

6. Please indicate your purchasing involvement with each of the following components and/or systems.

INVOLVED IN ONE OR MORE WAYS

	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
BASE	546		88		216		498		280	
Exterior	141 ( 25.8)		23 ( 26.1)		56 ( 25.9)		126 ( 25.3)		75 ( 26.8)	
Interior	148 ( 27.1)		27 ( 30.7)		70 ( 32.4)		135 ( 27.1)		84 ( 30.0)	
Chassis	191 ( 35.0)		34 ( 38.6)		83 ( 38.4)		173 ( 34.7)		112 ( 40.0)	
Powertrain	269 ( 49.3)		50 ( 56.8)		119 ( 55.1)		243 ( 48.8)		154 ( 55.0)	
Electrical/Electronic	183 ( 33.5)		28 ( 31.8)		72 ( 33.3)		169 ( 33.9)		104 ( 37.1)	
No answer	0 ( 0.0)		0 ( 0.0)		0 ( 0.0)		0 ( 0.0)		0 ( 0.0)	

6. (continued)

EXTERIOR

	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
BASE	546		88		216		498		280	
Evaluate	55	( 10.1)	8	( 9.1)	27	( 12.5)	51	( 10.2)	35	( 12.5)
Recommend/specify	37	( 6.8)	6	( 6.8)	18	( 8.3)	32	( 6.4)	15	( 5.4)
Involved in other ways	82	( 15.0)	15	( 17.0)	31	( 14.4)	73	( 14.7)	45	( 16.1)
Not involved	247	( 45.2)	41	( 46.6)	95	( 44.0)	224	( 45.0)	113	( 40.4)
No answer	158	( 28.9)	24	( 27.3)	65	( 30.1)	148	( 29.7)	92	( 32.9)

6. (continued)

INTERIOR

	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
BASE	546		88		216		498		280	
Evaluate	51	( 9.3)	10	( 11.4)	28	( 13.0)	48	( 9.6)	36	( 12.9)
Recommend/specify	53	( 9.7)	9	( 10.2)	32	( 14.8)	48	( 9.6)	27	( 9.6)
Involved in other ways	86	( 15.8)	18	( 20.5)	37	( 17.1)	77	( 15.5)	49	( 17.5)
Not involved	245	( 44.9)	40	( 45.5)	90	( 41.7)	223	( 44.8)	111	( 39.6)
No answer	153	( 28.0)	21	( 23.9)	56	( 25.9)	140	( 28.1)	85	( 30.4)

6. (continued)

CHASSIS

	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
BASE	546		88		216		498		280	
Evaluate	64	( 11.7)	15	( 17.0)	33	( 15.3)	60	( 12.0)	39	( 13.9)
Recommend/specify	56	( 10.3)	16	( 18.2)	32	( 14.8)	50	( 10.0)	35	( 12.5)
Involved in other ways	115	( 21.1)	21	( 23.9)	43	( 19.9)	104	( 20.9)	63	( 22.5)
Not involved	216	( 39.6)	33	( 37.5)	80	( 37.0)	196	( 39.4)	89	( 31.8)
No answer	139	( 25.5)	21	( 23.9)	53	( 24.5)	129	( 25.9)	79	( 28.2)

6. (continued)

POWERTRAIN

	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
BASE	546		88		216		498		280	
Evaluate	102	( 18.7)	24	( 27.3)	49	( 22.7)	95	( 19.1)	64	( 22.9)
Recommend/specify	92	( 16.8)	23	( 26.1)	47	( 21.8)	86	( 17.3)	58	( 20.7)
Involved in other ways	162	( 29.7)	32	( 36.4)	72	( 33.3)	144	( 28.9)	91	( 32.5)
Not involved	174	( 31.9)	24	( 27.3)	58	( 26.9)	158	( 31.7)	71	( 25.4)
No answer	103	( 18.9)	14	( 15.9)	39	( 18.1)	97	( 19.5)	55	( 19.6)

6. (continued)

