

**DEFENSE INDUSTRIAL BASE ASSESSMENT:
Strategic Materials - CARBON FIBER COMPOSITE MATERIALS**



SCOPE OF ASSESSMENT

The U.S. Department of Commerce, Bureau of Industry and Security (BIS), Office of Technology Evaluation (OTE), in coordination with the Defense Logistics Agency (DLA) is conducting an industrial base survey and assessment of the supply chain associated with select critical and strategic materials required for key defense systems and platforms. The focus of this survey is on the materials involved in the manufacture of carbon fiber composites.

The primary goal of this assessment is to assist the defense community in understanding the health and competitiveness of critical material suppliers, and identify specific issues and problems facing the industry. Over the longer term, agencies will be better informed to develop targeted planning and acquisition strategies to ensure the availability of the materials supply chain to support critical defense missions and programs.

RESPONSE TO THIS SURVEY IS REQUIRED BY LAW

A response to this survey is required by law (50 U.S.C. app. Sec. 2155). 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 Information furnished herewith is deemed confidential and will not be published or disclosed except in accordance with Section 705 of the Defense Production Act of 1950, as amended (50 U.S.C App. Sec. 2155). 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 14 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. 0694-0119), Washington, D.C. 20503.

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Important Note:
Complete Section 2 before moving on to later sections. Menu options in later sections are based on information in Section 2.

Section I: General Instructions	
A	Your organization is required to complete this survey using an Excel template, which can be downloaded from the U.S. Department of Commerce, Bureau of Industry and Security (BIS) website: www.bis.doc.gov/CFSurvey . At your request, survey support staff will e-mail the Excel survey template directly to your organization. For your convenience, a PDF version of the survey is available on the BIS website to aid internal data collection. DO NOT submit the PDF version of your organization's response to BIS.
B	Respond to every question. Surveys that are not fully completed will be returned for completion. Use 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 the information. DO NOT COPY AND PASTE RESPONSES WITHIN THIS SURVEY. Survey inputs should be made manually, by typing in responses or by use of a drop-down menu. The use of copy and paste can corrupt the survey template. If your survey response is corrupted as a result of copy and paste responses, a new survey will be sent to you for immediate completion.
C	Do not disclose any classified information in this survey form.
D	If information is not available from your organization's records in the form requested, you may furnish estimates.
E	Questions related to this survey should be directed to BIS survey staff at CFSurvey@bis.doc.gov or by calling survey support staff and team lead David Boylan at 202-482-7808. Email is the preferred method of contact.
F	Upon completion, review, and certification of this Excel survey, transmit the survey via e-mail attachment to: CFSurvey@bis.doc.gov . Be sure to retain a copy for your records.
G	For questions related to the overall scope of this strategic materials industrial base assessment, contact: Brad Botwin, Director, Industrial Studies Office of Technology Evaluation, Room 1093 U.S. Department of Commerce, BIS 1401 Constitution Avenue, NW Washington, DC 20230
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Section II: Definitions	
Term	Definition
Alloyed Metal	A metal made by combining two or more metallic elements to give, for example, greater strength or resistance to corrosion.
Applied Research	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	Executive officer of the organization or business unit or other individual who has the authority to execute this survey on behalf of the organization.
Basic Research	Systematic, scientific study directed toward greater knowledge or understanding of the fundamental aspects of phenomena and of observable facts without specific applications towards processes or products in mind.
Commercial and Government Entity (CAGE) Code	Commercial and Government Entity (CAGE) Code identifies companies doing or wishing to do business with the U.S. Federal Government. The code is used to support mechanized government systems and provides a standardized method of identifying a given facility at a specific location. Find CAGE codes at: http://www.logisticsinformationsservice.dla.mil/BINCS/begin_search.aspx
Component	Any raw material, substance, piece, part, software, firmware, labeling, or assembly which is intended to be included as part of the finished, packaged, and labeled device.
Customer	An entity to which an organization directly delivers the product or service that the facility produces. A customer may be another company or another facility owned by the same parent organization. The customer may be the end user for the item but often will be an intermediate link in the supply chain, adding additional value before transferring the item to yet another customer.
Data Universal Numbering System (DUNS)	A nine-digit numbering system that uniquely identifies an individual business. Find DUNS numbers at: http://fedgov.dnb.com/webform
Direct Support	Product/service is provided by your organization to the specified customer, not through a third party (for example, prime contractor or distributor).
Distributor	An entity that buys noncompeting products or product lines, warehouses them, and resells them to retailers or directly to the end users or customers.
Finished Product	Any product, or accessory to any product, that is suitable for use or capable of functioning, whether or not it is packaged or labeled.
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.
Indirect Support	Product/service is provided to the specified customer through a third party (for example, prime contractor or distributor).
Manufacturer	An organization that uses labor and capital to convert raw materials into finished or semi-finished goods. For the purpose of this survey, manufacturing includes integration and assembly.
Manufacturing Material	Any material or substance used in or used to facilitate the manufacturing process, a concomitant constituent, or a byproduct constituent produced during the manufacturing process, which is present in or on the finished device/product.
Matrix	The material that binds together the reinforcing fibers of a composite.
Modulus	The tensile modulus of the carbon fiber. Throughout this survey modulus will be measured in million pounds per square inch (MSI). The gradations are as follows, with both MSI and gigapascals (GPa) included for reference: Standard (below 40 MSI or 275 GPa); Intermediate (40-50 MSI / 275-345 GPa); High (50-65 MSI / 345-450 GPa); and Ultrahigh (Over 65 MSI / 450 GPa).
North American Industry Classification System (NAICS) Code	North American Industry Classification System (NAICS) codes identify the category of product(s) or service(s) provided by your organization. Find NAICS codes at: http://www.census.gov/epcd/www/naics.html
Precious Metals	Metals that have high economic value due to their rarity. Most commonly gold, silver, platinum, and palladium.
Prepreg	A fiber-based material in which the matrix material is already present but not yet fully cured.
Product/Process Development	The systematic application of knowledge or understanding, directed toward the production of useful materials, devices, and systems or methods, including design, development, and improvement of prototypes and new processes to meet specific requirements.
Rare Earth Element	A category that includes element numbers 57-71 of the periodic table (lanthanum, cerium, praseodymium, neodymium, promethium, samarium, europium, gadolinium, terbium, dysprosium, holmium, erbium, thulium, ytterbium, and lutetium) as well as yttrium (39) and scandium (21).
Service	An intangible product (contrasted to a good, which is a tangible product). Services typically cannot be stored or transported, are instantly perishable, and come into existence at the time they are bought and consumed.
Single Source	An organization that is designated as the only accepted source for the supply of parts, components, materials, or services, even though other sources with equivalent technical know-how and production capability may exist.
Sole Source	A organization that is the only source for the supply of parts, components, materials, or services. No alternative U.S. or non-U.S. based suppliers exist other than the current supplier.
STEM	STEM stands for Science, Technology, Engineering and Mathematics.
Supplier	An entity from which your organization obtains inputs. 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. The inputs may be goods or services.
Unalloyed Metal	A metal in its pure form, not combined with any other substance.
United States	The "United States" or "U.S." includes the 50 states, Puerto Rico, the District of Columbia, the island of Guam, the Trust Territories, and the U.S. Virgin Islands.
Utilization Rate	The percentage of an organization's potential output that is actually being used in current production, where potential output is based on a 7 day-a-week, 3x8-hour shift production schedule. Note: 100% utilization rate equals full employment with no downtime beyond that necessary for maintenance.

