase agreement, (2) short-term purchase-- involves multiple deliveries up to 12 months from the purchase agreement, (3) long-term purchase--involves multiple deliveries extending for more than 12 months after the purchase agreement, and (4) other types of purchase agreements, including consignment arrangements where the prices you paid your supplier were based on the prices you received upon resale to your customer. Report separately for purchases of (a) U.S.-produced UAN, (b) that from each of the subject countries, (c) that from the subject countries combined only if you believe the UAN source was only one or more of these countries, but you do not know specific-country quantities, and (d) that from all other country categories (combine 'other countries' and 'all other' categories shown in II-1b).

| Countries of origin | Spot purchases | Short-term purchases | Long-term purchases | Other purchases |
|---|----------------|----------------------|---------------------|-----------------|
| United States | | | | |
| Belarus | | | | |
| Russia | | | | |
| Ukraine | | | | |
| Subject countries¹ | | | | |
| All other categories² | | | | |

¹ Report your purchase volume here only if you believe the UAN source was only one or more of these countries, but you do not know specific-country quantities.

² Non-subject foreign countries for which you have specific-country quantities, purchases of commingled and other UAN where countries of origin are not precisely known, and/or specific-country quantities of non-subject countries are unknown.

PART II.--PURCHASES--Continued

II-5. Is UAN from more than one source ever commingled in the U.S. market?

No Yes

If yes--

a) Please explain below to what extent UAN from one country was commingled with UAN from one or more other countries by U.S. UAN suppliers and identify, if known, the distribution level (U.S. producers and importers, distributors, dealers/retailers, etc.) of the U.S. market that this commingling of different country origins of UAN most frequently occurred during January 1999-September 2002. Also, please explain why any such commingling of UAN at each of the levels occurred during this period. If you are not able to comment on the U.S. market in general, check here _____ and respond for your firm's practices during this period for II-5(a-b).

U.S. producers and importers: _____

Distributors: _____

Dealers/retailers: _____

Other (specify _____): _____

b) Please comment whether any such commingling of UAN occurred mostly, if not exclusively, with 32% UAN, or whether it also occurred with equal frequency with 28% UAN and 30% UAN.

c) Did your firm frequently purchase on an individual transaction basis UAN from a single country of origin and then sell UAN that was a mixture of several different countries of origin during January 1999-September 2002? Yes ____ No ____ (Check one) Please explain the reason(s) why and identify the type(s) of customers to whom your firm typically sold such commingled UAN.

PART II.--PURCHASES--Continued

II-5. d) Please estimate below, if applicable, the approximate total quantity (in short tons of contained nitrogen) of such commingled UAN that your firm sold to U.S. customers or that it consumed internally during 2001.

II-6. Have fluctuations in the subject countries' currency exchange rates with the U.S. dollar (unit of foreign currency/U.S. dollar exchange rate—Belarus ruble/U.S. dollar, Russian ruble/U.S. dollar, and Ukraine hryvnia/U.S. dollar) affected your U.S. dollar purchase prices and/or, if appropriate, U.S. selling prices of your subject imported UAN during January 1999-September 2002?

Belarus No Yes Russia No Yes Ukraine No Yes

If yes—

For each such subject country, please specify any significant exchange rate changes (in units of foreign currency per U.S. dollar), the time period of such change, the resulting change in the U.S. dollar prices of the subject imported UAN, the period(s) when the exchange rates and U.S. dollar prices of the subject imported UAN changed, and any impact such changes had on the quantity (in short tons of contained nitrogen) of your U.S. imports or purchases of these imported products. For resellers, discuss separately the impact of exchange rates on your U.S. dollar cost prices and quantities of your imports and the effect on your U.S. dollar selling prices of these products to U.S. customers. Also report whether any such exchange rate changes increased or decreased the competitiveness of the subject imported UAN vis-a-vis the domestic UAN; report separately for each subject country for which you have experience.

If no—

For each such subject country, please specify any significant exchange rate changes (in units of foreign currency per U.S. dollar) and explain the impact of such changes on factors such as, but not necessarily limited to, profit margins of the foreign producer/exporter or the importing firm, and why U.S. dollar purchase and/or selling prices of the subject products were not affected.

PART III.--PURCHASING PRACTICES

III-1. Does your firm, and if you are a distributor/reseller of UAN, do your U.S. customers make purchasing decisions involving UAN based on the country of origin of the UAN you purchase?

