

U.S. IMPORTERS' QUESTIONNAIRE

GLYCINE FROM CHINA

This questionnaire must be received by the Commission by no later than April 27, 2011

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning glycine from China (Inv. No. 731-TA-718 (Third Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported glycine (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2005?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone: ()	_____ E-mail address
	_____ Fax ()	

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 40 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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. **Ownership.**--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. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing glycine from China into the United States or which are engaged in exporting glycine from China to the United States?

No Yes--List the following information.

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

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing glycine from countries other than China into the United States or that are engaged in exporting glycine from countries other than China to the United States?

No Yes--List the following information.

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

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

No Yes--List the following information.

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

I-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on glycine. More than one answer may be applicable.

- Importer of record Takes title to the imported product(s)
- Consignee of the imported products(s) Customs broker or freight forwarder

PART I.--GENERAL INFORMATION--Continued

I-8. **Consignees.**--If your firm is an importer of record of glycine but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--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-10. **TIB.**--Please indicate whether your firm imports glycine under the TIB (temporary importation under bond) program.

- No Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for glycine?

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

I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Stefania Pozzi Porter (202-205-3177, Stefania.PozziPorter@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: _____ Telephone: (____) _____

Fax: (____) _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of glycine since January 1, 2005.

(check as many as appropriate) (please describe)

office/warehouse openings..... _____

office/warehouse closings _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
importation curtailments _____

revised labor agreements _____

other..... _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of glycine in the future?

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

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of glycine in the future if the antidumping duty order on glycine from China were to be revoked?

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

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of glycine from China for delivery after December 31, 2010?

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

II-6. **Reasons for importing if producer.**--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-7a. **Imports from CHINA.**--Does your firm import glycine from China?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of glycine imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (K)						
U.S. shipments to end users (quantity) (L)						
¹ 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 each period identified above:						
² Identify your principal export markets: _____						

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

II-7b. **Imports from Korea.**--Does your firm import glycine from Korea?

- No. Yes-- 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), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (<i>quantity</i>) (A)						
Imports:						
<i>Quantity</i> (B)						
<i>Value</i> (C)						
U.S. shipments:						
Commercial shipments:						
<i>Quantity</i> (D)						
<i>Value</i> (E)						
Internal consumption/company transfers:						
<i>Quantity</i> (F)						
<i>Value</i> ¹ (G)						
Export shipments: ²						
<i>Quantity</i> (H)						
<i>Value</i> (I)						
End-of-period inventories (<i>quantity</i>) (J)						
Channels of distribution:						
U.S. shipments to distributors (<i>quantity</i>) (K)						
U.S. shipments to end users (<i>quantity</i>) (L)						
¹ 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 each of the periods noted above:						
² Identify your principal export markets: _____						

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

II-7c. **Imports from ALL OTHER SOURCES.**--Does your firm import glycine from countries **other than China and Korea?**

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of glycine imported from countries other than China and Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in 1,000), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (K)						
U.S. shipments to end users (quantity) (L)						
¹ 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 each of the periods noted above:						
² Identify your principal export markets: _____						

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

II-8. Reconciliation of import data.--

(a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile? Yes No--(Please explain: _____)

$D + F = K + L$

Do these data reconcile? Yes No--(Please explain: _____)

(b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2005 should equal line A of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

II-9. **Shipments by grade.**—Please report the quantity of your firm’s 2010 U.S shipments by grade of glycine from China (based on the actual quality of the glycine, not the market to which it is sold).

U.S. Shipments	
Product	Quantity (<i>in 1,000 pounds</i>)
Pharmaceutical grade	
USP grade	
Technical grade	
Other grade _____	

II-10. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of glycine from China in terms of its effect on your firm’s imports, U.S. shipments of imports, and inventories. You may wish to compare your firm’s operations before and after the imposition of the order.

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

II-11. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of glycine in the future if the antidumping duty order on glycine from China were to be revoked?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Aimee Larsen (202-205-3179, Aimee.Larsen@usitc.gov)**.

