

**STRATEGIC PROCUREMENT**  
**Supplier Questionnaire – casting parts**

Date: \_\_\_\_\_

Author: \_\_\_\_\_

Please tick:  Own initiative

Application on demand of  
 STIWA

Name: \_\_\_\_\_

**1. General Information**

Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Sector: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Website \_\_\_\_\_

Currency: \_\_\_\_\_

Annual turnover over the past three years: \_\_\_\_\_

Investment volume over the past three years: \_\_\_\_\_

Product liability insurance for the countries amounting to: \_\_\_\_\_

Bank Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 IBAN No.: \_\_\_\_\_  
 SWIFT/B/BIC Code: \_\_\_\_\_  
 Clearing No: \_\_\_\_\_  
 V.A.T No: \_\_\_\_\_

Does your company operate out of more than one location?  Yes - Continue with 2.  
 No – Continue with 3.

On Markets (in %)	National:	Europe:	Overseas:
Own market share / Market Share of Important Competitors		Branch	Market Share (in %)

**2. Global Location** (please state number of employees)

Method of Production		
Process	Production Site	Development Site

Company	Engineering	Production	Procurement	Sales	Service	Total

**3. Contacts**

	Management Board	Sales	Development
Name			
Phone			
E-Mail			
Negotiation Language			
No. of Employees			

	Production	Quality	Logistics
Name			
Phone			
E-Mail			
Negotiation Language			
No. of Employees			

Total Number of Employees
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**3.1 Clients**

Clients Automotive- & Supply Industry	Country	Portion of Turnover (in %)

#### 4. Customer Audits

Customer	Audit Type (System / Process / Product)	Score (Percentage)	Rating

#### 4.1 Patents

Does your company have own patents

Yes – Continue with a)

No – Continue with 5.

a) If yes, for which products or processes?

#### 5. Capabilities

##### 5.1 Casting Technique

Sand Casting (Furan)

Die Casting (Tilting Crucible)

Other/s:

Sand Casting (Bentonit)

Die Casting (Low Pressure)

Sand Casting (Others)

Die Casting

Die Casting (Gravity)

Investment/ Precision Casting

##### 5.2 Casting Material

EN AC-42100, EN AC-AI Si7 Mg0.3, A356.0, A356.2

GJS

EN AC-43000, EN AC-AI Si 10Mg (a)

GJL

EN AC-43300, EN AC-AI Si 9Mg

GJV

Other AI Alloys:

Non-ferrous Metal:

Stainless Steel Alloy:

Other/s:

Steel

##### 5.3 Surface Treatment

Sand Blasting

Glass Bead Blasting

Other/s:

Stainless Steel Ball Shot Blasting

Slurry Blasting

**5.4 Heat Treatment**

Outsourced

Quenching in Water

Vacuum Annealing

**5.5 What are your core competences?**

**6. Quality and Environmental Management**

**6.1 Does your company have quality and environmental management system?**

Yes

No

Which one?

- ISO 9001:20XX
- IATF16949:20XX
- ISO 14001:20XX
- OHSAS 18001:20XX
- Others

Which one/s?

Do you plan any certification?

- No
- Yes

Which one/s?

When?

Are all processes that are pertinent to your customers described and implemented throughout your company?

- No
- Yes

Which one/s?

**6.2 Which labor equipment is available (CMM, Optical measuring instruments, leakage tests, cleanliness analysis, X-Ray, Compression Test, ...)**

Labor equipment	Type/ manufacturer	Measuring accuracy

- 6.4 Have you installed a Continuous Improvement Process (CIP)?  Yes  No
- 6.5 Do you apply statistical process control (SPC) in your production?  Yes  No
- 6.6 Do you perform process FMEA?  Yes  No
- 6.7 Have you defined and implemented a process to manage and control non-conforming products?  Yes  No
- 6.8 Do you calibrate your test equipment and do you monitor this regularly?  Yes  No
- 6.9 Can you perform first article inspection (FAIs)?  Yes  No
- 6.10 Do you record and archive test results (if required) to ensure evidentiary documentation?  Yes  No
- 6.11 Do you mark non-conforming parts and control them as required, e.g. through separate storage?  Yes  No

## 7. Procurement / Logistics

- 7.1 Do you select your suppliers based on clearly defined processes and transparent criteria?  Yes  No
- 7.2 Do you include quality and environmental management requirements in your orders to your suppliers?  Yes  No
- 7.3 Do you do initial calculation for country of origin for your goods?  Yes  No
- 7.4 Do you deliver goods with confirmation of preferential origin?  Yes  No
- 7.5 How do you confirm preferential origin of goods?
- Declaration of country of origin (COO) directly on the invoice as "Authorized exporter" with unlimited value  Yes  No
  - Declaration of country of origin directly on the invoice with limited value as "not authorized exporter"  Yes  No
  - Movement certificate (EUR1)  Yes  No
  - Any other certification to declare country of origin such as (from A, ATR, ...)  Yes  No
- 7.6 Do you apply logistics concepts such as Kanban, JIT, or such when working with you customers and/ or suppliers?  Yes  No
- 7.7 Do you have special work instructions for handling delicate products?  Yes  No
- 7.8 Do you measure, evaluate and communicate supplier performance (delivery On Time/ In Full (OTIF), Supplier Score Card)?  Yes  No

## 8. Production Process

- 8.1 Are production processes monitored and continuously improved in a suitable manner?  Yes  No
- 8.2 Are identified deviations and customer complaints analysed, and are corrective measures defined and implemented?  Yes  No
- 8.3 Are production processes / technologies subject to capability checks and qualification?  Yes  No
- 8.4 Have you implemented processes for the marking and traceability of your products?  Yes  No
- 8.5 Are you processing carbon steel and/or nonferrous metal, particularly copper or copper alloys?  Yes  No
- 8.6 Are you processing different materials with same tools and/ or machines?  Yes  No
- 8.7 Are there actions in place to avoid any cross-contamination (even particles e.g. with tools or liquid media) by carbon steel and/ or nonferrous material?  Yes  No
- 8.8 Are all required tests, checks and inspections planned and performed (incoming goods, production, shipping)?  Yes  No
- 8.9 Do you perform first article/ last article tests as well as tests during the production process?  Yes  No
- 8.10 Have you installed preventive maintenance for your equipment, machines and plants?  Yes  No

## 9. Engineering

9.1 Number of engineers:

9.2 Which CAD system do you use?

Type:

Version:

9.3 What data export format(s) do you use?  
(Preferred = STEP; Parasolid):

Type:

Version:

9.4 Do you have in-house development activities/ facilities?

Yes  No

9.5 Do you have an in-house prototyping department?

Yes  No

9.6 Do you build your production devices/ equipment in-house?

Yes  No

9.7 Do you have an in-house tooling/ patterns/ mold shop?

Yes  No

9.8 What infrastructure is available at your site?

Endurance Test Station

Other/s:

Leakage Tests

Material Tests

Welding Seam Inspection

Please return the duly completed questionnaire by email to: [purchasing@stiwa.com](mailto:purchasing@stiwa.com)

### To be completed by STIWA:

	Rating			Date	Name	Signature
	Suitable	Conditionally suitable	Not suitable			
Category Management						
SQE						
Process Specialist						
Optional						
Sample Part requested						
Remarks:						