

PART 3

EXPORT SURVEY

Country: _____

Survey Number: _____

Interviewer Note: Q200-Q208 comes from the screener.

200 Name of Firm _____

201 Name of Respondent _____

202 Telephone _____

203 Country _____

204 Industry _____

205 Survey Code _____

206 Export Countries _____

207 Fax: _____

208 Email: _____

Path for non-exporters (those that answer 3 at screener Q25):

In the export screener: Follow the skip pattern at Q326 (which says to go to Q370 in the screener). Answer all applicable questions in the screener.

In the export survey: answer Q7 through 29, 105, 107, 132 and 140 only.

In the financial screener: All questions, as applicable

In the financial survey: Answer questions 603, 604, 610, and 615 (part 1, 2 or 3, 6, 7, 8).

FIRM OPERATIONS:

7. Please indicate which ownership structure best describes your firm? (While more than one answer below may apply, please select the one category which best describes the ownership structure of your firm.)

- | | | |
|--|----------------|----------------------------|
| Headquarter location of a privately held, non-listed company | # ₁ | JUMP TO Q8 |
| Headquarter location of a publicly traded or listed company | # ₂ | JUMP TO Q8 & Q9 |
| Subsidiary/division of a domestic enterprise | # ₃ | JUMP TO Q8 & Q9 |
| Subsidiary/division of a multinational firm | # ₄ | JUMP TO Q8 & Q9 |
| Joint venture of a domestic enterprise(domestic investment scheme) | # ₅ | JUMP TO Q8 |
| Joint venture of a multinational firm (foreign investment scheme) | # ₆ | JUMP TO Q8 |
| Completely or partially State owned company | # ₇ | JUMP TO Q8 & Q9 |
| Cooperative/collective | # ₈ | JUMP TO Q8 & Q9 |
| Other | # ₉ | JUMP TO Q8 & Q9 |

8. What is the extent of foreign ownership of your firm?

- | | |
|---|----------------|
| No foreign ownership | # ₁ |
| Foreign partner(s) have less than or equal to 50% ownership | # ₂ |
| Foreign partner(s) have more than 50% ownership | # ₃ |

9. Is your firm part of a joint venture with foreign partner(s)? Yes #₁ No #₂

10. What are the top five revenue generating products produced by your firm? *If there are more than five, then just list the top five.*

Interviewer Note: Write in a description of each product during the interview. Once returning to your office please refer to the SIC product list provided and fill in the corresponding 3 digit SIC code in the table below. (Only the SIC code will be data entered).

11. Approximately, when did your firm begin producing each of the top five revenue generating products
 [Interviewer Note: Please fill in the corresponding SIC code from the provided list once you return to the office. The SIC code should correspond to the product description given during the interview. Survey's not listing a SIC code will not be counted as complete].

Q10. Product Description	Q10.Product's SIC Code	Q11. Number of Years Producing Product				
		Within Year 2001	Last Year (2000)	Two years ago (1999)	3 to 5 years ago (1996 to 1998)	More than 5 years ago (1995 or earlier)
1.	1.	# ₁	# ₂	# ₃	# ₄	# ₅
2.	2.	# ₁	# ₂	# ₃	# ₄	# ₅
3.	3.	# ₁	# ₂	# ₃	# ₄	# ₅
4.	4.	# ₁	# ₂	# ₃	# ₄	# ₅
5.	5.	# ₁	# ₂	# ₃	# ₄	# ₅

12. What percentage of raw materials (or manufactured inputs) were imported by your firm in 2000 (1999)?

_____ %

17. Just to confirm from our telephone conversation with you, your major export markets are: [READ COUNTRY CHOICES FROM TABLE BELOW]

[INTERVIEWER: IF RESPONDENT EXPORTS TO MORE THAN THREE COUNTRIES OTHER THAN THE FIVE LISTED BELOW, PLEASE HAVE HIM LIST THE TOP THREE EXPORTERS OUT OF THIS 'OTHER' GROUP AND PLACE THE REMAINING TOGETHER IN THE LAST 'OTHER' CATEGORY]

[INTERVIEWER: CONFIRM EXPORT COUNTRIES FROM Q35 OF SCREENER]

IF MORE THAN ONE EXPORT COUNTRY AT 17 ASK 18; OTHERWISE FILL IN 100% FOR SOLE EXPORT COUNTRY AT 18 IN TABLE AND ASK 19.