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for parts II to IV with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

PRICE DATA

III-2. (a) **Does your firm sell glycine that is imported to unrelated U.S. firms?**
 No Yes

If yes, please report the quarterly quantity and value data for your commercial shipments to unrelated U.S. firm since 2005 of the products on the following page (III-3a and III-3b). Please note that the total value dollar values for imported glycine sold to unrelated customers should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs to your first U.S. warehouse or storage facility. 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.

(b) **Does your firm import glycine for your own use?**
 No Yes

If yes, please report the quarterly quantity and value data for your imports since 2005 of the products on pages 17-19 (III-3c and III-3d). Please report these values on a delivered basis, (net of returns, discounts, allowances, and rebates), including all ocean freight and U.S.-inland freight costs for delivery to your facility.

PART III.--PRICING AND MARKET FACTORS--Continued

Product 1.-- Pharmaceutical-grade glycine - A white, odorless, 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, and no more than 10 ppm heavy metals.

Product 2.-- USP-grade glycine - A white, odorless, 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, and not otherwise qualifying as pharmaceutical-grade glycine.

Product 3.-- Technical-grade glycine - 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 no more than 200 ppm sulfates, and not otherwise qualifying as USP-grade glycine.

Note.—The pricing product data should reflect the end use for 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 specifications 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.

PART III.--PRICING AND MARKET FACTORS--Continued

III-3a **Price data (China).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

CHINA

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1- Pharm		Product 2- USP		Product 3- Tech	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						

¹ 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.
² Pricing product definitions are provided on the second page of Part 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 MARKET FACTORS--Continued

III-3b. **Price data (nonsubject)**--Report below the quarterly price data¹ for pricing products² imported from your largest other country source (other than China) and sold by your firm.

Nonsubject Country #1:

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1- Pharm		Product 2- USP		Product 3- Tech	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						

¹ 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.
² Pricing product definitions are provided on the second page of Part 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 MARKET FACTORS--Continued

III-3b. **Price data (Nonsubject).--Continued**

Nonsubject Country #2:

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1- Pharm		Product 2- USP		Product 3- Tech	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						

¹ 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.
² Pricing product definitions are provided on the second page of Part 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 MARKET FACTORS--Continued

III-3c. **Price data for internal consumption (China).**--Report below the quarterly price data¹ for pricing products² imported from China for your own use.

CHINA

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1- Pharm		Product 2- USP		Product 3- Tech	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						

¹ Delivered basis (*i.e.*, net of returns, discounts, allowances, and rebates), including all ocean freight and U.S. inland freight costs for delivery to your facility.
² Pricing product definitions are provided on the second page of Part 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 MARKET FACTORS--Continued

III-3d. **Price data for internal consumption (nonsubject)**--Report below the quarterly price data¹ for pricing products² imported from your largest other country source (other than China) for your own use.

Nonsubject Country #1:

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1- Pharm		Product 2- USP		Product 3- Tech	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						

¹ Delivered basis (i.e., net of returns, discounts, allowances, and rebates), including all ocean freight and U.S. inland freight costs for delivery to your facility.

² Pricing product definitions are provided on the second page of Part 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 MARKET FACTORS--Continued

III-3d. **Price data (Nonsubject).--Continued**

Nonsubject Country #2:

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1- Pharm		Product 2- USP		Product 3- Tech	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						

¹ Delivered basis (*i.e.*, net of returns, discounts, allowances, and rebates), including all ocean freight and U.S. inland freight costs for delivery to your facility.
² Pricing product definitions are provided on the second page of Part 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 MARKET FACTORS--Continued

III-4. **Price setting**-- How does your firm determine the prices that it charges for sales of China (*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 only submit some sample pages.