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Section 1a: Organization Information

A	From the dropdown, select the description that best identifies your organization:																					
B	Indicate whether this survey response captures the operations of your whole organization or an individual business unit/division. Your organization may provide a single corporate-level response, or individual responses for each business unit/division with carbon fiber composite-related activities. All data throughout this response must be reported at the same organizational level. Is this the sole response for your organization, or will additional business units/divisions be submitting responses? Unless a single corporate response is provided, all business units/divisions with carbon fiber composite-related activities must submit a response.																					
C	Provide the following information for the level at which your organization is responding to this survey: <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 30%;">Organization Name</td><td></td></tr> <tr><td>Business Unit/Division Name (if applicable)</td><td></td></tr> <tr><td>Street Address</td><td></td></tr> <tr><td>City</td><td></td></tr> <tr><td>State</td><td></td></tr> <tr><td>Zip Code</td><td></td></tr> <tr><td>Website</td><td></td></tr> <tr><td>Phone Number</td><td></td></tr> <tr><td>Primary DUNS Code for this Level (nine digit number with no dashes)</td><td></td></tr> </table>				Organization Name		Business Unit/Division Name (if applicable)		Street Address		City		State		Zip Code		Website		Phone Number		Primary DUNS Code for this Level (nine digit number with no dashes)	
Organization Name																						
Business Unit/Division Name (if applicable)																						
Street Address																						
City																						
State																						
Zip Code																						
Website																						
Phone Number																						
Primary DUNS Code for this Level (nine digit number with no dashes)																						
D	Provide the following information for your parent company, if applicable: <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 30%;">Organization Name</td><td></td></tr> <tr><td>Street Address</td><td></td></tr> <tr><td>City</td><td></td></tr> <tr><td>State</td><td></td></tr> <tr><td>Country</td><td></td></tr> <tr><td>Postal Code/Zip Code</td><td></td></tr> <tr><td>Primary DUNS Code for Parent Company (nine digit number with no dashes)</td><td></td></tr> </table>				Organization Name		Street Address		City		State		Country		Postal Code/Zip Code		Primary DUNS Code for Parent Company (nine digit number with no dashes)					
Organization Name																						
Street Address																						
City																						
State																						
Country																						
Postal Code/Zip Code																						
Primary DUNS Code for Parent Company (nine digit number with no dashes)																						
E	Is your organization publicly traded or privately held?																					
F	Point of Contact regarding this survey:																					
	Name	Title	Phone Number	E-mail Address																		
Comments:																						