Your firm: Always Usually Sometimes Never

Your U.S. customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm and/or your U.S. customers determine the source and why this information is important.

Your firm: _____

Your U.S. customers: _____

III-2. Does your firm, and if you are a distributor/reseller of UAN, do your U.S. customers make purchasing decisions involving UAN based on the producer of the UAN you purchase?

Your firm: Always Usually Sometimes Never

Your U.S. customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm and/or your U.S. customers determine the producer and why this information is important.

Your firm: _____

Your U.S. customers: _____

III-3. Does your firm purchase UAN over the internet?

No Yes—Please describe and report the total quantity (in short tons of contained nitrogen) during January 1999-September 2002 accounted for by internet purchases; report the names of suppliers offering this mode of purchase, the UAN countries-of-origin, and explain your reason(s) for doing so.

PART III.--PURCHASING PRACTICES--Continued

III-4. a) Since January 1999, were your suppliers, U.S. or foreign, ever unable to supply your firm or place your firm on allocation, wholly or partially, with UAN (in either the quantity or type) desired by your firm in a timely manner at prevailing market prices?

No Yes

If yes, please specify for each such occurrence the following on an attached page:

- (1) the supplier and country of origin from whom you could not obtain the UAN
- (2) the period during which you could not obtain the UAN, and
- (3) the quantity (in short tons of contained nitrogen of UAN involved) and different nitrogen contents of UAN involved.

Please also submit any documentation regarding such unsuccessful attempts to obtain UAN.

b) Please attach as a separate discussion to this request your firm's concern about the ability of U.S. producers to supply the quantity and nitrogen content(s) of UAN that you will require in the future and your efforts to reduce/eliminate this risk. Please specify the future time period.

III-5. If your firm is an end user of UAN, was it necessary for your firm to alter its production levels or its production schedules in order to adjust to allocations, purchase limitations, or shortfalls in deliveries of UAN?

No Yes--please identify below the output products affected, the quantity the output was reduced, and/or the length of any production delays. Include in your response the time period, the country of origin of the UAN, the quantity (short tons of contained nitrogen, and nitrogen content(s) of UAN involved.

III-6. a) Do you require your suppliers to become certified or prequalified with respect to the quality, other performance characteristics of the UAN they sell to your firm, or supplier reliability?

No Yes--Approximately what percent of your firm's total 2001 purchases of UAN required some form of certification or pre-qualification?
_____ percent

b) Briefly describe the factors that are considered when qualifying a new supplier of UAN (e.g., quality, reliability of supplier, etc.) and estimate the time and cost it takes to qualify a new supplier.

PART III.--PURCHASING PRACTICES--Continued

III-6. c) Since January 1999, have any domestic or foreign suppliers ever failed in their attempts to qualify their UAN with your firm or have any producers lost their approved status?

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

d) Please provide a general description of the UAN purchased by your firm that requires supplier certification.

III-7. Please list, in order of their importance beginning with most important, the top three factors generally considered by your firm in deciding from whom to purchase UAN for any one order (examples include, but are not necessarily restricted to, current availability, extension of credit, prearranged contracts, price, quality of UAN, range of supplier's UAN product line, traditional supplier, etc.).

- 1. _____
- 2. _____
- 3. _____

Other factors or comments: _____

III-8. Please identify the specific product characteristics that you consider when evaluating the quality of UAN. Also explain the effect of these product characteristics on the performance of UAN in providing nitrogen to crops, taking into consideration different weather and soil conditions.

PART III.--PURCHASING PRACTICES--Continued

III-9. How many suppliers do you generally contact before making a purchase of UAN?

III-10. a) Do you also compete for sales of UAN with the producers, importers, or distributors from whom you purchase UAN? If yes, please identify these suppliers, the type of supplier, and explain how this affects your purchases of UAN and sales of UAN.

b) Who are your major competitors in your sales of UAN?

III-11. How frequently did you change suppliers of UAN during January 1999-September 2002?

III-12. If you have changed suppliers of UAN during January 1999-September 2002, please list the suppliers (and the countries of origin of the UAN involved), indicate whether the firms were added or dropped as a supplier, the short tons of contained nitrogen involved, and give the reason(s) for the change.