ELECTRICAL/ELECTRONIC

	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
BASE	546		88		216		498		280	
Evaluate	63	( 11.5)	9	( 10.2)	24	( 11.1)	59	( 11.8)	41	( 14.6)
Recommend/specify	69	( 12.6)	10	( 11.4)	29	( 13.4)	65	( 13.1)	38	( 13.6)
Involved in other ways	106	( 19.4)	15	( 17.0)	43	( 19.9)	95	( 19.1)	60	( 21.4)
Not involved	218	( 39.9)	36	( 40.9)	83	( 38.4)	197	( 39.6)	93	( 33.2)
No answer	145	( 26.6)	24	( 27.3)	61	( 28.2)	132	( 26.5)	83	( 29.6)

7. How many years have you been employed in the automotive industry?

BASE	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
	546		88		216		498		280	
Less than 10	66	( 12.1)	10	( 11.4)	24	( 11.1)	56	( 11.2)	14	( 5.0)
10 - 14	53	( 9.7)	11	( 12.5)	17	( 7.9)	49	( 9.8)	26	( 9.3)
15 - 19	54	( 9.9)	9	( 10.2)	21	( 9.7)	46	( 9.2)	31	( 11.1)
20 - 24	75	( 13.7)	17	( 19.3)	35	( 16.2)	69	( 13.9)	40	( 14.3)
25 - 29	91	( 16.7)	15	( 17.0)	42	( 19.4)	86	( 17.3)	58	( 20.7)
30 - 34	75	( 13.7)	8	( 9.1)	32	( 14.8)	72	( 14.5)	49	( 17.5)
35 or more	109	( 20.0)	16	( 18.2)	39	( 18.1)	100	( 20.1)	55	( 19.6)
No answer	23	( 4.2)	2	( 2.3)	6	( 2.8)	20	( 4.0)	7	( 2.5)
Average # of years	23.8		23.0		24.0		24.1		25.6	

8. Please check the one job responsibility below that most closely describes you.

BASE	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
	546		88		216		498		280	
Management	100	( 18.3)	13	( 14.8)	34	( 15.7)	90	( 18.1)	44	( 15.7)
Engineering & Design	197	( 36.1)	40	( 45.5)	101	( 46.8)	187	( 37.6)	136	( 48.6)
Manufacturing/Production Engineering	61	( 11.2)	12	( 13.6)	19	( 8.8)	56	( 11.2)	27	( 9.6)
Manufacturing/Production Operations	31	( 5.7)	2	( 2.3)	6	( 2.8)	31	( 6.2)	13	( 4.6)
Purchasing	22	( 4.0)	4	( 4.5)	3	( 1.4)	19	( 3.8)	8	( 2.9)
Information Technology	14	( 2.6)	1	( 1.1)	5	( 2.3)	13	( 2.6)	8	( 2.9)
Sales/Marketing/Communications	58	( 10.6)	12	( 13.6)	24	( 11.1)	47	( 9.4)	15	( 5.4)
Other	62	( 11.4)	4	( 4.5)	23	( 10.6)	54	( 10.8)	28	( 10.0)
No answer	1	( 0.2)	0	( 0.0)	1	( 0.5)	1	( 0.2)	1	( 0.4)

9. Please check the one business type below that most closely describes your organization.

BASE	All Respondents		RECEIVE ADP		RECEIVE AEI		RECEIVE AI		RECEIVE WAW	
	#	%	#	%	#	%	#	%	#	%
	546		88		216		498		280	
Vehicle Producer	253 ( 46.3)		32 ( 36.4)		96 ( 44.4)		247 ( 49.6)		178 ( 63.6)	
Vehicle Supplier	128 ( 23.4)		27 ( 30.7)		52 ( 24.1)		114 ( 22.9)		52 ( 18.6)	
Service Provider	56 ( 10.3)		11 ( 12.5)		19 ( 8.8)		47 ( 9.4)		13 ( 4.6)	
Other	105 ( 19.2)		18 ( 20.5)		48 ( 22.2)		87 ( 17.5)		35 ( 12.5)	
No answer	4 ( 0.7)		0 ( 0.0)		1 ( 0.5)		3 ( 0.6)		2 ( 0.7)	