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Section 1b: Organization Information			
A	From the list below, identify any of the market segments your organization currently serves:		
	Aerospace		
	Automotive		
	Consumer goods		
	Construction/Infrastructure		
	Electronics		
	Engineering		
	Food/Agriculture		
	Healthcare/Medical		
	Industrial		
	Marine (surface and underwater)		
	Research and Development		
	Space (satellites, launch, instruments, support, etc.)		
	Telecommunication		
Other	(specify)		
B	From the list below, identify any of the defense-related market segments that your organization currently serves:		
	Aircraft		
	Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR)		
	Electronics		
	Energy/Power Generation		
	Ground Vehicles		
	Missiles		
	Research and Development		
	Marine (surface and underwater)		
	Space		
	Other	(specify)	
Comments:			
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Section 1c: Organization Information		
A	From the list below, select all business lines related to carbon fiber-based composites in which your organization currently manufactures or distributes products.	
	Precursor chemical	<input type="checkbox"/>
	Carbon fibers	<input type="checkbox"/>
	Carbon fiber textiles/fabrics/tapes, etc. (including prepregs)	<input type="checkbox"/>
	Composite resins/matrices	<input type="checkbox"/>
	Composite structures	<input type="checkbox"/>
	Product integration/assembly	<input type="checkbox"/>
	Maintenance, repair, or overhaul	<input type="checkbox"/>
	Other business line(s) (specify)	<input style="width: 100%;" type="text"/>
Other business line(s) (specify)	<input style="width: 100%;" type="text"/>	
B	Is your organization considered a small business, as defined by the Small Business Administration (SBA)? <input style="width: 50px; height: 20px;" type="text"/>	
	For information on SBA's small business size standards, see: http://www.sba.gov/category/navigation-structure/contracting/contracting-officials/eligibility-size-standards	
	If yes, specify the type of small business (e.g., minority-owned, 8(a), etc.): <input style="width: 100%; height: 40px;" type="text"/>	
C	Provide the following identification codes (see definitions), as applicable, to your organization.	
	*Find your organization's Commercial and Government Entity (CAGE) Codes at: http://www.logisticsinformationservice.dla.mil/BINCS/begin_search.aspx	
	**Find your organization's North American Industry Classification System (NAICS) codes at: http://www.census.gov/epcd/www/naics.html	
	Commercial and Government Entity (CAGE) Code(s)*	NAICS (6-digit) Code(s)**
	<input style="width: 100%; height: 20px;" type="text"/> <input style="width: 100%; height: 20px;" type="text"/> <input style="width: 100%; height: 20px;" type="text"/> <input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/> <input style="width: 100%; height: 20px;" type="text"/> <input style="width: 100%; height: 20px;" type="text"/> <input style="width: 100%; height: 20px;" type="text"/>
Comments:	<input style="width: 100%; height: 40px;" type="text"/>	
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Section 1d: Organization Information

Identify all of your organization's facilities with **carbon fiber composite-related** operations.

	Facility Name	Location			Operations		Outlook	
		City	State	Country	Facility Primary Operation (select from dropdown)	Specify Additional Detail or Other Business Line	Do you anticipate any significant changes in the operations at this facility over the next five years?	If yes, provide a brief explanation.
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

Comments:

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Section 2a: CARBON FIBER COMPOSITE-RELATED Products

Complete the table below to describe ALL of your organization's capabilities regarding carbon fiber composite-related products. This includes both items sold externally and those produced and used within your organization. For example, if your organization produces carbon fibers or woven carbon materials later used to produce a composite component products at each stage must be included.

In the PRODUCT COMPOSITION portion, where applicable specify the TYPE OF PRECURSOR and MODULUS OF THE CARBON FIBER in the product, the TYPE OF MATRIX in the product, whether the product is itself or contains PREPREG, and provide a brief ADDITIONAL DESCRIPTION with any additional information/unique properties of the product. If you indicated OTHER in any section, specify the makeup of the product here.

In the END USE portion, indicate the primary SECTOR the final product is used in, its PRIMARY APPLICATION, as well as a more complete END USE DESCRIPTION, if known.

In the PRODUCT DISPOSITION portion, estimate the percentage of this product USED ENTIRELY WITHIN YOUR ORGANIZATION, and whether your organization is a SOLE SOURCE for the product.

	Product Name (write-in)	Product Type	Manufacture / Distribute	Product Composition					End Use			Product Disposition	
				Precursor Type	Carbon Fiber Tensile Modulus	Matrix Type	Prepreg Made or Used	Additional/Other Description (write-in)	Primary Sector Use	Primary Application	End Use Description (write-in)	Percentage used entirely within your organization	Sole Source of Product
1													
2													
3													
4													
5													
6													
7													
8													
9													
10													
11													
12													
13													
14													
15													

Comments:

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Section 2b: Other (Non-Carbon Fiber Composite-Related) Products

A Does your organization provide non-carbon fiber composite-related products and/or services? If no, proceed to Section 3a.

Complete the information below for products your organization supplies that are unrelated to carbon fiber composites.
 Select the **TYPE of MATERIAL** your organization supplies and provide a **PRODUCT NAME** and brief **PRODUCT DESCRIPTION** with any additional materials details in the product.
 Complete the **PRIMARY SECTOR END USE** to indicate the product's general end use, select the **PRIMARY END USE APPLICATION** to specify the type of end use, and, if needed, provide an **ADDITIONAL/OTHER DESCRIPTION**.