18. Thinking about all the products you export and using 100%, what percentage of your total export volume do you send to [READ RESPONDENTS EXPORT COUNTRIES]?
(FILL IN TABLE BELOW) (TOTAL % OF EXPORTS TO ALL COUNTRIES SHOULD BE 100%)

ASK 19-20 SERIES FOR EACH EXPORT COUNTRY RESPONSE AT 17.

19. How many different products do you export to _____ (Insert Export Country)?
(FILL IN TABLE BELOW)

20. Approximately, how many years ago did you begin exporting to [INSERT COUNTRY]? Would you say 1-More than five (5) years ago, 2-Three (3) to Five (5) years ago, 3-Two years ago, 4-Last year, or 5-This year? Circle one answer
(FILL IN TABLE BELOW)

Q17. Export Mkt	Q18. % Export Vol.	Q19. # Products	Q20. Yr. Began Exporting				
1. Australia			1	2	3	4	5
2. Canada			1	2	3	4	5
3. European Union			1	2	3	4	5
4. Japan			1	2	3	4	5
5. United States			1	2	3	4	5
6. Other _____			1	2	3	4	5
7. Other _____			1	2	3	4	5
8. Other _____			1	2	3	4	5
9. Other (if more than 3 other export countries, please list the rest under this category)			1	2	3	4	5
	100%						

ASK Q25 IF THE RESPONDENT DOES NOT EXPORT TO ANY OF THE FOLLOWING IN Q17: EUROPEAN UNION, THE UNITED STATES, CANADA, JAPAN, OR AUSTRALIA; OTHERWISE JUMP TO Q35.

25-29. You indicated that your company does not export to _____. If you wish to export to any of these countries, please rate how important each of the following items are in restraining your firm’s ability to penetrate those markets. *(If you do not wish to export to one of the countries then answer “5” or “Not applicable” (NA) to that country.)*

* The 15 EU countries are (France, Germany, United Kingdom, Austria, Belgium, Denmark, Finland, Greece, Ireland, Italy, the Netherlands, Luxembourg, Portugal, Spain, and Sweden)

- 1 – Not at all important
- 2—Somewhat important
- 3 – Important
- 4 – Very important
- 5 – Not applicable

	25. European Union					26. United States					27. Canada					28. Japan					29. Australia									
	NI	SI	I	VI	NA	NI	SI	I	VI	NA	NI	SI	I	VI	NA	NI	SI	I	VI	NA	NI	SI	I	VI	NA					
1.low demand	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
2.cost of designing exportable products	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
3.testing/certification costs	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
4.concerns about meeting shipping schedules	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
5.costs of transporting goods (costs for trucking, shipping—air, sea, land)	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
6.Tariffs or quotas in those markets	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
7.marketing and other distribution cost (packaging, warehousing or agencies that facilitate distribution)	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
8.inadequate information from your country’s export promotion offices	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

IMPEDIMENTS TO BUSINESS OPERATIONS

Questions in this section cover issues other than product standards and technical regulations in trade. Please do not consider standards, regulations, and certification issues in your answers.

35. How important is (READ LIST) on your firm's ability to expand **domestic sales**? Would you say.....?

	Not at all important	Somewhat important	Important	Very important	Not applicable
1. low demand	# ₁	# ₂	# ₃	# ₄	# ₈
2. taxes on labor	# ₁	# ₂	# ₃	# ₄	# ₈
3. supply of skilled labor	# ₁	# ₂	# ₃	# ₄	# ₈
4. taxes on capital	# ₁	# ₂	# ₃	# ₄	# ₈
5. access to credit	# ₁	# ₂	# ₃	# ₄	# ₈
6. distribution problems	# ₁	# ₂	# ₃	# ₄	# ₈

