

**U.S. IMPORTERS' QUESTIONNAIRE**  
**GLYCINE FROM INDIA, JAPAN, AND KOREA**

*Return completed questionnaire (hard copy or saved to CD) to:*

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

**So as to be received by the Commission by no later than October 17, 2007**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning glycine from India, Japan, and Korea (inv. Nos. 731-TA-1111-1113 (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)).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm imported glycine (as defined in the instruction booklet) from <u>any</u> country at any time since January 1, 2004?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations 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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail:</i>
	_____ <i>Fax ( )</i>	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. 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. 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 INFORMATION--Continued**

I-8. Please indicate whether your firm enters glycine into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. Please indicate whether your firm imports glycine under the TIB (temporary importation under bond) program.

No             Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727; [russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov)). **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 number 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; or any other change in the character of your operations or organization relating to the production of glycine since January 1, 2004?

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

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

II-3. Has your firm imported or arranged for the importation of glycine from India, Japan, or Korea for delivery after June 30, 2007?

No       Yes--Indicate when such orders are to be delivered and the source and quantities involved.

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

II-4. If your firm also produces glycine in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

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

II-5a. **IMPORTS FROM INDIA.**--Report your firm's imports and your firm's shipments and inventories of glycine imported from India by your firm during the specified periods. (See definitions in the instruction booklet.)

**INDIA**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports of subject products from India--<sup>1</sup></b>					
<b>Glycine<sup>2</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. shipments of subject products:</b>					
<b>Commercial shipments of subject products:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/Transfers to related firms of subject products:</b>					
Quantity of internal cons/transfers					
Value <sup>3</sup> of internal cons/transfers					
<b>Export shipments of subject products:<sup>4</sup></b>					
Quantity of exports					
Value of exports					
<b>End-of-period inventories<sup>5</sup></b> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> Including all grades of glycine and its precursors: liquid glycine acid and sodium glycinate.					
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004-2006 below: _____					
<sup>4</sup> Identify your principal export markets: _____					
<sup>5</sup> <b>Reconciliation of data.</b> --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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5b. **IMPORTS FROM JAPAN.**--Report your firm's imports and your firm's shipments and inventories of glycine imported from Japan by your firm during the specified periods. (See definitions in the instruction booklet.)

**JAPAN**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports of subject products from Japan--<sup>1</sup></b>					
<b>Glycine<sup>2</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. shipments of subject products:</b>					
<b>Commercial shipments of subject products:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/Transfers to related firms of subject products:</b>					
Quantity of internal cons/transfers					
Value <sup>3</sup> of internal cons/transfers					
<b>Export shipments of subject products:<sup>4</sup></b>					
Quantity of exports					
Value of exports					
<b>End-of-period inventories<sup>5</sup></b> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> Including all grades of glycine and its precursors: liquid glycine acid and sodium glycinate.					
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004-2006 below: _____					
<sup>4</sup> Identify your principal export markets: _____					
<sup>5</sup> <b>Reconciliation of data.</b> --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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5c. **IMPORTS FROM KOREA.**—Report your firm's imports and your firm's shipments and inventories of glycine imported from Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports of subject products from Korea--<sup>1</sup></b>					
<b>Glycine<sup>2</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. shipments of subject products:</b>					
<b>Commercial shipments of subject products:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/Transfers to related firms of subject products:</b>					
Quantity of internal cons/transfers					
Value <sup>3</sup> of internal cons/transfers					
<b>Export shipments of subject products:<sup>4</sup></b>					
Quantity of exports					
Value of exports					
<b>End-of-period inventories<sup>5</sup></b> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> Including all grades of glycine and its precursors: liquid glycine acid and sodium glycinate.					
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004-2006 below: _____					
<sup>4</sup> Identify your principal export markets: _____					
<sup>5</sup> <b>Reconciliation of data.</b> --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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



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

II-5d. **IMPORTS FROM ALL OTHER SOURCES.**--Report your firm's imports and your firm's shipments and inventories of glycine imported from all other sources by your firm during the specified periods. (See definitions in the instruction booklet.)

