
# Ex-Im Bank Goals:

Gain a better understanding of exporter awareness of U.S. content requirements for short - and medium - term programs; and

Understand the data, systems, and processes used by exporters to track, verify, and certify U.S. content for exported goods covered by Ex-Im Bank short - and medium - terms programs.

1. **Exporter Profile:**

Company Name (Optional):

Annual Sales:

Less than $100,000

$100,001 to $250,000

$250,001 to $500,000

$500,001 to $750,000

$750,001 to $1,000,000

Greater than $1,000,001 Don’t Know

Annual Export Sales: Less than $100,000

$100,001 to $250,000

$250,001 to $500,000

$500,001 to $750,000

$750,001 to $1,000,000

Greater than $1,000,001 Don’t Know

Type of Industry (NAICS): Please select multiples if applicable Manufacturer (NAICS 31-33)

Distributor/retail trade (NAICS 44-45) Wholesaler/merchant (NAICS 42) Farming/animal production (NAICS 11)

Labor/transportation equipment manufacturing (NAICS 336) Textiles/product mills (NAICS 314)

Other (please specify)

Export Products (what are your primary export products):

Number of years using Ex-Im Bank Insurance Policy or Loan Guarantee:  0 to 1 year

 1+ to 3 years

 4 to 10 years

 More than 10 years  Don’t Know

# Questions for Exporters:

## Exporter

1. Are you aware of the U.S. content requirements for an Ex-Im Bank Short Term Insurance Policy?

 Yes  No

1. Are you aware of the U.S. content requirements for Ex-Im Bank Medium Term/ Long Term Programs?

 Yes No

1. Is there any aspect of the policy that is unclear or which you would like to further explore?

YesNo

If yes, please explain:

## Calculation of U.S. Content Percentage

* 1. Generally speaking, what is the average range of foreign content percentage in your export product(s)? (Foreign content is defined as any content that was not originated and manufactured in the United States.) Note: If you export more than one product, please indicate the range of foreign content for the products you export.

 0%

 1 to 10%

 11 to 20%

 21 to 30%

 31 to 40%

 41 to 50%

 51 to 60%

 61 to 70%

 71 to 80%

 81 to 90%

 91 to 100%

 Don’t Know

* 1. On an annual basis, do you see much variance (i.e., more than 20%) in the amount of foreign content within the individual products you export?

 Yes in all products  No in all products

 Yes in a majority of our export products  No in a majority of our products

Don’t Know

* 1. For the components included within your exports, do you have both a U.S. and foreign supplier option?

 Yes

 No, U.S. supplier only

 No, foreign supplier only

 Don't Know

* 1. How many U.S. suppliers (on average) do you rely upon to produce each U.S. exported product?

 0

 1 to 4

 5 to 10

 More than 10  Don’t Know

* 1. In terms of sales volume, in what classifications are your company's primary exports?

Mark as many boxes as applicable.

Commercial goods Grain commodities

Wholesale/Trading Company Processed and consumable goods Computer/Software/IT Systems Chemical and oil based products Don't Know

Other

* 1. How many foreign suppliers (on average) do you rely upon to produce each U.S. exported product?

 0

 1 to 4

 5 to 10

 Over 10 Don't Know

* 1. When you are claiming U.S. content of your final export product, how frequently do you examine the manufacturing origin of its components?

 For each shipment

 At least once per Quarter  At least once per Year

 We do not examine origin of components  Don't Know

 We do not need to examine origin of components or manufacturing location. Please explain.

## Documentation of U.S. Content Percentage

Please check multiple items if applicable:

* 1. What type of system or method do you use to track “U.S. content”?

 Source information provided by supplier(s)

 Source information provided by manufacturer(s)  First party or third party verification

 Don't Know

 Other (please specify)

* + 1. What types of documentation (e.g., bills of lading), do you obtain/rely upon to determine/declare the origin of the components and determine foreign content?

 Bills of lading

 Source information provided by supplier or manufacturer  Invoices

 Don't Know

Other (please specify)

* 1. From your domestic suppliers, how do you verify **the percentage** of U.S. content of the component(s) that are U.S. sourced? Explain
		1. From your domestic suppliers, how do you verify **the dollar amount** of U.S. content of the component(s) that are U.S. sourced? Explain
1. If you are receiving some of the components/products from your foreign suppliers:
	1. Do you consider all of these components/products to be entirely of foreign content?

 Yes  No

 Don't Know

* 1. Generally speaking, do you inquire whether there is U.S. content included in the foreign sourced components/products?

 Yes, most of the time  Yes, some of the time  Never

Don't Know