

DATE 07/16/97

774005

SCR. Q.2 And are you an executive who is responsible for any of the following functions?

REPORT 3

	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		
	TOTAL	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
Planning	374	69	65	39	8	84	64	45	92	278	65	306	44	326	36	261	43	83	120	140
	53.1	69.0	62.5	39.0	8.0	84.0	64.0	45.0	59.0	51.2	58.6	52.4	50.6	53.2	46.8	56.0	43.9	50.0	56.6	56.2
Acquisition	350	47	63	29	4	89	59	59	76	270	50	296	39	308	38	239	36	98	105	123
	49.7	47.0	60.6	29.0	4.0	89.0	59.0	59.0	48.7	49.7	45.0	50.7	44.8	50.2	49.4	51.3	36.7	59.0	49.5	49.4
Corporate strategy	449	58	73	41	55	86	68	68	104	341	65	380	54	392	46	301	57	102	142	161
	63.8	58.0	70.2	41.0	55.0	86.0	68.0	68.0	66.7	62.8	58.6	65.1	62.1	63.9	59.7	64.6	58.2	61.4	67.0	64.7
Corporate development	388	45	66	46	24	94	52	61	79	308	54	331	43	343	38	262	46	100	125	131
	55.1	45.0	63.5	46.0	24.0	94.0	52.0	61.0	50.6	56.7	48.6	56.7	49.4	56.0	49.4	56.2	46.9	60.2	59.0	52.6
International operations	388	48	61	51	10	89	66	63	83	301	70	313	39	346	43	261	38	94	119	136
	55.1	48.0	58.7	51.0	10.0	89.0	66.0	63.0	53.2	55.4	63.1	53.6	44.8	56.4	55.8	56.0	38.8	56.6	56.1	54.6
North American operations	186	23	34	15	-	57	33	24	61	123	41	141	32	152	15	138	19	26	64	85
	26.4	23.0	32.7	15.0	-	57.0	33.0	24.0	39.1	22.7	36.9	24.1	36.8	24.8	19.5	29.6	19.4	15.7	30.2	34.1
D.N.S.	3	-	1	-	-	-	2	-	1	2	1	2	2	1	-	3	-	1	-	1
	.4	-	1.0	-	-	-	2.0	-	.6	.4	.9	.3	2.3	.2	-	.6	-	.6	-	.4