	Product Composition			Manufacture/ Distribute (select from dropdown)	End Use		
	Material Type (select from dropdown)	Product Name (write-in)	Product Description (write-in)		Primary Sector End Use (select from dropdown)	Primary End Use Application (select from dropdown)	Additional/Other Description (write-in)
B 1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							

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Section 3a: Suppliers for CARBON FIBER COMPOSITE - RELATED Product Lines

For each of the products your organization identified in the PRODUCTS Section (2a), indicate the name of **EXTERNAL SUPPLIERS** providing key inputs.

Where applicable, specify the **TYPE OF PRECURSOR** and **MODULUS OF THE CARBON FIBER** in the product, the **TYPE OF MATRIX** in the product, whether the product is itself or contains **PREPREG**, and provide a brief additional **DESCRIPTION** with any additional information/unique properties of the product. If you indicated **OTHER** in any section, specify the makeup of the product here.

In the **INPUT PRODUCT APPLICATION** portion, indicate which of your products identified in Section 2 use this input. If a single supplier is used for multiple inputs, repeat their information on an additional row.

	Supplier Name	Input Information						Supplier Information			Input Product Application		
		Input Type	Precursor Type	Carbon Fiber Tensile Modulus	Matrix Type	Prepreg	Description (write-in)	Supplier State	Supplier Country	Single/Sole Source	Carbon Fiber Composite-Related Product 1	Carbon Fiber Composite-Related Product 2	Carbon Fiber Composite-Related Product 3
1													
2													
3													
4													
5													
6													
7													
8													
9													
10													
11													
12													
13													
14													
15													

Comments:

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Section 3b: Inputs and Sourcing																				
Estimate your organization's average inventory of carbon fiber composite inputs (in weeks), based on the last two years of operation.																				
					Fibers (weeks of inventory)					Prepreg Fabrics (weeks of inventory)					Matrices (weeks of inventory)					
A	Standard Modulus PAN-based fibers (<40 MSI)															Polyimide Resin				
	Intermediate Modulus PAN-based fibers (40-50 MSI)															Bismaleimide Resin				
	High Modulus PAN-based fibers (50-65 MSI)															Epoxy				
	Ultrahigh Modulus PAN-based fibers (>65 MSI)															Other (specify here)				
For each material listed below, identify which issues your organization has experienced since 2010:																				
Material		Input Availability Problems			Supply Chain Disruptions			Obsolescence			Severe Input Price Fluctuations			Explain						
B	Precursor chemical for carbon fiber																			
	Carbon fiber																			
	Carbon fiber textiles																			
	Resin, epoxies, etc.																			
	Other																			
Describe any steps you have taken to minimize the risk posed by the issues above:																				
Since 2010 has your organization experienced any problems due to critical components and/or materials no longer being produced?																				
Does your organization expect to experience any such problems in the next five years?																				
Identify reasons for these problems by selecting past, future, both, or neither:																				
C	Environmental Regulations					Production Costs						Export Controls						Other (specify here)		
	Other Regulations					End of Product Life Cycle						Foreign Competition						Other (specify here)		
Describe the problems and any steps you have taken to minimize the risks posed by the issues above:																				
D	If your organization purchases carbon fiber as a fiber or fabric, is it primarily from a manufacturer or through a distributor?																			
	If your organization were no longer able to purchase carbon fiber from your current primary supplier, for how many weeks would you be able to continue normal operations?																			
	How many weeks would it take your organization to find a new supplier that can meet your production needs?																			
Provide an explanation for your answer above:																				
Comments:																				
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Section 3c: Inputs and Sourcing

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A Does your organization utilize any of the materials listed in part A (below) for carbon fiber composite-related operations, other operations, or both? If you use none of the listed materials, proceed to Section 4.

Complete the information below for each material your organization utilizes.

In the DIRECT SOURCE portion, select the **TYPE** of supplier providing the product (options include: Distributor; Mine, Original Manufacturer, Recycler) and the supplier's **LOCATION**. In the **PRIMARY ORIGINAL SOURCE COUNTRY** column, indicate the country where the material originally came from (if known).

Material	Utilization in Carbon Fiber Composite-Related and/or Other Operations	Sourcing Problems		Inventory			Direct Source (select from dropdown)		Primary Original Source Country (if known)
		Availability is a Concern	Experienced Supply Chain Disruptions (since 2010)	Quantity	Quantity Unit of Measure	Quantity in KG	Type	Location (country)	
Aluminum						0			
Ceramics & Fibers									
Silicon carbide fibers (specify)						0			
Abrasives (specify)						0			
Refractories (specify)						0			
Other ceramics (specify)						0			
Cobalt						0			
Copper						0			
Gallium						0			
Lead						0			
Lithium						0			
Magnesium						0			
Molybdenum						0			
Nickel						0			
Niobium						0			
Platinum Group & Precious Metals									
Palladium						0			
Platinum						0			
Gold						0			
Silver						0			
Rare Earth Elements (specify)									
						0			
						0			
						0			
						0			
Steel									
Alloys (specify)						0			
Carbon (specify)						0			
Stainless (specify)						0			
Tool (specify)						0			
Tantalum						0			
Tin						0			
Titanium						0			
Tungsten						0			
Vanadium						0			
Zinc						0			
Zirconium						0			
Other (specify)						0			
Other (specify)						0			
Other (specify)						0			

C Describe your concerns over availability or disruptions, as well as any steps your organization has taken to minimize future disruptions.

