

CROSS-BORDER PRODUCT AND PROCESS DEVELOPMENT STUDY - PHASE FIVE

Ireland Manufacturing - © ESRI/Queen's University Belfast

These are the contact details that we have for your plant. Please amend if necessary.

Label Here

1. Background

Please indicate whether this plant is: *(Please tick relevant box)*

A single-plant company	
A parent or group HQ	
A subsidiary plant in a group	
Other	

If this plant is a subsidiary, in which country is your group's headquarters located?

Location of Group HQ:

In what year did your plant start production? Year

Please indicate your average employment during 2005:

Employment 2005:

Please indicate the total percentage growth of this plant since 2003:

	Percentage Growth Since 2003
Employment Growth	%
Sales Growth	%

Please indicate *approximately* what proportion of the people who work in your plant have as their highest qualification:

	% of Workforce
A degree or equivalent qualification	%
A technician level qualification	%
A relevant apprenticeship level qualification:	%
Some relevant vocational qualification	%
No post-school vocational qualification	%

(Note: percentages should sum to 100%)

For the 2005 business year please estimate:

The value of your sales turnover	€000s:
The value of materials and fuels purchased	€000s:
Total gross expenditure on wages and salary payments	€000s:
Investment spending on plant, machinery and fixed assets	€000s:
Investment spending on buildings	€000s:

2. Markets and Strategy

Please indicate *approximately* what proportion of your sales are in each of the following markets:

	% of sales
Ireland	%
Northern Ireland	%
Great Britain	%
Other EU	%
Outside the EU	%

(Note: percentages should sum to 100%)

How important have the following been in your business strategy over the last three years? (please tick as appropriate)?

	Not Important		Very Important		
	1	2	3	4	5
Updating your product range					
Extending your product range					
Increasing or maintaining market share					
Entering new markets					
Reducing production costs					
Introducing 'greener' products					
Increasing profit margins					
Improving product quality					

3. Research and Development

Was any R&D undertaken in your plant in 2005?
Is there a formal R&D department in your plant?

Yes	No

Please *estimate* how many man-years were spent on R&D in your plant during 2005

Man-years:

Approximately what was total R&D expenditure by your plant in 2005 (€000s)?

€000s:

What percentage, if any, of this R&D expenditure was used to buy-in R&D services from other companies or organisations?

%:

Does your company own other plants apart from yours?

	Yes	No
Company owns other plants		

IF NO SKIP TO SECTION 4

Is R&D relevant to your plant done in other group companies in (tick as appropriate?)

	Yes	No
Ireland		
Northern Ireland		
Other UK		
Other EU countries		
North America		
Elsewhere		

4. Product Developments

Have you introduced ANY new or improved products at this plant since 2003?

	Yes	No
Product Changes since 2003		

IF NO SKIP TO SECTION 5

How many products are there in your current product range?

Number of products in range:

How many new or improved products have you introduced since 2003?

Number of new/improved products:

Please *estimate* the proportion of your current sales (by value) that consist of:
 (Note: percentages should add to 100%)

	% of Sales
New products introduced to the market <i>for the first time</i> since 2003 by this plant	%
New products introduced by this plant since 2003 but <i>previously made elsewhere</i>	%
<i>Technically improved</i> products which were being made by this plant in 2003	%
<i>Aesthetically improved</i> products which were being made by this plant in 2003	%
Products which have remained <i>unchanged</i> since 2003	%

(Note: percentages should add to 100%)

How important was product development since 2003 in enabling you to:

	Not Important		3	Very Important	
	1	2		4	5
Replace out-dated products					
Extend your product range					
Increase or maintain your market share					
Enter new markets					
Reduce production costs					
Produce environmentally friendly products					
Improve product quality					
Match developments by competitors					

5. Process Developments

Have you introduced ANY new or improved production processes at this plant since 2003?

	Yes	No
Process Changes since 2003		

IF NO SKIP TO SECTION 6

Please indicate whether the production process changes you introduced were (tick as appropriate):

	Yes	No
New processes introduced by your plant which <i>have not previously been used elsewhere</i>		
New processes which <i>have not previously been used in Ireland</i>		
New processes which <i>have not previously been used in your industry</i>		
New processes which <i>have not previously been used in your plant</i>		
Improvements to processes which your plant was already using in 2003		

Please indicate if you now use any of the following production techniques. Also, please indicate the date when they were first introduced:

	Use Now	First Introduced:		
		Before 1999	During 1999-02	Since 2003
Numerically Controlled (NC) or CNC Machinery				
Robotic Equipment				
Automated Materials Handling				
Computer Aided Design (CAD)				
Computer Aided Production Management				
Computer Integrated Manufacturing				
Quality Certification (e.g. ISO 9000)				
Total Quality Management				
Quality Circles				
Just in time				

6. Links to Other Firms and Organisations

Over the last three years did you have links with any other companies or organisations as part of your product or process development?

	Yes	No
Links with other companies or organisations		

IF NO SKIP TO SECTION 7

Which of the following types of company or organisation were these links with and where they were located (tick as many options as necessary)?

	Links With	Location				
		Ireland	N. Ireland	Other UK	Other Europe	Other
Other Group Companies						
Clients/Customers						
Suppliers						
Competitors						
Joint Ventures						
Consultants						
Government Labs						
Universities						
Industry Operated Labs						
Private Research Institutes						

Please indicate how important the following factors were in the decision to involve others in your product or process development?

	Not Important		Very Important		
	1	2	3	4	5
More cost-effective to use outside organisations					
Enabled costs of innovation to be shared					
Reduced the risk of innovation					
Needed access to equipment or technology					
Needed access to special expertise					
Meant development could be undertaken more quickly					

7. Government and EU Assistance

Please indicate whether you have received government support for any of the following over the last 3 years, and how important they were in shaping your activities.

	Received	Not Important		Very Important		
		1	2	3	4	5
Product development						
Process development						
Other R&D activity						
Purchase of licences						
New Plant/Machinery						
Exporting						

8. Constraints on Product/Process Development

Please indicate if any of the following factors have reduced or hindered product or process development in your plant over the last 3 years: (Please tick relevant boxes)

	Not Important		Very Important		
	1	2	3	4	5
Riskiness of product/process development					
Low rate of return					
Attitudinal barriers in this plant					
Lack of necessary finance					
Few market opportunities					
Lack of information about technologies					
Legislative or regulatory requirements					
Lack of partners					
Lack of technical expertise in this plant					
Lack of managerial expertise in this plant					

Thank You for your help

Please return your completed form in the envelope provided