## ALL OTHER SOURCES

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports of subject products from All other sources--<sup>1</sup></b>					
<b>Glycine<sup>2</sup></b>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. shipments of subject products:</b>					
<b>Commercial shipments of subject products:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/Transfers to related firms of subject products:</b>					
<i>Quantity</i> of internal cons/transfers					
<i>Value<sup>3</sup></i> of internal cons/transfers					
<b>Export shipments of subject products:<sup>4</sup></b>					
<i>Quantity</i> of exports					
<i>Value</i> of exports					
<b>End-of-period inventories<sup>5</sup></b> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> Including all grades of glycine and its precursors: liquid glycine acid and sodium glycinate.					
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004-2006 below: _____					
<sup>4</sup> Identify your principal export markets: _____					
<sup>5</sup> <b>Reconciliation of data.</b> --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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6a. **SHIPMENTS BY GRADE.**—Report your firm’s U.S. shipments by grade of imports from India of glycine. (See definitions in the instruction booklet.)

**INDIA**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments of glycine--</b>					
<b>To <u>pharmaceutical grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>To <u>USP grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>To <u>technical grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>U.S. shipments of sodium glycinate:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<sup>1</sup> As defined in the instructions booklet. Glycine or sodium glycinate may be shipped in either in solid or liquid forms. Note.--The sum of the quantities and value of these U.S. shipments should correspond to what is reported for U.S. shipments (commercial and transfers or internal consumption) in question II-5a.					

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

II-6b. **SHIPMENTS BY GRADE.**—Report your firm’s U.S. shipments by grade of imports from Japan of glycine. (See definitions in the instruction booklet.)

**JAPAN**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments of glycine--</b>					
<b>To <u>pharmaceutical grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>To <u>USP grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>To <u>technical grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>U.S. shipments of sodium glycinate:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<sup>1</sup> As defined in the instructions booklet. Glycine or sodium glycinate may be shipped in either in solid or liquid forms. Note.--The sum of the quantities and value of these U.S. shipments should correspond to what is reported for U.S. shipments (commercial and transfers or internal consumption) in question II-5b.					

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

II-6c. **SHIPMENTS BY GRADE.**—Report your firm’s U.S. shipments by grade of imports from Korea of glycine. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments of glycine--</b>					
<b>To <u>pharmaceutical grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>To <u>USP grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>To <u>technical grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>U.S. shipments of sodium glycinate:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<sup>1</sup> As defined in the instructions booklet. Glycine or sodium glycinate may be shipped in either in solid or liquid forms. Note.--The sum of the quantities and value of these U.S. shipments should correspond to what is reported for U.S. shipments (commercial and transfers or internal consumption) in question II-5c.					

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

II-6d. **SHIPMENTS BY GRADE.**—Report your firm’s U.S. shipments by grade of imports from all other sources of glycine. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments of glycine--</b>					
<b>To <u>pharmaceutical grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>To <u>USP grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>To <u>technical grade</u> end users:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>U.S. shipments of sodium glycinate:<sup>1</sup></b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<sup>1</sup> As defined in the instructions booklet. Glycine or sodium glycinate may be shipped in either in solid or liquid forms.  Note.--The sum of the quantities and value of these U.S. shipments should correspond to what is reported for U.S. shipments (commercial and transfers or internal consumption) in question II-5d.					

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

II-7a. **SHIPMENTS BY END USE.**—Report your firm's U.S. shipments by end use of imports of glycine from India. (See definitions in the instruction booklet.)

