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OMB Control Number: 0694-0120
Expiration Date: 01/31/2019

Section 232 National Security Investigation: Imports of Automobiles and Automotive Parts

SCOPE OF ASSESSMENT

The Bureau of Industry and Security (BIS), Office of Technology Evaluation (OTE), is conducting a survey of the automobile and/or automotive parts industries. The survey, requested by the Office of the Secretary of the U.S. Department of Commerce, will be used to support an investigation initiated under Section 232 of the Trade Expansion Act of 1962, as amended. The investigation was requested by the President of the United States.

The principal goal of this survey is to assist the Commerce Department in determining whether automobiles and/or automotive parts are being imported into the United States in such quantities or under such circumstances as to threaten to impair the national security. Information collected will include facilities and production data, joint ventures, trade flows, supply chain data, sales and demand data, employment information, conditions of competition, research and development information, and government and defense activities. The resulting aggregate data will give the Commerce Department detailed industry information that is otherwise not publicly available and needed to effectively conduct its analysis.

RESPONSE TO THIS SURVEY IS REQUIRED BY LAW

A response to this survey is required by law (50 U.S.C. Sec. 4555). Failure to respond can result in a maximum fine of $10,000, imprisonment of up to one year, or both. Information furnished herewith is deemed confidential and will not be published or disclosed except in accordance with Section 705 of the Defense Production Act of 1950, as amended (50 U.S.C. Sec. 4555). Section 705 prohibits the publication or disclosure of this information unless the President determines that its withholding is contrary to the national defense. Information will not be shared with any non-government entity, other than in aggregate form. The information will be protected pursuant to the appropriate exemptions from disclosure under the Freedom of Information Act (FOIA), should it be the subject of a FOIA request.

Notwithstanding any other provision of law, no person is required to respond to nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a currently valid OMB Control Number.

BURDEN ESTIMATE AND REQUEST FOR COMMENT

Public reporting burden for this collection of information is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information to BIS Information Collection Officer, Room 6883, Bureau of Industry and Security, U.S. Department of Commerce, Washington, D.C. 20230, and to the Office of Management and Budget, Paperwork Reduction Project (OMB Control No. 0694-0120), Washington, D.C. 20503.

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General Instructions

A.	Your organization is required to complete this survey of the U.S. automobile manufacturing industry (including passenger cars, light trucks, SUVs, and vans) and auto parts manufacturing industry using an Excel template, which can be downloaded from the BIS website: http://bis.doc.gov/autos232 If you are not able to download the survey document, at your request, Commerce staff will e-mail the Excel survey template directly to you. For your convenience, a PDF version of the survey and required drop-down content is available on the BIS website to aid internal data collection. DO NOT SUBMIT the PDF version of the survey as your response to BIS. Should this occur, your organization will be required to resubmit the survey in the requested Excel format.
B.	Respond to every question. Surveys that are not fully completed will be returned for completion. Use the comment boxes to provide any information to supplement responses provided in the survey form. Make sure to record a complete answer in the cell provided, even if the cell does not appear to expand to fit all of the information. DO NOT CUT AND PASTE RESPONSES WITHIN THIS SURVEY OR PASTE IN RESPONSES FROM OUTSIDE THE SURVEY. Survey inputs should be completed by typing in responses or by using a drop-down menu. The use of cut and paste can corrupt the survey template. If your survey response is corrupted as a result of cut and paste responses, a new survey will be sent to your organization for immediate completion.
D.	**Do not disclose any USG classified information in this survey form.**
E.	Upon completion of the survey, final review, and certification, **transmit the survey document via e-mail to**: autos232@doc.gov.
F.	Questions related to the survey should be directed to BIS survey support staff at autos232@doc.gov. E-mail is the preferred method of contact. You may also speak with a member of the BIS survey support staff by calling (202) 482-4358.
G.	For questions related to the overall scope of this Industrial Base assessment, contact autos232@doc.gov or: Brad Botwin, Director, Industrial Studies Office of Technology Evaluation, Room 1093 U.S. Department of Commerce 1401 Constitution Avenue, NW Washington, DC 20230 DO NOT submit completed surveys to Mr. Botwin's postal or personal e-mail address. All surveys must be submitted electronically to autos232@doc.gov.

