

## Appendix 6 Analisis Cuestionnaire

Question/Interview partner	1	2	3	4	5	6	7	8	9	10
1	Puebla, Puebla	Silao, Gto.	Tijuana, BCN	El Marques, Qto.	El Marques, Qto.	Silao, Gto.	El Marques, Gto.	El Marques, Gto.	Silao, Gto.	San Luis Potosi, SLP
2	Fuel and tank system	Flexible Shafts	Gas conector	Polymersystems	machines for motor assembly	axles	acoustics; acuators	filter	tires	motor supplies
3	3	5	5	5	5	2	5	5	5	3
4	1	4	4	4	4	2	4	4	2	3
5	1;2	1;2	plant already established	1;5	2	2;4	1;5	1;4	1;2	2;3
6	1;2	3	2	1	1	2;3	1	1	1	2
7	1;2	2	n/a	1	2	2	1	2	2	2
8	1;2	1;4;5	3	1;3	1;2	3;5	1;2	3	3;4	1;3
9	2;3	3	aduana	3	2	2;3	2	3	2;3	2;3
10	1	1;2	1	1	2	1	1;2	2	1	2
11	1	1	1	1	1	1	1	1	1	1
12	1;2;3	1;2	1	1	3	1;2	1;2	1;2	1;2	1;2
13	3	3	3	3	1;2	1;2	1;2	1;3	3	1
14	1	2	2	2	2	2	2	2	1	2
15	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
16	2	3	2	2	1	2	2	2	1	2

## Analysis of the quantitative question

Question/interview partner

*How many car manufacturer do you supply?*

1	0
2	1
3	2
4	0
>4	7
<hr/>	
Total comments	10

*How far is your nearest client away from your plant?*

0-10km	1
10-50km	2
50-100km	1
>100km	6
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Total comments	10

*Which were the main reasons for setting up the plant in your particular place?*

Good infrastructure	6
Geographic proximity	6
Governmental incentives	1
Production costs	2
Logistic/Transport costs	2
Working relation	0
Others	0
<hr/>	
Total comments	17

*In which way are the goods transported to the final assembly?*

Suppliers' plant -> final assembly	6
Suppliers' plant -> OEM warehouse -> final assembly	4
Supplier's plant -> Cons. Warehouse -> final assembly	2
<hr/>	
Total comments	10

*Who is in charge of the transportation?*

Car manufacturer	3
3PL/ Freight forwarder	7
Supplier	0
Others	0
<hr/>	
Total comments	10

*Which are the key factors to assure JIT-delivery*

Good production	6
Geographic proximity	3
Good coordination	6
Good infrastructure	2
Internal control systems in the companies	2
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Total comments	19

*Which are the main obstacles in JIT-delivery?*

Lack of good infrastructure	0
Sudden short-term demands of the car manufacturers	6
Lack of communication	7
Others	1

*Customs clearance at the U.S. border*

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Total comments	14
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*How do you, in spite of all the obstacle, assure the JIT-delivery to your client?*

Good communication	7
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Production works according to the OEMs' and Suppliers's goals	5
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Increasing inventory	0
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Others	0
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Total comments	12
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*How impoortant is the good collaboration between OEM and suppliers?*

Indispensable	10
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Very important	0
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Important	0
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Not important	0
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Total comments	10
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*How is the communication between you and the OEM's carried out?*

E-mail	9
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Telephone	7
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Face-to-face contact	2
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Total comments	18
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*What do you think is essential in the colaboration between you and the OEM?*

Coincidence in their goals	5
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Confidence	3
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A clear definition of both parties' tasks	6
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Others	0
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Total comments	14
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*How do you consider the communication between you and the OEM*

Very good	2
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Good	8
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Regular	0
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Bad	0
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Total comments	10
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*How strong do you consider the interdependence between the OEM and your company?*

Very strong	2
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Strong	7
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Regular	1
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Low	0
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Very low	0
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Total comments	10
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*In which region is your plant located?*

Bajio	8
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Greater Puebla region	1
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Northern Mexico	1
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Total coments	10
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*Origin of the suppliers*