37. And, how important is (READ LIST) on your firm's ability to expand **exports**? Would you say....?

	Not at all important	Somewhat important	Important	Very important	Not applicable
1. low demand	# ₁	# ₂	# ₃	# ₄	# ₈
2. taxes on labor	# ₁	# ₂	# ₃	# ₄	# ₈
3. supply of skilled labor	# ₁	# ₂	# ₃	# ₄	# ₈
4. taxes on capital	# ₁	# ₂	# ₃	# ₄	# ₈
5. access to credit	# ₁	# ₂	# ₃	# ₄	# ₈
6. import tariffs and charges	# ₁	# ₂	# ₃	# ₄	# ₈
7. port charges and delays	# ₁	# ₂	# ₃	# ₄	# ₈
8. product quality	# ₁	# ₂	# ₃	# ₄	# ₈
9. foreign marketing costs	# ₁	# ₂	# ₃	# ₄	# ₈
10. tariffs or quotas in export markets	# ₁	# ₂	# ₃	# ₄	# ₈
11. freight charges	# ₁	# ₂	# ₃	# ₄	# ₈

50-54. How important have (READ LIST) requirements been in your ability to increase exports to (READ COUNTRY)? Would you say...?

[INTERVIEWER: ONLY ASK ABOUT EXPORT COUNTRIES LISTED AT Q17]

* The 15 EU countries are (France, Germany, United Kingdom, Austria, Belgium, Denmark, Finland, Greece, Ireland, Italy, the Netherlands, Luxembourg, Portugal, Spain, and Sweden)

- 1 – Not at all important
- 2 – Somewhat important
- 3 – Important
- 4 – Very important
- 5 – Not applicable

	50. European Union					51. United States					52. Canada					53. Japan					54. Australia				
	NI	SI	I	VI	NA	NI	SI	I	VI	NA	NI	SI	I	VI	NA	NI	SI	I	VI	NA	NI	SI	I	VI	NA
1. performance	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
2. product quality	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
3. testing and certification	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
4. consumer safety	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
5. labeling	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
6. health/environment	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

55. Do you have difficulty obtaining information about applicable regulations in (READ COUNTRY)?

Country	Yes	No
1. European Union	# ₁	# ₂
2. United States	# ₁	# ₂
3. Canada	# ₁	# ₂
4. Japan	# ₁	# ₂
5. Australia	# ₁	# ₂
6. Other _____	# ₁	# ₂
7. Other _____	# ₁	# ₂
8. Other _____	# ₁	# ₂
9. Other	# ₁	# ₂

57. During the last year, has your firm (READ LIST) in order to meet technical regulations in your export countries?

FOR EACH 'YES' RESPONSE AT Q57 ASK Q59

59. What was the approximate cost of (READ LIST) as a percentage of your total investment costs over the last year?
(FILL IN TABLE BELOW)

Q57			Q59						
	Yes	No		1-10%	11-25%	26-50%	51-75%	76% - 100%	>100%
1. Invested in additional plant or equipment	# ₁	# ₂	Additional plant or equipment	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
2. Invested in one-time product re-design	# ₁	# ₂	One-time product re-design	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
3. Invested in product re-design for each export market	# ₁	# ₂	Product re-design for each export market	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
4. Hired additional labor for production	# ₁	# ₂	Additional labor for production	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
5. Hired additional labor for certification and testing	# ₁	# ₂	Additional labor for certification and testing	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
6. Laid off workers because of higher costs	# ₁	# ₂	Decreased Labor	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈

CONFORMITY ASSESSMENT (PRODUCT TESTING, CERTIFICATION, OR LABELING) REQUIREMENTS (Q75 – Q95)

This section relates to how a product is evaluated to determine how it meets (or does not meet) a particular regulatory requirement. Testing of a product may be required (performed by government authorities or a third party firm) to show that it meets a particular mandatory standard. Requirements on imports at the destination country might also extend to certifications and labeling on product.

For questions 75 and 76 fill in the table below. ONLY ASK ABOUT COUNTRIES WHERE THE RESPONDENT EXPORTS PRODUCTS (BASED ON Q17)

75. Are your products tested for conformity with foreign technical regulations before they are shipped to ...?

76. Who requires this testing?

Country	75. Products Tested for Conformity?		76. Who requires this testing?	
	Yes	No	Government in this Country	Buyer in this Country
1. European Union	# ₁	# ₂	# ₁	# ₂
2. United States	# ₁	# ₂	# ₁	# ₂
3. Canada	# ₁	# ₂	# ₁	# ₂
4. Japan	# ₁	# ₂	# ₁	# ₂
5. Australia	# ₁	# ₂	# ₁	# ₂
6. Other _____	# ₁	# ₂	# ₁	# ₂
7. Other _____	# ₁	# ₂	# ₁	# ₂
8. Other _____	# ₁	# ₂	# ₁	# ₂
9. Other	# ₁	# ₂	# ₁	# ₂

IF RESPONDENT SAY NO AT Q75 FOR ALL OF HIS EXPORT COUNTRIES, JUMP TO Q105

78. Who performs the testing? Is the testing done.....? (Please select all that apply)

- Within your own firm #₁ **ASK Q80**
- By a private testing facility #₂ **ASK Q82**
- By an agency of your government #₃ **ASK Q82**

IF RESPONDENT ANSWERS ‘WITHIN YOUR OWN FIRM’ ONLY ASK Q80/Q81 AND THEN JUMP TO Q84.