Comments:

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<p>Describe your organization's utilization rates and constraints. "Utilization" is the fraction of an organization's total potential output that is actually being used in current production, where potential output is based on a 7 day-a-week, 24-hour a day production schedule. Note: 100% utilization rate equals full employment with no downtime beyond that necessary for maintenance.</p>					
1	Estimate your organization's current utilization rate (select from dropdown)				
	Estimate your organization's current carbon fiber composite-related utilization rate (select from dropdown)				
	If a sudden surge in customer demand occurred, estimate how many weeks it would take to raise your organization's carbon fiber composite-related utilization rate to 100%.				
	Estimate the number of weeks required to increase your carbon fiber composite-related production to 150% of your current capacity.				
A	Identify which of the factors below would limit your organization's ability to raise your carbon fiber composite-related utilization rate to 100% (maximum current capacity) and to 150% (50% increase from current maximum capacity) to meet a surge in demand. Provide a brief description of the constraints.				
		Scenario:		Description (write-in)	
		100%	150%		
	2	Capital: Equipment, Facilities, Infrastructure			
		Workforce: Labor Availability, Labor Costs			
		Quality Control: Evaluation/Testing/Validation			
	Inventory: Availability of Input Materials				
	Other (specify in description)				
<p>Identify the issues that have impacted your organization's carbon fiber composite-related operations since 2010. In column A, select YES/NO from the dropdown menu. In column B, rank your top five issues (one being most important) by writing in numbers one through five, using each rank exactly once. In column C, provide a brief explanation of your organization's top five issues.</p>					
	Type of Issue	A	B	C	
		-Yes/No-	Rank Top 5	Explanation of Issue (write-in)	
B	1	Aging equipment, facilities, or infrastructure			
	2	Domestic competition			
	3	Environmental regulations/remediation			
	4	Export Controls/ITAR & EAR			
	5	Foreign competition			
	6	Government purchasing volatility			
	7	Government regulatory burden			
	8	Healthcare			
	9	Labor availability			
	10	Labor costs			
	11	Material price volatility			
	12	New production methods			
	13	New products			
	14	Non-U.S. material availability			
	15	Non-U.S. supplier reliability			
	16	Pension costs			
	17	Proximity to customers			
	18	Proximity to suppliers			
	19	Reduction in U.S. Government demand			
	20	Qualifications/certifications			
	21	Quality of inputs			
	22	R&D costs			
	23	Taxes			
	24	U.S. material availability			
	25	U.S. supplier reliability			
	26	Worker/skills retention			
	27	Other			
Comments:					
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Section 4b: Operations and Capabilities

	Estimate the percentage of your organization's carbon fiber composite-related production that occurs within the United States:	
A	How many hours does your facility operate in a typical day?	
	How many days per week does your facility typically operate?	

If your organization produces carbon fiber fabrics, what weaving capabilities does it currently possess?			
Fabric Type	Capable	Maximum Width (in)	Additional Details
Unidirectional			
B			
Biaxial weave			
Triaxial weave			
Quadraxial weave			
Braided/Tubular Weave			
Other (specify)			
Other (specify)			

If your organization manufactures carbon fiber composite products, identify which processes it currently is capable of performing, the maximum dimensions of composite parts that can be produced with these processes, and the primary products manufactured using these processes, as identified in Section 2a:						
Process	Capable	Maximum Width (in)	Maximum Length (in)	Carbon Fiber Composite Product 1	Carbon Fiber Composite Product 2	Carbon Fiber Composite Product 3
Hand Lay-Up						
Pultrusion						
C						
Filament Winding						
Automated Fiber Placement/Tape Laying						
Resin Transfer Molding						
Compression Molding						
Autoclave Cure						
Out of Autoclave Cure						
Other (specify)						
Other (specify)						

