OMB Control No. 0625-0143 Expiration Date: xx/xx/xxxx



Company Questionnaire U.S. Supplier Search

CONTACT INFORMATION			
Company Name:			
Address:			
City:			Zip Code:
Company Web Site:			
Contact Person:			Title:
Contact Tel:			Contact Fax:
Contact E-mail:			
Alternate Contact:			Title:
Alternate Contact E-mail:			Alternate Contact Tel:
Company Information			
Company Activity:			
(Please select all that apply)			Service Company
Manufacturer			Franchiser
Distributor/Representative			Other (please specify):
Export Management Company			
Number of Employees (est.):			
Annual Sales:			
Less than \$5 Million			
\$5-10 Million			
More than \$10 Million			
Annual Exports (as % of Total Sales):			
Less than 25%			
☐More than 25%			
Brief Company Description:			
How interested are you in estab {insert foreign enterprise's nan country or region here]?			
Not interested 1 2 3	4	Ve 5	ery Interested

or region here]	 :					
Strongly D	Disagree 1	2	3	4	Strongly Agree 5	
well-suited	Strongly Disagree 1 2 3 4 5 ase name particular products of your company or division that are ll-suited export to [country name]: ase explain what specific advantage(s) you can provide to [enter npany name here]: ase explain what specific advantage(s) you can provide to [enter npany name here]: ase name factors that could inhibit international sales for your npany: at specific innovations can you offer to [enter foreign enterprise's ne here]: audd you be ready to travel to [country name] for a technical sentation of your te? Yes No you have [enter foreign language here]-speaking staff members with dicable qualifications that could work on [enter foreign enterprise's					
	Strongly Disagree 1 2 3 4 5 asse name particular products of your company or division that are ll-suited export to [country name]: asse explain what specific advantage(s) you can provide to [enter npany name here]: asse name factors that could inhibit international sales for your npany: at specific innovations can you offer to [enter foreign enterprise's me here]: audd you be ready to travel to [country name] for a technical issentation of your offer. Yes No you have [enter foreign language here]-speaking staff members with olicable qualifications that could work on [enter foreign enterprise's me here] projects?					
Please name fa	Strongly Disagree 2 3 4 5 Isse name particular products of your company or division that are export to [country name]: Isse explain what specific advantage(s) you can provide to [enter pany name here]: Isse name factors that could inhibit international sales for your pany: It specific innovations can you offer to [enter foreign enterprise's te here]: Idd you be ready to travel to [country name] for a technical sentation of your te? Yes No You have [enter foreign language here]-speaking staff members with licable qualifications that could work on [enter foreign enterprise's					
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_	f your	trave		country	y name] for a technical	
applicable qual	lification					
	Yes		No			

Would you be able to establish a reliable supply chain to [enter country

A. Actively seeking business for export
B. Partially moving production to lower cost labor countries
C. Concentrating on core business by outsourcing minor activities

Does your company currently pursue one or several of the following strategies? (select all that apply)

F. Introducing or intensifying Global Sourcing activities G. Increased efforts in R & D	
H. Expansion I. Actively seeking business from foreign affiliated OEMs	
J. Shifting to new products within automotive	
Where do you see future business opportunities for your company?	
What countries other than the United States are you selling to? (sele all that apply)	CT
A. South and Central America	
B. Europe, EU member states	
C. Non-EU states in greater Europe D. Japan	
E. India	
F. Australia	
G. Russia H. All business is within the USA	
I. Other (please explain)	
What new markets are you targeting to expand future sales?	
How was your international business established?	
	
Your satisfaction is our top priority. Please inform us of any questions or concerns and we will work quickly and effectively to meet your ne	eds.
The U.S. Commercial Service Customer Care Hotline is available for you to call toll free Monday through Friday, 9:00 AM to 6:00 PM FST at	1-866
482-8111, or e-mail to CSHotline@mail.doc.gov	

D. Consolidating by selling or spinning off non-profitable divisions

E. Diversification into non-automotive fields

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