



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: <i>(Please select all that apply)</i>	
<input type="checkbox"/> Manufacturer <input type="checkbox"/> Distributor/Representative <input type="checkbox"/> Export Management Company	<input type="checkbox"/> Service Company <input type="checkbox"/> Franchiser <input type="checkbox"/> Other <i>(please specify)</i> :
Number of Employees (est.):	
Annual Sales: <input type="checkbox"/> Less than \$5 Million <input type="checkbox"/> \$5-10 Million <input type="checkbox"/> More than \$10 Million	
Annual Exports (as % of Total Sales): <input type="checkbox"/> Less than 25% <input type="checkbox"/> More than 25%	
Brief Company Description:	

How interested are you in establishing a business connection with {insert foreign enterprise's name here} for export sales to [enter country or region here]?

Not interested 1 2 3 4 5 Very Interested

Would you be able to establish a reliable supply chain to [enter country or region here]:

Strongly Disagree Strongly Agree
1 2 3 4 5

Please name particular products of your company or division that are well-suited for export to [country name]:

Please explain what specific advantage(s) you can provide to [enter company name here]:

Please name factors that could inhibit international sales for your company:

What specific innovations can you offer to [enter foreign enterprise's name here]:

Would you be ready to travel to [country name] for a technical presentation of your quote?

Yes No

Do you have [enter foreign language here]-speaking staff members with applicable qualifications that could work on [enter foreign enterprise's name here] projects?

Yes No

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

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

- D. Consolidating by selling or spinning off non-profitable divisions
- E. Diversification into non-automotive fields
- 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? (select all that apply)

- 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 needs.

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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 EST at **1-866-482-8111**, or e-mail to CSHotline@mail.doc.gov

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