**INDIA**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments of glycine by end-use:</b>					
<b>Pet food</b>					
Quantity					
Value					
<b>Animal feed</b>					
Quantity					
Value					
<b>Cosmetic additive (deodorant/antiperspirant)</b>					
Quantity					
Value					
<b>Cosmetic additive (other than deodorant)</b>					
Quantity					
Value					
<b>Chemical processing</b>					
Quantity					
Value					
<b>Food additive for human consumption</b>					
Quantity					
Value					
<b>Pharmaceutical additive (pills)</b>					
Quantity					
Value					
<b>Pharmaceutical additive (intravenous use)</b>					
Quantity					
Value					
<b>Metal complexing or finishing agent</b>					
Quantity					
Value					
<b>All other applications, or unknown</b>					
Quantity					
Value					
Note.--The quantities and values of this table should sum to equal the quality and value of U.S. shipments in question II-5a.					

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

II-7b. **SHIPMENTS BY END USE.**—Report your firm’s U.S. shipments by end use of imports of glycine from Japan. (See definitions in the instruction booklet.)

**JAPAN**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments of glycine by end-use:</b>					
<b>Pet food</b>					
Quantity					
Value					
<b>Animal feed</b>					
Quantity					
Value					
<b>Cosmetic additive (deodorant/antiperspirant)</b>					
Quantity					
Value					
<b>Cosmetic additive (other than deodorant)</b>					
Quantity					
Value					
<b>Chemical processing</b>					
Quantity					
Value					
<b>Food additive for human consumption</b>					
Quantity					
Value					
<b>Pharmaceutical additive (pills)</b>					
Quantity					
Value					
<b>Pharmaceutical additive (intravenous use)</b>					
Quantity					
Value					
<b>Metal complexing or finishing agent</b>					
Quantity					
Value					
<b>All other applications, or unknown</b>					
Quantity					
Value					
Note.--The quantities and values of this table should sum to equal the quality and value of U.S. shipments in question II-5b.					

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

II-7c. **SHIPMENTS BY END USE.**—Report your firm's U.S. shipments by end use of imports of glycine from Korea. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments of glycine by end-use:</b>					
<b>Pet food</b>					
Quantity					
Value					
<b>Animal feed</b>					
Quantity					
Value					
<b>Cosmetic additive (deodorant/antiperspirant)</b>					
Quantity					
Value					
<b>Cosmetic additive (other than deodorant)</b>					
Quantity					
Value					
<b>Chemical processing</b>					
Quantity					
Value					
<b>Food additive for human consumption</b>					
Quantity					
Value					
<b>Pharmaceutical additive (pills)</b>					
Quantity					
Value					
<b>Pharmaceutical additive (intravenous use)</b>					
Quantity					
Value					
<b>Metal complexing or finishing agent</b>					
Quantity					
Value					
<b>All other applications, or unknown</b>					
Quantity					
Value					
Note.--The quantities and values of this table should sum to equal the quality and value of U.S. shipments in question II-5c.					



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

II-7d. **SHIPMENTS BY END USE.**—Report your firm's U.S. shipments by end use of imports of glycine from All other sources. (See definitions in the instruction booklet.)

## ALL OTHER SOURCES

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments of glycine by end-use:</b>					
<b>Pet food</b>					
Quantity					
Value					
<b>Animal feed</b>					
Quantity					
Value					
<b>Cosmetic additive (deodorant/antiperspirant)</b>					
Quantity					
Value					
<b>Cosmetic additive (other than deodorant)</b>					
Quantity					
Value					
<b>Chemical processing</b>					
Quantity					
Value					
<b>Food additive for human consumption</b>					
Quantity					
Value					
<b>Pharmaceutical additive (pills)</b>					
Quantity					
Value					
<b>Pharmaceutical additive (intravenous use)</b>					
Quantity					
Value					
<b>Metal complexing or finishing agent</b>					
Quantity					
Value					
<b>All other applications, or unknown</b>					
Quantity					
Value					
Note.--The quantities and values of this table should sum to equal the quality and value of U.S. shipments in question II-5d.					

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

II-8. Does your firm purchase directly from the foreign manufacturer(s) for all of your imports of glycine?

