



UNITED STATES OF AMERICA-CHINA CHAMBER OF COMMERCE

Chicago • New York • Los Angeles • Ningbo • Shenzhen • Hong Kong

CONFIDENTIAL SURVEY

PLEASE MARK CONFIDENTIAL AND RETURN TO:

Siva Yam, CPA, CFA

sivayam@usccc.org or 312-368-9988 (Fax)

1. Company Name _____

2. Address _____ City _____ State _____

3. Phone _____ Fax _____ E-Mail _____

4. Contact Name _____

5. Title _____ Member of USCCC: Yes ___ No ___

6. Principal Business Activity _____

7. Primary SIC _____

8. Date Company Established _____

9. Number of Employees _____

10. Annual Revenues (US\$): Domestic _____ International _____

11. Describe your company's current interests and objectives concerning the China market.

- _____ Export Sales
- _____ Licensing/Franchising
- _____ Setting up Operations/Joint Ventures
- _____ Outsourcing
- _____ Acquisitions/Mergers
- _____ Obtaining Financing: ___ Strategic ___ Passive

12. If your interest is for "Export Sales" or "Licensing/Franchising", please explain why your company's products, technologies, or concepts will have a market in China.

- _____ Proprietary
- _____ Name Recognition
- _____ Competitive Pricing Relative to Value
- _____ In Compliance with U.S. Export Control Rule

Please explain _____



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中美總商會

13. If your interest is for "Setting up Operations/Joint Ventures," please explain why, where, and with whom your company is interested in proceeding.

- Selling into China
- Using China as the Base for Export to Neighboring Countries
- Managing Cost and Protecting Intellectual Properties in Production

Please explain _____

14. If your interest is for "Outsourcing," please explain why outsourcing to China will make your company more competitive.

- High Labor Content and Ease of Shipment (Including Service such as Call Centers)
- Proximity to Target Markets
- Proximity to Sources of Raw Materials
- Competitive Edge in China

Please explain _____

15. If your interest is for "Mergers and Acquisitions," please elaborate your goals and targets.

- Vertical Integration
- Horizontal Expansion
- Targets with Access to Markets in China
- Targets with Established Manufacturing Facilities and Technologies
- Target Investments Excluding Technologies and Equipments (US\$) _____

Please explain _____

16. If your interest is for "Obtaining Financing," please explain what your company can offer to the Chinese investors.

- Access to Market in the U.S.
- Access to Brand, Technologies (in compliance with U.S. laws)
- Attractive Returns and Structure

Please explain _____
