

**U.S. PRODUCERS' 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 produced glycine (as defined in the instruction booklet) 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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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.

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I-3. Do you support or oppose the petition?

Support     Oppose     Take no position

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As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes     No--I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

**PART I.--GENERAL INFORMATION--Continued**

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. 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-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of glycine?

<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](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; 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 glycine since January 1, 2004?

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

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of glycine?

No       Yes--List the following information.

Basis for allocation of capacity data (*e.g.*, sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
Glycine _____	_____
_____	_____
_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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

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

II-5. Does your firm produce other products using the same production and related workers employed to produce glycine?

No             Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Glycine</u> _____	_____
_____	_____
_____	_____

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of glycine?

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

II-7. Does your firm produce glycine in a foreign trade zone (FTZ)?

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

II-8. Since January 1, 2004, has your firm imported glycine or sodium glycinate?

No             Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-9. Please indicate which production process your firm uses to produce glycine. (check all that apply)

**Hydrogen cyanide ("HCN") process** -- (This process uses formaldehyde, hydrogen cyanide, aqueous ammonia, sodium hydroxide, and sulfuric acid as raw material inputs and/or catalysts to produce glycine. Sodium glycinate is a distinct intermediate product in this process.)

**Monochloroacetic acid ("MCA") process** -- (This process uses ammonium chloride, monochloroacetic acid, and hexamethyleneteramine as raw material inputs and/or catalysts to produce glycine. Sodium glycinate is *not* an intermediate product in this production process.)

**Other**--Please describe: \_\_\_\_\_

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

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of glycine (liquid or solid) in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of exports					
Value of exports					
End-of-period inventories <sup>4,5</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<p><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).</p> <hr/> <p><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 for financial reporting purposes, please specify that basis (e.g., cost, cost plus, et cetera) and provide value data using that basis for 2004-2006 below:</p> <hr/> <p><sup>3</sup> Identify your principal export markets: _____.</p> <p><sup>4</sup> Reconciliation of data.--Please note that the <u>quantities</u> 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?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____.</p> <p><sup>5</sup> Please list the factors affecting changes in your firm's end-of-period inventories, especially in the most recent period.</p> <hr/>					

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

II-11. If you reported transfers of glycine to related firms in question II-10, 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-12. Report your firm's U.S. shipments by grade of glycine (*based on the actual quality of the glycine not the market to which it is sold*) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. shipments--<sup>1</sup></b>					
<b>Pharmaceutical grade:<sup>2</sup></b>					
Quantity					
Value					
<b>USP grade:<sup>2</sup></b>					
Quantity					
Value					
<b>Technical grade:<sup>2</sup></b>					
Quantity					
Value					
<p>Note.--This break out <b><i>is based</i></b> on the actual quality of the material sold and <b><i>is not based</i></b> on the end-users' requirement. For example, any material that was sold to technical grade end users but which actually could have qualified for use in a sale to a USP grade end user should be recorded under USP grade. Question II-13 requests that you provide information on sales based on the end users' requirements.</p> <p><sup>1</sup> The sum of the three grades in this table should correspond to the quantities and values for U.S. shipments as reported in response to question II-10.</p> <p><sup>2</sup> As defined in the instructions booklet, based on the actual physical characteristics.</p>					

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

II-13. Does your firm produce either pharmaceutical grade glycine or USP grade glycine, which it then sells to end users who require glycine at a lower grade?

- No                       Yes--Please report your shipments of USP grade quality glycine below.

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 <u>pharmaceutical grade</u> quality glycine--<sup>1</sup></b>					
<b>To pharmaceutical grade end users:</b>					
Quantity					
Value					
<b>To USP grade end users:</b>					
Quantity					
Value					
<b>To technical grade end users:</b>					
Quantity					
Value					
<b>U.S. shipments of <u>USP grade</u> quality glycine--<sup>2</sup></b>					
<b>To USP grade end users:</b>					
Quantity					
Value					
<b>To technical grade end users:</b>					
Quantity					
Value					
<p>Note.--This break out <b><i>is based</i></b> the end users' requirements and <b><i>is not based</i></b> on the actual quality of the material sold. So for example, any material that was sold to technical grade end users but which actually could have qualified for use in a sale to a USP grade end user should be recorded here under technical grade to reflect that purchaser's requirements and not the actual purity of the material. Question II-14 requests that you provide information on commercial sales based on the end users' requirements.</p> <p><sup>1</sup> This total should equal U.S. shipments of pharmaceutical grade quality glycine as reported in question II-12.  <sup>2</sup> This total should equal U.S. shipments of USP grade quality glycine as reported in question II-12.</p>					



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

II-14. Report your firm's U.S. shipments of glycine by end use during the specified periods.

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-10.					

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

II-15. Other than direct imports, has your firm otherwise purchased glycine since January 1, 2004? (See definitions in the instruction booklet.)

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

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF GLYCINE FROM--</b>					
India:					
Quantity					
Value					
Japan:					
Quantity					
Value					
Korea:					
Quantity					
Value					
All other foreign sources:					
Quantity					
Value					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
Quantity					
Value					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
Quantity					
Value					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <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/>					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, justin.jee@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact:

\_\_\_\_\_

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

Phone number E-mail address

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

Fax number

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 subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:  
 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,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually

4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes glycine, 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, *et cetera*).

\_\_\_\_\_

\_\_\_\_\_

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

III-4. Please explain how your company treats byproduct revenues in your normal course of business and accounting (by-product revenues can be treated either as a cost reduction of the main or joint products, or as a separate item of revenue or other income), and how much is byproduct revenue in 2006.