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Definitions	
Term	**Definition**
Advanced Battery	The cells, modules/arrays, internal cooling loops, control and balancing boards and pack cases meeting performance capabilities for some or all motive power in any interstate highway capable vehicles for the model years they are commercially marketed.
Advanced Battery Cells	The battery cells meeting performance capabilities for some or all motive power in any interstate highway capable vehicles for the model years they are commercially marketed.
Applied Research	A systematic study to gain knowledge or understanding necessary to determine the means by which a recognized and specific need may be met. This activity includes work leading to the production of useful materials, devices, and systems or methods, including design, development, and improvement of prototypes and new processes.
Authorizing Official	An executive officer of the organization or business unit or another individual who has the authority to execute this survey on behalf of the organization.
Autonomy	Technology related to vehicles with any electronic system that influences the lateral or longitudinal operation (or both) of a vehicle meeting SAE levels 2-5 for driving automation.
Auto parts	All components for production/assembly of passenger cars, SUVs, vans and light trucks, including engines and engine parts, electrical and electronic equipment, steering and suspension components, brake systems, transmission and power train parts, seating and interior trim, metal stampings, and other parts and accessories. Also includes rebuilt motor vehicle parts.
Basic Research	A systematic, scientific study directed toward greater knowledge or understanding of the fundamental aspects of phenomena and of observable facts.
Body and Frame	The main body panels, secondary panels, structural panels, frames, subframes, door lids and hinges.
Braking Systems	Disks, pads, drums, shoes, lines, hoses, calipers, master cylinders, seals, power boosters, anti-lock brake controls, sensors and related components.
Capital Expenditures	Investments made by an organization in buildings, equipment, property, and systems where the expense is depreciated. This does not include expenditures for consumable materials, other operating expenses, and salaries associated with normal business operations.
Connectivity/Connected Car	Ability to exchange digital information between a vehicle and other entities (e.g., another vehicle, infrastructure); vehicles that are able to communicate, either directly or through intermediaries, with other vehicles, infrastructure, and devices.
Design Facility	A space or studio with personnel who use design software, intellectual property, supporting computer systems, engineering and other information technology to create auto parts and automobiles, including cars, SUVs, vans and light trucks.
Development	The design, simulation, and testing of a prototype, including experimental software or hardware systems, to validate technological feasibility or concept of operation in order to reduce technological risk, or provide test systems prior to production approval.
Drive Components	The axle shafts, housings, hubs, carriers, differentials and related subassemblies such as gears, bearings, springs, gaskets and seals.
Electric Drive Motors	Any electric motors used to provide some or all motive power.
Electrical Sytems	Lights, alternators, starters, window motors, switches, relays and related wiring.
Electrification	Technology for vehicles receiving some degree of motive power via electrical energy and an electric motor; includes hybrid, plug-in hybrid, electric, and fuel-cell vehicles.
Electronics and Controls	Power electronics, controls (except fuel management and anti-lock brake), infotainment systems, modules, inverters, and advanced battery charging system components.
Exports	Shipments to destinations outside the United States, including shipments to NAFTA countries and to related firms.
Fuel Management Systems	The major engine bay fuel system components including injectors, throttles and controls.
Full Time Equivalent (FTE) Employees	Employees who work for 40 hours in a normal work week. Convert part-time employees into "full time equivalents" by taking their work hours as a fraction of 40 hours.
Global Headquarters	A location that serves as the firm's hub of worldwide operations with all global corporate branches or divisions reporting to it.
Import Value	Values reported should be landed, duty paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).
Interior Systems	Seats, liners, carpeting, consoles, panels, dashes and related interior components.
Light Truck	Motor vehicle manufactured primarily for the transport of goods; any truck or "truck derivative" with a gross vehicle weight rating (GVWR) of 8,500 pounds or less, and a vehicle curb weight (VCW) of 6,000 pounds or less; includes pickup trucks (non-passenger automobiles with passenger compartment and an open cargo area). Covers the following HTS codes: 8704210000, 8704310020, 8704310040.
Lightweighting	Mass reduction of vehicles through the minimization of materials or substitution of materials with lower density and volume.
Manufacturing	Engaging in the mechanical, physical, or chemical transformation of materials, substances, or components into automotive parts, passenger cars, SUVs, vans and light trucks at a manufacturing facility. Includes vehicle assembly operations.
Manufacturing facility	An establishment that uses an array of equipment, components, systems, and labor to transform designs into automotive parts and/or passenger cars, SUVs, vans and light trucks.
Non-U.S. Facility	A facility that is physically located outside of the United States.
Organization	A company, firm, laboratory, or other entity that owns or controls one or more U.S. establishment(s) capable of designing and/or manufacturing automotive products.
Passenger Car	Motor vehicle manufactured primarily for use in transportation of fewer than ten persons; includes two- and four-door sedans, hatchbacks, station wagons, cross-utility vehicles, and, two-seater sports cars. For this survey's purposes, the definition principally covers HTS 8703, excluding SUV's, minivans and vans.
Product/Process Development	Conceptualization and development of an automotive part, system or whole vehicle prior to the production of the product for customers (i.e., consumers, tier-one suppliers, automakers, etc.).
Research and Development	Basic and applied research in the engineering sciences, as well as design and development of prototype products and processes. Efforts that an organization conducts towards innovating, introducing and/or improving products and processes.
Sales	Reported sales including sales to distributors.
Steering and Supensions Systems	The steering column, steering gears/racks, control units, related linkages such as tie rods and the shock absorbers, springs, struts, control arms, sway bars, knuckles and related bushings.
SUV (Sport Utility Vehicle)	Motor vehicle built using a "body on frame" construction principally designed for the transport of fewer than ten persons.
Supplier	An entity from which your organization obtains inputs, which may be goods or services. A supplier may be another firm with which you have a contractual relationship, or it may be another facility owned by the same parent organization.
Turbos and Superchargers	Forced induction devices driven by exhaust, belts or electric motors.
United States	The "United States" or "U.S." includes the 50 states, Puerto Rico, the District of Columbia, Guam, the Trust Territories, and the U.S. Virgin Islands.
U.S. Sales	Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, F.O.B. your point of shipment.
Van	Covered, boxlike motor vehicle with an enclosed cargo space not exceeding five metric tons; typically has a rear door and sliding doors on the side panels, used for transporting goods or fifteen or fewer persons.
Vehicle	For the purposes of this survey, vehicles (or autos) mean passenger cars, vans, SUVs, and light trucks, consistent with the definitions above.

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1a: Organization Information

A. Provide the following information for your organization

Organization Name	
Street Address	
City	
State	
Zip Code	
Location of Global Headquarters	
U.S. Point of Contact Name	
U.S. Point of Contact Email	
U.S. Point of Contact Phone	

B. Is this organization owned, in whole or in part, by any private or government entity? Indicate Yes/No, then identify the entities below, if applicable. List entities with at least 5% ownership.

Yes
No

Entity Name	Global Headquarters Street Address	Global Headquarters City	Global Headquarters State/Province	Global Headquarters Country	Ownership %

C. At the global headquarters level, identify the total number of passenger car, light truck, SUV, van, and auto parts (including engines and transmissions) manufacturing and/or assembly facilities, product development and design facilities, and research and development facilities that your firm currently operates.

Activity	Number of U.S. Facilities	Number of Non-U.S. Facilities
Manufacturing/Assembly of Passenger Cars, Light Trucks, SUVs, or Vans		
Product Development & Design		
Research & Development		
Manufacture of Auto Parts		

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1b: Facility Information

U.S. Facilities

Identify the total number of facilities that your organization operates in the United States involved in the manufacture, assembly, product development and design, and/or R&D of vehicles or auto parts:

List, in order of total production value, the top 20 of your organization's vehicle manufacture, assembly, development & design, R&D, and auto parts facilities located in the United States, identifying each facility's name, city, state, scope of work (dropdown), and any expected change in operations (e.g. expansion, worker layoffs, etc.) from 2018-2022. If the facility produces automobiles, report the 2017 production volume in units.