III-13. a) Are you aware of any new suppliers of UAN, either foreign or domestic, that have entered the market during January 1999-September 2002?

No

Yes--Please identify the firms, the country of origin of the UAN, and indicate how you become aware of them.

b) Do you expect new suppliers of UAN to enter the market in the future? Yes ____ No ____.
(Check one) If yes, please provide details, noting the specific future time period in your response, the country of origin of the UAN, and the reason(s) for expecting new suppliers.

PART III.--PURCHASING PRACTICES--Continued

III-14. a) When you purchased UAN during January 1999-September 2002, did the suppliers typically set the terms (price and payment method) or did you usually negotiate with the suppliers?

Suppliers set Negotiate

b) What was the usual method of establishing a transaction purchase price for UAN during January 1999-September 2002? In your response, differentiate if appropriate between spot purchases and longer-term purchases and please cover as a minimum the following:

(1) Discuss which, if any, of your suppliers distributed price lists and, if so, the percentage of your purchases from these suppliers that was discounted from list price, the names of such suppliers, and the country(ies) of origin of such UAN.

(2) Indicate whether your firm mentioned competing prices to your supplier(s) when negotiating a price.

(3) Discuss the role of any published UAN prices and identify such publications.

(4) Discuss the importance of U.S. transportation costs and how these were usually resolved in establishing a transaction price.

(5) Explain any differences in purchase negotiations with suppliers of the U.S.-produced and subject imported UAN.

Other comments: _____

PART III.--PURCHASING PRACTICES--Continued

III-14. b) Does your firm tend to vary its purchases from a given supplier of UAN (within a purchase period) based primarily on that supplier's price offered for that period?

III-15. a) How frequently did you purchase UAN (daily, weekly, monthly, annually) during January 1999-September 2002? Please answer separately for different seasonal periods of each year, and note the months of peak and off-peak demand.

b) How frequently did you receive deliveries of UAN during this period? Please answer separately for different seasonal periods of each year, and note the months of peak and off-peak demand.

PART III.--PURCHASING PRACTICES--Continued

III-16. Has the frequency or timing of your firm's purchases _____ and/or deliveries _____ (check as appropriate) of UAN changed significantly since January 1999? If so, please explain.

III-17. a) How often were your firm's purchasing decisions for UAN based mainly on lowest price during January 1999-September 2002?

Always Usually Sometimes Never

If not "always", what other factors were also important in your firm's purchasing decisions for UAN?

b) Did the lowest quoted price generally correspond to the lowest delivered cost to your facilities?

Yes No

If no, please explain below.

III-18. a) What was the most common basis on which suppliers quoted prices of UAN to your firm (e.g., f.o.b. supplier's U.S. warehouse/plant, delivered to your location, etc.) during January 1999-September 2002? Note any differences between suppliers of U.S.-produced and of subject imported UAN.

PART III.--PURCHASING PRACTICES--Continued

III-18. b) Were U.S.-inland transportation costs a major factor in your firm's consideration of which suppliers to source its UAN requirements during January 1999-September 2002?

No Yes

c) Of the total delivered cost of the UAN that your firm purchased during January 1999-September 2002, *approximately* what percent was accounted for by U.S. inland transportation costs from the suppliers' U.S. selling locations to your facilities (please answer separately for each of your top 3 sources of UAN during this period, identifying the supplier and country of origin of the UAN you purchased)?

Source _____ percent

Source _____ percent

Source _____ percent

III-19. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of UAN influenced the U.S. wholesale market price of UAN since January 1999?

No Yes--Please identify any such firm(s) and note the time period when the firm influenced price, the country of origin of the UAN, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

III-20. How frequently do prices of the UAN that you purchase change? Note any differences between the U.S.-produced and the subject imported UAN.

III-21. How do you learn of supplier price changes for UAN? Note any differences between the U.S.-produced and the subject imported UAN.

PART IV.--MARKET CHARACTERISTICS

IV-1. a) How have exchanges (swaps) of UAN among U.S. suppliers (U.S. producers, importers, distributors, dealers/retailers, etc.) affected transportation logistics, shipping costs, and U.S. purchase prices of UAN in general, and your purchase prices of UAN in particular, in the U.S. market during January 1999-September 2002, compared to the absence of swaps?