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

III-5. **Discount policy**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts Annual total volume discounts No discounts
- Other--Please describe: _____
- _____
- _____

III-6. **Pricing terms for glycine**--

- (a) What are your firm's typical sales terms for its imported glycine (e.g., 2/10 net 30 days)?
_____.
- (b) On what basis are your prices of imported glycine usually quoted? (check one)
- F.o.b.--Please specify point: _____ Delivered

III-7. **Contract versus spot**--Approximately what share of your firm's sales of its imported glycine in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

PART III.--PRICING AND MARKET FACTORS--Continued

III-8. **Long-term contract provisions.**--If you sell glycine imported from China 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? Yes No

III-9. **Short-term contract provisions.**--If you sell glycine imported from China 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? Yes No

III-10. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of glycine imported from China?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u>
From your U.S. inventory	_____	_____ days _____
From foreign manufacturers' inventory	_____	_____ days _____
Produced to order	_____	_____ days _____
Total	100 %	

PART III.--PRICING AND MARKET FACTORS--Continued

III-11. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of certain glycine imported from China 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) When you sell glycine imported from China, from where is it shipped?
 (check one) point of importation or storage facility
- (d) What proportion of your sales of glycine imported from China are delivered within 100 miles of your point of shipment (provide the percentages)? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-12. Geographical shipments.-- What is the geographic market area in the United States served by your firm's shipments of glycine imported from any source? (check all that apply)

Geographic area	√ if applicable
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. —AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. —CA, OR, and WA.	<input type="checkbox"/>
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

PART III.--PRICING AND MARKET FACTORS--Continued

III-13. **Changes in end uses.**--Have there been any changes in the end uses of glycine since 2005?

No Yes--Please describe.

III-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of glycine?

No Yes--Please describe.

III-15. **Pharmaceutical grade glycine.**—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?

III-16. **Substitutes.**— Are there any nonsubject products that may be substituted for glycine?

No Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	Have changes in the prices of this substitute affected the price of glycine since January 1, 2005?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

PART III.--PRICING AND MARKET FACTORS--Continued

III-17. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for glycine since 2005?

No Yes--Please explain.

III-18. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for glycine?

No Yes—Please explain.

III-19. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced glycine in the U.S. market since 2005?

No Yes--Please provide details.

III-20. **Availability of "subject" import supply.**--

(a) Do you anticipate any changes in terms of the availability of glycine imported from China in the U.S. market?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

III-21. **Availability of "nonsubject" import supply.**--Has the availability of NONSUBJECT glycine (*i.e.*, glycine imported from countries other than China) changed since 2005?

PART III.--PRICING AND MARKET FACTORS--Continued

No Yes--Please explain.

III-22. **Export constraints.**--Can your firm shift its sales of glycine between the U.S. market and alternative country markets?

No Yes

Please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting glycine between the U.S. and alternative country markets within a 12-month period.

III-23. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of glycine since 2005?

No Yes-- Please describe and quantify if possible for each grade of glycine for which you are answering "Yes."

III-24. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of glycine?

No Yes--Please identify.

PART III.--PRICING AND MARKET FACTORS--Continued

III-25. Demand trends.--

(a) How has the demand within the United States for glycine changed since January 1, 2005? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States for glycine changed since January 1, 2005? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

III-26. Anticipated demand trends.--

(a) How do you anticipate demand will change within the United States for glycine? What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

(b) How do you anticipate demand will change outside the United States for glycine? What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

III-27. Conditions of competition.--

PART III.--PRICING AND MARKET FACTORS--Continued

(a) Is the glycine market subject to business cycles or conditions of competition other than the changes in the overall economy?

No Yes--Please explain and estimate the duration of any such cycle.

(b) Have the business cycles or conditions of competition for glycine changed since 2005?

No Yes--Please explain any such changes.

IV-28. **Supply constraints.**--Has your firm refused, declined, or been unable to supply glycine since January 1, 2005? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.).

No Yes-- Please note and document the time period(s) (i.e., month and year), the customer involved, the amount and type of product involved; and the reason for the allocation.

IV-29. **Price comparisons.**—How do the market prices of glycine in U.S. compare with non-U.S. markets, if known? Provide specific information as to time periods and regions for any price comparisons.

U.S. market prices are higher Market prices are the same U.S. market prices are lower

PART III.--PRICING AND MARKET FACTORS--Continued

III-32. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) 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.¹

Country-pair	China	Other countries
United States		
China		

¹ 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:
