

DATE 07/16/97

774005

REPORT 4G

SCR. Q.3 What is your company's approximate gross annual sales in Deutschmarks?

	TOTAL	COUNTRY							CURRENTLY CONSIDER N. AMERICAN INVESTMENTS		CONSIDER INVESTING IN CANADA (NEXT 3 YRS)		NORTH AMERICA IS MOST ATTRACTIVE INVESTMENT LOCATION		OVERALL MOST ATTRACTIVE INVESTMENT LOCATION			% NORTH AMERICAN REVENUE		
		U.K.	Ger-many	Fra-nce	Italy	Swe-den	Switz-erland	Nether-lands	Yes	No	Yes	No	Yes	No	Can-ada	U.S.	Mex-ico	None (0%)	1-9%	10% Plus
TOTAL INTERVIEWS	104 100.0	- 100.0	104 -	- -	- -	- -	- -	31 100.0	72 100.0	14 100.0	89 100.0	11 100.0	93 100.0	4 100.0	87 100.0	9 100.0	18 100.0	34 100.0	37 100.0	
Under DM 100,000,000 (80)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
DM 100,000,000 to DM 250,000,000 (175)	52 50.0	- 50.0	52 -	- -	- -	- -	- -	13 41.9	39 54.2	5 35.7	47 52.8	5 45.5	47 50.5	2 50.0	45 51.7	3 33.3	11 61.1	17 50.0	15 40.5	
DM 250,000,000 to DM 500,000,000 (375)	32 30.8	- 30.8	32 -	- -	- -	- -	- -	10 32.3	22 30.6	4 28.6	28 31.5	3 27.3	29 31.2	2 50.0	25 28.7	3 33.3	4 22.2	13 38.2	11 29.7	
DM 500,000,000 to DM 1,000,000,000 (750)	20 19.2	- 19.2	20 -	- -	- -	- -	- -	8 25.8	11 15.3	5 35.7	14 15.7	3 27.3	17 18.3	- -	17 19.5	3 33.3	3 16.7	4 11.8	11 29.7	
Over DM 1,000,000,000 (1200)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D.N.S.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Average (\$M DM)	347.1	-	347.1	-	-	-	-	387.9	324.0	437.5	328.4	386.4	342.5	275.0	344.8	433.3	315.3	319.1	405.4	