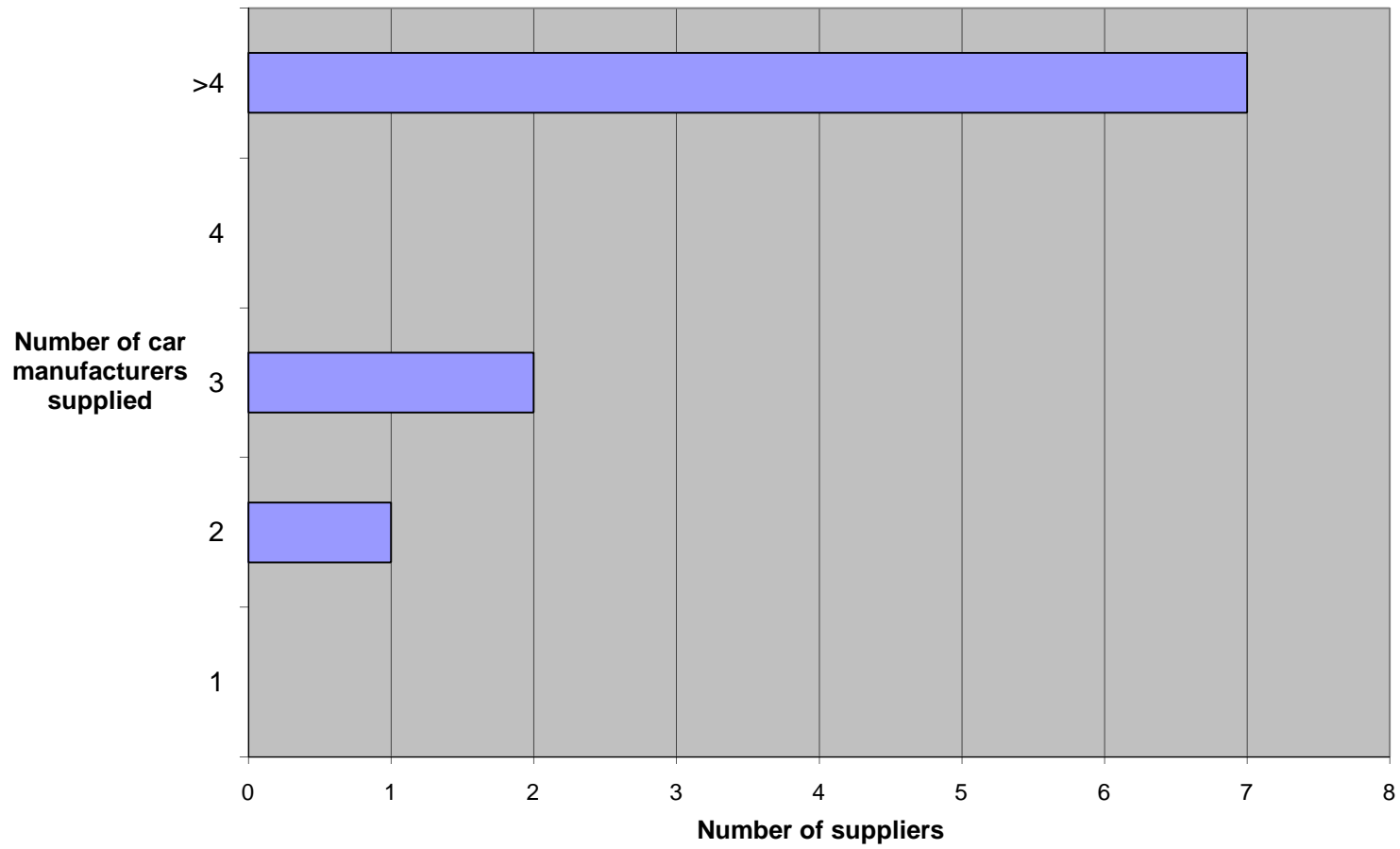
Germany	9
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Italy	1
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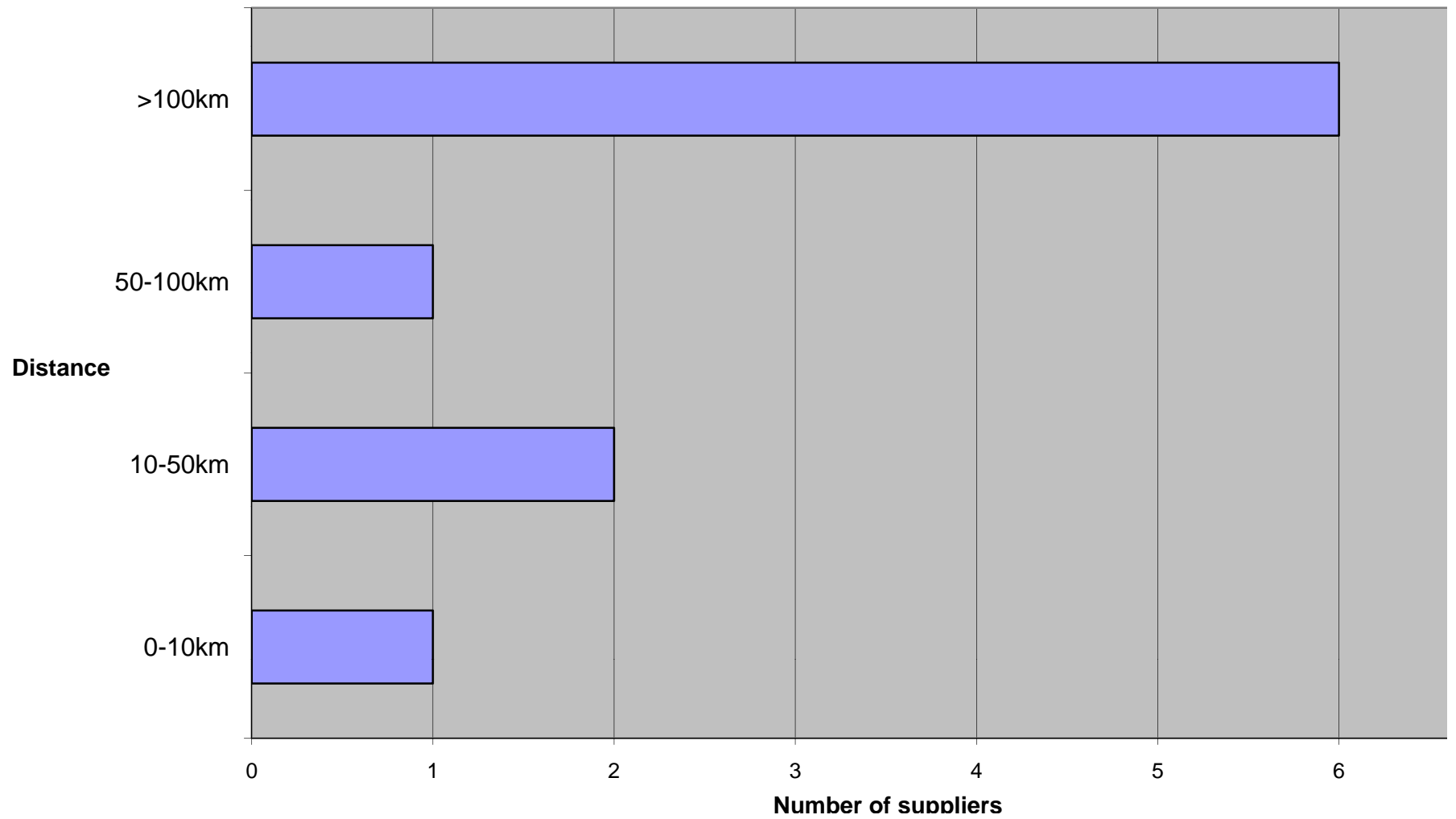
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Total comments	10
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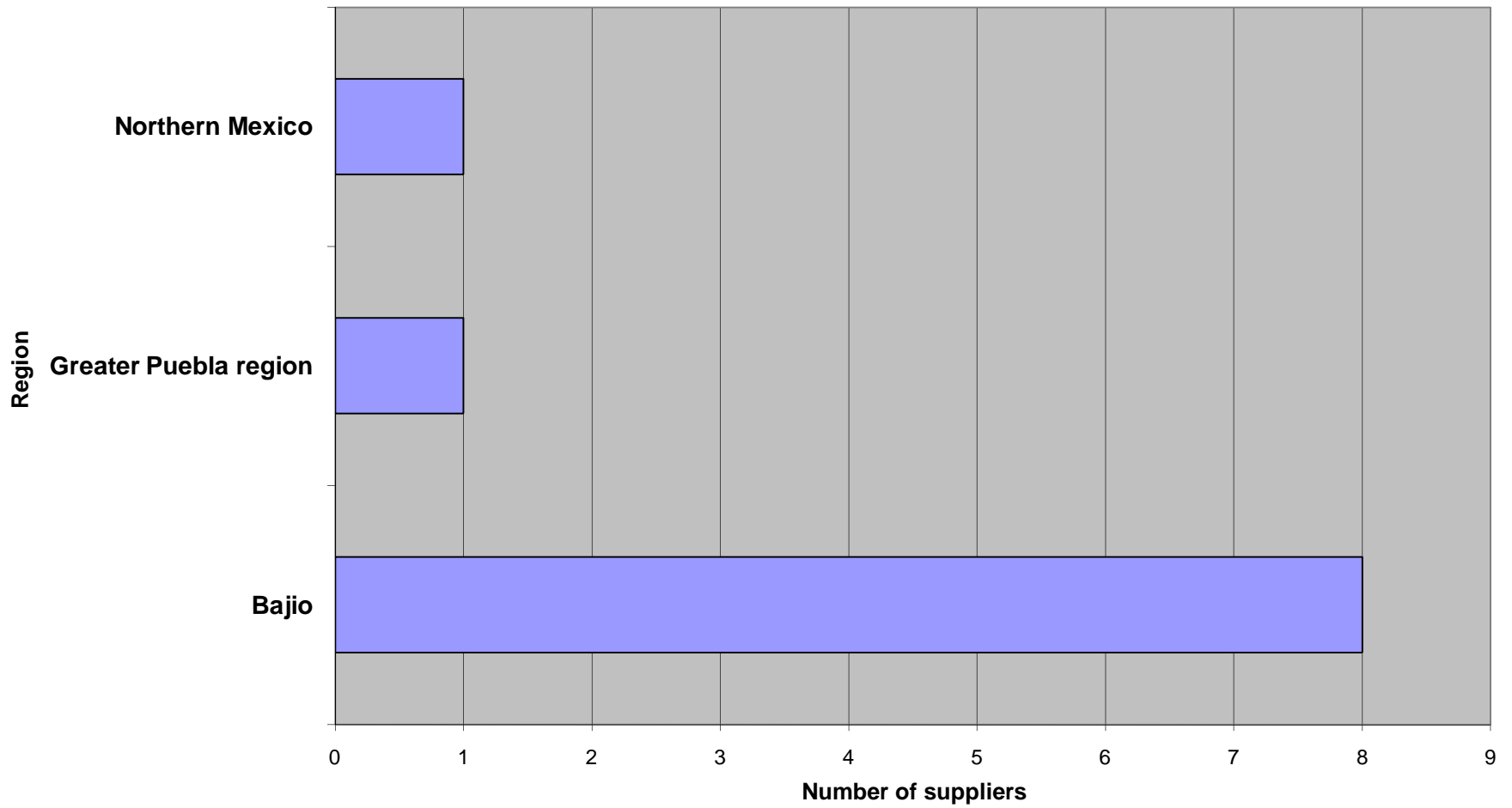
### Number of car manufacturers supplied



