

**PRODUCERS' QUESTIONNAIRE**  
**AMMONIUM NITRATE FROM RUSSIA**

*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 15, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review investigation concerning the suspended investigation on ammonium nitrate from Russia (inv. No. 731-TA-856 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced ammonium nitrate (as defined in the instruction booklet) at any time since January 1, 2000?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, 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 understand 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 review in any other import-injury investigations or reviews conducted by the Commission on the 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 review 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 review 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 45 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I-3. Do you support or oppose termination of the suspended investigation for ammonium nitrate from Russia? Please explain.

Support     Oppose     Take no position

\_\_\_\_\_  
\_\_\_\_\_

I-4. 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>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ammonium nitrate from Russia into the United States or which are engaged in exporting ammonium nitrate from Russia to the United States?

No  Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ammonium nitrate from countries other than Russia into the United States or which are engaged in exporting ammonium nitrate from countries other than Russia to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ammonium nitrate?

No  Yes--List the following information.

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

I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for ammonium nitrate?

No  Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

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

Further information on this part of the questionnaire can be obtained from Karen Taylor (202-708-4101). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of ammonium nitrate since May 19, 2000 (the date on which the antidumping investigation was suspended)?

No       Yes--Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_  
\_\_\_\_\_

II-3a. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of ammonium nitrate in the future?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce ammonium nitrate (in short tons) for 2005 and 2006.**

\_\_\_\_\_  
\_\_\_\_\_

II-3b. Have there been any changes since 2000 in the production or storage of ammonium nitrate manufactured by your firm in connection with changes to national/state security, environmental, health, or safety regulations?

No       Yes--Please describe any such changes. Have these changes resulted in changes in your production, or demand for, ammonium nitrate?

\_\_\_\_\_  
\_\_\_\_\_

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of ammonium nitrate in the future if the suspended investigation on ammonium nitrate from Russia were to be terminated?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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II-5. Has your firm since 2000 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of ammonium nitrate and/or using the same production and related workers employed to produce ammonium nitrate?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and ammonium nitrate in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

<i>(Quantity in short tons)</i>					
Item	2000	2001	2002	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b>					
<b>PRODUCTION</b>					

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

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

II-7. Is your firm able to switch production between ammonium nitrate and other products in response to a relative change in the price of ammonium nitrate vis-a-vis the price of other products, using the same equipment and labor?

No

Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from ammonium nitrate.

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

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of ammonium nitrate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	2000	2001	2002	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <i>quantity</i> )					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>PRODUCTION</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> <sup>2</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )					
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )					

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-2004 below:

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

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_.

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

II-8b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of ammonium nitrate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-September 2004	January-September 2005
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <i>quantity</i> )		
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )		
<b>PRODUCTION</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS:</b>		
<b>Commercial shipments:</b>		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
<b>Internal consumption:</b>		
<i>Quantity</i> of internal consumption		
<i>Value</i> <sup>2</sup> of internal consumption		
<b>Transfers to related firms:</b>		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> <sup>2</sup> of transfers to related firms		
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )		
<b>AVERAGE NUMBER OF PRWs</b>		
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )		
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )		

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-September of 2004 and 2005 below:

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

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_.

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

II-9. If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-10. Other than direct imports, has your firm otherwise purchased ammonium nitrate since January 1, 2000? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	2000	2001	2002	2003	2004
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>					
<b>RUSSIA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

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

II-11. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of ammonium nitrate?

No       Yes--Name firm(s): \_\_\_\_\_

II-12. Does your firm produce ammonium nitrate in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-13. Since January 1, 2000, has your firm imported ammonium nitrate?

No       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-14. Describe the significance of the existing suspension agreement covering imports of ammonium nitrate from Russia in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the suspension agreement.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-15. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of ammonium nitrate in the future if the suspended investigation on ammonium nitrate from Russia were to be terminated?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

II-16. Did your firm produce in the United States a fertilizer product containing 33 percent nitrogen and 3 percent phosphorus (known as "NP 33-3-0" or "stabilized ammonium nitrate" or "nitric phosphate") at any time since January 1, 2000?

No       Yes--Indicate below the amounts produced of this product in each year and period.

<b>(Quantity in short tons)</b>						
<b>Calendar year</b>					<b>January-September</b>	
<b><u>2000</u></b>	<b><u>2001</u></b>	<b><u>2002</u></b>	<b><u>2003</u></b>	<b><u>2004</u></b>	<b><u>2004</u></b>	<b><u>2005</u></b>

II-17. Please indicate the effects (current and future), if any, of Hurricanes Katrina and/or Rita on your firm's production and shipments of ammonium nitrate.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or e-mail charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title

\_\_\_\_\_ Phone No. \_\_\_\_\_ Fax No.

