## MARKET INFORMATION

11	For <b>each export market</b> listed in the foregoing table, describe <b>as briefly as possible</b> in point form:	
	a)	Length of time required to gain successful entry:
	b)	Major obstacles overcome:
	c)	Nature of foreign competition:
	<del></del>	
	d)	The product or service and whether any long-term contracts were obtained:
	e)	Primary means of market entry (e.g., joint ventures, trading houses):
<del></del>		