

EXHIBIT 7: INFORMATION NEEDS MET BY FEDERAL GOVERNMENT SOURCES OF EXPORT

Need and type of information	# of Firms	(% of firms reporting source)		
		DEA	Other federal departments	DEA plus other federal departments
Foreign Markets	303	32.7	20.1	46.9
. Market opportunities	159	33.3	14.5	45.3
. market size, demand, etc.	77	19.5	14.3	26.0
. Job opportunities	37	35.1	37.8	54.1
. How to develop contacts	39	23.1	7.7	30.8
Foreign Gov't Regulations and Policies	195	20.0	17.4	32.8
. Tariffs & Restrictions	134	21.6	16.4	33.6
. Legal Questions	66	9.1	9.1	16.7
Export Assistance Programs and Services	189	36.5	32.3	57.7
. General information	118	40.7	27.1	55.9
. Info on PEMD	7	71.4	57.1	100.0
. Financial assistance	54	14.8	37.0	40.7
. Insurance programs	8	12.5	62.5	75.0
Canadian Gov't Regulations	96	38.5	40.6	67.7
. General Information	37	43.2	35.1	64.9
. Export Controls	39	30.8	28.2	48.7
. Legality of exporting goods/services	14	14.3	50.0	57.1
. Export permits	12	50.0	25.0	66.7