

MF1. Compared to 2 years ago, have any of the following aspects changed?

	Not Applicable	Increased	Stayed the same	Decreased
Production Volume	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Prices	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Profits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Productivity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Exports	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comments:

MF2. a) Do you compete for business against sister plants within your corporate organization?

- Yes
 No (Go to question MF3)

b) Are these sister plant(s)? Select all that apply

- About the same/little difference
 Newer
 Larger
 More efficient
 More flexible

c) Where are they located?

- In Ontario
 In Canada
 Outside of Canada

MF3. Where is your primary product at in its life cycle?

- Emerging
 Growing
 Maturing
 Declining

MF4. When did your company last introduce a new product to the market?

- New product in development
 this year
 1 - 3 years
 3+ years

MF5. a) What percentage of your products' components is outsourced from another manufacturer?

- 0 - 9%
 10 - 24%
 25-49%
 50% +

b) What products do you outsource to manufacturers outside of the area?

MF6. a) Is there a new technology emerging that will change your primary product or how it is produced?

Yes No (Go to question MF7a)

b) What is the new technology?

Research and Development

MF7. a) As a percent of sales, how much does the company spend on research and development (R&D)?

0% Under 3% 3% - 6% Over 6%

b) In the next three years do you see this amount:

Increasing Remaining the same Decreasing

c) Do you conduct R&D at (select all that apply):

This location Head office Other branch location

Other (Specify): _____

d) As a percentage, how is the R&D budget divided among the following categories:

New product development	_____	%
Product improvement	_____	%
Process improvement	_____	%

e) What are the challenges your business faces when bringing new products to the market?

MF8. a) Does your business take advantage of the Scientific Research and Experimental Development tax credit program offered by the federal government?

Yes (if yes, go to question MF9) No

b) Would you like more information on this program?

Yes No

Facility

MF9. Is your business focused on implementing any of the following process improvements? **Select all that apply**

Productivity improvement (lean mfg.)	<input type="checkbox"/>
Six sigma & quality	<input type="checkbox"/>
Energy efficiency	<input type="checkbox"/>
Waste product recovery	<input type="checkbox"/>
Health & safety activities	<input type="checkbox"/>
Administrative support toward ISO Certification	<input type="checkbox"/>
Vendor/supplier network for continuous product improvement	<input type="checkbox"/>
Other (Specify): _____	<input type="checkbox"/>

MF10. When was the last time your business made a major investment in equipment or machinery?

- 0 - 2 years 2 - 4 years 4 - 6 years 6+ years

MF11. a) Is your facility or equipment:

- At capacity (If yes, go to question MF12)
 Underutilized (if yes, go to question MF11b)
 In need of modernizing (If yes, go to question MF11c)

b) If your plant and/or equipment is/are underutilized, are you interested in cooperating with another business to bring the plant or equipment to full capacity?

- Yes No

Go to MF12

c) Do you have any plans to modernize?

Exporting

MF12. a) Is your manufacturing firm a:

- Potential exporter Single market exporter (go to MF13)
 First time exporter Multi-market exporter (go to MF3)

b) What are the barriers to expanding your business in global markets?

Go to MF14

MF13. a) Where do you currently export to **(select all that apply)**?

USA Europe Asia Central/South America

Other(Specify): _____

b) What percentage of your business sales is related to exports?

0-9% 10-24% 25-49% Great than 50%

c. Are you currently looking at any new export markets?

Yes No **(Go to question MF14)**

If yes, where:

MF14. A number of government programs and services are available. Would you like information related to exporting programs and services?

Yes No

Interviewer Notes:
