

## **Section 5 Questions**

**Have you developed a complete documentation package including detailed blueprints, assembly drawings, bill of materials, material specifications, and “kit lists”?**

No	1	2	
Just started them	3	4	5
They are almost complete	6	7	8
Yes	9	10	

**Is the product labor intensive?**

Yes, highly	1	2	
Moderately	3	4	5
Requires only minimal labor	6	7	8
No, can be automated	9	10	

**If the product is highly labor intensive, where will you produce it?**

In the United States	1	2	
In Europe or Mexico	3	4	5
In Canada, Japan or Korea	6	7	8
In Taiwan	9	10	


**If you will produce the product offshore, have you checked on the import duties and fees you will have to pay to import the product?**

Duties will be high	1	2	
Duties will be moderate	3	4	5
Duties will be low	6	7	8
Product is duty free	9	10	

**If import duties will be high, can you bring the product in unassembled and finish in the United States?**

No	1	2	
Yes, but will be costly	3	4	5
Yes, can save 50% of cost	6	7	8
Yes, cheaply	9	10	

**If you will be setting up a facility to produce your product, have you reviewed a community data summary for the area you intend to manufacture in to be sure it meets all of your requirements?**

No					
Preparing to send for one	1	2	3	4	5
Reviewing it now	6		7		8
Yes	9		10		

**How would you categorize the skill level of workers you will need to manufacture the product?**

Degreed professionals	1	2	
Semi-skilled professionals and have good manual dexterity	3	4	5
Must be able to read and write	6	7	8
Unskilled	9	10	

**If you will need to use skilled workers, will you have to give them pre-employment tests to be sure of their abilities?**

Yes	1	2	
Probably	3	4	5
Possibly	6	7	8
No	9	10	

**If you will need skilled workers, will you be able to hire them with the skills or will you have to educate or train them?**

Will have to teach & train them	1	2	3	4	5	6	7	8
Can hire them ready to work	9	10						

**Will you be able to use non-union workers?**

No	1	2						
Possible	3	4		5				
Probably	6	7		8				
Yes	9	10						

**If you will have to train your employees, will the training or the equipment required for the training be expensive?**

Yes	1	2						
Probably	3	4		5				
Possibly	6	7		8				
No	9	10						

**If the training or the equipment to train your employees will be expensive, can you get any Government or University assistance?**

No	1	2						
Possibly	3	4		5				
Probably	6	7		8				
Yes	9	10						

**Can you use both male and female workers?**

No, only male	1	2						
No, only female	3	4		5				
Need more of one sex	6	7		8				
Yes, either	9	10						

**Can you use both young and elderly workers?**

No, only young	1	2	
No, only adults	3	4	5
More young than old	6	7	8
Yes, either	9	10	

**Can you use disadvantaged or disabled workers?**

No, none	1	2	
Yes, a few	3	4	5
Quite a few	6	7	8
Yes, lots	9	10	

**Can you use crews of part-time workers to keep benefit costs low?**

No, none	1	2	
Yes, a few	3	4	5
Quite a few	6	7	8
Yes, lots	9	10	

**Can you use Federal, State, or locally subsidized workers?**

No, none	1	2	
Yes, a few	3	4	5
Quite a few	6	7	8
Yes, lots	9	10	

**Will you be eligible for any grants or subsidies from Federal, State, or Local Governments for locating your facility in a specific area?**

No, none	1	2	
A few	3	4	5
Quite a few	6	7	8
Yes, lots	9	10	

**What is the availability of the types of workers you will need in the region in which you will manufacture the product?**

There is usually a shortage of workers	1	2	
In some seasons, there are not many workers	3	4	5
Usually there is a surplus of workers available	6	7	8
A large work force is always available to draw from	9	10	

**Do you have many choices of types of materials which can be used to produce the product?**

Limited to one type of material	1	2	
Choice of two materials	3	4	5
Can use several materials	6	7	8
Can use many different materials	9	10	

**How available are the materials you plan to use?**

Available in small supply in one country	1	2	
Limited supply several countries	3	4	5
Supplies vary, available in most countries	6	7	8
Readily available worldwide	9	10	

**Will the product require any parts or sub-assemblies which must be purchased from only one supplier?**

Yes, several	1	2	
Only two	3	4	5
Only one	6	7	8
No, none	9	10	

**Does the product have many parts or few parts?**

Over 25 parts	1	2	
10 to 20 parts	3	4	5
5 to 10 parts	6	7	8
1 to 5 parts	9	10	

**If the product is complex, will it require on-going engineering and development during its production phase?**

Yes	1	2	
Probably	3	4	5
Possibly	6	7	8
No	9	10	

**Can the product be mass produced by automated equipment?**

No, must be fabricated & assembled by hand	1	2	
Partly by hand partly by machine	3	4	5
Yes, by custom built machinery	6	7	8
Yes, by existing equipment	9	10	

**Is the machinery which will be used to manufacture the product expensive to buy and maintain?**

Yes, very expensive	1	2	
Fairly expensive to buy and maintain	3	4	5
Machinery can be purchased "used" and maintained cheaply	6	7	8
Does not require expensive machines	9	10	

**If the machinery or test equipment which will be used to spot and or repair rejects of the product be expensive to buy and maintain?**

Yes, very expensive	1	2	
Fairly expensive to buy and maintain	3	4	5
Machinery can be purchased "used" and maintained cheaply	6	7	8
Does not require expensive machines	9	10	

**Is the machinery which will be used to manufacture the product readily available in the region in which you plan to make it?**

No, must be brought in	1	2	
Is available but in use most of the time	3	4	5
Available seasonally	6	7	8
Yes, readily available	9	10	

**Is the machinery or test equipment which will be used to spot and or repair rejects of the product readily available in the region in which you plan to make it?**

No, must be brought in	1	2	
Is available but in use most of the time	3	4	5
Available seasonally	6	7	8
Yes, readily available	9	10	

**Will you require special tooling for production machinery such as injection molds, casting dies, etc.?**

Yes, molds and dies	1	2	
Yes, molds	3	4	5
Will require only simple dies and tools	6	7	8
Requires neither molds nor tooling	9	10	

**After the parts are fabricated or molded will you need to make assembly “jigs” or fixtures?**

Yes, extensive fixturing required	1	2	
Yes, several “jigs” or fixtures will be required	3	4	5
Yes, but only one or two simple fixtures	6	7	8
No, assembly fixtures are necessary	9	10	

**Have you conducted a confidential “vendor education program” to be sure you have the absolute best information on the methods and equipment best suited to produce the product in volume?**

No	1	2	
Yes	9	10	

**What do you expect the raw material “scrap factor” to be? (ie: if you stamp metal parts out of a 2 ft. by 3 ft. sheet, how much of the sheet is left after you stamp all the parts you can out of it?)**

5% or more	1	2	
3% to 4%	3	4	5
1 ½ to 2 ½	6	7	8
½ of 1%	9	10	

**If you expect to have scrap raw material, can it be recycled to make new material?**

No, none of it	1	2	
Yes, 25% to 50% can be reclaimed	3	4	5
Yes, 80% to 90% can be reclaimed	6	7	8
Yes, 100% of scrap can be reclaimed	9	10	

**If you expect to have scrap raw material left over, can it be sold back to your supplier or credited to your account?**

No, not worth it	1	2	
Possibly	3	4	5
Probably	6	7	8
Yes	9	10	



**What do you expect the finished goods scrap factor to be during the assembly operations?**

5 % or more	1	2	
3% to 4%	3	4	5
1 ½ to 2%	6	7	8
¼ of 1% to ½ of 1%	9	10	

**If you expect to lose a percentage of your finished product as scrap at final inspection, can you repair the product?**

No, none of them can be repaired	1	2	
Yes, 25% to 50% can be saved	3	4	5
Yes, 80% to 90% can be saved	6	7	8
Yes, 100% of rejects can be repaired	9	10	