Comments:	
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Previous Page	Section 5: Competitiveness and Outlook	Next Page																																																	
<p>In parts A and B, identify three key actions your organization has taken or plans to take to improve competitiveness. Select general improvement categories from the dropdown menu and provide an explanation for each. General areas include: business restructuring; capital investment; customer service; innovation, R&D, and design improvements; marketing improvements; staff adjustments; and quality control improvements.</p>																																																			
Improvement actions taken since 2010.																																																			
A	Improvement Action (select from dropdown)	Explanation of Action (write-in)																																																	
	1																																																		
	2																																																		
	3																																																		
Improvement actions anticipated within the next five years.																																																			
B	Improvement Action (select from dropdown)	Explanation of Action (write-in)																																																	
	1																																																		
	2																																																		
	3																																																		
<p>From the list below, identify whether your organization currently provides carbon fiber composite-related products or services in the listed usage area, and how this is expected to change in the next five years. Provide comments where appropriate.</p>																																																			
<table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 30%;">Defense Uses</th> <th style="width: 15%;">Current Participation</th> <th style="width: 15%;">Expected Change</th> <th style="width: 40%;">Comments</th> </tr> </thead> <tbody> <tr><td>Fixed-wing aircraft</td><td></td><td></td><td></td></tr> <tr><td>Rotary-wing aircraft</td><td></td><td></td><td></td></tr> <tr><td>Unmanned aerial vehicles (UAVs)</td><td></td><td></td><td></td></tr> <tr><td>Missiles/Rockets</td><td></td><td></td><td></td></tr> <tr><td>Space</td><td></td><td></td><td></td></tr> <tr><td>Marine (surface and underwater)</td><td></td><td></td><td></td></tr> <tr><td>Transportation Vehicles</td><td></td><td></td><td></td></tr> <tr><td>Other (specify here)</td><td></td><td></td><td></td></tr> <tr><td>Other (specify here)</td><td></td><td></td><td></td></tr> <tr><td>Other (specify here)</td><td></td><td></td><td></td></tr> </tbody> </table>			Defense Uses	Current Participation	Expected Change	Comments	Fixed-wing aircraft				Rotary-wing aircraft				Unmanned aerial vehicles (UAVs)				Missiles/Rockets				Space				Marine (surface and underwater)				Transportation Vehicles				Other (specify here)				Other (specify here)				Other (specify here)								
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Section 6a: U.S. Government and DOD Participation				
	On a scale of 1-5 (1 = not dependent; 5 = highly dependent), specify the dependency of your organization on:	Type of Operation		Provide a brief explanation (write-in)
		Carbon Fiber Composite-Related	All Other Operations	
A	U.S. Government defense demand			
	U.S. Government non-defense demand			
	Commercial demand			
<p>Note: For the purposes of this survey, U.S. Government defense sales should include direct sales to government customers and indirect sales to government customers (such as sales through a prime contractor). All sales with government end uses should be reported as government sales.</p>				
B	Estimate the percentage of your U.S. Government defense carbon fiber composite-related business lines that are readily convertible to commercial business lines. (select from dropdown)			
	Estimate the percentage of your commercial carbon fiber composite-related business lines that are readily convertible to U.S. Government defense business lines. (select from dropdown)			
	Does your organization consider itself dependent upon current U.S. Government defense programs for its continued viability? Explain your response below.			
<p>From the list below, select the likely impacts that a sudden change in direct and/or indirect U.S. Government defense demand would have on your organization and provide an explanation where applicable:</p>				
	Business Operation	Impact of sudden DECREASE in USG Defense Demand	Impact of sudden INCREASE in USG Defense Demand	Explanation
C	Capital Expenditures			
	Research & Development Expenditures			
	Participation in USG Contracts			
	Product/Service Costs			
	Organization Viability/Solvency			
	Personnel with Key Skills			
	Number of Product/Service Lines			
	Pursuit of Non-U.S. Customers			
	Level of Key Production Equipment			
	Movement of Operations to Non-U.S. Locations			
	Other (specify)			
	Other (specify)			
	D	<p>Since 2010, has your organization received a rated order (DO or DX) from a U.S. Government agency and/or affiliated contractor? A rated order means a prime contract, a subcontract, or a purchase order in support of an approved program issued in accordance with the provisions of the Defense Priorities and Allocation System (DPAS) regulations (15 CFR part 700).</p>		
Comments:				
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Section 6b: U.S. Government and DOD Participation

A Since 2010, has your organization directly or indirectly supported any U.S. Government agencies or programs in any way?
If no, proceed to section 7. If yes, complete parts B and C below.

From the list of U.S. government agencies below, select those your organization has supported since 2010. If you support an unlisted agency, identify it in an "Other" box.
Indicate the type of support provided (carbon fiber composite-related, non-carbon fiber composite-related, both, unknown)

B	U.S. Air Force		U.S. Intelligence Community (such as CIA, NGA, NRO, NSA)		Department of Energy (DOE)	
	U.S. Army		Missile Defense Agency (MDA)		Defense Logistics Agency (DLA)	
	U.S. Marine Corps		National Aeronautics & Space Administration (NASA)		Other	(specify here)
	U.S. Navy		National Oceanic & Atmospheric Administration (NOAA)		Other	(specify here)

Identify the specific U.S. Government programs/systems your organization has supported since 2010. Provide as much detail on the **GOVERNMENT PROGRAM/SYSTEM NAME** as possible and spell out all acronyms.

In the **CARBON FIBER COMPOSITE-RELATED PRODUCT** columns, select the specific carbon fiber composite-related products your organization provides in support of the specific program/system. If applicable, select **NON-CARBON FIBER COMPOSITE PRODUCT** as well. The dropdown options for these columns are based on the products identified in Section 2. If additional products are provided in support of a specific government program/system, repeat the program/system on a new row and select the remaining products.

NOTE: If your organization is unsure of the specific **GOVERNMENT PROGRAM/SYSTEM NAME** or **AGENCY NAME**, provide as much information as possible.

