



TECHNOLOGIES

MOTORIZED ADJUSTER SURVEY II

Asyst Technologies is conducting this survey to gather information for future development of motorized adjusters in automotive headlamps. We are seeking the input of our current and potential customers regarding probable applications and future demand for motorized adjusters. Please take a few minutes to give us your feedback so we can design products to best meet your needs.

I. Current Programs

1. Does your company currently utilize motorized adjusters?
A) Yes
B) No (skip to question 8)

2. How many headlamps with motorized adjusters are you purchasing annually?
Domestic vehicles: _____ Export vehicles: _____

3. What type of motorized adjusters are you buying?
A) DC
B) Stepper
C) Both
D) Don't know

4. Are motors external or internal to lamp?
A) External
B) Internal
C) Both
D) Don't know

5. Who are you buying motorized adjusters from? _____

6. How much are you paying for motorized adjusters? _____ ea.

7. What are your likes? _____

8. What are your dislikes? _____

II. Future Programs

9. Are there any upcoming programs that require motorized adjusters?
A) Yes
B) No

10. Do you need a domestic source for motorized adjusters?
C) Yes
D) No

11. If yes, what programs will require motorized adjusters? (Year and vehicle) _____

12. What will you need? _____

13. What is your target price? _____ ea.



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14. Additional comments:

III. Respondent Profile

Name: _____

Title: _____

Years at Current Employer: _____

Years in forward lighting industry: _____

Years at current position: _____

Interviewer: _____

Date: _____