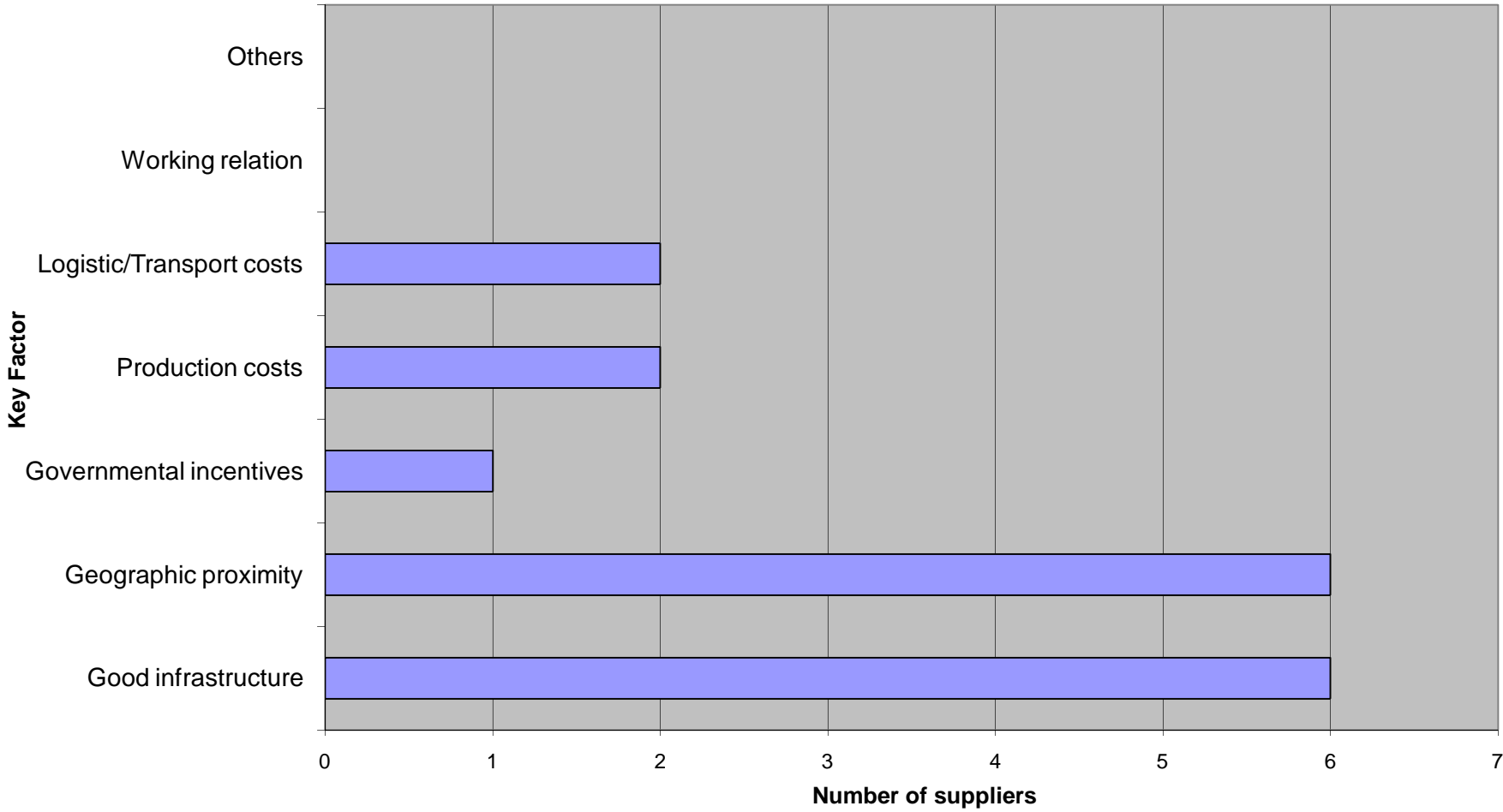
## Disatance from supplier to OEM



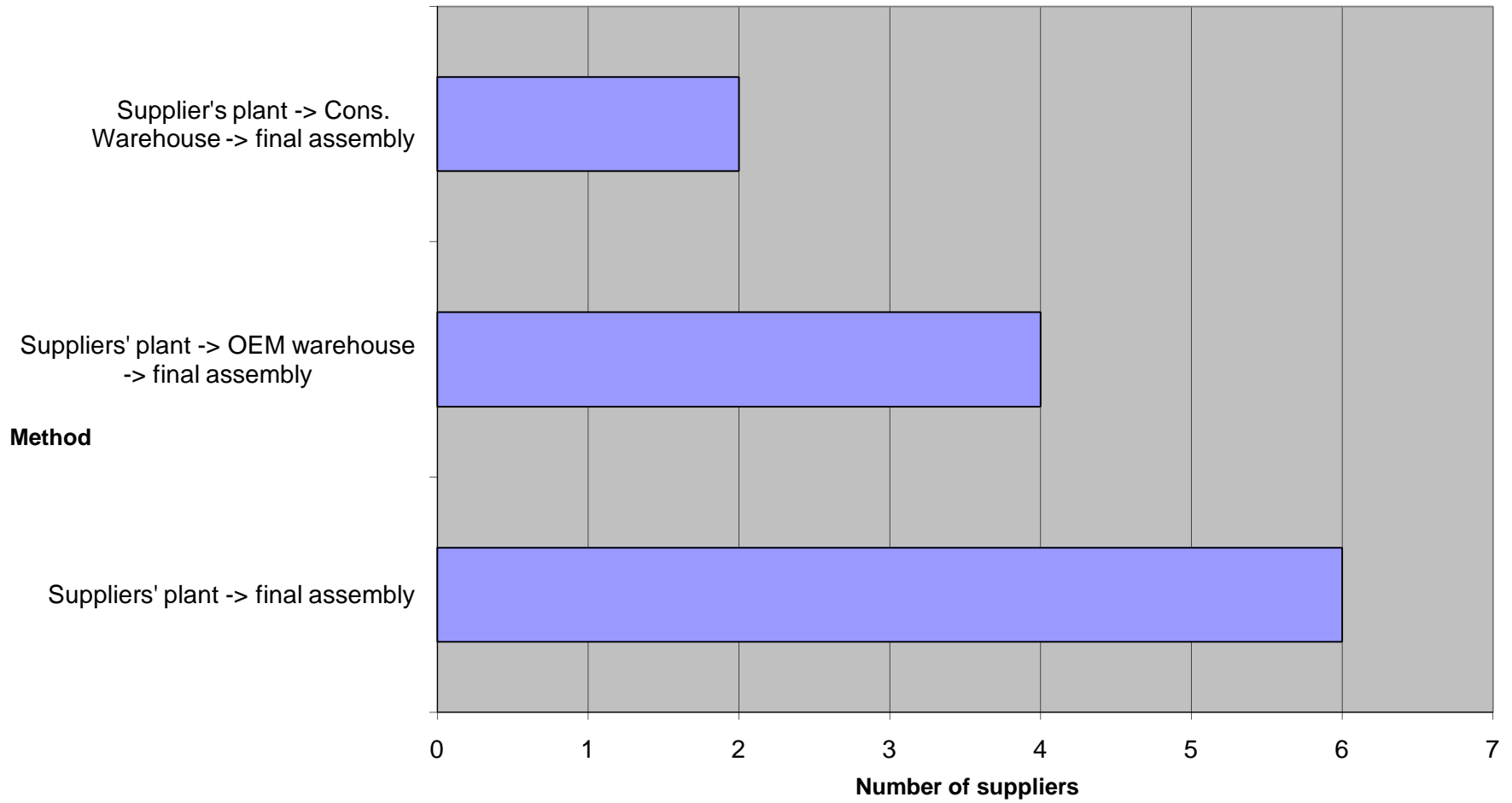
### Geographic concentration of the suppliers



