

DATE 07/16/97

774005

REPORT 41

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

	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	100 100.0	-	-	-	100	-	-	-	24	76	9	90	18	82	16	54	29	13	28	33
Under 10 millard liras (8)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10 millard to 250 millard liras (130)	83 83.0	-	-	-	83	-	-	-	20	63	6	76	14	69	13	44	25	9	26	26
250 millard to 500 millard (375)	10 10.0	-	-	-	10	-	-	-	1	9	1	9	1	9	1	5	4	4	1	3
500 millard to DM 1,000 millard liras (750)	7 7.0	-	-	-	7	-	-	-	3	4	2	5	3	4	2	5	-	-	1	4
Over 1,000 millard liras (1200)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Average (\$Millard Liras)	197.9	-	-	-	197.9	-	-	-	217.7	191.6	295.0	188.9	246.9	187.1	222.8	210.1	163.8	205.4	160.9	227.4