	U.S. Facility Name	City	State	Principal Scope of Work	Secondary Scope of Work	Expected Change 2018-2022	2017 Production Volume of Vehicles, in Units (if applicable)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							

Passenger Cars
Light Trucks
Vans
SUVs
Engines
Transmissions
Other Parts
R&D
Product Design and Development

Passenger Cars
Light Trucks
Vans
SUVs
Engines
Transmissions
Other Parts
R&D
Product Design and Development

Closure
Relocation
Contraction
Expansion
Significant Modernization
Transfer/Sale
Other

If any of your U.S. facilities will be closing from 2018-2022, provide the reasons:

Non-U.S. Facilities

Identify the total number of facilities that your organization operates outside the United States involved in the manufacture, assembly, product development and design, and/or R&D of vehicles or auto parts:

List, in order of total production value, the top 20 of your organization's vehicle manufacture, assembly, development & design, R&D, and auto parts facilities located outside the United States, identifying each facility's name, city, country, scope of work (dropdown), and any expected change in operations (e.g. expansion, worker layoffs, etc.) from 2018-2022. If the facility produces automobiles, report the 2017 production volume in units.

	Non-U.S. Facility Name	City	Country	Principal Scope of Work	Secondary Scope of Work	Expected Change 2018-2022	2017 Production Volume of Vehicles, in Units (if applicable)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							

Passenger Cars
Light Trucks
Vans
SUVs
Engines
Transmissions
Other Parts
R&D
Product Design and Development

Passenger Cars
Light Trucks
Vans
SUVs
Engines
Transmissions
Other Parts
R&D
Product Design and Development

Closure
Relocation
Contraction
Expansion
Significant Modernization
Transfer/Sale
Other

If any of your non-U.S. facilities will be closing from 2018-2022, provide the reasons:

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1c: Changes in U.S. Facility Operations, 2013 - Q2 2018

Identify any U.S. facility closings, relocations, contractions, expansions, corporate acquisitions or consolidations, or other major changes in U.S. operations since January 1, 2013. For each change, provide the location, reasons for the change in operations (e.g., loss of market share to imports, loss of market share to domestic competition, declining demand, low profitability, firm restructuring), and units of vehicles and parts impacted (i.e., engines and transmissions your firm manufactures) as well as number of full-time-equivalent (FTE) employees impacted. Denote reductions with a "-" symbol.

	Location	Type of Change	Date of Change	Units of Vehicles Impacted	Units of Self-Produced Engines & Transmissions Impacted	FTEs Impacted	Explanation
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
	Comments:						

Closure
Relocation
Contraction
Expansion
Significant Modernization
Transfer/Sale
Other

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2a: Production

At the global headquarters level, identify the quantity (in units) of each vehicle type, engines, and transmissions produced annually and sold in the United States at both your U.S. and non-U.S. facilities.

	Units Produced at U.S. Facilities and Sold in the U.S.						
	Type of Motor Vehicle/Part	2013	2014	2015	2016	2017	2018 (Jan - Jun)
A.	Passenger Cars						
	Light Trucks						
	SUVs						
	Vans						
	Engines						
	Transmissions						

	Units Produced at Non-U.S. Facilities and Sold in the U.S.						
	Type of Motor Vehicle/Part	2013	2014	2015	2016	2017	2018 (Jan - Jun)
B.	Passenger Cars						
	Light Trucks						
	SUVs						
	Vans						
	Engines						
	Transmissions						

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2b: Production (Continued)

For U.S. operations, provide the production, sales, and average unit value (AUV) data for each year below.

Passenger Cars

	Item	2013	2014	2015	2016	2017	2018 (Jan - Jun)
	Average Production Capacity (Units)						
	Production (Units)						
A.	U.S. Sales/Shipments (Units)						
	U.S. Sales/Shipments ($)						
	Export Sales/Shipments (Units)						
	Export Sales/Shipments ($)						
	AUV U.S. Auto Parts Content*						

Light Trucks

	Item	2013	2014	2015	2016	2017	2018 (Jan - Jun)
	Average Production Capacity (Units)						
	Production (Units)						
B.	U.S. Sales/Shipments (Units)						
	U.S. Sales/Shipments ($)						
	Export Sales/Shipments (Units)						
	Export Sales/Shipments ($)						
	AUV U.S. Auto Parts Content*						

SUVs

	Item	2013	2014	2015	2016	2017	2018 (Jan - Jun)
	Average Production Capacity (Units)						
	Production (Units)						
C.	U.S. Sales/Shipments (Units)						
	U.S. Sales/Shipments ($)						
	Export Sales/Shipments (Units)						
	Export Sales/Shipments ($)						
	AUV U.S. Auto Parts Content*						

Vans

	Item	2013	2014	2015	2016	2017	2018 (Jan - Jun)
	Average Production Capacity (Units)						
	Production (Units)						
D.	U.S. Sales/Shipments (Units)						
	U.S. Sales/Shipments ($)						
	Export Sales/Shipments (Units)						
	Export Sales/Shipments ($)						
	AUV U.S. Auto Parts Content*						

*AUV U.S. Auto Parts Content: Provide the average unit value of U.S. auto parts content, expressed as the percentage of the purchase cost of U.S.-originating auto parts used for U.S. auto production operations (numerator) over the cost of good sold (COGS) of the finished motor vehicle (denominator).

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2c: Constraints to Operations

For each vehicle sold in the U.S. or part type consumed for vehicles sold in the U.S., indicate whether your organization's production of the item or acquisition/purchase of the item has ever been constrained since 2013, providing an explanation for each. Explanations should include the products affected, specific reasons for constraints, and years associated with the constraint. See definitions page for details on automotive parts.

Auto or Part Type	Constraint to Organization's U.S. Production	Explanation	Constraint to Organization's External Acquisition	Explanation
Passenger Cars				
Light Trucks				
SUVs				
Vans				
Engines - 4 Cylinder				
Engines - 6 Cylinder				
Engines - 8 or More Cylinder				
Transmissions - 7 or Fewer Gears				
Transmissions - 8 or More Gears				
Bodies and Frames				
Drive Components				
Steering & Suspension Systems				
Advanced Batteries				
Fuel Management Systems				
Electronics and Controls				
Electrical Systems				
Braking Systems				
Interior Systems				
Other				

Yes
No
Not Applicable

Yes
No
Not Applicable

Has your organization had difficulty obtaining and/or servicing manufacturing equipment required for the production of vehicles or automotive parts? If Yes, explain below and identify the countries of origin for the equipment.		