Transportation logistics and shipping costs _____

Purchase prices _____

b) Please identify the specific reasons why UAN swaps in general occur in the U.S. market, and identify and explain, if possible, the distribution-level of the U.S. market in which swaps are most prevalent (approximate based on your perception of short tons of contained nitrogen involved)-- e.g., among U.S. producers, among U.S. importers, among distributors, among dealers/retailers, between U.S. producers and importers, between distributors and dealers/retailers, etc.

c) Please identify below the various types of swaps involving UAN and indicate in decreasing order the prevalence of each type (approximate based on your perception of short tons of contained nitrogen involved) of each type. Types of swaps could include, but not necessarily limited to, swaps of 32 percent UAN, swaps between 32 percent and 28 percent UAN, swaps involving a single country of origin, and swaps of one country-of-origin for another country-of-origin UAN.

PART IV.--MARKET CHARACTERISTICS--Continued

IV-1. d) Report below, in short tons of contained nitrogen, the quantity of your purchased UAN, by country of origin, that you subsequently swapped for (1) subject imported UAN, (2) non-subject imported UAN, (3) U.S.-produced UAN during each of the following periods: 1999, 2000, 2001, and January-September 2002. Copy this tabulation, as necessary, to account for your purchases of UAN that was produced in the United States and imported from the subject countries that you used to swap for other UAN. Also explain the reason(s) for the swaps reported.

Country of origin of UAN purchased that was subsequently swapped _____

| Period | To obtained UAN from-- | | |
|-----------------|------------------------|-----------------------|---------------|
| | Subject countries | Non-subject countries | United States |
| 1999 | | | |
| 2000 | | | |
| 2001 | | | |
| Jan.-Sept. 2002 | | | |

Explanation:

e) Please discuss below the reasons for any loans of UAN among UAN suppliers in the U.S. market, the market level(s) at which UAN loans would be most prevalent (approximate based on your perception of short tons of contained nitrogen involved), and the quantity and frequency of such loans compared to UAN swaps. In addition, explain why UAN loans among suppliers would occur instead of swaps.

PART V. - SUPPLY FACTORS - Continued

V-2. Please identify any supply factors (such as, but not necessarily limited to, product quality or product features, or proprietary/newly-developed production techniques) that have segmented or tended to segment the U.S. market for UAN into distinct product markets since January 1999. In addition, please identify specific product markets, and discuss the effect such factors have on the relative volumes of domestic versus subject imported UAN sold in these product markets. Please also discuss the extent to which such factors have contributed to delivered price differences in the various product markets.

V-3. Have there been any significant changes in the product range or marketing of UAN since January 1999?

No Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact on your purchases, prices, and sourcing of UAN.

V-4. a) Please provide as a separate attachment to this request, to the extent possible, any studies, surveys, etc., or to the extent possible, your firm's assessment, that quantify or otherwise discuss UAN supply (including production capacity and capacity utilization) in (1) the United States, (2) each of the other major producing countries, including Belarus, Russia, and Ukraine, and major consuming countries, and (3) the world as a whole. Of particular interest is such data from January 1999 to the present and forecasts for the future.

PART VI.—DEMAND FACTORS

VI-1. a) Please provide as separate attachments to this request, to the extent possible, any studies, surveys, etc., that you are aware of that quantify or otherwise discuss UAN demand in the (1) United States, (2) each of the major consuming/producing countries, and (3) the world as a whole. Of particular interest is such data on an annual basis from January 1999 to the present and forecasts of these demand data.

b) From your perspective of the U.S. market, how did U.S. demand for UAN change during January 1999-September 2002? In your discussion, please specify the principal factors affecting changes in U.S. demand for UAN during this period, the specific periods affected, and identify, to the extent possible, the principal crops that require nitrogen fertilizer. Also, identify any changes in the acreage planted for crops that used UAN most intensively, and any changes in the use of UAN vis-a-vis the other principal single-nutrient nitrogenous fertilizers that may have led to changes in U.S. demand for UAN during this period.

c) Please discuss any expected/likely effects of the recently enacted farm law (August 9, 2002) on U.S. demand for nitrogenous fertilizers in general and for UAN in particular during the 2003 and 2004 crop years. Also include in your discussion the expected/likely impact of this agricultural law on demand for various nitrogen concentrations of UAN and demand for U.S. imports of UAN. In addition, please identify the U.S. crops that most likely will be affected by the newly enacted farm law and the extent to which these crops require nitrogen fertilizers and, in particular, UAN.