IF RESPONDENT ANSWERS ‘WITHIN YOUR OWN FIRM’ AND ‘BY A PRIVATE TESTING FACILITY’ AND/OR ‘BY AN AGENCY OF YOUR GOVERNMENT’ ASK Q80/Q81 AND THEN Q82/Q83.

80. For the testing done **within your firm**, please estimate the cost of acquiring the test equipment needed as a percentage of **total investment costs**. (See glossary for definition of investment costs)

_____ %

81. Please estimate the cost of product testing as a percentage of **total production costs**? (See glossary for definition of production costs)

_____ %.

JUMP TO Q84 IF TESTING DONE ONLY WITHIN YOUR OWN FIRM

82. For the testing done **outside of your firm** (by private testing facility or government agency), please estimate the cost of product testing as a percentage of **total production costs**.
(See glossary for definition of production costs)

_____ %.

83. How cost effective are these outside procedures? Would you say.....?

- Not at all cost effective # 1
- Somewhat cost effective # 2
- Very cost effective # 3

84. Are test results and conformity certificates issued in your country accepted by customs authorities of your export markets?

Country	Yes	No
1. European Union	# ₁	# ₂
2. United States	# ₁	# ₂
3. Canada	# ₁	# ₂
4. Japan	# ₁	# ₂
5. Australia	# ₁	# ₂
6. Other _____	# ₁	# ₂
7. Other _____	# ₁	# ₂
8. Other _____	# ₁	# ₂
9. Other	# ₁	# ₂

85 If your products must meet both domestic and foreign technical requirements, what is the extent of duplication of effort involved in testing for both requirements? Would you say that there is.....?

- No duplication (A single test works for both) # 1
- Minor duplication # 2
- Significant duplication # 3
- Complete duplication (Two tests are required) # 4

IF RESPONDENT ANSWERS 'NO DUPLICATION' AT Q85, JUMP TO Q90; OTHERWISE ASK Q88

88. Please estimate the increase in overall testing costs caused by this need for performing two tests. Would you say.....?

- 0-10% #1
- 11-50% #2
- 51-100% #3
- 100% or more #4

ASK Q90 IF RESPONDENT EXPORTS TO MORE THAN ONE MARKET AT Q17 DO; OTHERWISE JUMP TO Q93.

90. You indicated that your company exports to more than one market. What is the extent of duplication of effort involved in testing for multiple foreign requirements? Would you say that there is.....?

- No duplication # 1
(A single test works for both)
- Minor duplication # 2
- Significant duplication # 3
- Complete duplication # 4
(Multiple tests are required)

IF RESPONDENT ANSWERS 'NO DUPLICATION' AT Q90, JUMP TO Q93; OTHERWISE ASK Q91

91. Please estimate the increase in overall testing costs caused by this need for performing multiple tests:

- 0-10% #1
- 11-50% #2
- 51-100% #3
- 100% or more #4

FOR QUESTIONS 93, 94 AND 95 FILL IN THE TABLE BELOW FOR EACH EXPORT COUNTRY MENTIONED AT Q17.

93. In (READ COUNTRY) are your products subject to inspection requirements upon arrival at the foreign customs post?

1. Yes **ASK Q94**
2. No **JUMP TO NEXT SECTION Q105)**
3. NA **JUMP TO NEXT SECTION (Q105)**

94. How many days does this process usually take?

1. One day or less
2. 2 to 4 days
3. 5 to 6 days
4. 7 days
5. 8 to 14 days
6. More than 14 days

95. What percentage of the shipment is usually sampled?

- | | |
|-----------------|-----------------|
| 1. Less than 1% | 7. 25% to 29% |
| 2. 1% to 4% | 8. 30% to 34% |
| 3. 5% to 9% | 9. 35% to 39% |
| 4. 10% to 14% | 10. 40% to 44% |
| 5. 15% to 19% | 11. 45% to 49% |
| 6. 20% to 24% | 12. 50% or more |

