



**Total Bookings: 10**

| Question - 1                                | Yes | NO |
|---|-----|----|
| Are you currently selling goods to Canada ? | 6   | 4  |

| Question - 2   | Yes | NO |
|--|-----|----|
| Have you been using a customs broker to CLEAR your goods into Canada ? | 10  | 0  |

| Question - 3   | Less than \$100K | \$100K - \$1.99M | \$2M - \$5M | Greater than \$5M |
|--|------------------|------------------|-------------|-------------------|
| In the past 4 years what is your estimated ANNUAL sales volume to Canada ? | 0                | 4                | 2           | 4                 |

| Question - 4   | Higher | Lower | Consistent |
|--|--------|-------|------------|
| In the past 4 years your sales to Canada have been ? | 3      | 3     | 4          |

| Question - 5 | Yes | NO |
|--------------|-----|----|
|              |     |    |

|   |          |          |
|---|----------|----------|
| <b>Are you registered for Canadian GST (Sales Tax) and regularly filing GST Returns to Canada ?</b> | <b>5</b> | <b>5</b> |
|---|----------|----------|

| <b>Question - 6</b>   | <b>USA</b> | <b>Canada</b> | <b>Another Country</b> |
|---|------------|---------------|------------------------|
| <b>Your accounting records for Canadian sales / Accounts Payable records are processed in ?</b> | <b>3</b>   | <b>4</b>      | <b>3</b>               |

| <b>Question - 7</b>  | <b>Yes</b> | <b>NO</b> |
|--|------------|-----------|
| <b>In the past 4 years have you had significant changes in your accounting system and/or staff ?</b> | <b>5</b>   | <b>5</b>  |

| <b>Question - 8</b>   | <b>Yes</b> | <b>NO</b> |
|---|------------|-----------|
| <b>Do you have production or distribution centers in Canada ?</b> | <b>7</b>   | <b>3</b>  |

| <b>Question - 9</b>  | <b>Yes</b> | <b>NO</b> |
|--|------------|-----------|
| <b>The Canadian Tax Authority (CRA) conducts regular audits. Has your company been REASSESSED in the past 6 MONTHS ?</b> | <b>8</b>   | <b>2</b>  |

| <b>Question - 10</b> | <b>Less than 2 years ago</b> | <b>More than 4 years ago</b> | <b>A very long time ago</b> | <b>NEVER had a reverse audit</b> |
|----------------------|------------------------------|------------------------------|-----------------------------|----------------------------------|
|----------------------|------------------------------|------------------------------|-----------------------------|----------------------------------|

|   |          |          |          |          |
|---|----------|----------|----------|----------|
| <b>Your company had<br/>a REVERSE AUDIT<br/>?</b> | <b>3</b> | <b>2</b> | <b>3</b> | <b>2</b> |
|---|----------|----------|----------|----------|