

DATE 07/16/97

774005

REPORT 4N

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

	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	100 100.0	-	-	-	-	-	-	100	12	86	5	92	6	91	16	50	9	50	23	20
Under 15 million guilders (12)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
15 to 250 million guilders (132.5)	73 73.0	-	-	-	-	-	-	73	7	66	1	72	5	66	13	37	6	42	17	13
250 to 500 million guilders (375)	12 12.0	-	-	-	-	-	-	12	2	9	2	8	-	11	1	6	1	3	4	5
500 million to 1.5 milliard guilders (1000)	14 14.0	-	-	-	-	-	-	14	3	10	2	11	1	13	1	7	2	4	2	2
Over 1.5 milliard guilders (1800)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	1 1.0	-	-	-	-	-	-	1	-	1	-	1	-	1	1	-	-	1	-	-
Average (\$M Guilders)	284.6	-	-	-	-	-	-	284.6	389.8	260.2	576.5	258.7	277.1	287.4	206.5	283.1	352.2	218.2	250.1	279.9