

APPENDIX B

FTA Non-Rail Vehicle Market Viability Study Bus Manufacturer Survey Instrument

Manufacturer: _____

Name & Title: _____

Date (dd/mm/yy): _____

Please complete this survey and return it using the attached self-addressed stamped envelope to Hidalgo & DeVries or fax the completed survey to (616) 493-5001. Please note that all responses will be kept confidential and will be used solely for the purposes of the Federal Transit Administration. If you have any questions regarding this survey, please contact Scott Kearney at Hidalgo DeVries at (616) 493-5000. For questions about this FTA project, please contact Ms. Helen Tann at Helen.Tann@fta.dot.gov. Thank you for your support and cooperation.

FINANCIAL PERFORMANCE

Please provide the following information:

1. Annual Sales Volume (\$)

Year	Annual Sales Volume
2000	
2001	
2002	
2003	
2004	
2005 (est.)	

2. Annual Sales Volume by Vehicle Type (\$)

Year	< 30' Bus	30' Transit Bus	35' Transit Bus	40' Transit Bus	60' Articulated Bus
2000					
2001					
2002					
2003					
2004					
2005 (est.)					

The content of this Interview Worksheet is intended solely for use in completing MI-26-7008, DTFT60-05-P-00028 for the Federal Transit Administration. Sources of information (company name/individual participant) shall be confidential and will not be disclosed.

3. Annual Sales Volume by Market Sector (\$)

Year	Transit Agency	Other Public Agency	Private Sector Customer
2000			
2001			
2002			
2003			
2004			
2005 (est.)			

4. Average number of Days Sales Outstanding (DSO) per year

2000	2001	2002	2003	2004	2005 (est.)

5. Annual Capital Expenditures (\$)

2000	2001	2002	2003	2004	2005 (est.)

6. Average Days of Working Capital per year

2000	2001	2002	2003	2004	2005 (est.)

7. Average Long-term Debt to Working Capital per year

2000	2001	2002	2003	2004	2005 (est.)

8. Average Return on Net Assets Employ(RONAE) per year

2000	2001	2002	2003	2004	2005 (est.)

PRODUCTION CAPACITY

Please provide the following information:

1. Number of production facilities (please check the appropriate number)

1	2	3

2. Location of production facilities (please list below)

Facility	Location
1	
2	
3	

3. Number of production lines per facility (please list below)

Location	Number of Production Lines

4. Annual Production Volume by facility (units)

Location	2000	2001	2002	2003	2004	2005 (est.)

5. Annual Production Volume by Vehicle Type (units)

Year	< 30' Bus	30' Transit Bus	35' Transit Bus	40' Transit Bus	60' Articulated Bus
2000					
2001					
2002					
2003					
2004					
2005 (est.)					

PRODUCTION MATERIALS

Please provide the following information:

1. On average, from how many suppliers does your company procure raw material annually?
2. On average, from how many suppliers does your company procure components or sub-assemblies annually?
3. Annual Raw Material Cost as a Percentage of Cost of Goods Sold (e.g., steel)

2000	2001	2002	2003	2004	2005 (est.)

4. Annual Component / Sub-Assembly Cost as a Percentage of Cost of Goods Sold (e.g., seats)

2000	2001	2002	2003	2004	2005 (est.)

LABOR

Please provide the following information:

1. Please *check* the status of your production facility (s):

Facility	Union	Non Union
1		
2		
3		

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2. How many full-time employees work for your company?

3. How many full-time production employees currently work in each facility?

Facility	Total Number of Production Employees	Number of Direct Employees	Number of Indirect Employees
1			
2			
3			
4+			

4. Direct Labor Cost as a Percentage of Cost of Goods Sold

2000	2001	2002	2003	2004	2005 (est.)

5. Indirect Labor as a Percentage of Cost of Goods Sold

2000	2001	2002	2003	2004	2005 (est.)

6. How many technical employees (e.g., engineers, draftsman, etc.) work for your company?

7. Annual Healthcare Cost (\$)

2000	2001	2002	2003	2004	2005 (est.)

SALES, GENERAL AND ADMINISTRATIVE (SG&A)

1. Annual SG&A Expenses

2000	2001	2002	2003	2004	2005 (est.)

2. Annual SG&A Headcount by Department

Year	Sales	Marketing	Customer Service	Administrative	Clerical
2000					
2001					
2002					
2003					
2004					
2005 (est.)					

3. How many trade shows, exhibits, conferences, etc. does the company attend per year?

2000	2001	2002	2003	2004	2005 (est.)

4. Annual legal fees (\$)

2000	2001	2002	2003	2004	2005 (est.)

5. Percentage of annual legal fees spent on *customer issues*

2000	2001	2002	2003	2004	2005 (est.)

WARRANTY ISSUES

1. Annual number of warranty claims

2000	2001	2002	2003	2004	2005 (est.)

2. Annual number of component (supplier) warranty claims

2000	2001	2002	2003	2004	2005 (est.)

3. Average value of warranty claim (s) per year (\$)

2000	2001	2002	2003	2004	2005 (est.)