

U.S. PURCHASERS' 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 investigation concerning glycine from India, Japan, and Korea (inv. No. 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>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased glycine (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2004?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</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 submitting 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 investigation 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 this investigation 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 investigation 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 address</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-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing glycine from India, Japan, or Korea into the United States or which are engaged in exporting glycine from India, Japan, or Korea to the United States?

No Yes--List the following information

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

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

No Yes--List the following information

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

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).

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. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of glycine. Report based on delivery date, not order date.

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar year			January-June	
	2004	2005	2006	2006	2007
Purchases of glycine produced in the <u>United States</u>:					
<i>Quantity</i>					
<i>Value</i>					
Purchases of glycine produced in <u>India</u>:					
<i>Quantity</i>					
<i>Value</i>					
Purchases of glycine produced in <u>Japan</u>:					
<i>Quantity</i>					
<i>Value</i>					
Purchases of glycyne produced in <u>Korea</u>:					
<i>Quantity</i>					
<i>Value</i>					
Purchases of glycine produced in <u>any other country</u>:¹					
<i>Quantity</i>					
<i>Value</i>					
¹ Please identify these countries: _____					

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

II-3. Using your response to question II-2 as a point of reference, please indicate the trend of your purchases of glycine from each of the sources identified (i.e. whether they increased, decreased, or remained constant) and provide an explanation for that trend.

Source	Trend	Explanation for trend
Purchases of glycine produced in--		
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Remained constant	<hr/> <hr/>
India	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Remained constant	<hr/> <hr/>
Korea	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Remained constant	<hr/> <hr/>
Japan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Remained constant	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Remained constant	<hr/> <hr/>

II-4. If your firm has purchased glycine from only one source, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

III-1. Who should be contacted regarding the requested information related to market characteristics and purchasing practices?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Which of the following best describes your firm as a purchaser of glycine (check all that apply, noting the specific end uses if known)?

- Deodorant/antiperspirant (actives) producer (_____)
- Other cosmetic producer (_____)
- Animal feed producer (_____)
- Pet food producer (_____)
- Produce pharmaceutical injection products (_____)
- Produce pharmaceutical non-injection products (_____)
- Produce food/nutritional supplement (_____)
- Produce other products for human consumption (_____)
- Use in metallurgical, chemical, or sponge production (_____)
- Fertilizer producer (_____)
- DISTRIBUTOR (_____)
- Other (_____)

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-3. (a) If your firm is a distributor or reseller of glycine, what are the major types of consumers to which you sell glycine?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase glycine?

III-4. If your firm is an end user of glycine, list in order of quantity of glycine consumed, the top 3 products for which your firm purchases glycine as a component part or input. Please indicate what percentage of the total cost of each individual product your firm produces that is accounted for by glycine.

Product you produce	Percent of the total cost of this product that is accounted for by glycine

III-5. (a) If your firm is an end user of glycine, has the demand for your firm's final products incorporating glycine changed since January 1, 2004?

Increase No Change Decrease

Other (please explain) _____

(b) Has this had any effect on your firm's demand for glycine?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-6. (a) Has the demand for glycine in the United States changed since January 1, 2004?

Increase No Change Decrease

Other (please explain) _____

(b) If demand for glycine has changed, why has it changed?

III-7. 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-8. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving glycine based on the producer of the glycine?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

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

Your firm: _____

Your customers: _____

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving glycine based on the country of origin of the glycine you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

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

Your firm: _____

Your customers: _____

III-10. Have you made significant changes in your purchasing patterns (e.g., frequency, order size) in the last three years?

No Yes--Please describe.

III-11. How many suppliers do you generally contact before making a purchase?

III-12. Have you changed suppliers since January 1, 2004?

No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

Supplier	Action	Explanation for action
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.
-

III-14. Do you require some or all of your suppliers to be USP certified for the glycine you purchase?

- No Yes--Please answer the following questions

a) What percentage of your firms purchases of glycine must qualify as USP certified?

_____ percent in 2006.

b) Please provide a general description of the qualification process and whether it differs by source of supply.

c) How long does it take to qualify a firm if it is already USP certified? _____ days

d) How long does it take for a firm to receive USP certification? _____ days

III-15. If you do not require USP certification for product you purchase, do you require any other qualification for the producers of glycine you purchase?

- No Yes--Please answer the following questions

a) What percentage of your firms purchases of glycine must satisfy this other qualification?

