



Please return via fax: 030/ 3 15 10 105.

1. Your Markets	
In which markets are the centers of your current business activity? (share in the revenue)	<ul style="list-style-type: none"> • [] regional (ca. share in % • [] national (ca. share in % • [] Europe (ca. share in % • [] non-European country (ca. share in %
If you hold a market within Europe, in which stated countries are you especially employed?	<ul style="list-style-type: none"> <li style="width: 50%;">• [] Norway <li style="width: 50%;">• [] Austria <li style="width: 50%;">• [] Sweden <li style="width: 50%;">• [] Italy <li style="width: 50%;">• [] Denmark <li style="width: 50%;">• [] eastern neighbours <li style="width: 50%;">• [] Switzerland <li style="width: 50%;">• []
If you are not presently involved in one of these countries, do you have a special interest to position your business there?	<ul style="list-style-type: none"> • [] yes especially in: • [] no
Are your markets easy to access regarding the logistics circumstances?	<ul style="list-style-type: none"> • [] yes • [] mere partial • [] no <p>if you chose ,no' or ,mere partial', which structural and logistic situations you would describe as difficult?</p>
Is there already a well developed logistic node in your region?	<ul style="list-style-type: none"> • [] yes which one? • [] no if not, how the performance profile of a node respectively of a hub should look like?
How do you estimate the development of your markets within ten years? (share in the revenue)	<ul style="list-style-type: none"> • [] regional (ca. share in % • [] national (ca. share in % • [] non-European country (ca. share in %
Which advantages of your enterprise are the main reasons for your future success?	<ul style="list-style-type: none"> • [] know-how-advance • [] cost structure • [] service • [] product quality • [] productivity/ efficiency • [] marketing • [] a huge sales market at a distance of 500-1000 km • [] global positioning • [] close co-operations with further enterprises • [] close connections to research and development • [] cluster-involvement <p>further reasons:</p>



Please return via fax: 030/ 3 15 10 105.

2. Your co-operation partner	
What does your enterprise produce?	<ul style="list-style-type: none"> • [] final products • [] supplier products • [] services
In which radius is the majority of your customers situated?	<ul style="list-style-type: none"> • [] below 200 km • [] below 500 km • [] below 1000 km • [] above 1000 km / global
Is your enterprise part of a network?	<ul style="list-style-type: none"> • [] yes which one? How is this network organized? <ul style="list-style-type: none"> • [] regional • [] national • [] international • [] no
How important is the commitment for regional economic development for your enterprise?	<ul style="list-style-type: none"> • [] very important because we are expecting advantages for the development of our own enterprise • [] not as elementary because the development of our enterprise is acting almost independent of those engagements
In which thematically key aspects are you or do you want to be involved?	<ul style="list-style-type: none"> • [] yes which ones? • [] no
Does your enterprise co-operate with research facilities?	<ul style="list-style-type: none"> • [] yes with whom? • [] no
Do you think it is worthwhile for your co-operations to become more international?	<ul style="list-style-type: none"> • [] yes • [] no why not?



Please return via fax: 030/ 3 15 10 105.

3. Your position and comments towards the North-South-Initiative

<p>The aim of the North-South-Initiative is:</p> <ul style="list-style-type: none"> • to connect the established European economic areas • to create a particular economic area with a special profile (www.north-south-initiative.de) <p>How is your position on this aim?</p>	<ul style="list-style-type: none"> • [] I am convinced that a great trade association would accrue advantages for my own enterprise • [] it is important that my own enterprise is geographically within a future economic network with emerged flows of trade • [] we suppose to support this process actively • [] the adjacent key aspects are of our own special interest cause of: <ul style="list-style-type: none"> • • • • [] I think nothing of such initiatives
<p>If you consider this questionnaire and the North-South-Initiative as worthwhile, do you propose someone else to be interrogated?</p>	<p>.....</p> <p>.....</p> <p>.....</p>
<p>Further comments towards the North-South-Initiative</p>	<p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>



Please return via fax: 030/ 3 15 10 105.

4. Your Enterprise																					
name:	<ul style="list-style-type: none"> • enterprise: • address: 																				
contact person:	<ul style="list-style-type: none"> • name: • e-mail: • telephone: 																				
department/industry:	<ul style="list-style-type: none"> • <input type="checkbox"/> automotive industry • <input type="checkbox"/> chemistry • <input type="checkbox"/> energy • <input type="checkbox"/> nourishment • <input type="checkbox"/> logistic • <input type="checkbox"/> biotechnology • <input type="checkbox"/> 																				
headquarter of my enterprise:	<ul style="list-style-type: none"> • <input type="checkbox"/> see address above • <input type="checkbox"/> in 																				
<p>If your enterprise comprises more locations:</p> <p>a.) Where are the company location situated within the North-South-Area? Please additionally note down the name of the region.</p> <p>b.) Are there any intra-corporate supplier-structures between these company locations and your position?</p>	<ul style="list-style-type: none"> • <input type="checkbox"/> Norway (number of company locations) region:..... • <input type="checkbox"/> Denmark (number of company locations) region:..... • <input type="checkbox"/> Sweden (number of company locations) region:..... • <input type="checkbox"/> Czech Republic (number of company locations) region:..... • <input type="checkbox"/> Austria (number of company locations) region:..... • <input type="checkbox"/> Italy (number of company locations) region:..... • <input type="checkbox"/> yes in particular between • <input type="checkbox"/> no 																				
To which size range belongs your enterprise?	<table border="0"> <thead> <tr> <th></th> <th style="text-align: center;"><u>Size Range</u></th> <th style="text-align: center;"><u>number of employees</u></th> <th style="text-align: center;"><u>revenue</u></th> </tr> </thead> <tbody> <tr> <td>• <input type="checkbox"/></td> <td>micro enterprise</td> <td>unto 9</td> <td>unto 2 Mio.</td> </tr> <tr> <td>• <input type="checkbox"/></td> <td>small enterprise</td> <td>unto 49</td> <td>unto 10 Mio.</td> </tr> <tr> <td>• <input type="checkbox"/></td> <td>medium-sized enterprise</td> <td>unto 249</td> <td>unto 50 Mio.</td> </tr> <tr> <td>• <input type="checkbox"/></td> <td>major enterprise</td> <td>unto 249</td> <td>above 50 Mio.</td> </tr> </tbody> </table>		<u>Size Range</u>	<u>number of employees</u>	<u>revenue</u>	• <input type="checkbox"/>	micro enterprise	unto 9	unto 2 Mio.	• <input type="checkbox"/>	small enterprise	unto 49	unto 10 Mio.	• <input type="checkbox"/>	medium-sized enterprise	unto 249	unto 50 Mio.	• <input type="checkbox"/>	major enterprise	unto 249	above 50 Mio.
	<u>Size Range</u>	<u>number of employees</u>	<u>revenue</u>																		
• <input type="checkbox"/>	micro enterprise	unto 9	unto 2 Mio.																		
• <input type="checkbox"/>	small enterprise	unto 49	unto 10 Mio.																		
• <input type="checkbox"/>	medium-sized enterprise	unto 249	unto 50 Mio.																		
• <input type="checkbox"/>	major enterprise	unto 249	above 50 Mio.																		

Thank you for your efforts on our behalf!