Yes
No
Not Applicable

For the manufacturing equipment that your organization uses at U.S. production facilities, estimate the percentage (in units) that is supplied by manufacturers based in the United States. Provide explanations for each detailing reasons for using equipment supplied by non-U.S. manufacturers.

Equipment	U.S. %	Explanation for Using Non-US Suppliers
Machine Tools - Engines		
Machine Tools – Transmissions/Transaxles		
Body Panels/Structural Component - Stamping & Forming Presses/Tooling		
Machine Tools - Large Gears		
Production Operations - Design & Operations Software		
Production Line Control Systems		
Computer-Controlled Assembly Line Vehicle Transport Systems		
Robotic Welders		
Robotic Paint Systems		
Wheel Alignment Systems		
Other		
Other		

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3: Financial Statement - U.S. Operations

Report the requested information, in thousands of U.S. dollars, for your organization's U.S. Operations

	Income Statement (Select Items)	2013	2014	2015	2016	2017	2018 Jan - Jun
A	Total Sales Revenue Earned on all U.S. Sales						
1	Revenue - Passenger Cars						
2	Revenue - Light Trucks						
3	Revenue - SUVs						
4	Revenue - Vans						
5	Revenue - Auto Parts						
B	Total COGS for All U.S. Sales						
1	COGS - Passenger Cars						
2	COGS - Light Trucks						
3	COGS - SUVs						
4	COGS - Vans						
5	COGS - Auto Parts						
C	Gross Profit (Loss) for all U.S. operations (including U.S. sales and exports)						
D	Selling, General, and Administrative (SG&A) Expenses (including U.S. sales and exports)						
E	Total Operating Income (Loss) (including U.S. sales and exports)						
F	Other Income & Expenses (Including Interest Expenses) (including U.S. sales and exports)						
G	Net Income (Loss) Before Taxes (including U.S. sales and exports)						

	Balance Sheet (Select Items)	2013	2014	2015	2016	2017	2018 Jan - Jun
A	Cash and Cash Equivalents						
B	Inventory						
C	Current Assets						
D	Total Assets						
E	Current Liabilities						
F	Total Liabilities						
G	Retained Earnings						
H	Total Owner's Equity						

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4a: Exports

Identify the top 10 export destinations (by 2017 export volume) for your organization's U.S.-produced passenger cars, light trucks, SUVs, vans, engines, and transmissions, and list the total units exported each year.

Passenger Cars (Units Exported)

		Export Destination Country	2013	2014	2015	2016	2017	2018 (Jan - Jun)
A	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Light Trucks (Units Exported)

		Export Destination Country	2013	2014	2015	2016	2017	2018 (Jan - Jun)
B	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

SUVs (Units Exported)

		Export Destination Country	2013	2014	2015	2016	2017	2018 (Jan - Jun)
C	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Vans (Units Exported)

		Export Destination Country	2013	2014	2015	2016	2017	2018 (Jan - Jun)
D	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Engines (Units Exported)

		Export Destination Country	2013	2014	2015	2016	2017	2018 (Jan - Jun)
E	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Transmissions (Units Exported)

		Export Destination Country	2013	2014	2015	2016	2017	2018 (Jan - Jun)
F	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

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4b: Imports

If your company imports any passenger cars, light trucks, SUVs, vans, engines, or transmissions that are resold in the U.S. market (for engines and transmissions either assembled into a sold car or sold individually), identify the top 10 countries of import (by 2017 import volume) for each.

Passenger Cars (Units Imports)

		Country of Import	2013	2014	2015	2016	2017	2018 (Jan - Jun)
A.	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Light Trucks (Units Imports)

		Country of Import	2013	2014	2015	2016	2017	2018 (Jan - Jun)
B.	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

SUVs (Units Imports)

		Country of Import	2013	2014	2015	2016	2017	2018 (Jan - Jun)
C.	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Vans (Units Imports)

		Country of Import	2013	2014	2015	2016	2017	2018 (Jan - Jun)
D.	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Engines (Units Imports)

		Country of Import	2013	2014	2015	2016	2017	2018 (Jan - Jun)
E.	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Transmissions (Units Imports)

		Country of Import	2013	2014	2015	2016	2017	2018 (Jan - Jun)
F.	1							
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

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5a: Supply Chain

For each type of auto part input, identify the total number of Original Equipment Suppliers (OESs) from which your organization sourced parts in 2017, and list the top five OESs by supplier name, country of headquarters, country of part manufacture, whether the OES is affiliated with your organization (5% or more shared ownership), the number of units acquired in 2017, and the value of parts acquired in 2017. Then, for each supplier rate (from 1 to 4, with 1 being Most Important and 4 being Least Important) how important price, tariffs, product availability, and performance/quality are in deciding to use this supplier.

A — Engines: 4 Cylinder — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

B — Engines: 6 Cylinder — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

C — Engines: 8 or More Cylinder — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

D — Transmissions: 7 or Fewer Gears — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

E — Transmissions: 8 or More Gears — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

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5b: Supply Chain

For each type of auto part input, identify the total number of Original Equipment Suppliers (OESs) from which your organization sourced parts in 2017, and list the top five OESs by supplier name, country of headquarters, country of part manufacture, whether the OES is affiliated with your organization (5% or more shared ownership), the number of units acquired in 2017, and the value of parts acquired in 2017. Then, for each supplier rate (from 1 to 4, with 1 being Most Important and 4 being Least Important) how important price, tariffs, product availability, and performance/quality are in deciding to use this supplier.

A. Bodies and Frames — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

B. Drive Components — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

C. Steering & Suspension Systems — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

D. Advanced Batteries — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

E. Fuel Management Systems — Total OESs:

	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Reason for Preferring Supplier (Rank Each 1-4) Price	Tariffs	Product Availability	Quality
1										
2										
3										
4										
5										

Yes
No

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5c: Supply Chain

For each type of auto part input, identify the total number of Original Equipment Suppliers (OESs) from which your organization sourced parts in 2017, and list the top five OESs by supplier name, country of headquarters, country of part manufacture, whether the OES is affiliated with your organization (5% or more shared ownership), the number of units acquired in 2017, and the value of parts acquired in 2017. Then, for each supplier rate (from 1 to 4, with 1 being Most Important and 4 being Least Important) how important price, tariffs, product availability, and performance/quality are in deciding to use this supplier.