### Key Factors for the location choice

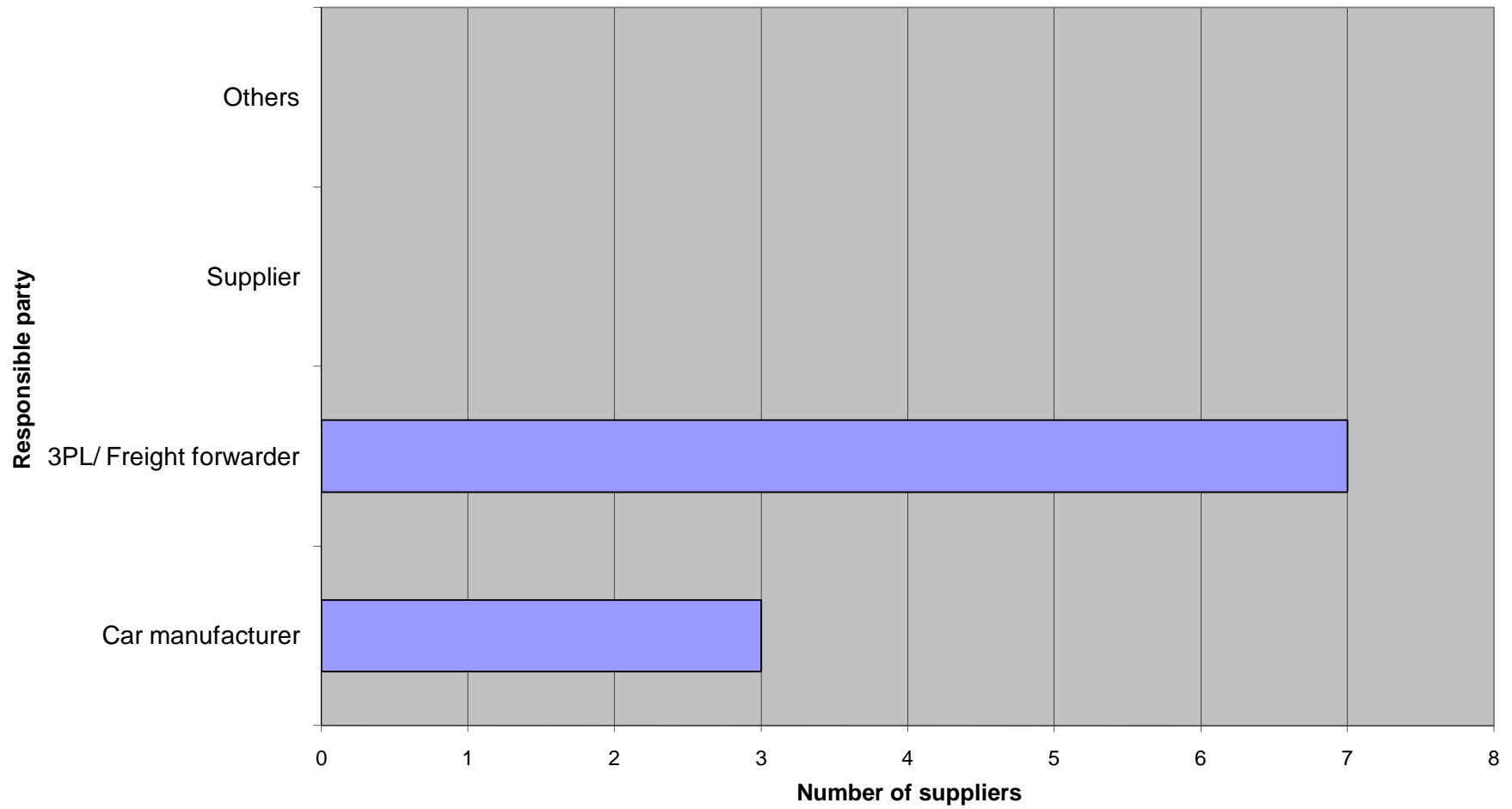


## Transportation methods

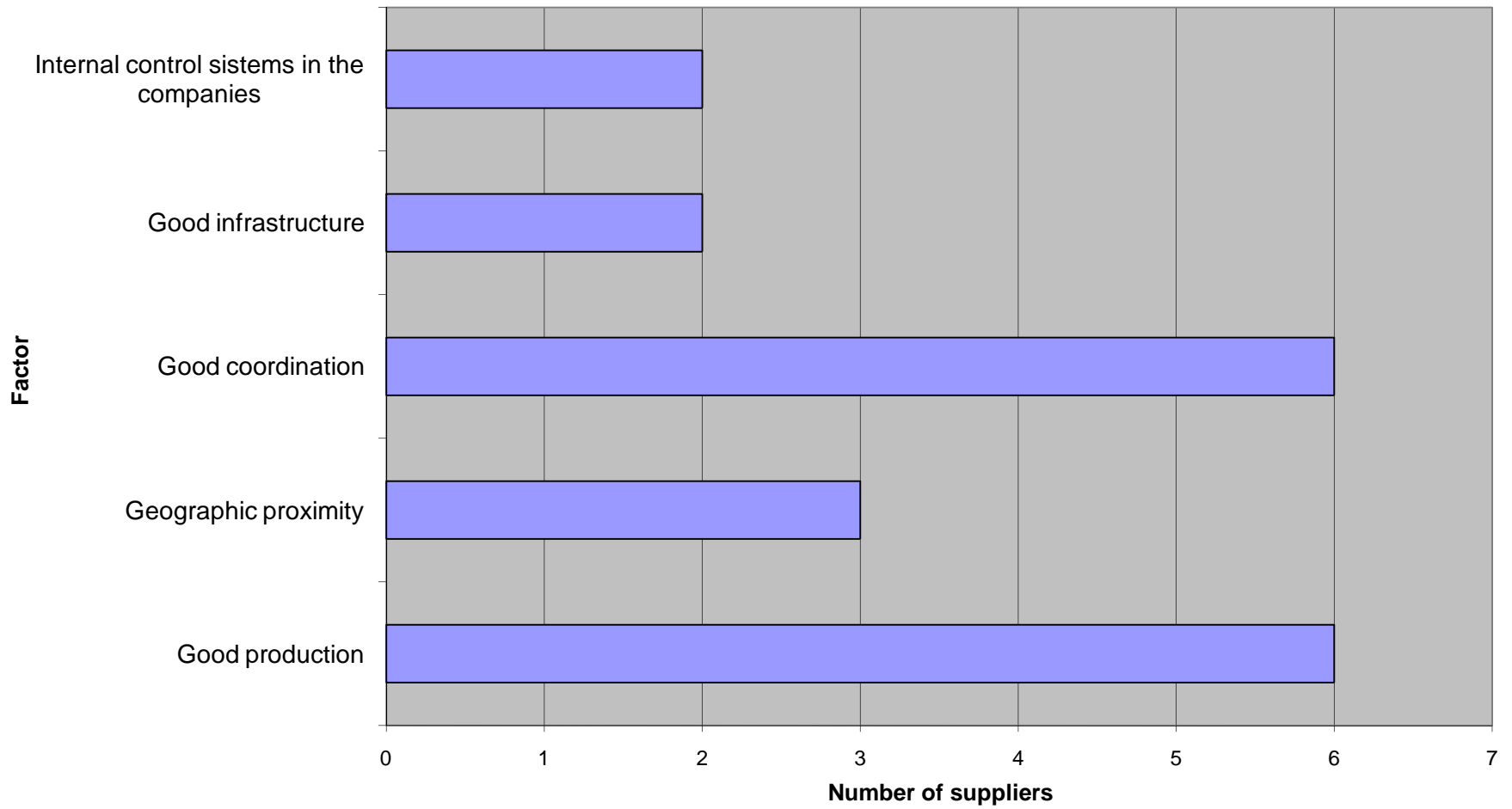




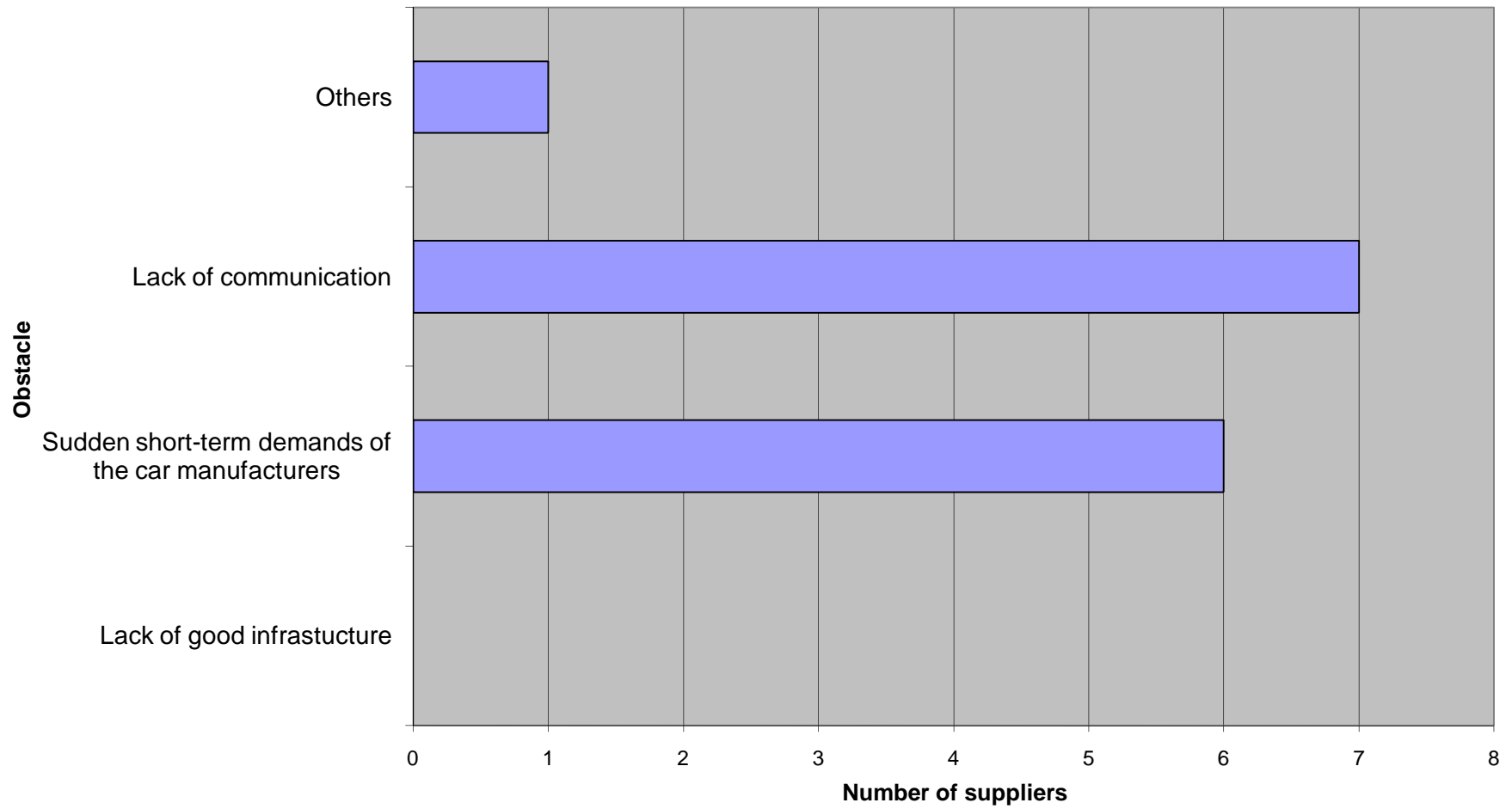
