

Exportation

Only 16 firms or five percent (5%) of those interviewed are presently involved in export. All these companies sell into the United States and two are involved in off shore trade.

Beyond the few who have become involved another twenty-two percent (22%) have toyed with the idea but have not carried through for a variety of reasons (as seen on the following pages). Of the reasons for not taking action on exporting, it is opined that seventy-five percent (75%) are weak objections based more on feeling than fact.

(See Page 23, Table G and Pages 24 and 25.)