

PRODUCT AND PROCESS DEVELOPMENT INITIATIVE - PHASE TWO

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These are the contact details which we have for your plant. Please amend as necessary.

Ref: 2/«smp_no»

«TITLE» «FORENAME» «SURNAME»

«NAME1»

«ADD1»

«ADD2»

«ADD3»

Tel: «TELNO»

1. Background

Please indicate whether this plant is: (*tick one*)

	Plant Type	
	Yes	No
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 approximately what proportion of your sales were outside the UK and Ireland in 1995:

% of sales

Indicate the main type of production undertaken in your plant: (*tick one*)

	Production Types	
	Yes	No
One-offs		
Small batches		
Large Batches		
Continuous Production		

Please indicate the percentage growth of this plant since 1993:

	Percent Growth Since 1993
Employment Growth	%
Sales Growth	%

Please indicate approximately what proportion of the people who work in your plant have: (Note: percentages should sum to 100%)

	% of Workforce
A degree or equivalent qualification	%
A technician level qualification (eg. College of Technology Certificate or Diploma)	%
A relevant apprenticeship level qualification:	%
Some relevant vocational qualification (eg Post Leaving Certificate qualification)	%
No post-school vocational qualification	%

For the 1995 business year please estimate:

Average employment	
The value of your sales turnover	£
The value of materials and fuels purchased	£
Total gross expenditure on wages and salary payments	£
Investment spending on plant, machinery and fixed assets	£
Investment spending on buildings	£

2. Research and Development

Was any R&D undertaken in your plant in 1995?
 Is there a formal R&D department in your plant?
 Is R&D relevant to your plant undertaken elsewhere in the group?

R&D	
Yes	No

Please *estimate* how many man-years were spent on R&D in your plant during 1995

Man-years

Approximately what was total R&D expenditure in your plant in 1995 (£000)?

£000

3. Product Developments

Have you introduced ANY new or improved products at this plant since 1993

	Yes	No
Product Changes since 1993		

IF **NO** SKIP TO SECTION 4

How many new or improved products have you introduced since 1993?

Number of new/improved products

Please *estimate* the proportion of your current sales that consist of:

(Note: percentages should add to 100%)

	% of Sales
New products introduced to the market <i>for the first time</i> since 1993 by this plant	%
New products introduced by this plant since 1993 but <i>previously made elsewhere</i>	%
<i>Technically improved</i> products which were being made by this plant in 1993	%
<i>Aesthetically improved</i> products which were being made by this plant in 1993	%
Products which have remained <i>unchanged</i> since 1993	%

How important were these sources of technology for your product development?

	Not Important		3	Very Important	
	1	2		4	5
In-house R&D or development work					
Technology transferred from other group companies					
Collaboration with other company/agency					
Purchase of new machinery					
Purchase of manufacturing licence					
Copying competitors or other firms					
Trade shows, fairs etc					
Collaboration with government/higher education					

How important was product development since 1993 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					

4. Process Developments

Have you introduced ANY new or improved production processes at this plant since 1993?

	Yes	No
Process Changes since 1993		

IF NO SKIP TO SECTION 5

In terms of replacement cost, please estimate approximately the proportion of your production equipment which falls into the following categories: (Note: percentages should add to 100%)

	% of Replacement Cost
Unchanged and unmodified since 1993	%
Newly purchased or improved since 1993	%

What proportion of your newly purchased or improved machinery is associated with: (Note: percentages should add to 100%).

	% of Replacement Cost
Production methods first introduced since 1993	%
Production methods improved significantly since 1993	%
Production methods unchanged or improved only slightly since 1993	%

In terms of replacement value, what proportion of your current production equipment consists of CNC or NC equipment?

	%
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Have change in production techniques/processes since 1993 led to *significant* changes in the organisation of production?

	Yes	No
Organisational Changes since 1993		

How important have the following sources of technology been for your process development?

	Not Important		Very Important		
	1	2	3	4	5
In-house R&D or development work					
Technology transferred from other group companies					
Collaboration with other company/agency					
Purchase of new equipment					
Purchase of manufacturing licence					
Copying competitors or other firms					
Trade shows, fairs etc					
Recruiting skilled employees					
Collaboration with government/higher education					

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

	Use	First Introduced:		
		Before 1991	During 1991-93	Since 1993
NC or CNC machinery				
Robotic Equipment				
Automated Materials Handling				
Computer Aided Design (CAD)				
Computer Aided Production Management				
Computer Integrated Manufacturing				
Quality Certification (eg ISO 9000)				
Total Quality Management				
Quality Circles				
Just in time				

5. Links to Other Firms and Organisations

Since 1993 did you have links with any other companies or organisations as part of your product or process development?

	Yes	No
Links with other organisations		

IF NO SKIP TO SECTION 6

Please indicate the types of organisations which contributed to your product or process development and the way in which you involved them:

	Links with	Type of involvement		
		Collaboration	Sub-contract	Other
Another group companies				
Clients/customers				
Suppliers				
Competitors				
Joint ventures				
Consultants				
Government research labs				
Universities/higher education				
Industry operated labs				

How important were these external links in each of the following:

	Not Important		3	Very Important	
	1	2		4	5
Making developments more cost-effectively					
Sharing development costs					
Reducing development risk					
Accessing specialist equipment or technology					
Accessing specialist expertise					
Speeding up development					
Meeting legislative/regulatory requirements					

6. Government Assistance

Please indicate whether you have received government support for any of the following since 1993. Tick as applicable but omit support of less than £5000

	Yes	No
Product Development		
Process Development		
R&D not related to any specific product or process development		
Purchase of licences to manufacture		
New Plant/Machinery		
Exporting		

7. Constraints on Product/Process Development

How important have the following factors been in reducing or hindering product or process development in your plant:

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

Thank You for your Co-Operation

Please send your completed form in the FREEPOST envelope provided to
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