## Responsability of transportation



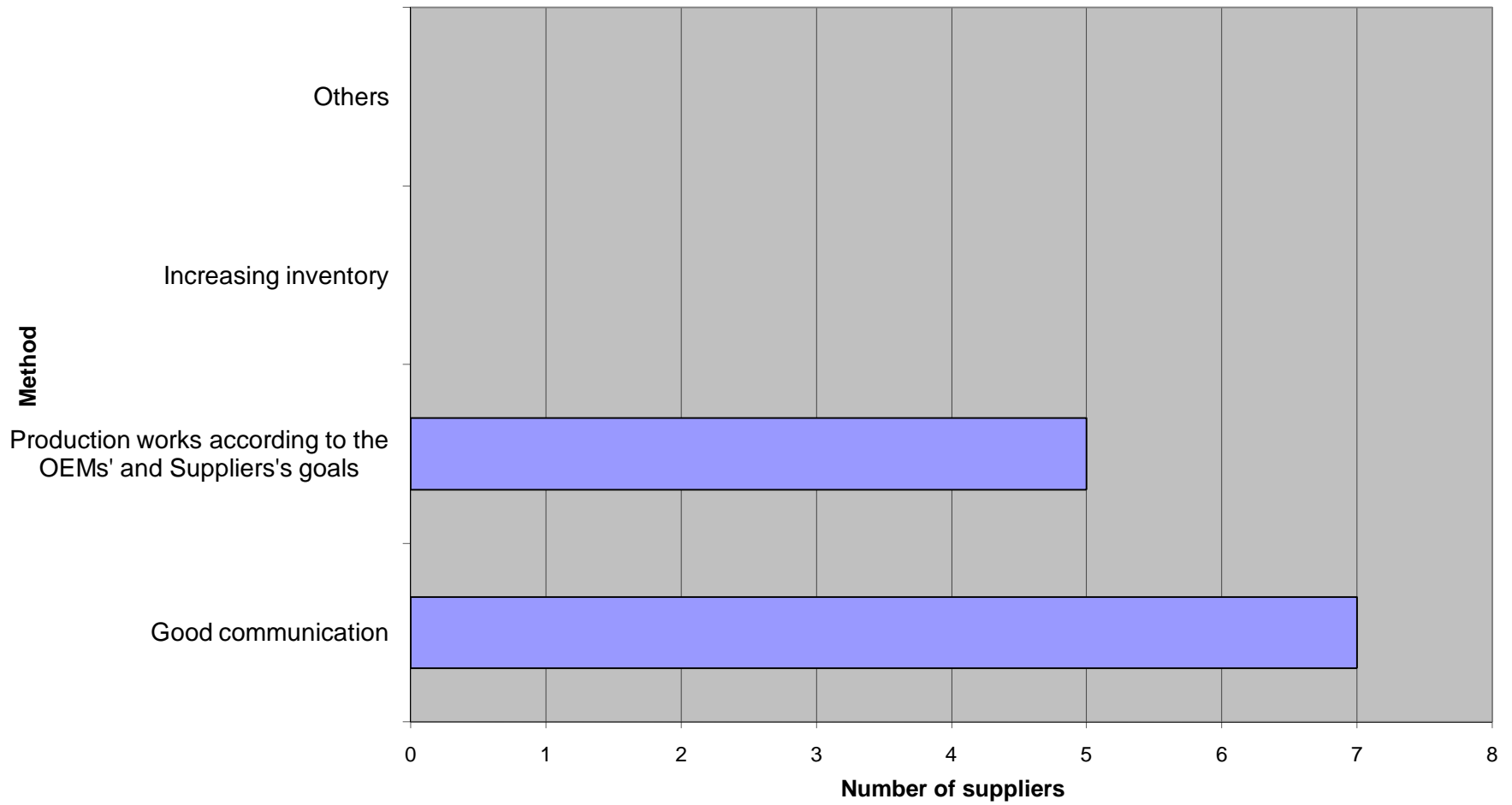
## Key factors for JIT-delivery



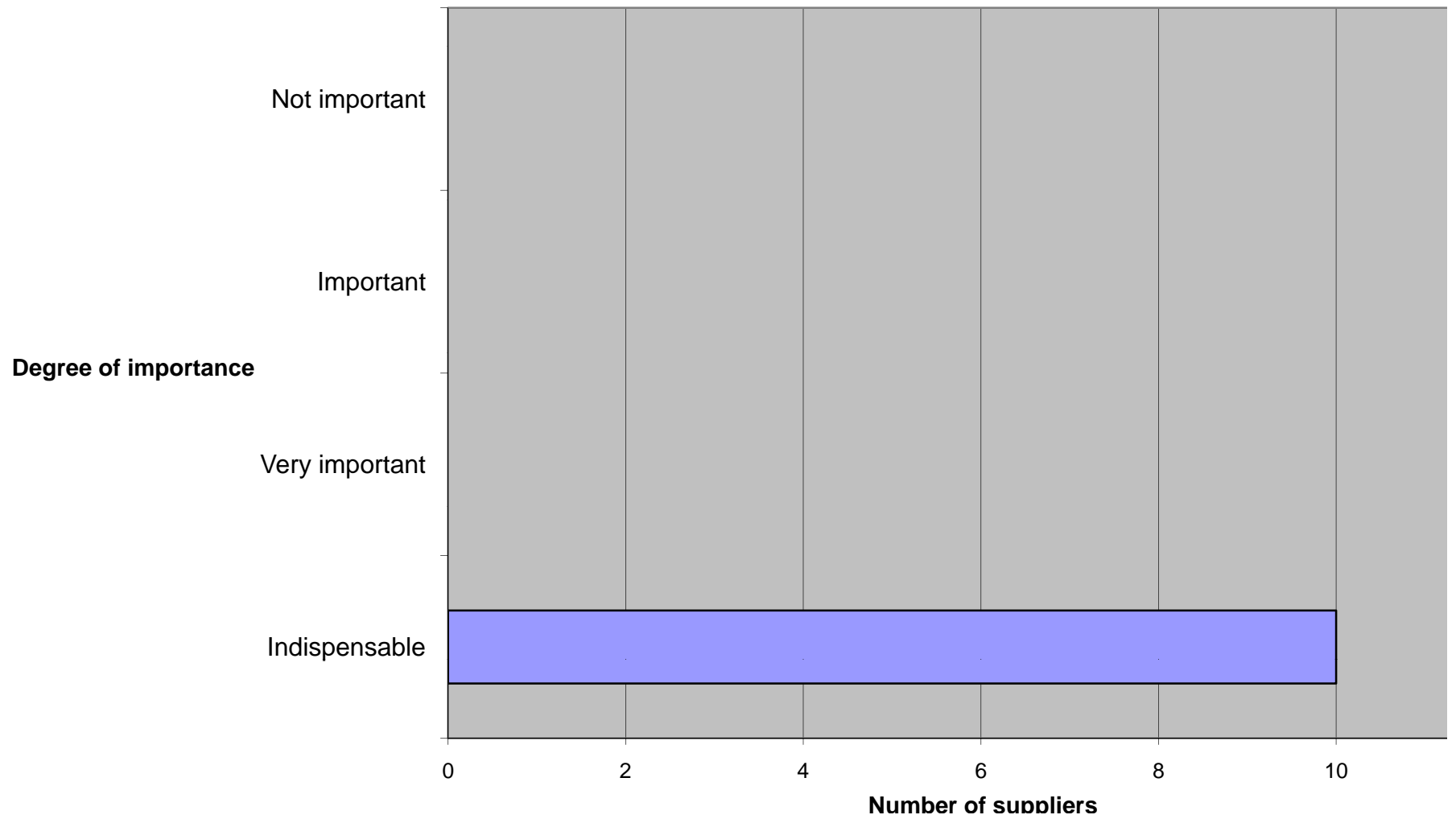
### Main obstacles for JIT-delivery