PART VI. DEMAND FACTORS—Continued

VI-2. a) Based on your firm's assessment of the U.S. market for UAN, please list, in order of descending importance (by quantity of UAN used), the top five U.S. crops that used UAN during January 1999-September 2002 and, for each crop, the principal U.S. state(s) where they were grown during this period.

- (1) _____
- (2) _____
- (3) _____
- (4) _____
- (5) _____

b) Does this demand pattern, by crops, also apply to your principal export markets? Yes ____
No ____ If no, please explain below and, if appropriate, by your principal export markets.

VI-3. a) Is the U.S. UAN market subject to seasonal variations, business cycles, product cycles, and/or conditions of competition distinctive to this product industry? If yes, please identify the dates and durations of significant such occurrences since January 1999 and, for seasonality, the approximate actual months of the year of peak consumption.

b) Since January 1999, has the emergence of new product or country markets for UAN affected the U.S. seasonal variation or business/product cycles for UAN? If yes, please explain any such changes.

PART VI. DEMAND FACTORS—Continued

VI-4. Please provide as an attachment to this request, to the extent possible, any studies, surveys, or results of such studies/surveys that (1) identify substitutes for UAN or measure the degree of substitution between UAN and alternative products, and (2) identify substitution among various nitrogen concentrations of UAN or measure the degree of substitution among the UAN products.

VI-5. a) Are there factors other than relative price, such as, but not necessarily limited to, weather and soil conditions, that would result in U.S. farmers switching between UAN and other products, such as, but not limited to, anhydrous ammonia, solid urea, solid ammonium nitrate, and UAN solutions with nitrogen contents less than 28 percent by weight?

- No Yes--Please list and discuss such factors, the crop(s) where such switching is most likely, and the state(s) where such crop(s) are grown. In your discussion explaining which factors favor which nitrogenous fertilizer(s) over others, please specify in fairly simple terms the specific reason(s) why.

b) Please describe any significant shifts in U.S. consumption of UAN vis-a-vis the other major single-nutrient nitrogenous fertilizers due to changes in technical factors such as weather, soil conditions, etc., during January 1999-September 2002. In your discussion, please indicate the time period(s) of such changes, the approximate quantity (estimated short tons of nitrogen) UAN involved, the specific other nitrogenous fertilizer(s) involved, the specific changes associated with any such consumption shifts, the principal crops affected, and the major states where such affected crops were grown.

PART VI. DEMAND FACTORS—Continued

Substitution in demand refers to products that, based on market price considerations and consumer/user preferences/technical requirements, can reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of another product—some consumers/users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand between UAN and other products (questions VI-6 through VI-8).

VI.-6. a) Are there products, such as, but not limited to, anhydrous ammonia, solid urea, solid ammonium nitrate, and UAN solutions less than 28 percent nitrogen content that, when their prices change relative to that of UAN, could be substituted for UAN in the United States?

No

Yes--Please identify such substitutes, the crop(s) where such substitution is most likely, the state(s) where such crop(s) are grown, and the weather, soil, and any other conditions that would allow such substitution.

If yes—

For each substitute product, discuss the product/performance strengths and weaknesses in the substitute product vis-a-vis UAN including consideration of application equipment, soil conditions, and weather.

PART VI. DEMAND FACTORS *Continued*

VI-7. For each substitute product, indicate whether you consider the strength of substitution in demand with UAN to be "strong", "moderate," or "weak." If possible, also indicate the minimum percentage increase/decrease in the current price of UAN that would have to occur for U.S. end users to begin shifting to/from the substitute product.

VI-8. a) Since January 1999, have there been any changes in the number or types of products that can be substituted for UAN in the United States? Yes ____ No ____ . If yes, please explain.

PART VI.—DEMAND FACTORS—Continued

VI-8. b) Since January 1999, indicate any significant changes in relative prices between UAN and alternate products. For each such change, identify the alternate product-pair, which product was favored by the price change, and the time period when such a price change occurred.

c) Have significant changes in these relative prices caused your firm to shift purchases from UAN to the alternate products or vice versa during this period? Yes ____ No _____. If yes, for each shift please identify the substitute product and the direction of substitution, the volume (short tons of contained nitrogen) of UAN involved, the relative change in the price difference between the two products (as a percentage of the price of UAN) that led to the switch, the time period involved, and the crop(s) involved and the state(s) where these affected crops were grown.