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III-5. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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III-6. Other products.--Please list any other products you produced in the facilities in which you produced glycine, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

**Products**

**Share of sales**

_____	_____
_____	_____

III-7. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of glycine from any related company?

Yes--Continue to question III-8 below       No--Continue to question III-11 below

III-8. In the space provided below, identify the inputs related to the production of glycine that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

**Input**

**Related Party**

_____	_____
_____	_____
_____	_____
_____	_____

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

III-9. With respect to the related companies identified in response to question III-8 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below       No--Continue to question III-11 below

III-10. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-12 (Operations on glycine); i.e., costs reported in question III-12, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes       No--Please contact Justin Jee at 202-205-3186, justin.jee@usitc.gov

III-11. For each annual and interim period for which financial results are reported in question III-12, please indicated in the schedule below the specific non-recurring charges, with dollar amount, the particular expense/cost line items from question II-12 where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's glycine operations.

Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
<b>Non recurring charges:</b> (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question II-12)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

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

III-12. Operations on glycine.--Report the revenue and related cost information requested below on the glycine operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. 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.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (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. <sup>2</sup> Please list the expense categories and amounts of any profits on inputs or transfers that are reflected on your books but which are eliminated from the costs reported above.					
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					
<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.					

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

III-13. Please explain any differences in the processes and the raw materials used to produce pharmaceutical grade glycine, as opposed to either USP grade or technical grade glycine. Also, please provide an estimate of the additional cost (in dollars per pound) to produce pharmaceutical grade glycine in your most recently completed fiscal year.

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III-14. Asset values.--Report the total assets associated with the production, warehousing, and sale of glycine. 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. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of glycine:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current			
E. Total current assets (lines 1.A. through 1.D.)			
<b>2. Non-current assets:</b>			
A. Original cost of property, plant, and equipment (PPE)			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE (line 2.A less line 2.B)			
D. All other non-current assets:			
E. Total non-current assets: (lines 2.C through 2.D)			
<b>3. Total assets</b> (lines 1.E and 2.E)			

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

III-15. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on glycine. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

III-16. Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of glycine from India, Japan, or Korea?

- No             Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
  - Denial or rejection of investment proposal
  - Reduction in the size of capital investments
  - Rejection of bank loans
  - Lowering of credit rating
  - Problem related to the issue of stocks or bonds
  - Other (specify) \_\_\_\_\_

III-17. Does your firm anticipate any negative impact of imports of glycine from India, Japan, or Korea?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**PART IV.--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)

IV-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 a producer produces 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.

**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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. Report the quarterly data<sup>1</sup> for pricing products<sup>2</sup> below.

<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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-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: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

IV-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: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

IV-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

IV-6. Approximately what share of your firm's sales of its U.S.-produced glycine in 2006 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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-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.

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-9. Has you firm or its predecessors been unable to provide glycine that it had contracted to sell since January 1, 2004?

- No                       Yes—Please report the dates this occurred, the amount of product for which your firm or its predecessors were unable to provide, and the reason(s) the firm was unable to provide product.

<b>Year</b>	<b>Amount of glycine (1,000 pounds)</b>	<b>Reason(s) product was not provided as contracted</b>
<b>2004</b>		<hr/> <hr/> <hr/> <hr/> <hr/>
<b>2005</b>		<hr/> <hr/> <hr/> <hr/> <hr/>
<b>2006</b>		<hr/> <hr/> <hr/> <hr/> <hr/>
<b>2007</b>		<hr/> <hr/> <hr/> <hr/> <hr/>

Note.--Please include as a separate attachment the spreadsheets used to develop this table with the shipment-by-shipment data (consistent with the format used by your firm during the preliminary phase of these investigations).

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

IV-10. Has you firm or its predecessors delayed deliveries of glycine or since January 1, 2004?

- No                       Yes--Please report the dates this occurred, length of the delays, the amount of product for which your firm or its predecessors were unable to provide, and the reason the firm delayed deliveries.

Year	Number of days	Average length of delays	Amount of glycine implicated (1,000 pounds)	Reason(s) delivery was delayed
2004				<hr/> <hr/> <hr/> <hr/>
2005				<hr/> <hr/> <hr/> <hr/>
2006				<hr/> <hr/> <hr/> <hr/>
2007				<hr/> <hr/> <hr/> <hr/>

Note.--Please include as a separate attachment the spreadsheets used to develop this table with the shipment-by-shipment data (consistent with the format used by your firm during the preliminary phase of these investigations).

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

IV-11. 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 glycine?

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

- IV-12. (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                                       Purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-13. What is the geographic market area in the United States served by your firm's glycine? (check all the apply) (See instruction book for definitions)

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

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

IV-14. For each end-use product, what percentage of the total cost is accounted for by the glycine that your firm manufactures?

<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.

IV-15. Please describe and comment on the market for pharmaceutical grade glycine. How is it different from the market for USP grade glycine? What are the barriers to entry into this market? What is the role of government regulation in setting production standards?

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

IV-16. 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

IV-17. 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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IV-18. 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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-20. 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					
India					
Japan					
Korea					

<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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-21. 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					



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

IV-23. COMPETITION FROM IMPORTS--LOST SALES.--Since ***January 1, 2007***: Did your firm lose sales of glycine to imports of these products from India, Japan, and Korea?

No                       Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported. **PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone, fax number, and e-mail address	Product	Date of quote	Quantity (pounds)	Rejected U.S. price (dollars per pound)	Country of origin	Competing import price (dollars per pound)