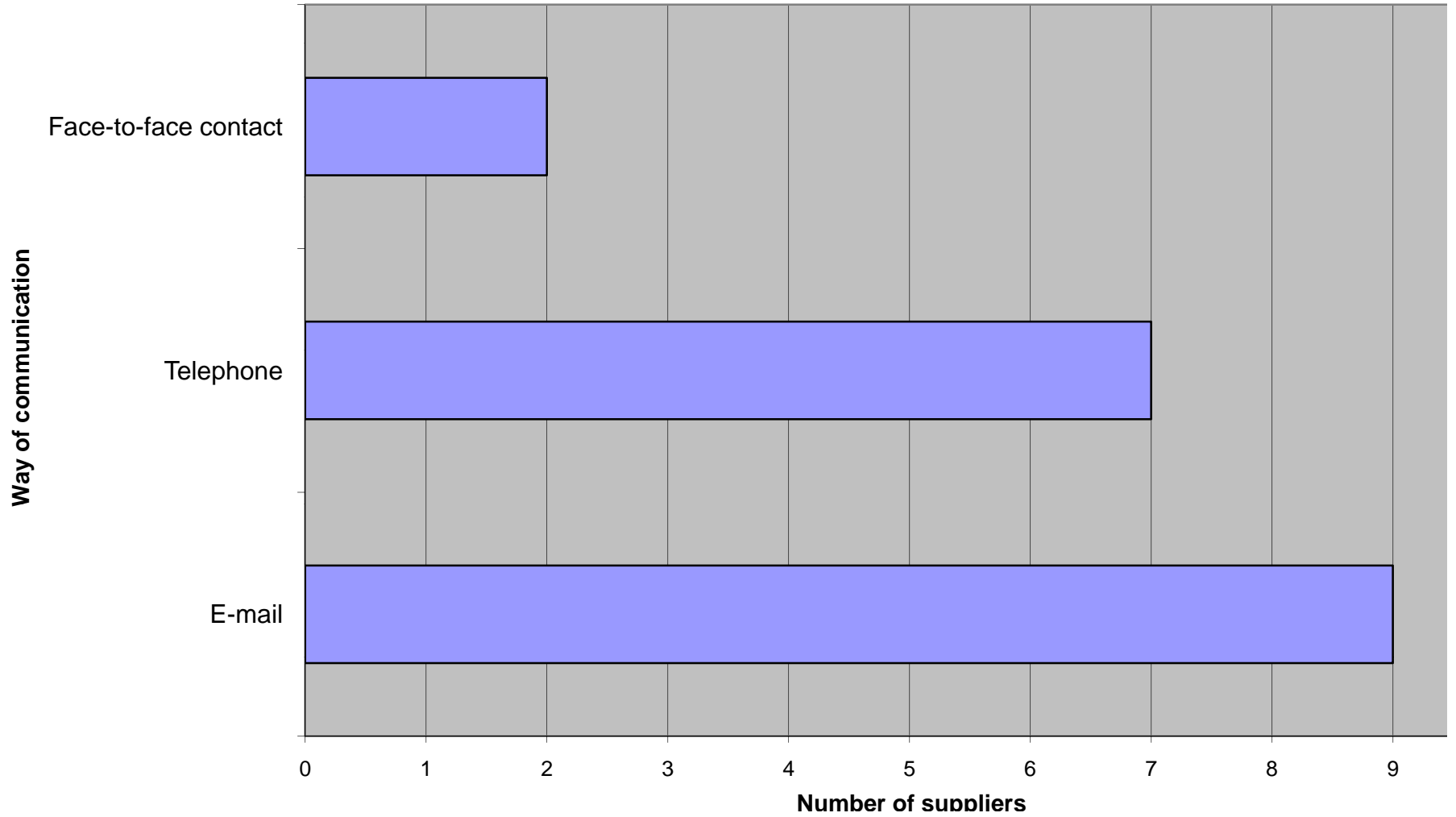
### Ways to assure JIT-delivery



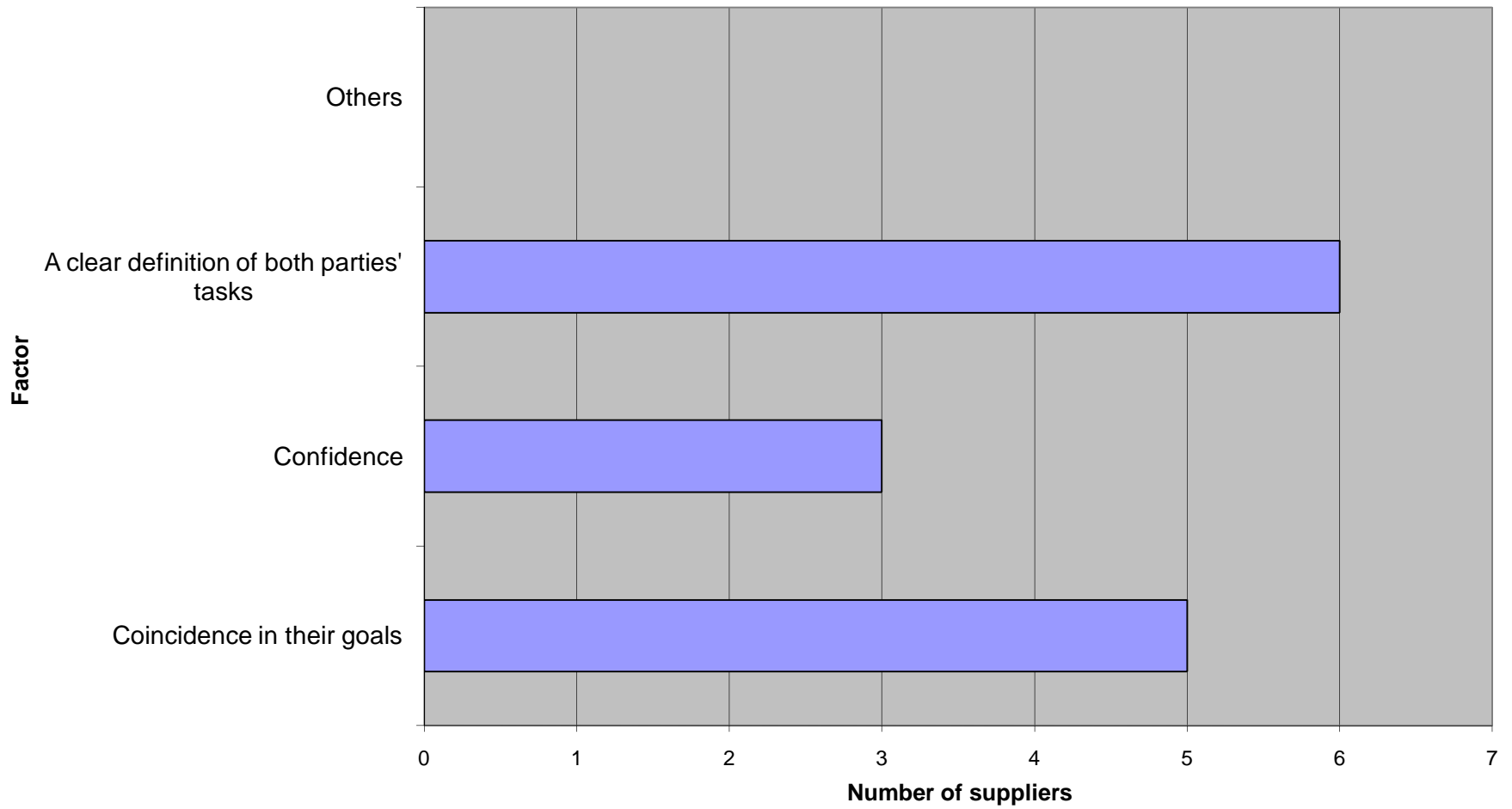
## Importance of good communication in the OEM-supplier relationship