PART VI. DEMAND FACTORS—Continued

Discuss substitution in demand among various nitrogen concentrations of UAN (questions VI-9 through V-11).

VI-9. a) Do you consider various UAN products such as, but not necessarily limited to 32 percent, 28, percent, 30 percent nitrogen contents, and perhaps UAN solutions less than 28 percent nitrogen content to be the same product or substitutes for each other when their relative prices change? What factors, if any, limit demand substitutability of these products? Please explain.

b) More generally, what different UAN products substitute for each other in the United States when their relative prices change, and how frequently does any such substitution in demand occur? For each such pair of products also identify the crop(s) affected and the principal state(s) where such crop(s) are grown.

VI-10. For each substitute UAN product pair, indicate whether you consider the strength of substitution to be “strong,” “moderate,” or “weak.” If possible, also indicate the minimum percentage increase/decrease in the current price of one UAN substitute product that would have to occur for U.S. end users to begin shifting to/from the other product.

PART VI.—DEMAND FACTORS—Continued

VI-11. a) Since January 1999, have there been any changes in the different UAN products that can substitute for each other based on demand factors in the United States? Yes ____ No ____ . If yes, please explain.

b) Since January 1999, indicate any significant changes in relative prices among UAN products. For each such change, identify the alternate product-pair, which product was favored by the price change, and the time period when such a price change occurred.

c) Have significant changes in these relative prices caused your firm to shift purchases from one UAN product to another during this period? Yes ____ No ____ . If yes, for each shift please identify the substitute product and the direction of substitution, the volume (short tons of contained nitrogen) of UAN involved, the relative change in the price difference between the two products (as a percentage of the price of the UAN product that was replaced) that led to the switch, the time period involved, and the crop(s) and state(s) where these crop(s) were grown.

PART VI. DEMAND FACTORS—Continued

VI-12. At what market level of distribution--(a) U.S. producers and importers, (b) distributors, (c) dealers/retailers, and (d) farmers--does any substitution (1) between UAN and alternative single-nutrient nitrogenous fertilizers and (2) among UAN products generally occur in the U.S. market? In addition, for each substitute-pair of products identified below, at what time of the year would any such substitution most likely occur, what crop(s) would be affected, and what are the principal state(s) where such crop(s) are grown?

Substitution between UAN and alternative products: _____

Substitution among UAN products: _____

VI-13. a) Is UAN fertilizer application equipment, assuming fertigation is not available, normally rented/leased by the farmer ____ or owned by the farmer ____ (check one)?

b) What is the cost to the farmer to rent/lease UAN application equipment for a single fertilizer year?

c) What is the cost to the farmer to purchase UAN application equipment?

PART VI. DEMAND FACTORS *Continued*

VI-14. a) For each of the principal UAN-using crops that you listed in response to question VI-2, please estimate, to the extent possible, the approximate percentage cost share of UAN to the average total variable cost of producing each such principal UAN-using crop during January 1999-September 2002 (list UAN-using crops in descending order of UAN usage).

| | |
|--------------------------|---------------------------|
| Principal crop (1) _____ | UAN share of costs: _____ |
| Principal crop (2) _____ | UAN share of costs: _____ |
| Principal crop (3) _____ | UAN share of costs: _____ |
| Principal crop (4) _____ | UAN share of costs: _____ |
| Principal crop (5) _____ | UAN share of costs: _____ |

b) For each principal UAN-using crop, identify the principal alternative crop(s). In addition, explain the factors that would lead U.S. farmers to plant the alternative crops, and the impact of such crop changes on demand for UAN (increase or decrease UAN demand).

Principal crop (1) _____

Principal crop (2) _____

Principal crop (3) _____

Principal crop (4) _____

Principal crop (5) _____

PART VII.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED UAN

VII-1. Please indicate the countries of origin for UAN for which your firm has actual marketing/pricing knowledge since January 1999.

- United States Belarus Russia Ukraine
- Other countries (Please specify _____)

VII-2. Do the exact specifications of UAN vary depending on the crop, when the fertilizer is applied, location of the crop, time of the year, or the method of application?