Country	93. Products subject to inspection?			94. Length of Process (If yes at Q93)						95. Percentage sampled (If yes at Q93)											
	Yes	No	N/A	1	2	5	7	8	14+	>1	1	5	10	15	20	25	30	35	40	45	50+
1. European Union	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12
2. United States	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12
3. Canada	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12
4. Japan	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12
5. Australia	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12
6. Other _____	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12
7. Other _____	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12
8. Other _____	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12
9. Other _____	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6	7	8	9	10	11	12

INTERNATIONAL STANDARDS

Interviewer Note: This section does not depend on where the respondent has exported (Q17); therefore it only needs to be asked once.

105. Thinking about the domestic regulations for the products you export, has your government changed those regulations so that they are aligned with recognized international standards? (See glossary for list of examples of international standards)

Yes #₁
 No #₂ **JUMP TO Q165**

107. With which international standards did your government choose to align their national regulations?
Please select all that apply.

- International Standards Organization (ISO) #₁
- International Electrotechnical Commission (IEC) #₂
- International Telecommunications Union (ITU) #₃
- Codex Alimentarius Commission (CODEX) #₄
- Office International des Epizooties (OIE) #₅
- FAO International Plant Protection Convention (IPPC) #₆
- Other Internationally Accepted US Standards #₇
- Other Internationally Accepted EU Standards #₈
- Other Internationally Accepted Japan Standards #₉
- Other Internationally Accepted Standards in another country #₁₀

110. Thinking about (READ LIST), has your company seen either cost increases or cost savings as a result of complying with International standards?

Costs	Cost Savings	Additional Costs	Neither
1. New equipment and facilities as percentage of investment costs	# ₁	# ₂	# ₃
2. Labor costs as percentage of production costs	# ₁	# ₂	# ₃
3. Inspection costs as percentage of production costs	# ₁	# ₂	# ₃

FOR EACH ITEM, ASK Q111 IF COST SAVINGS OR ADDITIONAL COSTS; OTHERWISE JUMP TO Q115

111. For (READ LIST) approximately what is the percentage of cost savings (additional costs) for your plant?

Costs	1%- 24%	25%- 49%	50%- 74%	75%- 100%	> 100%
1. New equipment and facilities as percentage of investment costs	# ₂	# ₃	# ₄	# ₅	# ₆
2. Labor costs as percentage of production costs	# ₂	# ₃	# ₄	# ₅	# ₆
3. Inspection costs as percentage of production costs	# ₂	# ₃	# ₄	# ₅	# ₆

115. What was the effect of testing or inspection done by customs authorities in the importing countries?

- No reduction # 1
- Some reduction # 2
- Considerable reduction # 3
- Testing requirement removed # 4
- NA (Voluntary) # 8

120. Does your firm have a plant(s) that is certified to International Standards Organization (ISO) 9000 (quality standard)?

- Yes #₁ **JUMP TO Q125**
- No #₂ **JUMP TO Q130**

125. What is the total estimated cost of certification? _____

JUMP TO Q135

130. With respect to ISO 9000 certification, which of the following statements best describe you firm's plans for the future? (READ LIST)

- In the process of applying #₁
- Have plans to apply in the future #₂
- Have no plans to apply in the future #₃

135. Does your firm have a plant(s) that is certified to International Standards Organization (ISO) 14000 (environment standard)?

Yes #₁ **JUMP TO Q140**
No #₂ **JUMP TO Q145**

140. What is the total estimated cost of certification? _____

JUMP TO Q150

145. With respect to ISO 14000 certification, which of the following statements best describe you firm's plans for the future?

In the process of applying #₁
Have plans to apply in the future #₂
Have no plans to apply in the future #₃

150. Do you have employees or other representatives of the company involved in international standards development activities?