	Electronics and Controls			Total OESs:			Reason for Preferring Supplier (Rank Each 1-4)			
	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Price	Tariffs	Product Availability	Quality
A 1				Yes / No						
2										
3										
4										
5										

	Electrical Systems			Total OESs:			Reason for Preferring Supplier (Rank Each 1-4)			
	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Price	Tariffs	Product Availability	Quality
B 1				Yes / No						
2										
3										
4										
5										

	Braking Systems			Total OESs:			Reason for Preferring Supplier (Rank Each 1-4)			
	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Price	Tariffs	Product Availability	Quality
C 1				Yes / No						
2										
3										
4										
5										

	Interior Systems			Total OESs:			Reason for Preferring Supplier (Rank Each 1-4)			
	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Price	Tariffs	Product Availability	Quality
D 1				Yes / No						
2										
3										
4										
5										

	Other			Total OESs:			Reason for Preferring Supplier (Rank Each 1-4)			
	Supplier Name	Country of Headquarters	Country of Manufacture	Affiliated?	Units Acquired	Value of Parts Acquired	Price	Tariffs	Product Availability	Quality
E 1				Yes / No						
2										
3										
4										
5										

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6: Domestic and Foreign Sourcing

For each auto part type sourced and used for vehicle assembly in the U.S. by your organization, estimate the average percent (based on units sourced) of the parts that are manufactured in the U.S., Canada, and Mexico for each of the years 1985, 1995, 2005, and 2015. Then, provide reasons for your organization's decisions to source auto parts from foreign countries (e.g., domestic source unavailable, foreign source offers lower price, higher quality, etc.)

Part Type	Estimated Percent of Auto Parts Manufactured in the U.S.				Estimated Percent of Auto Parts Manufactured in Canada				Estimated Percent of Auto Parts Manufactured in Mexico				Explanation and Reasons for Sourcing from Outside the U.S., Canada, or Mexico
	1985	1995	2005	2015	1985	1995	2005	2015	1985	1995	2005	2015	
Engines - 4 Cylinder													
Engines - 6 Cylinder													
Engines - 8 or More Cylinder													
Transmissions - 7 or Fewer Gears													
Transmissions - 8 or More Gears													
Bodies and Frames													
Drive Components													
Steering & Suspension Systems													
Advanced Batteries													
Fuel Management Systems													
Electronics and Controls													
Electrical Systems													
Braking Systems													
Interior Systems													
Other													

7: Joint Ventures and Foreign Trade Zones

Joint Ventures

From 2013 - Q2 2018, record the total number of joint ventures and other business partnerships related to vehicle assembly, development & design, R&D, and auto parts manufacturing, including public/private partnerships, in which your organization participated.

Identify your organization's 10 most recent joint venture relationships, including any other type of public/private R&D partnerships.

A

	Partner Organization and Partnership Entity Name	% of Shares Held by Partner Organization	Country of JV/Partnership	Year Initiated	Primary Work Scope	Primary Purpose of Relationship	Explain
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							

Primary Work Scope:
- Passenger Cars
- Light Trucks
- Vans
- SUVs
- Engines
- Transmissions
- Other Parts
- R&D
- Product Design and Development

Primary Purpose of Relationship:
- Access to financial resources
- Access to suppliers
- Access to technological resources
- Broaden customer base
- Creation of new technologies
- Improved access to foreign markets
- Improved access to U.S. markets
- Reduced costs
- Reduced lead times
- Risk sharing
- Shared/improved technologies or skills
- Other objective/purpose (explain)

U.S. Foreign Trade Zones (FTZs)

B

In how many U.S. FTZs does your organization produce or admit vehicles?

If one or more, describe the locations and nature of your organization's vehicle U.S. FTZ operations, then identify the number of units produced in U.S. FTZs, as well as the number ultimately entered from U.S. FTZs into the U.S. stream of commerce each year.

FTZ Operation Location and Description:		2013	2014	2015	2016	2017	2018
	Units Produced in FTZs						
	Units Entered into U.S. Commerce						

C

In how many FTZs does your firm produce or admit engines?

If Yes, describe the locations and nature of your organization's auto engine U.S. FTZ operations, then identify the number of units produced in U.S. FTZs, as well as the number ultimately entered from U.S. FTZs into the U.S. stream of commerce each year.

FTZ Operation Location and Description:		2013	2014	2015	2016	2017	2018
	Units Produced in FTZs						
	Units Entered into U.S. Commerce						

D

In how many FTZs does your firm produce or admit transmissions?

If Yes, describe the locations and nature of your organization's auto transmission U.S. FTZ operations, then identify the number of units produced in U.S. FTZs, as well as the number ultimately entered from U.S. FTZs into the U.S. stream of commerce each year.

FTZ Operation Location and Description:		2013	2014	2015	2016	2017	2018
	Units Produced in FTZs						
	Units Entered into U.S. Commerce						

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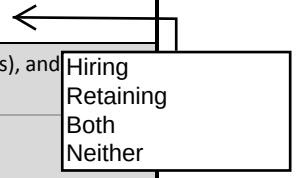
8: U.S. Employment

From 2013 - Q2 2018, record your organization's annual Total Full Time Equivalent (FTE) Employees in the United States involved in vehicle manufacture, assembly, product design and development, and R&D activities. Then record the same data for each occupational category.

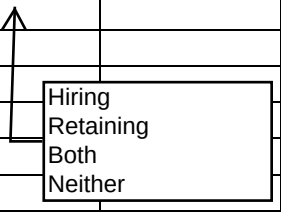
	2013	2014	2015	2016	2017	2018 Jan-Jun
Total FTE Employees in the U.S.						
Average Weekly Hours Worked by FTE Employees						
Administrative, Management, and Legal Staff						
Engineers, Scientists, and R&D Staff						
Information Technology/Cybersecurity						
Marketing and Sales						
Production Line Workers						
Testing Operators, Quality Control, and Support Technicians						

Does your organization have difficulty hiring and/or retaining its automotive-related employees?



For each occupation category, specify the kind of difficulty your organization faces, number of current unfilled vacancies, average length of time positions remain unfilled (in weeks), and reason for unfilled vacancies. Explain your response.

	Difficulty	Number of Vacancies	Average Weeks Vacant	Explanation
Administrative, Management, and Legal Staff				
Engineers, Scientists, and R&D Staff				
Information Technology/Cybersecurity				
Marketing and Sales				
Production Line Workers				
Testing Operators, Quality Control, and Support Technicians				



Comments	

9: Competition and Demand Trends

A

From your organizatin's perspective, explain how demand within the United States and outside of the United States for passenger cars, light trucks, SUVs, and vans has changed from 2013 to Q2 2018. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall Change	Explanation and Factors
Within the United States		
Outside the United States		

Increase
No Change
Decrease

B.

How has import competition affected your U.S. manufacturing operations, sales, employment, planned expansions, investments, etc. with respect to the production of passenger cars, light trucks, SUVS and vans from 2013 to Q2 2018. Please be as specific as possible.

From 2013 to Q2 2018, has your organization experienced any negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts, or the scale of capital investments as a result of imports of passenger cars, light trucks, vans, and SUVs into the United States? Indicate Yes/No to the right and explain below.

Yes
No
Not Applicable

Does your organization anticipate any negative effects on its business due to future imports of passenger cars, light trucks, vans and SUVs into the United States? Indicate Yes/No to the right and explain below.

Yes
No
Not Applicable

C

Describe the top 5 largest challenges to the competitive position of your organization in the global motor vehicle market.

1	
2	
3	
4	
5	

Describe the top 5 largest challenges to the competitive position of your organization in the U.S. motor vehicle market.

1	
2	
3	
4	
5	

Describe the top 5 barriers to motor vehicle innovation for your organization in the global market.

1	
2	
3	
4	
5	

Describe the top 5 barriers to motor vehicle innovation for your organization in the U.S. market.

1	
2	
3	
4	
5	

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10a: Research & Development

From 2013 - Q2 2018, report your organization's Global and U.S. R&D dollar expenditures and report the listed component expenditures on a percentage basis. Also report your organization's global and U.S. R&D funding sources on a dollar basis and component expenditures on a percentage basis.

Record $ in Thousands, e.g. $12,000.00 = survey input of $12

				2013	2014	2015	2016	2017	2018 Jan - Jun
A	1	Total Global R&D Expenditures							
	2	Total Global Passenger Car, Light Truck, SUV, and Van R&D Expenditures							
	a	Global Autonomy R&D (as a % of A2)							
	b	Global Connectivity R&D (as a % of A2)							
	c	Global Electrification R&D (as a % of A2)							
	d	Global Lightweighting R&D (as a % of A2)					2%		
	e	Other (as a % of A2)	(specify here)						

				2013	2014	2015	2016	2017	2018 Jan - Jun
B	1	Total U.S. R&D Expenditures							
	2	Total U.S. Passenger Car, Light Truck, SUV, and Van R&D Expenditures							
	a	U.S. Autonomy R&D (as a % of B2)							
	b	U.S. Connectivity R&D (as a % of B2)							
	c	U.S. Electrification R&D (as a % of B2)							
	d	U.S. Lightweighting R&D (as a % of B2)							
	e	Other (as a % of B2)	(specify here)						

				2013	2014	2015	2016	2017	2018 Jan - Jun
C	1	Total Global R&D Funding Sources							
	a	Internal/Parent Company (as a % of C2)							
	b	U.S. Federal Government (as a % of C2)							
	c	State and Local Government (as a % of C2)							
	d	U.S. Private Equity (includes industry and university) (as a % of C2)							
	e	Foreign Government (as a % of C2)							
	f	Foreign Non-Government (as a % of C2)							
	g	Other (as a % of C2)	(specify here)						
	2	Total of a-g (must equal 100%)		0%	0%	0%	0%	0%	0%

				2013	2014	2015	2016	2017	2018 Jan - Jun
D	1	Total U.S. R&D Funding Sources							
	a	Internal/Parent Company (as a % of D2)							
	b	U.S. Federal Government (as a % of D2)							
	c	U.S. State and Local Government (as a % of D2)							
	d	U.S. Private Equity (includes industry and university) (as a % of D2)							
	e	Foreign Government (as a % of D2)							
	f	Foreign Non-Government (as a % of D2)							
	g	Other (as a % of D2)	(specify here)						
	2	Total of a-g (must equal 100%)		0%	0%	0%	0%	0%	0%

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10b: Research & Development (Continued)

For each technology listed below, identify your firm's top five R&D partners in 2017, public or private, in terms of overall R&D expenditures, provide the primary location of the R&D, list of all countries the R&D is carried out in, and an explanation of the R&D activities.

A — Autonomy

	Partner Name	Global Headquarters	Primary Location of R&D	List of Countries R&D Carried Out In	Explanation of R&D
1					
2					
3					
4					
5					

B — Connectivity

	Partner Name	Global Headquarters	Primary Location of R&D	List of Countries R&D Carried Out In	Explanation of R&D
1					
2					
3					
4					
5					

C — Electrification

	Partner Name	Global Headquarters	Primary Location of R&D	List of Countries R&D Carried Out In	Explanation of R&D
1					
2					
3					
4					
5					

D — Lightweighting

	Partner Name	Global Headquarters	Primary Location of R&D	List of Countries R&D Carried Out In	Explanation of R&D
1					
2					
3					
4					
5					

E From 2013 to Q2 2018, describe in detail constrains on global R&D activities (for example, inadequate revenue), and explain additional R&D activities that would occur absent those constraints.

F From 2013 to Q2 2018, describe in detail constraints on U.S. R&D activities (for example, inadequate revenue), and explain additional R&D activities that would occur absent those constraints.

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11: Economic Downturn Information

A

Provide the following data estimates for your organization's U.S. activities during the economic downturn starting in 2007. Your estimates should pertain to your manufacturing, assembly, and sales of vehicles and auto parts. The profit/loss data you provide in this table should be on the same basis as the data provided in Section 3 of this survey. Dollar figures should be provided in thousands.