C	Government Program/System Name (write-in)	Agency Name (select from dropdown)	Carbon Fiber Composite- Related Product 1 (select from dropdown)	Carbon Fiber Composite- Related Product 2 (select from dropdown)	Carbon Fiber Composite- Related Product 3 (select from dropdown)	Carbon Fiber Composite- Related Product 4 (select from dropdown)	Carbon Fiber Composite- Related Product 5 (select from dropdown)	Other Product (select from dropdown)
	1							
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								
16								
17								
18								
19								
20								

Comments:

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Section 7: Sales

Provide your U.S. operation's 2010-2013 U.S. and non-U.S. sales information for all products. In part A, provide your organization's **total sales** and estimate the percentage of those sales in lines 1 and 2 (should sum to 100%). In part B, provide your organization's total **carbon fiber composite-related sales** and estimate the percentage of those sales in lines 1 and 2 (should sum to 100%). For 2014, estimate the percentage change in total sales and carbon fiber composite-related sales (from 2013).

*Government sales include direct sales to government customers and indirect sales to government customers (such as sales through a prime contractor). All sales with government end uses should be reported as government sales.

Note: Ensure your Source of Sales Data is consistent with your response in section 1a. If you have declared this to be a Business Unit/Division-level response, this section should contain Business Unit/Division-level data.

Source of Sales Data:		
Reporting Schedule:		

"U.S." means U.S. domestic sales; "Non-U.S." means only export sales from U.S. locations	Record in \$ Thousands, e.g. \$12,000.00 = survey input \$12								Record as Percent Change from 2013	
	2010		2011		2012		2013		2014	
	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.
A Total Sales, all Customers (in \$)										
1 Total Non-Government Sales [as a % of line A]										
2 *Total Government Sales [as a % of line A]										
Lines 1 & 2 must sum to 100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
B Total Carbon Fiber Composite-Related Sales (in \$)										
1 Carbon Fiber Composite-Related Non-Government Sales [as a % of line B]										
2 *Carbon Fiber Composite-Related Government Sales [as a % of line B]										
Lines 1 & 2 must sum to 100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
a *Carbon Fiber Composite-Related U.S. Government Defense Sales [as a % of line B]										
b *Carbon Fiber Composite-Related U.S. Government, Non-Defense Sales [as a % of line B]										

*Government sales include direct sales to government customers and indirect sales to government customers (such as sales through a prime contractor). All sales with government end uses should be reported as government sales.

Comments:	
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Section 8: Customers

Identify your leading direct customers for **carbon fiber composite-related** business lines based on average annual sales 2010-2013. Provide the **DIRECT CUSTOMER NAME** and location (City, State, Country). Estimate the **AVERAGE ANNUAL CARBON FIBER COMPOSITE-RELATED SALES 2010-2013** (in thousands) to each customer, and select the **carbon fiber composite-related** products your organization provided to each.

	Direct Customer Name	City	State	Country	Average Annual Sales 2010-2013 to Customer (in \$1,000's)	Carbon Fiber Composite-Related Product Provided 1	Carbon Fiber Composite-Related Product Provided 2	Carbon Fiber Composite-Related Product Provided 3
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								

Comments:

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Section 9: Financials					
Report line items from your organization's financial statement for years 2010-2013. From the drop-down indicate whether the reported income statement and balance sheet line items are Business Unit/Division or Corporate/Whole Organization financials.					
Note: Ensure your Source of Financial Line Items is consistent with your response in section 1a. This means if you have declared this to be a Business Unit/Division-level response, this section should contain Business Unit/Division-level data.					
Source of Financial Line Items:					
Reporting Schedule:					
Income Statement (Select Line Items)		Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12			
		2010	2011	2012	2013
A	Net Sales (and other revenue)				
B	Cost of Goods Sold				
C	Total Operating Income (Loss)				
D	Earnings Before Interest and Taxes				
E	Net Income				
Balance Sheet (Select Line Items)		Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12			
		2010	2011	2012	2013
A	Cash				
B	Inventories				
C	Current Assets				
D	Total Assets				
E	Current Liabilities				
F	Total Liabilities				
G	Retained Earnings				
H	Total Owner's Equity*				
*Total Owner's Equity should equal Total Assets minus Total Liabilities					
Comments:					
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<p>Record the total number of full time equivalent (FTE) employees in your U.S.-based operations for the 2010-2013 period. Then, estimate the percentage of these employees that perform the professional occupations indicated in parts a-i.</p> <p>Do not double count personnel who may perform cross-operational roles. Estimates are encouraged.</p> <p>Note: Ensure your Source of Workforce Data is consistent with your response in section 1a. If you have declared this to be a Business Unit/Division-level response, this section should contain Business Unit/Division-level data.</p>								
Source of Workforce Data:								
Reporting Schedule:								
A	Professional Occupations		2010	2011	2012	2013		
	1	Total Full Time Equivalent (FTE) Employees						
	a	Administrative, Management, & Legal Staff [as a % of 1]						
	b	Engineers, Scientists, and R&D Staff [as a % of 1]						
	c	Facility & Maintenance Staff [as a % of 1]						
	d	Information Technology Professionals [as a % of 1]						
	e	Marketing & Sales [as a % of 1]						
	f	Production Line Workers [as a % of 1]						
	g	Testing Operators, Quality Control, and Support Technicians [as a % of 1]						
	h	Other (specify)						
	i	Other (specify)						
Lines a through i must total 100%			0%	0%	0%	0%		
2	Estimate the percentage of your total FTEs that worked on CARBON FIBER COMPOSITE-RELATED business lines:							
Does your organization have difficulty hiring and/or retaining any parts of your workforce? If yes, identify which occupations and provide an explanation.								
		Occupation	Difficulty	Explanation				
B		Engineers, Scientists, and R&D Staff						
		Information Technology Professionals						
		Production Line Workers						
		Testing Operators, Quality Control, and Support Technicians						
		Other (specify)	(specify)					
		Other (specify)	(specify)					
Identify any unique carbon fiber composite-related skills and/or competencies that are essential to your organization. Identify the general type of skill and/or competency from the drop-down menu then describe it in the right hand box.								
C		Type of Skill or Competency	Explanation					
		1						
		2						
		3						
		4						
		5						
Comments:								
BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act								

