

Illinois International Trade Center

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INTERNATIONAL BUSINESS OPPORTUNITIES ANALYSIS QUESTIONNAIRE

1. Company: _____

Contact Person: _____

Phone#: _____ Fax#: _____

e-mail address _____ Web site address _____

2. Please describe your business: (nature of your products, key components & technologies; nature of your markets, key clients, industries and competitors).

3. How long have you been in this kind of business? _____

4. How long have you been in this particular business? _____

5. What were your gross sales for the last 3 years? _____

6. Are you about to introduce any new products? Yes ____ No ____

7. If Yes, please describe _____

8. Do you have prototypes? Yes ____ No ____

9. What are the five most important factors, if any, inhibiting your profitability and growth? (Access to capital, qualified workers, qualified management, market knowledge, foreign competition, cost of doing business in NY, Other - please specify, etc.).

10. Please describe your facilities: (sq.ft.whs./sq.ft. manufacturing/yard space etc.)

Location _____ Size _____
Activities _____

11. Does your company have other operation or affiliates (esp.overseas)?

Location _____ Size _____
Activities _____

12. How would you describe your facilities in relation to your needs? (too small, too big, too old, just right etc.)

13. Is your technology (machinery, IT etc.) aging or outdated?

14. In terms of your capital assets, how well are they utilized?

Utilization of Manufacturing Space _____%

Utilization of Manufacturing Equipment _____%

Utilization of Warehousing Space _____%

Utilization of Office Space _____%

Labor Resources _____%

Management Resources _____%

Sales & Marketing Resources _____%

15. Which, if any, do you outsource? _____

16. Which, if any, would you consider outsourcing if the price and quality were right? _____

17. Do you presently have any overseas partners? Yes ___ No ___

18. Would you consider having overseas partners? Yes ___ No ___

19. Do you directly import any raw materials, components of finished goods?

Yes ____ No ____ Unknown ____

If yes, please indicate: Product(s)

HTS#	Country of Origin	Value(\$)	Duty Rate(%)	Port of Entry
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

20. How are goods received and how often? _____

21. Please list inputs to your business (raw materials, components or finished goods) you might consider sourcing internationally.

22. Do your suppliers directly import any of the raw materials, parts or finished goods that you use in your business? Yes ____ No ____ Unknown ____

If yes, please indicate:

Products(s)	HTS	Country of Origin	Value(\$)	Duty Rate(%)
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

23. How much duty did you pay last year? \$ _____

24. Is any of your products subject to import regulatory issues? (anti-dumping, countervailing duties, quota restrictions etc.) Yes ____ No ____ Unknown ____

If yes, please describe:

25. Do you further process or absorb any imported raw materials, parts or sub assemblies in to your products? Yes ____ No ____ Unknown ____ If yes, please indicate:

Imported Material	Duty Rate	Description of finished Goods Produced
_____	_____	_____

26. Do you expect your imports to grow? Yes ____ No ____ Unknown ____
If yes anticipated growth in 2007 ____% 2008 ____% 2009 ____%

27. How is your imported product received? Containerized % ____

Bulk% ____ Air% ____ Ocean ____ Truck% ____ Rail% ____

28. How often? _____ Normal Port of Entry? _____

29. Would you consider investing in an overseas company? Yes ___ No ___

If Yes, under what circumstances? _____

30. Would entertain an overseas company investing in you? Yes ___ No ___

If Yes, under what circumstances? _____

31. Do you export any of your products?

Yes ___ No ___ Unknown ___ If yes, please indicate:

Products(s)	Exported%	Value(\$)	Country(s) of Destination
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_____	_____	_____	_____
_____	_____	_____	_____

31. If no, have you tried to identify export markets for your products?

Yes ___ No ___

32. If yes who did you use and how did you go about identifying export markets?

33. Do you expect your exports to grow?

Yes ___ No ___ Unknown ___ If yes, please indicate:

Anticipated % of Sales 2007 ___% 2008 ___% 2009 ___%

34. Do any of your customers directly export your product or absorb your product in goods they subsequently export? Yes ___ No ___ Unknown ___

35. What are the five most important factors, if any, inhibiting your company from exporting? (trade financing, market knowledge, international logistics, producing sales materials and/or corresponding in foreign languages etc. - please specify).

36. Do you presently undertake "Duty Drawback"? Yes ___ No ___

37. Do you have a "Customs Compliance" procedure in place? Yes ___ No ___

38. Do you use a customs house broker? If yes, who is it?

39. Do you use a freight forwarder? If yes, who is it?

40. Is any of your product sold to customers who are in the Foreign Trade Zone program?

Yes ____ No ____ Unknown ____ If Yes...

Product(s)	Sold	Value(\$)	Destination
_____	_____	_____	_____

41. What % of your imported materials do not get to market (shrinkage, damage, returns, obsolescence, engineering changes etc.)? _____%

42. What % of your product is sold to the government or the military: ____%

43. What is the average length of time (in weeks) that raw materials and parts are on hand before they are absorbed in manufacturing? _____

44. What is the average length of time (in months) finished goods are held in inventory prior to sale/shipment? _____

45. What is your opportunity cost of capital? ____%

46. How many customs entries do you file a week? _____

47. What is the average Merchandise Processing Fee you pay per year? _____

48. On a scale of 1 to 10 with 10 being the highest, how would you rate the importance of being more aggressively and better engaged in the global marketplace? _____

Thank You

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CONFIDENTIALITY AGREEMENT

IITC is aware that its personnel will be receiving confidential information from the client with regard to the International Business opportunities Analysis to be undertaken on behalf of the client. IITC will hold any information it receives from the client in strict confidence and will not divulge any information received as a result of this consultancy to third parties without the prior written consent of the client.

In witness whereof, the parties have executed this agreement in the City of _____, State of _____

IITC

Client

Agreed _____

Agreed _____

Date _____

Date _____