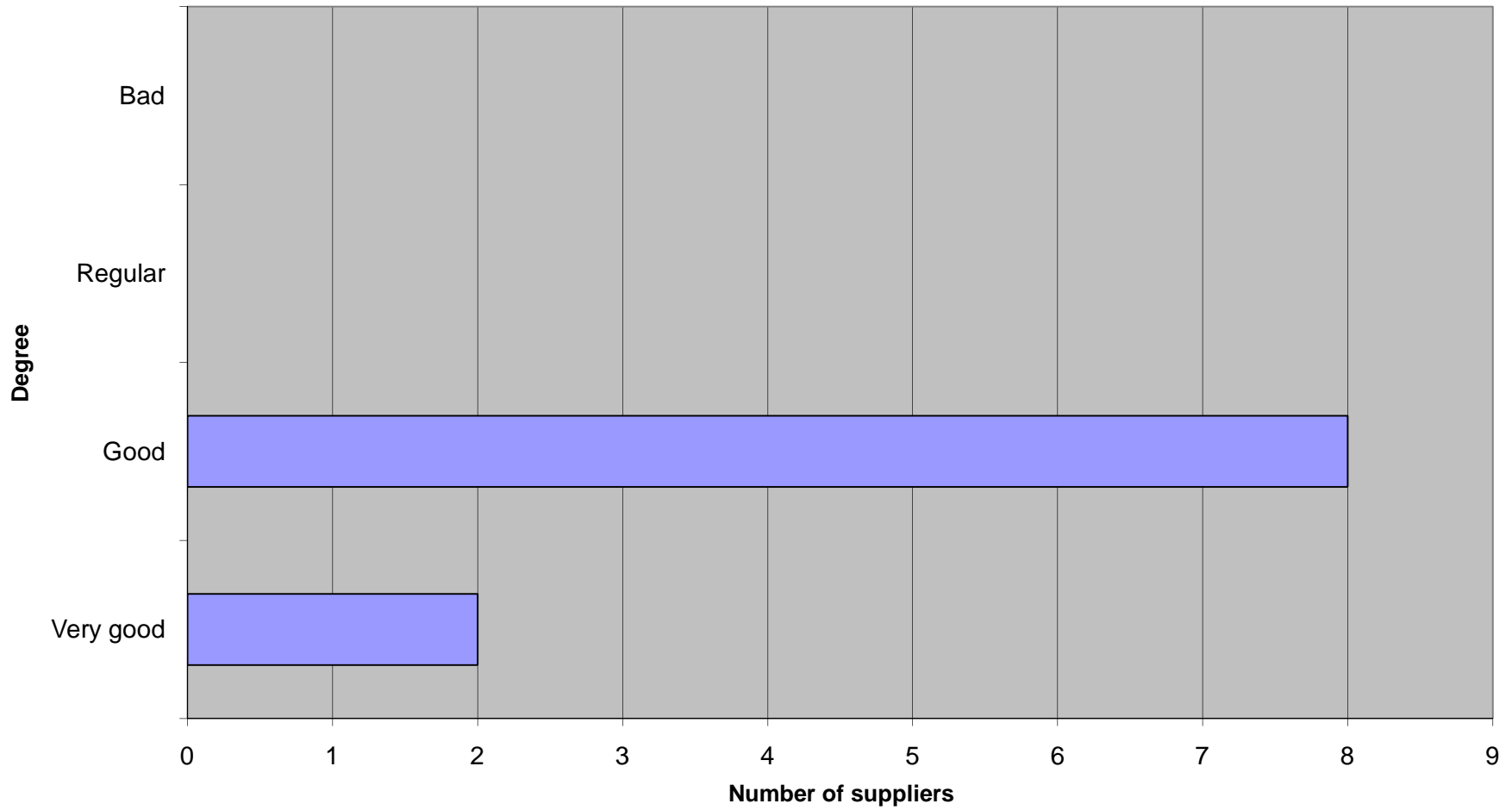
## Ways of communication



## Key factors in collaboration

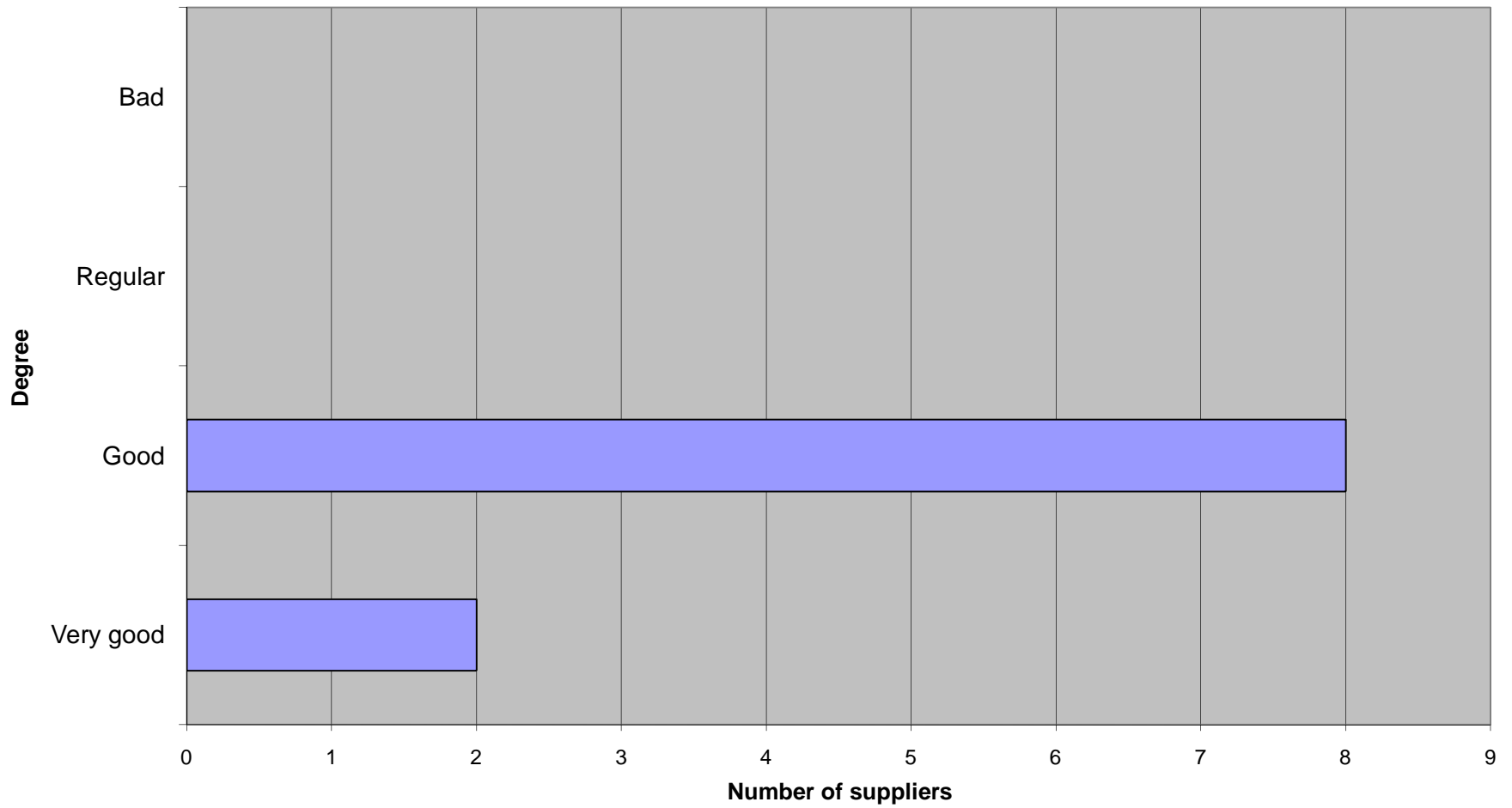


### Communication between OEM