[Previous Page](#)[Next Page](#)**Section 11: Research and Development**

Report your organization's total research and development (R&D) dollar expenditures for the years 2010 to 2013. In addition, estimate the percentage of total R&D expenditures related to carbon fiber composite-related business lines and defense business lines. Next, detail the source of your organization's R&D funds.

Note: Ensure your Source of R&D Reporting is consistent with your response in section 1a. If you have declared this to be a Business Unit/Division-level response, this section should contain Business Unit/Division-level data.

Source of R&D Data:					
R&D Data Schedule:					
R&D Expenditures		Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12			
		2010	2011	2012	2013
A	Total R&D Expenditures				
	1 Basic Research <i>[as a % of A]</i>				
	2 Applied Research <i>[as a % of A]</i>				
	3 Product/Process Development <i>[as a % of A]</i>				
	Lines 1 through 3 must sum to 100%	0%	0%	0%	0%
	4 Carbon Fiber Composite-Related R&D Expenditures <i>[as a % of A]</i>				
	5 All Defense-Related R&D Expenditures <i>[as a % of A]</i>				
R&D Funding Sources		Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12			
		2010	2011	2012	2013
B	Total R&D Funding Sources				
	1 Internal/Self-Funded/IRAD <i>[as a % of B]</i>				
	2 Total Federal Government <i>[as a % of B]</i>				
	3 Total State and Local Government <i>[as a % of B]</i>				
	4 Universities - Public and Private <i>[as a % of B]</i>				
	5 U.S. Industry, Venture Capital, Non-Profit <i>[as a % of B]</i>				
	6 Non-U.S. Investors <i>[as a % of B]</i>				
	7 Other (specify) <input type="text"/>				
	Lines 1 through 7 must sum to 100%	0%	0%	0%	0%
C	Please provide a brief description of your organization's carbon fiber composite-related R&D activities.				
Comments:					

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Section 12: Capital Expenditures

Record your organization's capital expenditures corresponding to the select categories below.

Note: Ensure your Source of Capital Expenditure Data is consistent with your response in section 1a. If you have declared this to be a Business Unit/Division-level response, this section should contain Business Unit/Division-level data.

Source of Capital Expenditure Data:					
Capital Expenditure Reporting Schedule:					
Capital Expenditure Category		Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12			
		2010	2011	2012	2013
A	Total Capital Expenditures				
	1 Machinery, Equipment, and Vehicles [as a % of A]				
	2 IT, Computers, Software [as a % of A]				
	3 Land, Buildings, and Leasehold Improvements [as a % of A]				
	4 Other (specify)				
	5 Other (specify)				
	Lines 1 through 5 must total 100%		0%	0%	0%
6	Carbon fiber composite-related capital expenditures [as a % of A]				
B	From 2010-2013, were your organization's capital expenditures adversely impacted by reductions in U.S. Government defense spending, or do you anticipate them to be in the future? Explain your response below.				
C	Identify any unique or critical equipment, infrastructure, and/or facilities owned and/or operated by your organization for carbon fiber composite-related applications. Provide a brief description of each.				
	Type of Equipment, Infrastructure, or Facility		Description		
	1				
	2				
	3				
	4				
	5				
Comments:					

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Section 13a: U.S. Government Outreach

There are many federal and state government programs and services available to assist your organization to better compete in the global marketplace.

If you would like more information regarding these U.S. Government programs, select the specific areas of interest below.

The Commerce Department will follow-up with your organization regarding your selections.

A	Business development (joint ventures, new markets, etc.)	<input type="checkbox"/>	Patents and trademarks	<input type="checkbox"/>
	Energy and environmentally conscious manufacturing	<input type="checkbox"/>	Product/service development (including manufacturing standards, processes, and practices)	<input type="checkbox"/>
	Export licensing (ITAR/EAR)	<input type="checkbox"/>	R&D programs	<input type="checkbox"/>
	Financing (access to capital, loans, etc.)	<input type="checkbox"/>	Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) contracts	<input type="checkbox"/>
	Global export opportunities	<input type="checkbox"/>	Training Opportunities	<input type="checkbox"/>
	Government procurement guidelines and e-commerce	<input type="checkbox"/>	Country Commercial Guides (specify countries in box)	<input type="checkbox"/>
	Manufacturing technology development (including acquiring, licensing, and/or commercializing federally developed technologies)	<input type="checkbox"/>	Other (specify)	<input type="checkbox"/>
	Marketing assessment skills	<input type="checkbox"/>	Other (specify)	<input type="checkbox"/>

Comments:

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Section 13b: 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.A. 1001 (1984 & SUPP. 1197)).

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?	
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