\_\_\_\_\_ E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below:  
 \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include ammonium nitrate: \_\_\_\_\_
- 2. Does your firm prepare profit/loss statements for the ammonium nitrate: Yes \_\_\_ No \_\_\_
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
- 4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: Please submit copies of your firm's financial statements, including internal profit-and-loss statements for the division or product group that includes ammonium nitrate, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-5. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of ammonium nitrate from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

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III-6. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-5 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No                       Yes--Complete question III-7 below.

III-7. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of ammonium nitrate. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

III-8. Other products.--Please list any other products you produced in the facilities in which you produced ammonium nitrate, and provide the share of net sales value accounted for by these other products in your most recent fiscal year:

<u>Product(s)</u>	<u>Share of sales value</u>
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-9. **Operations on ammonium nitrate.**—Report the revenue and related cost information requested below on the ammonium nitrate operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your five most recently completed fiscal years in chronological order from left to right and for the specified calendar periods. If your firm is a cooperative association, please conform your reporting to III-9 below. If your firm toll-produced ammonium nitrate on behalf of another U.S. firm, report data on your tolling operations on table III-10, and on all other sales on table III-9 below.

<b>(Quantity in short tons, value in \$1,000)</b>							
<b>Item</b>	<b>Fiscal years</b>					<b>January-September</b>	
	_____	_____	_____	_____	_____	<b>2004</b>	<b>2005</b>
<b>Net sales quantities:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
<b>Net sales values:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>							
Raw materials							
Direct labor							
Other factory costs							
Toll conversion costs							
Total cost of goods sold							
<b>Gross profit or (loss)</b>							
<b>Selling, general, and administrative (SG&amp;A) expenses</b>							
<b>Operating income or (loss)</b>							
<b>Other income and expenses:</b>							
Interest expense							
All other expense items							
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>							
All other income items							
All other income or expenses, net							
<b>Net income/(loss) before income taxes</b>							
<b>Depreciation/amortization included above</b>							

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Do not include sales of ammonium nitrate that your firm purchased and merely resold.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding commercial shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

**PART III.--FINANCIAL INFORMATION--Continued**

III-10. **Operations on toll producing (see definition in instruction booklet) ammonium nitrate.**--Report the revenue and related cost information requested below on the ammonium nitrate tolling operations of your U.S. establishment(s).<sup>1</sup> Provide data for your five most recently completed fiscal years in chronological order from left to right and for the specified calendar periods. **Report separately for each tollee, identifying the firm and photocopying this page as necessary.**

Tollee firm: \_\_\_\_\_

(Quantity in short tons, value in \$1,000)							
Item	Fiscal years					January-September	
	_____	_____	_____	_____	_____	2004	2005
<b>Tolling operations<sup>2</sup></b>							
Net quantity tolled							
Net tolling revenue							
Net packaging revenue							
<b>Cost of tolling services:</b>							
Raw materials not supplied by tollee							
Direct labor							
Other factory costs							
<b>Total cost of tolling services</b>							
<b>Gross profit or (loss)</b>							
<b>Selling, general, and administrative (SG&amp;A) expenses</b>							
<b>Operating income or (loss)</b>							
<sup>1</sup> Include only tolling revenue (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.							

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. Raw materials and energy costs—For the raw materials and energy costs reported in the product line income statement (III-9), describe the major raw materials used and their cost. Also state the cost flow method used for raw material inventory valuation. Provide data for your five most recently completed fiscal years in chronological order from left to right and for the specified calendar periods.

(Value in \$1,000)							
Item	Fiscal years ended--					January-September	
	_____	_____	_____	_____	_____	2004	2005
Raw material (identify, e.g., natural gas, _____)							
Raw material (identify, e.g., purchased ammonia _____)							
Other raw materials (identify _____)							
Energy costs (identify, e.g., utilities _____)							
Method of inventory valuation is: _____							
State where energy costs are classified (e.g., as part of raw materials or as factory overhead _____)							

III-12. Capital expenditures and research and development expenditures on ammonium nitrate.—Report your firm's capital expenditures and research and development expenditures on ammonium nitrate. Provide data for your five most recently completed fiscal years in chronological order from left to right and for the specified calendar periods.

(Value in \$1,000)							
Item	Fiscal years					January-September	
	_____	_____	_____	_____	_____	2004	2005
Capital expenditures							
Research and development expenditures							

**PART III.--FINANCIAL INFORMATION--Continued**

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of ammonium nitrate. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your five most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>					
Value of	Fiscal years				
	_____	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of ammonium nitrate:</b>					
<b>1. Current assets:</b>					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories					
D. All other current assets					
E. Total current assets (lines 1.A through 1.D)					
<b>2. Non-current assets</b>					
A. Property, plant, and equipment (PPE) at cost					
B. Less: Accumulated depreciation					
C. Equals: Book value of PPE					
D. All other non-current assets					
Total non-current assets (lines 2.C and 2.D)					
<b>3. Total assets (total current and non-current)</b>					



**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-A.--PRICE DATA--Continued**

**Product: Solid, fertilizer-grade ammonium nitrate, sold in bulk, with a bulk density equal to or greater than 53 pounds per cubic foot.**