and suppliers

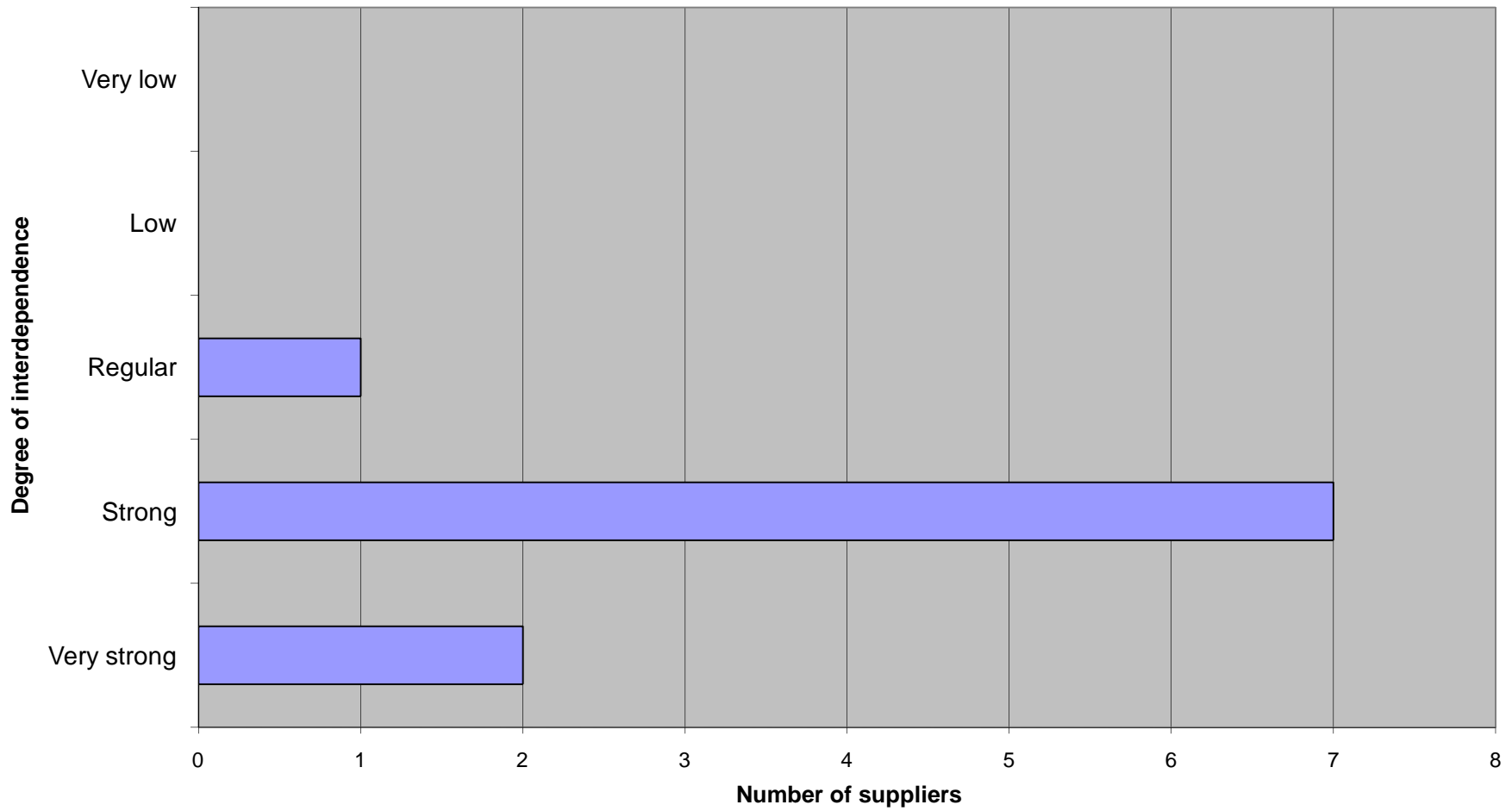




### Relation between OEM and suppliers



### Interdependence between OEM and suppliers



### Suppliers origin