_____ percent in 2006.

b) Please provide a general description of this other (*i.e.*, non-USP) qualification process and whether it differs by source of supply.

c) How long does it take to qualify a firm if it is already USP certified? _____ days

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-16. Do you require your suppliers to become certified or pre-qualified in any manner in addition to the USP certification with respect to the quality, purity, lack of specific contaminants, or other performance characteristic of the glycine they sell to your firm?

No Yes--Please answer the following questions

a) What percentage of your firms purchases of glycine must satisfy these additional certifications or qualifications?

_____ percent in 2006.

b) Please provide a general description of this additional (*i.e.*, more rigorous) certification or qualification, and whether it differs by source of supply.

c) How long does it take to qualify for these additional certification(s) or qualification(s) if a firm is already USP certified? _____ days

III-17. Since January 1, 2004, have any domestic or foreign producers failed in their attempts to certify or qualify their glycine 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 certification/qualification process.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-18. Since January 1, 2004, have any suppliers, domestic, foreign producers, or importers broken a contract to supply your firm with glycine?

- No Yes--Please identify these firms, the countries where they are located, when, manner in which, and reason they broke the contract.

What was the impact of this on your firm?

III-19. Since January 1, 2004, have any suppliers, domestic or foreign, put your firm on allocation for or delayed delivery of glycine?

- No Yes--Please identify these firms, the countries where they are located, when, manner in which, and reason they used allocations or delayed delivery.

What was the impact of this on your firm?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-20. For the factors listed below, please rate each in terms of its importance in your purchase decision for glycine.

	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"/>
Extension of credit	<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"/>
Quality but not USP standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets USP standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds USP standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Producer keeps a master drug list	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Able to source multiple products from supplier	<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"/>
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 III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-21. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase glycine for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: (_____)

III-22. What characteristics does your firm consider when determining the quality of glycine?

III-23. How often does your firm purchase the glycine that is offered at the lowest price?

Always Usually Sometimes Never

III-24. Please list the names of any firms you considered price leaders in the glycine market during January 2004-June 2007. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-25. Please describe how the above firm(s) exhibited price leadership.

PART IV.--PRODUCT COMPARISONS

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

IV-1. Who should be contacted regarding the requested information relating to product comparisons?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

IV-2. Please indicate the countries of origin for glycine for which your firm has actual marketing/pricing knowledge.

United States India Japan Korea

Other countries (Please specify: _____)

IV-3. Is glycine produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are always interchangeable, “F” to indicate that the products are frequently interchangeable, “S” to indicate that the products are sometimes interchangeable, “N” to indicate that the products are never interchangeable, and “0” to indicate no familiarity with products from a specified country-pair.¹

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

¹ For any country-pair producing glycine which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART IV--PRODUCT COMPARISONS--Continued

IV-4. Do you or your customers ever specifically order glycine 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 glycine from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types of glycine available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/style.

IV-6. If you purchased glycine 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.

PART IV--PRODUCT COMPARISONS--Continued

IV-7. For the factors listed below, please rate how glycine produced in each country you identified in your response to the first question in Part IV compares with glycine produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please check in each applicable product comparison indicating whether product is superior, comparable, or inferior from the first source compared to the second source.

Quality	product from United States compared to product from			product from compared to product from			product from compared to product from			product from compared to product from			product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
	Availability	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality less than USP standard	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets USP standard	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality greater than USP standard	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Able to source multiple products from supplier	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs...	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART IV--PRODUCT COMPARISONS--Continued

IV-7. *Continued*

Quality	product from			product from			product from			product from			product from		
	compared to product from			compared to product from			compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price.....	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality less than USP standard	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets USP standard	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality greater than USP standard	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Able to source multiple products from supplier	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs...	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART IV--PRODUCT COMPARISONS--Continued

IV-8. (a) How often does domestically produced glycine meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Never

(b) How often does imported subject glycine meet minimum quality specifications for your uses or your customers' uses?

India

Always Usually Sometimes Never

Japan

Always Usually Sometimes Never

Korea

Always Usually Sometimes Never

(c) How often does imported nonsubject glycine meet minimum quality specifications for your uses or your customers' uses?

from: **China**

Always Usually Sometimes Never

from: _____

Always Usually Sometimes Never

from: _____

Always Usually Sometimes Never

from: _____

Always Usually Sometimes Never

PART IV--PRODUCT COMPARISONS--Continued

IV-9. Please provide the names and addresses of your firm's ten (10) largest suppliers of glycine purchased 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 purchases of glycine that each of these suppliers accounted for in the January 2004 to June 2007 period.

No.	Supplier'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					