(Quantity in short tons, value in dollars)										
Period of shipment	Sales actually made on an f.o.b. plant basis		Sales actually made on an f.o.b. other-than-plant shipping point basis				Sales actually made on a delivered basis			
	Quantity	Value	Quantity	Value	Freight & other costs from plant	Net value	Quantity	Delivered value	Freight & other costs from plant	Net value
<b>2000:</b>										
January										
February										
March										
April										
May										
June										
July										
August										
September										
October										
November										
December										
<b>2001:</b>										
January										
February										
March										
April										
May										
June										
July										
August										
September										
October										
November										
December										
<b>2002:</b>										
January										
February										
March										
April										

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-A.--PRICE DATA--Continued**

**Product: Solid, fertilizer-grade ammonium nitrate, sold in bulk, with a bulk density equal to or greater than 53 pounds per cubic foot.**

(Quantity in short tons, value in dollars)										
Period of shipment	Sales actually made on an f.o.b. plant basis		Sales actually made on an f.o.b. other-than-plant shipping point basis				Sales actually made on a delivered basis			
	Quantity	Value	Quantity	Value	Freight & other costs from plant	Net value	Quantity	Delivered value	Freight & other costs from plant	Net value
<b>2002:</b>										
May										
June										
July										
August										
September										
October										
November										
December										
<b>2003:</b>										
January										
February										
March										
April										
May										
June										
July										
August										
September										
October										
November										
December										
<b>2004:</b>										
January										
February										
March										
April										
May										
June										
July										
August										

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of ammonium nitrate (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced ammonium nitrate (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic ammonium nitrate usually quoted (e.g., f.o.b. plant, f.o.b. other-than-plant shipping point, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced ammonium nitrate in 2004 were 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 sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-5. If you sell 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 contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-6. If you sell 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 contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced ammonium nitrate?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of ammonium nitrate that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's ammonium nitrate?

- Northeast                       Mid-Atlantic                       Midwest                       Southeast
- Southwest                       Rocky Mountains                       West Coast                       Northwest
- National                       Other (describe) \_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-10. Describe the end uses of the ammonium nitrate that you manufacture. For each end-use product, what percentage of the total cost is accounted for by ammonium nitrate?

<u>End use</u>	<u>Share of total cost accounted for by ammonium nitrate (percent)</u>
_____	_____
_____	_____
_____	_____

IV-B-11. Have there been any changes in the end uses of ammonium nitrate since 2000?

No       Yes--Please describe.

\_\_\_\_\_  
\_\_\_\_\_

IV-B-12. Do you anticipate any changes in terms of the end uses of ammonium nitrate in the future?

No       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

\_\_\_\_\_  
\_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-13. (a) Please list in order of importance any products that may be substituted for ammonium nitrate.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes. Please also indicate any factors that limit the extent to which each possible substitute product may serve as a substitute for ammonium nitrate, including, e.g., application equipment, crop type, weather conditions, etc. Please also discuss in detail any product/application advantages or disadvantages of ammonium nitrate as compared to any substitute products that you identify.

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(c) Have changes in the prices of these products affected the price for ammonium nitrate?

No       Yes--To what degree do changes in their prices affect the price for ammonium nitrate? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of ammonium nitrate or final end use?

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IV-B-14. Have there been any changes in the number or types of products that can be substituted for ammonium nitrate since 2000?

No       Yes--Please explain.

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IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for ammonium nitrate in the future?

No       Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for ammonium nitrate during January 2000-September 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced ammonium nitrate in the U.S. market since 2000?

No                       Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced ammonium nitrate in the U.S. market in the future?

Increase                       No Change                       Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-19. Has the availability of ammonium nitrate imported from countries other than Russia changed since 2000?

No                       Yes--Please explain.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-20. Describe how easily your firm can shift its sales of ammonium nitrate between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting ammonium nitrate between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of ammonium nitrate since 2000?

No       Yes--Please describe and quantify if possible.

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IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of ammonium nitrate in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No       Yes--Please identify, including the time period.

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IV-B-23. How has demand within the United States (and outside the United States, if known) for ammonium nitrate changed since 2000?

Increased       Unchanged       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-24. Do you anticipate any future changes in ammonium nitrate demand in the United States and, if known, the rest of the world?

No

Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-25. Please compare market prices of ammonium nitrate in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss ammonium nitrate supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Russia, and (3) the world as a whole. Of particular interest is such data from 2000 to the present and forecasts for the future.

IV-B-27. Are your exports of ammonium nitrate subject to any tariff or non-tariff barriers to trade in other countries?

No

Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2000, or that are expected to occur in the future.

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**PART IV.--PRICING AND MARKET FACTORS--*Continued***

**Section IV-B.--PRICE-RELATED QUESTIONS--*Continued***

IV-B-28. Does your firm sell ammonium nitrate over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total sales of ammonium nitrate in 2004 accounted for by internet sales.

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