

Date 10-MAY-91

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QD18 What export markets are you involved in at this point in time?
(DO NOT READ LIST)

U.S..... 114- 1,
U.K..... 2,
WESTERN EUROPE..... 3,
EASTERN EUROPE..... 4,
AFRICA..... 5,
SOUTHEAST ASIA..... 6,
LATIN AMERICA..... 7,
MEXICO..... 8,
CARRIBEAN..... 9,
PACIFIC RIM/FAR EAST..... 10,
SOUTH PACIFIC..... 11,
AUSTRALIA/NEW ZEALAND..... 12,
MIDDLE EAST..... 13,
INDIA..... 14,
SCANDINAVIA..... 15,
NONE..... 27,
ALL OTHER MENTIONS..... 28,
DON'T KNOW..... 29,
OPEN..... 30,

QD19 Approximately what percentage of your company's 1989 gross Canadian revenue was derived from exports?
ENTER Escd FOR DON'T KNOW/REFUSED

+-----+ 115-

Your responses to this interview will remain strictly confidential. External Affairs and International Trade Canada has asked Canadian Facts to send a two page summary of the overall results to each respondent. You should receive this summary within three months.

If you have any questions, I have a name and number. Would you like this information?

YES..... 116- 1

NO..... 2
(DON'T KNOW)..... 3

+-----+
IF QD20(YES), DISPLAY THE FOLLOWING:
+-----+

+-----+
The contact's name is Nat Stone at External Affairs and International Trade in Ottawa. His number is (613) 995-1568.
+-----+

+-----+
Thank you for your time and effort.
+-----+

INT LENGTH

+-----+ 117-

WAS THIS A LONG DISTANCE CALL?

YES..... 118- 1
NO..... 2

+-----+
ONLY ASK LANGUAGE IN MONTREAL
+-----+

WHAT LANGUAGE WAS THE INTERVIEW IN?

ENGLISH..... 119- 1
FRENCH..... 2

(GENDER) RECORD SEX OF RESPONDENT.

MALE..... 120- 1
FEMALE..... 2

IS THIS A COMPLETION?

YES..... 121- 1
YES BUT HAD A PROBLEM..... 2

PLEASE EXPLAIN.

SPECIFY..... 122- 1,