	2007	2008	2009	2010
Gross Profit/Loss ($1,000)				
Operating Income/Loss ($1,000)				
Net Income/loss before income taxes ($1,000)				
Total U.S. sales quantities of vehicles and parts (units)				
Total U.S. sales values of vehicles and parts ($1,000)				
Total COGS for U.S. sales of vehicles and parts ($1,000)				
R&D spending ($1,000)				
Capital Expenditure spending ($1,000)				
Amount of assistance received from related companies in U.S. or abroad (specify company name and country) ($1,000)				
Amount of assistance received from government entities in U.S. or abroad (specify entity name and country) ($1,000)				

B

During the global economic downturn in 2007 – 2010, describe cutbacks in global R&D spending, if any, by R&D activity type and the percentage of decline in global R&D expenditures compared to 2004-2006

C

During the global economic downturn in 2007 – 2010, describe cutbacks in U.S. R&D spending, if any, by R&D activity type and the percentage of decline in U.S. R&D expenditures compared to 2004-2006

D

During the global economic downturn in 2007 – 2010, describe cutbacks in global capital spending, if any, by capital activity type and the percentage of decline in global capital expenditures compared to 2004-2006

E

During the global economic downturn in 2007 – 2010, describe cutbacks in U.S. capital spending, if any, by capital activity type and the percentage of decline in U.S. capital expenditures compared to 2004-2006

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Section 12a: Support of U.S. Government (USG) - Agencies

Indicate all U.S. Government departments and agencies your organization has supported, directly or indirectly, from 2013 - Q2 2018 (including all affiliated laboratories). Then indicate the primary type of product associated with this support.

	Agency Name		Support	Primary Type of Support
A	U.S. Air Force (USAF)			
	U.S. Army			
	U.S. Navy			
	U.S. Marine Corps (USMC)			
	U.S. Department of Energy (DOE)			
	U.S. Department of Homeland Security (DHS)			
	U.S. Department of State			
	U.S. DOD Defense Advanced Research Projects Agency (DARPA)			
	U.S. DOD Missile Defense Agency (MDA)			
	U.S. Intelligence Community (e.g. CIA, NGA, NRO, NSA, DNI, etc.)			
	National Aeronautics and Space Administration (NASA)			
	Other Agency	(specify here)		
	Other Agency	(specify here)		
	Other Agency	(specify here)		
	Comments:			

Yes
No

Passenger Cars
Light Trucks
Vans
SUVs
Engines
Transmissions
Other Parts
R&D
Product Design and Development

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12b: Global and Defense Activities

		-Yes/No-	Explain
A	Has your organization ever designed, developed, or manufactured, individually or in collaboration with other private or government partners, any product specifically for military purposes?		Yes - Private Yes - Government Yes - Both No - Neither
B	Does your organization currently design, develop, or manufacture, individually or in collaboration with other private or government partners, any product specifically for military purposes? If your organization has previously done so but no longer does, provide an explanation for the reasons for the change.		Yes - Private Yes - Government Yes - Both No - Neither
C	Does your organization sell any products directly to a U.S. defense agency?		Yes No
D	Does your organization sell any products directly to a foreign defense agency?		Yes No
E	Indicate whether your organization performs any R&D that is funded by or in cooperation with a U.S. government agency, then describe all such activities.		Yes No
F	Indicate whether your organization performs any R&D that is funded by or in cooperation with a foreign government agency, then describe all such activities.		Yes No

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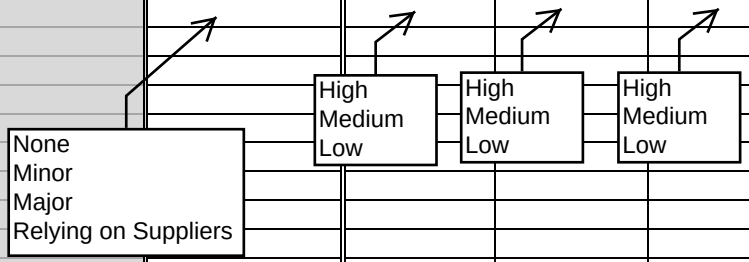
12c: Advanced Technology

For the technologies listed below, rank their importance to the development of future automotive products over the next 10 years for each of the vehicle types described

	Advanced Technology Requirements	Current Level of R&D Investment	Importance		
			Conventional Vehicles	Electric Vehicles	Autonomous Vehicles
1	Advanced Electric Drive - Motor				
2	Advanced Electric Drive - Transmission				
3	Advanced Batteries				
4	Hydrogen Fuel Cells				
5	Battery Management Systems				
6	Power Electronics				
7	Power Generating Shock Absorbers				
8	Improved Regenerative Braking Systems				
9	Collision Avoidance Systems - LIDAR				
10	Collision Avoidance Systems - Radar				
11	Directional Mapping/Global Positioning				
12	Guidance Sysems				
13	Jam-Resistant Dedicated Short-Range Communications (DSRC) technology				
14	Vehicle-to-Vehicle Communications				
15	Automotive Electromagnetic Interference Filters				
16	Advanced Microprocessors Availability				
17	Sensor Fusion Integrated Electronics				
18	High-Fidelity Antennas				
19	Integrated Braking and Steering Control Systems				
20	Lightweighting				
21	Sensor Systems - Light Detection and Ranging (LIDAR) detection and ranging,				
22	Sensor Systems - Other Optical				
23	Sensor Systems - Other Radar				
24	Sensor Systems - Discriminating Directional Sensors				
25	Sensor Systems - Object Recognition/Vehicle Recognition				
26	Sensor Systems - Driver Behavior/Human Factors				
27	Software & Algorithm Tools				
28	Systems Simulation Tools				
29	Power Electronics Simulation Software				
30	Software Validation Tools				
31	Other				
32	Other				



Comments	

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13: Certification

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge. It is a criminal offense to willfully make a false statement or representation to any department or agency of the United States Government as to any matter within its jurisdiction (18 U.S.C. 1001 (1984 & SUPP. 1197)).

Once your organization has completed this survey, save a copy and submit it via email to autos232@doc.gov. Be sure to retain your survey for your records and to facilitate any necessary edits or clarifications.

