

DATE 07/16/97

774005

SCR. Q.4 Has your company made any foreign investments within the last 5 years?

REPORT 5

	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	704	100	104	100	100	100	100	100	156	543	111	584	87	613	77	466	98	166	212	249
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Yes	581	78	91	84	72	84	88	84	143	433	105	467	80	498	64	392	81	120	180	218
	82.5	78.0	87.5	84.0	72.0	84.0	88.0	84.0	91.7	79.7	94.6	80.0	92.0	81.2	83.1	84.1	82.7	72.3	84.9	87.6
No	120	20	13	16	27	16	12	16	13	107	5	115	7	112	12	73	17	45	32	30
	17.0	20.0	12.5	16.0	27.0	16.0	12.0	16.0	8.3	19.7	4.5	19.7	8.0	18.3	15.6	15.7	17.3	27.1	15.1	12.0
D.N.S.	3	2	-	-	1	-	-	-	-	3	1	2	-	3	1	1	-	1	-	1
	.4	2.0	-	-	1.0	-	-	-	-	.6	.9	.3	-	.5	1.3	.2	-	.6	-	.4