- Yes       No--Indicate the names of the top five (5) intermediaries through which your firm purchases glycine for import into the United States.

<u>Intermediary name</u>	<u>Location (i.e. Country)</u>	<u>Contact person</u>	<u>E-mail address</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Please explain why your firm has structured its business in this manner (*i.e.*, using an indirect channel of distribution to import glycine):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov)

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during **January 2004 to June 2007**.

**Product 1.--Glycine sold to Pharmaceutical grade end users** -- A white, orderless, crystalline powder with a sweet taste, having an assay (glycine content) of 98.5 percent to 101.5 percent (dry basis), and with no more than 7 ppm chloride, no more than 65 ppm sulfate, and no more than 1 ppm heavy metals.

**Product 2.-- Glycine sold to USP grade end users** -- A white, orderless, crystalline powder with a sweet taste, having an assay (glycine content) of 98.5 percent to 101.5 percent (dry basis), and with no more than 70 ppm chloride, no more than 65 ppm sulfate, no more than 20 ppm heavy metals.

**Product 3.-- Glycine sold to Technical grade end users** -- A white, off-white, or slightly yellow crystalline powder, having an assay (glycine content) of 98.5 percent to 101.5 percent (dry basis), with maximum chlorides of 0.4 percent.

Note.--The Pricing product data should reflect the market into which the glycine in question is sold. The purity requirements listed for each pricing product reflect minimum purity requirements for end users in those markets. Any glycine that could be sold into a higher purity end use but is not should be recorded as a sale to the market into which it is sold. For example, if an importer has glycine meeting the specs for use in deodorant applications (USP grade) but sells that product for metal complexing (technical grade), that sale should be recorded as a technical grade sale for purposes of this questionnaire.

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **PRICING PRODUCTS FROM INDIA.**--Report the quarterly data<sup>1</sup> for pricing products<sup>2</sup> from India below.

**INDIA**

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004</b>						
January-March						
April-June						
July-September						
October-December						
<b>2005</b>						
January-March						
April-June						
July-September						
October-December						
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **PRICING PRODUCTS FROM JAPAN.**--Report the quarterly data<sup>1</sup> for pricing products<sup>2</sup> from Japan below.

**JAPAN**

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004</b>						
January-March						
April-June						
July-September						
October-December						
<b>2005</b>						
January-March						
April-June						
July-September						
October-December						
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2c. **PRICING PRODUCTS FROM KOREA**.--Report the quarterly data<sup>1</sup> for pricing products<sup>2</sup> from Korea below.

**KOREA**

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004</b>						
January-March						
April-June						
July-September						
October-December						
<b>2005</b>						
January-March						
April-June						
July-September						
October-December						
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2d. **PRICING PRODUCTS FROM CHINA.**--Report the quarterly data<sup>1</sup> for pricing products<sup>2</sup> from China below.

**CHINA**

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004</b>						
January-March						
April-June						
July-September						
October-December						
<b>2005</b>						
January-March						
April-June						
July-September						
October-December						
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2e. **PRICING PRODUCTS FROM OTHER SOURCES.** Report the quarterly data<sup>1</sup> for pricing products<sup>2</sup> a source other than China, India, Japan or Korea. Please indicate the source of the import shipments in the space provided.

**SOURCE:** ( \_\_\_\_\_ )

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004</b>						
January-March						
April-June						
July-September						
October-December						
<b>2005</b>						
January-March						
April-June						
July-September						
October-December						
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_



**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2f. **PRICING PRODUCTS FROM OTHER SOURCES.** Report the quarterly data<sup>1</sup> for pricing products<sup>2</sup> a source other than China, India, Japan or Korea. Please indicate the source of the import shipments in the space provided.

**SOURCE:** ( \_\_\_\_\_ )

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004</b>						
January-March						
April-June						
July-September						
October-December						
<b>2005</b>						
January-March						
April-June						
July-September						
October-December						
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-3. How does your firm determine the prices that it charges for sales of glycine (check all that apply)? 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.

