

**Export Assist, Inc.**

**EXPORT TAX ADVANTAGE<sup>SM</sup> PLAN INQUIRY FORM  
for the Privately-Held Corporation**

In order to receive our free preliminary **EXPORT TAX ADVANTAGE<sup>SM</sup> Analysis and Report**, please complete the following and return it to Export Assist via fax: 888-894-8366 or mail: 44 Montgomery Street, Suite 4050, San Francisco, CA 94104. If you have any questions, contact Ms. Tamara Crews – Vice President, Professional Markets at 800-894-8366 or [tcrews@exportassist.com](mailto:tcrews@exportassist.com). There is no cost or obligation and all information is confidential.

**IDENTITY**

Company Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Contact: \_\_\_\_\_ Title: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
E-mail: \_\_\_\_\_ Website: \_\_\_\_\_  
Description of export business activity: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**OWNERSHIP**

Structure:  C Corp  S Corp  LLC  Partnership  Sole Owner  Co-op  
Number of principle owners and percent of equity:  
1) \_\_\_\_; \_\_\_\_% 2) \_\_\_\_; \_\_\_\_% 3) \_\_\_\_; \_\_\_\_% 4) \_\_\_\_; \_\_\_\_% 5) \_\_\_\_; \_\_\_\_%  
Attach a separate sheet, if needed.  
Total number of owners: \_\_\_\_\_  
Financial Objectives (check boxes that apply):  Increased working capital  
 Retirement/estate planning  Increased ownership returns  Other: \_\_\_\_\_  
**IRA:** Did principle owners previously have an IRA-owned Foreign Sales Corporation (FSC) up to and including 2001?  Yes  No  
If yes, how many owners participated with their IRAs in the FSC? \_\_\_\_\_  
**IC-DISC:** Are the members of this principle owners' group currently operating or have in existence an Interest Charge Domestic International Sales Corporation (IC-DISC)?  Yes  No

**VALUES**

SIC/NAIC Code: \_\_\_\_\_  
Corporation is: Export Manufacturer  Yes  No; Export Distributor  Yes  No  
If no, list type of U.S. intermediary (i.e., broker): \_\_\_\_\_  
Percent of U.S. export content as to product fair market value: \_\_\_\_\_%  
Date of Fiscal Year-End: \_\_\_\_\_  
Annual Export Sales (in USD): Current YTD: \$ \_\_\_\_\_ As of (M/D/Y): \_\_\_\_\_  
Prior Full Fiscal Year: \$ \_\_\_\_\_  
Prior Full Fiscal Year Export Sales Cost of Goods Sold: \$ \_\_\_\_\_  
Prior Full Fiscal Year Export-Related SG&A: \$ \_\_\_\_\_  
Total number of estimated export shipments (invoiced transactions) annually: \_\_\_\_\_

**EXPORT TERMS**

What export terms of sale are most commonly used?  
 ExWorks \_\_\_%    FOB \_\_\_%    FAS \_\_\_%    CIF \_\_\_%  
 Other: \_\_\_\_\_ ; \_\_\_%

What export terms of payment are most commonly used?  
 Short-Term:  Cash in Advance \_\_\_%    Credit Insured Invoices \_\_\_%  
 Letters of Credit \_\_\_%    Documents on Collection \_\_\_%  
 Factoring: Unrelated \_\_\_%   Related \_\_\_%  
 Open Account \_\_\_%; N10 \_\_\_% 30 \_\_\_% 60 \_\_\_% 90 \_\_\_% (total 100%)  
 Medium-Term (1-5 years):  Promissory Note \_\_\_%    International Leasing \_\_\_%  
 Related Leasing Company?  Yes  No

**MARKETS**

Export sales to what customer and the percent of sales each customer represents. Indicate if Check-the-Box , CFC, OEM, End User or Distributor. Attach a separate sheet, if needed.

<b>RELATED CUSTOMER*</b>	<b>Sales</b>	<input checked="" type="checkbox"/>	<b>CFC</b>	<b>OEM</b>	<b>End User</b>	<b>Dist.</b>
_____	___%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	___%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	___%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

  

<b>UNRELATED CUSTOMER*</b>	<b>Sales</b>	<input checked="" type="checkbox"/>	<b>CFC</b>	<b>OEM</b>	<b>End User</b>	<b>Dist.</b>
_____	___%	NA	NA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	___%	NA	NA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	___%	NA	NA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

\* Related refers to a controlled entity. Unrelated refers to a third party entity.

**DOCUMENT REQUEST**

Please attach the following information. **Export Assist will use the information provided to separate all export-related functions and activities. This process might involve subsequent contact if clarification is needed.**

1. Organization chart (operations, locations and international entities) indicating which are Check-the-Box and which are Controlled Foreign Corporations (CFC). List the primary business activity or function of each (i.e., services, sales, distribution, warehousing, commissionaire, manufacturing).
2. Chart of Accounts listing and account descriptions.
3. Company financial statements (profit and loss less consolidated preferred and balance sheet) for prior full fiscal year and current year-to-date.
4. Prior Extraterritorial Income Exclusion (ETI) Form 8873 filings with schedules.

Submitted by:

Name \_\_\_\_\_ Date \_\_\_\_\_  
 Signature \_\_\_\_\_ Title \_\_\_\_\_  
 Company \_\_\_\_\_ Phone \_\_\_\_\_  
 Address \_\_\_\_\_ E-Mail \_\_\_\_\_