- No
- Yes--Please list the exact specifications of the material for each crop, and timing and method of application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.

VII-3. Are imported and domestically produced UAN used for the same crops? Please answer for all country combinations you are familiar with (as indicated in your response to VII-1), including the United States and both subject and nonsubject foreign countries.

- | | | |
|----------------|------------------------------|--|
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |

PART VII.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED UAN--Continued

VII-4. Do you or your customers ever specifically order UAN from one country in particular over other possible sources of supply?

- No
- Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why UAN from these countries is preferred over UAN from other countries (please note the specific UAN product in your response).

VII-5. Are certain nitrogen concentrations of UAN available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No
- Yes--Please identify the country source and the nitrogen concentration(s).

VII-6. Please indicate whether delivered prices of UAN from different sources have generally been higher, lower, or about the same as those of UAN from other sources. Please answer for all country combinations you are familiar with (as indicated in VII-1), including the United States and both subject and nonsubject foreign countries. Please also explain below where appropriate.

| | | | | |
|-------|---------------------------------|--------------------------------|-------------------------------|------------------------|
| _____ | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower | <input type="checkbox"/> Same | priced than from _____ |
| _____ | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower | <input type="checkbox"/> Same | priced than from _____ |
| _____ | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower | <input type="checkbox"/> Same | priced than from _____ |
| _____ | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower | <input type="checkbox"/> Same | priced than from _____ |
| _____ | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower | <input type="checkbox"/> Same | priced than from _____ |
| _____ | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower | <input type="checkbox"/> Same | priced than from _____ |

PART VII.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED UAN--Continued

VII-7. If you purchased UAN from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

VII-8. If you purchased imported UAN during 2001, approximately how much higher would the price for the imported product have to have been (over the price you paid) before you would have purchased U.S.-produced UAN instead (please specify by country, including imports from both subject and nonsubject countries, and by nitrogen concentration (N %) of UAN)? Please also report the time period of reported price relationships during 2001 and, if the price relationship changed during 2001, you may want to report more than once for the same country.

| | | | |
|---------------|----------|--------------|----------------------|
| Country _____ | N % ____ | Period _____ | _____ percent higher |
| Country _____ | N % ____ | Period _____ | _____ percent higher |
| Country _____ | N % ____ | Period _____ | _____ percent higher |
| Country _____ | N % ____ | Period _____ | _____ percent higher |
| Country _____ | N % ____ | Period _____ | _____ percent higher |

Comments: _____

VII-9. Since January 1, 1999, have the prices of U.S.-produced UAN generally increased, decreased, or remained the same relative to prices of imported products (please specify by country, including imports from both subject and nonsubject countries)? If the prices of U.S.-produced UAN fluctuated vis-a-vis prices of imported UAN, specify the periods when U.S. producers' prices increased, decreased, and/or remained the same relative to prices of imported products.

- Increased (specify countries _____)
- Decreased (specify countries _____)
- Remained the same (specify countries _____)

PART VII.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED UAN--Continued

VII-10. For the factors listed below, please rate how UAN produced in each country you identified in your response to question VII-1 compares with UAN produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries) for such UAN available in the U.S. market. Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another. Please make comparisons based on comparable or competing nitrogen contents. Copy this page as needed to make additional country comparisons. You may compare a specified country to more than one other country in the same table, if the responses are the same for each comparator country. In this latter case, identify all such comparator countries on the right side where requested below.

| | | | |
|-------------------------------------|--------------------------|--------------------------|--------------------------|
| | compared to | | |
| | _____ | | _____ |
| | (specify country) | | (specify country) |
| | SUPERIOR | COMPARABLE | INFERIOR |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lowest price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements . . . | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product quality | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Transportation network | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of "superior" means that the price is generally lower. For example, if you report United States compared to Russia and check "superior", this means that you rate the U.S. price as generally lower than the Russian price. Conversely, if you were to check "inferior" in this example, you would be rating the U.S. price as being generally higher than the Russian price.