**If the scrap finished products can not be repaired, can they be sold as “factory seconds” without diluting present sales or harming the image of the product?**

No, they are all junk	1	2	
Very few	3	4	5
Quite a few	6	7	8
Yes, almost all of them	9	10	

**Will the product have to be functionally tested before shipping?**

Yes, every one	1	2	
Every other one must be tested	3	4	5
Requires only random testing	6	7	8
Requires no testing	9	10	

**If you plan to turn over the manufacturing of your product to a “contract manufacturing company”, how many have you found that are experienced and capable of producing your product?**

One or two	1	2	
Three to five	3	4	5
Six to eight	6	7	8
Over ten	9	10	

**Of the ones which are capable, how many will be able to fit your product into their production schedule and meet your needs?**

One or two	1	2	
Three to five	3	4	5
Six to eight	6	7	8
Over ten	9	10	

**Of the ones which are capable and can fit you in. How many will agree to a performance guarantee or performance bond?**

One or two	1	2	
Three to five	3	4	5
Six to eight	6	7	8
Over ten	9	10	

**If you will use an offshore contract manufacturer, are you sure you are dealing directly with the manufacturer and not a trading company?**

Using trading company	1	2	
Not sure	3	4	5
We are checking	6	7	8
Yes	9	10	

**If you will use an offshore manufacturer, have you checked to be sure your production schedule does not conflict with holidays, or their peak periods etc.?**

Will conflict	1	2	
Possibility of conflict	3	4	5
We are checking	6	7	8
No conflict	9	10	

**If this is the first time you are using an offshore manufacturer, have you found a quality assurance company, in that Country, to check the product before shipment?**

None available	1	2	
Still looking	3	4	5
We will check product ourselves	6	7	8
Yes	9	10	

**Of the ones capable of manufacturing your product, how close are they located to you?**

Offshore	1	2	
Same Country	3	4	5
Same State	6	7	8
Same City	9	10	

**Will your manufacturing facility run all year long?**

Only one season	1	2	
Only two seasons	3	4	5
Only three seasons	6	7	8
Yes	9	10	

**If you will use contract manufacturers or outside suppliers, do you have agreements with them to hold their prices constant for a specified time period?**

No, they won't guarantee pricing	1	2	
Yes, for 90 days	3	4	5
Yes, for 6 months	6	7	8
Yes, for 1 year	9	10	

**Have you determined a suitable "inventory to order ratio" to use in developing our production schedules?**

No	1	2	
Plan to develop one	3	4	5
Almost finished	6	7	8
Yes	9	10	

**Will the product have to be produced in many different colors?**

Over 5 colors	1	2	
3 to 5 colors	3	4	5
2 to 3 colors	6	7	8
No	9	10	

**If you will be manufacturing the product yourself, what is the lead time for electrical utilities?**

Over 90 days	1	2	3
Over 60 days	4	5	6
Over 45 days	7	8	9
Under 30 days	10		

**If you will be manufacturing the product yourself, what is the lead time for gas utilities?**

Over 90 days	1	2	3
Over 60 days	4	5	6
Over 45 days	7	8	9
Under 30 days	10		

**If you will be manufacturing the product yourself , what is the lead time for phone service?**

Over 90 days	1	2	3
Over 60 days	4	5	6
Over 45 days	7	8	9
Under 30 days	10		

**If you will be manufacturing the product yourself, and you will need high speed internet access, what is the lead time to get the bandwidth you will you require?**

Over 90 days	1	2	3
Over 60 days	4	5	6
Over 45 days	7	8	9
Under 30 days	10		

**If you will be manufacturing the product yourself, and you will require high speed internet service, what type of connections are available in the area you will be manufacturing in?**

Satellite only	1	2	3
Satellite and standard phone lines only	4	5	6
DSL and broadband cable	7	8	9
T3, VoIP and better plus all the above	10		

**[Section 6 >> Next >>](#)**