Yes #₁ **JUMP TO Q151**
No #₂ **JUMP TO Q152**

151. How does your staff participate in standards development activities? (READ LIST) *Check all that apply.*

Face-to-face domestic meetings #₁
Face-to-face international meetings #₂
Videoconference domestic meetings #₃
Videoconference international meetings #₄
Domestic conference calls #₅
International conference calls #₆
Submission of written materials to standards organizations #₇
Other #₈

JUMP TO Q155

152. Is (READ LIST) a reason why your firm does not participate in international standards development activities?

- No clear business value to participation #₁
- The expense of participating in standards development work #₂
- Inadequate information on how to participate #₃
- none of the above #₄

155. Do you utilize voluntary international standards in the production of your firm's products?

- Yes #₁ **JUMP TO Q156**
- No #₂ **JUMP TO Q159**

156. Does the information on these standards and specifications come from (READ ENTIRE LIST)? *Check one box only.*

- Domestic sources (trade associations, other firms, etc.) #₁
- International sources (international standards bodies, associations, etc.) #₂
- Both domestic and international sources #₃

158. How important are international standards to your product's success in domestic and/or international sales? Would you say.....?

- Very Important #₁
- Important #₂
- Somewhat important #₃
- Not at all important #₄

159. Which of the following standards organizations has information or other material, which could be useful in improving your firm's future export competitiveness? (READ LIST) *Check all that apply.*

- International Standards Organization (ISO) #₁
- CODEX Alimentarius Commission #₂
- International Plant Protection Convention (IPPC) #₃
- International Office of Epizootics #₄
- Voluntary standards set by other international groups (associations, national standards organizations, etc) #₅

REGULATORY HARMONIZATION AND MUTUAL RECOGNITION AGREEMENTS (MRAs) (Q165 – Q195)

165. Are any of your exported products the subject of a Mutual Recognition Agreement (MRA) now or in the future? (which foreign governments recognize your country’s testing and certification requirements as acceptable, without undertaking their own testing or customs inspections)

Yes #₁
 No #₂ **JUMP TO Q185**

170. Which of your top five revenue generating products are subject to MRAs in any of the following countries?

1 – Yes
 2 – No

Country	Product (from Q11)									
	Product 1 Subject to MRA?		Product 2 Subject to MRA?		Product 3 Subject to MRA?		Product 4 Subject to MRA?		Product 5 Subject to MRA?	
	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No
1. Australia	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂
2. Canada	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂
3. European Union	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂
4. Japan	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂
5. United States	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂
6. Other_____	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂
7. Other_____	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂
8. Other_____	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂
9. Other	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂	# ₁	# ₂

175. In general, Are there any cost savings from MRA recognition(s)?

Yes #₁
 No #₂

180. Again, for each export market that your country is not part of the MRA, would you prefer to see your government harmonize its regulations with (READ COUNTRY) in order to qualify for MRA treatment?

	Yes	No
1. Australia	# ₁	# ₂
2. Canada	# ₁	# ₂
3. European Union	# ₁	# ₂
4. Japan	# ₁	# ₂
5. United States	# ₁	# ₂
6. Other _____	# ₁	# ₂
7. Other _____	# ₁	# ₂
8. Other _____	# ₁	# ₂
9. Other	# ₁	# ₂

185. Do you expect your country to sign an MRA with any of the following countries? **(Fill in table after Q190)**

190. For those countries where you expect your country to sign an MRA with, do you expect to realize a cost savings from this future MRA?

	Q185. Expect your country to sign an MRA?		Q190. Do you expect to realize a cost savings?	
	Yes	No	Yes	No
1. Australia	# ₁	# ₂	# ₁	# ₂
2. Canada	# ₁	# ₂	# ₁	# ₂
3. European Union	# ₁	# ₂	# ₁	# ₂
4. Japan	# ₁	# ₂	# ₁	# ₂
5. United States	# ₁	# ₂	# ₁	# ₂
6. Other _____	# ₁	# ₂	# ₁	# ₂
7. Other _____	# ₁	# ₂	# ₁	# ₂
8. Other _____	# ₁	# ₂	# ₁	# ₂
9. Other	# ₁	# ₂	# ₁	# ₂

195. For any of the following export markets where your country is **not** a part of an MRA, would an MRA between (READ COUNTRY) a competing export country (or countries) make it (READ LIST) to export there?

	Much Harder	Somewhat Harder	No Effect	Somewhat Easier	Much Easier	NA
1. Australia	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
2. Canada	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
3. European Union	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
4. Japan	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
5. United States	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
6. Other _____	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
7. Other _____	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
8. Other _____	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈
9. Other _____	# ₁	# ₂	# ₃	# ₄	# ₅	# ₈