



**Kentucky Department of Agriculture**  
**LIVESTOCK EXPORT QUESTIONNAIRE**

Date: / /

**Company name:**

**Address:**

**Street:**

**Mailing address (if different):**

**City:**

**State:**

**Zip:**

<input type="text"/>	<input type="text"/>	<input type="text"/>
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**Phone:**

(Please make sure to include your regular phone number, besides the 800 number)

**Fax:**

**E-mail:**

**Website address:**

<input type="text"/>	<input type="text"/>
<input type="text"/>	

**Contact:**

**Contact's Title:**

**2<sup>nd</sup> Contact:**

**2<sup>nd</sup> Contact's Title:**

## PRODUCT INFORMATION

1. Describe your company and your competitive advantage or market:  
(Marketing and sales arguments)

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2. Describe your inventory or specify the number of each category in your Herd:

<b>Cattle</b>	<b>Quantity</b>	<b>Breed</b>	<b>Age</b>	<b>Registration</b>	<b>Gestation</b>	<b>Weight</b>
<b>Sires</b>						
<b>Dams</b>						
<b>Heifers</b>						
<b>Calves</b>						

### Genetics

Semen inventory:
Embryos inventory:
Others:

3. Average age of the Herd:

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4. Which are the main qualities that best describe your animals?

- Meat Qualities (structure or conformation, feed conversion rate, weight gain, meat yield, etc.)
- High Milk Production
- Maternal Qualities (calving qualities, udder conformation, milk production, etc.)
- Fertility or reproductive qualities
- Strength (work animals) Jacks, Mules and/or Jennies

5. In your breeding cattle, semen or embryos, can you provide the following information?

- EPD'S
- Registration IDs
- Origin Certificate

6. Have you ever attended a trade show as a participant?

Domestic: Yes  No

Abroad: Yes  No

If so, please list each show and the country in which the show was held


Please describe your experience:

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7. Would you be interested in exploring international markets? (exporting to Mexico)

Yes

No

8. Have you had a previous export experience to Mexico?

Yes

No

If yes, how would you describe this experience and why?

- Excellent
- Good
- Satisfactory
- Bad

If not, do you know someone who has previously exported to Mexico, and what is your impression?

9. Which of the following would you consider potential obstacles?

- Language
- Transportation
- Sales Volume
- Sanitary Requirements
- Health certifications and veterinary procedures
- Negotiation with Mexican breeders
- Vaccination and certification fees
- Follow up sales and negotiation
- Payments or charges
- Completing all information and necessary documentation for final shipment
- Other: (please specify)

10. I am interested in exporting to Mexico, however I need assistance with:

- Language
- Display of catalogs of my cattle, embryos or semen
- Organize an inventory for potential Mexican Breeders
- Requirements, documents and logistics involved in exporting cattle
- Negotiate with Mexican breeders
- Establish price structure for Mexico
- Vaccination payments and certifications

**Would you like to be added to our database in order to receive more information about export opportunities to Mexico?**

Yes

No

**Please return via fax or e-mail to:**

**Kentucky Department of Agriculture**

Jonathan L. Van Balen

Import/Export Advisor

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