

DATE 07/16/97

774005

REPORT 4F

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

	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%
TOTAL INTERVIEWS	100 100.0	-	-	100 100.0	-	-	-	16 100.0	84 100.0	23 100.0	77 100.0	8 100.0	92 100.0	8 100.0	72 100.0	20 100.0	25 100.0	38 100.0	30 100.0
Under F500, 000,000 (400)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
F500,000,000 to F1,000,000,000 (750)	49 49.0	-	-	49 49.0	-	-	-	6 37.5	43 51.2	13 56.5	36 46.8	5 62.5	44 47.8	4 50.0	35 48.6	10 50.0	13 52.0	17 44.7	15 50.0
F1,000,000, 000 to F2,500, 000,000 (1750)	39 39.0	-	-	39 39.0	-	-	-	7 43.8	32 38.1	8 34.8	31 40.3	2 25.0	37 40.2	2 25.0	28 38.9	9 45.0	8 32.0	18 47.4	11 36.7
F2,500,000, 000 to F5,000, 000,000 (3750)	12 12.0	-	-	12 12.0	-	-	-	3 18.8	9 10.7	2 8.7	10 13.0	1 12.5	11 12.0	2 25.0	9 12.5	1 5.0	4 16.0	3 7.9	4 13.3
Over F5,000, 000,000 (6000)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Average (\$M Francs)	1500	-	-	1500	-	-	-	1750	1452	1359	1542	1375	1511	1750	1514	1350	1550	1461	1517