BIS Survey Website https://www.bis.doc.gov/autos232

Organization Name	
Organization's Internet Address	
Name of Authorizing Official	
Title of Authorizing Official	
E-mail Address	
Phone Number and Extension	
Date Certified	

In the box below, provide any additional comments or any other information you wish to include regarding this survey assessment.

How many hours did it take to complete this survey?	

BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act

State	YesNo	YesNoNA	Country	Scope	Change	otherchang	Purpose
Alabama	Yes	Yes	United Stat	Passenger (	Expansion	Closure	Access to fi
Alaska	No	No	Afghanistar	Light Truck	Significant	Relocation	Access to s
American Samoa		Not Applic	Albania	Vans	Closure	Contractior	Access to t
Arizona			Algeria	SUVs	None	Expansion	Broaden cu
Arkansas			Andorra	Other Vehicles		Significant	Creation of
California			Angola	Engines		Transfer/Sa	Improved a
Colorado			Anguilla	Transmissions		Other	Improved a
Connecticut			Antigua an	Other Parts			Reduced cc
Delaware			Argentina	R&D			Reduced le
District of Columbia			Armenia	Product Design and Development			Risk sharing
Florida			Aruba				Shared/imp
Georgia			Australia				Other objec
Guam			Austria				
Hawaii			Azerbaijan				
Idaho			Bahamas				
Illinois			Bahrain				
Indiana			Bangladesh				
Iowa			Barbados				
Kansas			Belarus				
Kentucky			Belgium				
Louisiana			Belize				
Maine			Benin				
Maryland			Bermuda				
Massachusetts			Bhutan				
Michigan			Bolivia				
Minnesota			Bosnia and Herzegovina				
Mississippi			Botswana				
Missouri			Brazil				
Montana			British Indian Ocean Territory				
Nebraska			British Virgin Islands				
Nevada			Brunei				
New Hampshire			Bulgaria				
New Jersey			Burkina Faso				
New Mexico			Burma (Myanmar)				
New York			Burundi				
North Carolina			Cabo Verde				
North Dakota			Cambodia				
Northern Mariana Islands			Cameroon				
Ohio			Canada				
Oklahoma			Cayman Islands				
Oregon			Central African Republic				
Pennsylvania			Chad				
Puerto Rico			Chile				
Rhode Island			China				
South Carolina			Christmas Island (in the Indian Ocean)				
South Dakota			Cocos (Keeling) Islands				

Tennessee
Texas
U.S. Virgin Islands
Utah
Vermont
Virginia
Washington
West Virginia
Wisconsin
Wyoming

Colombia
Comoros
Congo (Kinshasa)
Congo (Brazzaville)
Cook Islands
Costa Rica
Cote d'Ivoire
Croatia
Cuba
Curacao
Cyprus
Czech Republic
Denmark
Djibouti
Dominica
Dominican Republic
Ecuador
Egypt
El Salvador
Equatorial Guinea
Eritrea
Estonia
Ethiopia
Falkland Islands (Islas Malvinas)
Faroe Islands
Fiji
Finland
France
French Guiana
French Polynesia
French Southern and Antarctic Lands
Gabon
Gambia
Gaza Strip administered by Israel
Georgia
Germany
Ghana
Gibraltar
Greece
Greenland
Grenada
Guadeloupe
Guatemala
Guinea
Guinea-Bissau
Guyana
Haiti

Heard Island and McDonald Islands
Holy See (Vatican City)
Honduras
Hong Kong
Hungary
Iceland
India
Indonesia
Iran
Iraq
Ireland
Israel
Italy
Jamaica
Japan
Jordan
Kazakhstan
Kenya
Kiribati
Kosovo
Kuwait
Kyrgyzstan
Laos
Latvia
Lebanon
Lesotho
Liberia
Libya
Liechtenstein
Lithuania
Luxembourg
Macao
Macedonia
Madagascar
Malawi
Malaysia
Maldives
Mali
Malta
Marshall Islands
Martinique
Mauritania
Mauritius
Mayotte
Mexico
Micronesia, Federated States of
Moldova (Republic of Moldova)

Monaco
Mongolia
Montenegro
Montserrat
Morocco
Mozambique
Namibia
Nauru
Nepal
Netherlands
New Caledonia
New Zealand
Nicaragua
Niger
Nigeria
Niue
Norfolk Island
North Korea (DPRK)
Norway
Oman
Pakistan
Palau
Panama
Papua New Guinea
Paraguay
Peru
Philippines
Pitcairn Islands
Poland
Portugal
Qatar
Reunion
Romania
Russia
Rwanda
Saint Helena
Saint Kitts and Nevis
Saint Lucia
Saint Pierre and Miquelon
Saint Vincent and the Grenadines
Samoa (Western Samoa)
San Marino
Sao Tome and Principe
Saudi Arabia
Senegal
Serbia
Seychelles

Sierra Leone
Singapore
Sint Maarten
Slovakia
Slovenia
Solomon Islands
Somalia
South Africa
South Korea (ROK)
South Sudan
Spain
Sri Lanka
Sudan
Suriname
Svalbard and Jan Mayen
Swaziland
Sweden
Switzerland
Syria (Syrian Arab Republic)
Taiwan
Tajikistan
Tanzania (United Republic of Tanzania)
Thailand
Timor-Leste
Togo
Tokelau
Tonga
Trinidad and Tobago
Tunisia
Turkey
Turkmenistan
Turks and Caicos Islands
Tuvalu
Uganda
Ukraine
United Arab Emirates
United Kingdom
United States Minor Outlying Islands
Uruguay
Uzbekistan
Vanuatu
Venezuela
Vietnam
Wallis and Futuna
West Bank administered by Israel
Western Sahara
Yemen (Republic of Yemen)

Zambia
Zimbabwe

HireRetain	IncDec	PrivGov	RDInvest	HML
Hiring	Increase	Yes - Privat	None	High
Retaining	No Change	Yes - Gover	Minor	Medium
Both	Decrease	Yes - Both	Major	Low
No		No - Neithe	Relying on Suppliers	

new technologies
ccess to foreign markets
ccess to U.S. markets
sts
ad times
g
proved technology or skills
ctive/purpose (explain)