

**ABC Talent**  
**ABChinaTalent.com**

**NEW CUSTOMER PROFILE (Short Form)**

Company Name \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_ Country \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

**This information will allow us to better understand your business,  
please fill in as much as you feel comfortable to at this time**

1. Public \_\_\_\_\_ Private \_\_\_\_\_ Years in Business \_\_\_\_\_

2. Multiple facilities: No \_\_\_\_\_ Yes \_\_\_\_\_

3. Core business (main products, service or manufacturing) and number of years  
supplying these products.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

which represents \_\_\_\_\_ % of total company sales

4. International ( joint ventures, distribution points, or technology transfers) \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

5. Financial Performance:

Annual Sales in Millions (2002) \_\_\_\_\_ U.S. Dollars

Annual Sales in Millions (2003) \_\_\_\_\_ U.S. Dollars

Annual Sales in Millions (2004) \_\_\_\_\_ U.S. Dollars

Projected sales for 2005 \_\_\_\_\_ U.S. Dollars

6. Please provide copy of your company organizational chart.

7. What services does your company provide to outside customers?

\_\_\_\_\_ Engineering /Design Support

\_\_\_\_\_ Redesign

\_\_\_\_\_ Prototyping

\_\_\_\_\_ Component/Material Purchasing

\_\_\_\_\_ Testing Services

\_\_\_\_\_ Finished Goods Storage

\_\_\_\_\_ Lab facility  
\_\_\_\_\_ Manufacturing  
\_\_\_\_\_ Other

8. ISO, TL or QS certified? \_\_\_\_\_

9.     % of business exported from factory location \_\_\_\_\_  
       % of business exported to the US \_\_\_\_\_  
       % of business exported to Europe \_\_\_\_\_  
       % of business domestic to factory location \_\_\_\_\_