

DATE 07/16/97

774005

SCR. Q.3 What is your company's approximate gross annual sales in guilders?

REPDRT 4N (continuation)

	INDUSTRY SECTOR																							
	TOTAL			UK			GERMANY			FRANCE			ITALY			SWEDEN			SWITZERLAND			NETHERLANDS		
	TOTAL	Tech Int.	Total	Tech Int.	Other	Total	Tech Int.	Dther	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total			
TOTAL INTERVIEWS	100	32	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100	32	68	
	100.0	100.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100.0	100.0	100.0
Under 15 million guilders (12)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
15 to 250 million guilders (132.5)	73	18	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	73	18	55	
	73.0	56.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	73.0	56.3	80.9	
250 to 500 million guilders (375)	12	6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12	6	6	
	12.0	18.8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12.0	18.8	8.8	
500 million to 1.5 milliard guilders (1000)	14	8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	14	8	6	
	14.0	25.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	14.0	25.0	8.8	
Over 1.5 milliard guilders (1800)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	1	
	1.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1.0	-	1.5	
Average (\$M Guilders)	284.6	394.8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	284.6	394.8	231.9