- Transaction by transaction     
  Contracts     
  Set price lists  
 Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-4. Please describe your firm's discount policy (check all that apply).

- Quantity discounts     
  Annual total volume discounts     
  No discounts  
 No discount policy  
 Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-5. (a) What are your firm's typical sales terms for its U.S.-produced glycine (e.g., 2/10 net 30 days)? \_\_\_\_\_.

(b) On what basis are your prices of domestic glycine usually quoted? (check one)  
 F.o.b.--Please specify point: \_\_\_\_\_     
  Delivered

III-6. Approximately what share of your firm's sales of its glycine imported from India, Japan, and Korea in 2005 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	
Total	100 %

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-7. 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?  Yes  No
- (c) Does the contract fix quantity, price, or both?  Quantity  Price  Both
- (d) Does the contract have a meet or release provision?  
 No  Yes-- Please estimate the percentage of your firm's contract sales during the period of investigation in which a price change took place while the contract was in place.  
\_\_\_\_\_ percent.

III-8. 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?  Yes  No
- (c) Does the contract fix quantity, price, or both?  Quantity  Price  Both
- (d) Does the contract have a meet or release provision?  
 No  Yes-- Please estimate the percentage of your firm's contract sales during the period of investigation in which a price change took place while the contract was in place.  
\_\_\_\_\_ percent.

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of glycine?

Source	Share of sales 2006	Lead time
From inventory	percent	
Produced to order	percent	
Total	100 percent	

III-10. (a) What is the approximate percentage of the total delivered cost of glycine that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

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

(c) What proportion of your sales occur within 100 miles of your U.S. storage facilities or U.S. port of entry? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-11. What is the geographic market area in the United States served by your firm's glycine? (check all the apply)

- Northeast                       Midwest                       Southeast  
 Central Southwest                       Mountains                       Pacific Coast  
 Other (*i.e.*, non-contiguous U.S.--Please describe: \_\_\_\_\_)

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-12. Describe the end uses of the glycine for each end-use product, what percentage of the total cost is accounted for by glycine.

<u>End use</u>	<u>Share of total cost of end use that is accounted for by the cost of glycine</u>
<b>Pet food</b>	_____ percent
<b>Animal feed</b>	_____ percent
<b>Cosmetic additive</b> (deodorant/ antiperspirant)	_____ percent
<b>Cosmetic additive</b> (other than deodorant)	_____ percent
<b>Chemical processing</b>	_____ percent
<b>Food additive for human consumption</b>	_____ percent
<b>Pharmaceutical additive</b> (pills)	_____ percent
<b>Pharmaceutical additive</b> (intravenous use)	_____ percent
<b>Metal complexing or finishing agent</b>	_____ percent
<b>Other</b> --Please describe: _____	_____ percent
<b>Other</b> --Please describe: _____	_____ percent

Note.--The share of total cost column **should not** equal 100 percent.

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-13. Please list in order of importance any products that may be substituted for glycine. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for glycine.

Substitute	End use	Have changes in the prices of this substitute affected the price for glycine?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes
6.		<input type="checkbox"/> No <input type="checkbox"/> Yes

III-14. How has the demand within the United States (and outside the United States if known) for glycine changed since January 1, 2004? What principal factors affect changes in demand?

- Increase       No Change       Decrease       Other

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III-15. Have there been any significant changes in the product range or marketing of glycine since January 1, 2004?

- No       Yes-- Please describe.

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-17. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *et cetera*) between glycine produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	India	Japan	Korea	Other countries
United States					
United States					
India					
Japan					

<sup>1</sup> For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of glycine, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-18. Please identify below the names and addresses of your firm's 10 largest customers for glycine during January 2004 to June 2007. Please also provide the name, telephone number, and e-mail address of a contact person and the share of the quantity of your firm's total shipments of glycine that each of these customers accounted for in the January 2004 to June 2007 period.

No.	Customer's Name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of Jan 2004 to June 2007 sales(%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					