PART VII.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED UAN--Continued

VII-11. For the factors listed below, please rate each in terms of its importance in your purchase decision for UAN.

| | VERY IMPORTANT | SOMEWHAT IMPORTANT | NOT IMPORTANT |
|---------------------------------|---------------------------|-------------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lowest price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements ... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product quality | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Transportation network | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART VIII.--PURCHASE PRICES

This section requests net purchase shipment values (delivered to your firm's U.S. receiving location(s)) and quantity (in pounds of contained nitrogen) data concerning your firm's purchases of U.S. produced and subject imported specified UAN products (described below) delivered to your firm's U.S. location(s) on a monthly basis during January 2000-September 2002. Report the requested shipment value and quantity data separately for (1) total shipments received at all of your U.S. receiving facilities combined, (2) shipments received at your U.S. receiving facilities in each of the specified cities or their proximate locations, and (3) shipments received at your firm's largest-volume (in short tons of contained nitrogen) U.S. location for UAN during January 2000-September 2002. Identify this location by city and state where requested and report separately for U.S.-produced UAN and each subject-country UAN that was purchased by your firm and delivered to this location. **Report the shipment value and quantity data net of returns, discounts, netbacks, rebates, and any end-of-period price adjustments for volume targets or other reasons; report shipments only from those suppliers unrelated to your firm.**

Product 1.—Urea Ammonium Nitrate (UAN) in an aqueous solution of 32 percent nitrogen concentration.

Product 2.—Urea Ammonium Nitrate (UAN) in an aqueous solution of 28 percent nitrogen concentration.

Product 3.—Urea Ammonium Nitrate (UAN) in an aqueous solution of 30 percent nitrogen concentration.

Copy, as needed, the table on the following page to report separately for each subject country, UAN product, and U.S. location specified at the top of the table for the periods requested; in reporting the requested shipment data to your firm's largest U.S. receiving location for UAN, identify this location at the top of the table, where requested, by city and state.

PART VIII.--PURCHASE PRICES--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each subject country, specified UAN product, and specified U.S. location (check one box in each category for each page) for the periods requested.

Country of Origin: United States " " Belarus " " Russia " " Ukraine " "

Product 1 " " Product 2 " " Product 3 " "

Location at which shipments were received:¹ All U.S. locations combined "

Baltimore, MD " " Brunswick, GA " " Corpus Christi, TX " "

New Orleans, LA " " San Francisco, CA " " Cincinnati, OH " "

Your firm's largest U.S. receiving location (specify city and state) _____ "

| <i>(Quantity in pounds,¹ value in dollars)</i> | | | | | | | | |
|---|----------|------------------------------|------------------|----------|------------------------------|------------------|----------|------------------------------|
| Date of shipment | Quantity | Delivered value ² | Date of shipment | Quantity | Delivered value ² | Date of shipment | Quantity | Delivered value ² |
| 2000: | | | 2001: | | | 2002: | | |
| Jan. | | | Jan. | | | Jan. | | |
| Feb. | | | Feb. | | | Feb. | | |
| Mar. | | | Mar. | | | Mar. | | |
| Apr. | | | Apr. | | | Apr. | | |
| May | | | May | | | May | | |
| June | | | June | | | June | | |
| July | | | July | | | July | | |
| Aug. | | | Aug. | | | Aug. | | |
| Sept. | | | Sept. | | | Sept. | | |
| Oct. | | | Oct. | | | Oct. | | |
| Nov. | | | Nov. | | | Nov. | | |
| Dec. | | | Dec. | | | Dec. | | |

¹ Report pounds of contained nitrogen.
² Net delivered values to your firm's U.S. receiving facilities.

¹ Report for the cities specified or a proximate location associated with each specified city. If reporting for a proximate location, please identify the location and estimate the distance, in miles, from the specified city.

Note: All reporting firms should report for each specified product they imported from each subject country their total shipments received at all U.S. locations combined and then, as applicable, at the specific city/proximate locations and each firm's largest U.S. receiving location for UAN during January 2000-September 2002.

PART IX.--SUPPLIER IDENTIFICATION

Please provide the names and addresses and country of origin of your firm's 10 largest suppliers for UAN purchased during January 1999-September 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of UAN that each of these suppliers accounted for in 2001.

| No. | Supplier's name/country of origin | Street address, state, and zip code | Contact person | Area code and telephone number | Share of 2001 purchases (%) |
|------------|--|--|-----------------------|---------------------------------------|------------------------------------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |
| 6 | | | | | |
| 7 | | | | | |
| 8 | | | | | |
| 9 | | | | | |
| 10 | | | | | |