

DATE 07/16/97

774005

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

REPORT 4Z (continuation)

	INDUSTRY SECTOR																						
	TOTAL		UK			GERMANY			FRANCE			ITALY			SWEDEN		SWITZERLAND			NETHERLANDS			
	TOTAL	Tech Int.	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other			
TOTAL INTERVIEWS	100	29	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100	29	69	-	-	-
	100.0	100.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100.0	100.0	100.0	-	-	-
Under 10 million Swiss Francs (8)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10 to 250 million Swiss Francs (130)	88	25	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	88	25	61	-	-	-
	88.0	86.2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	88.0	86.2	88.4	-	-	-
250 to 500 Swiss Francs (375)	7	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	7	2	5	-	-	-
	7.0	6.9	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	7.0	6.9	7.2	-	-	-
500 million to 1 milliard Swiss Francs (750)	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	1	2	-	-	-
	3.0	3.4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3.0	3.4	2.9	-	-	-
Over 1 milliard Swiss Francs (1200)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	1	1	-	-	-
	2.0	3.4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2.0	3.4	1.4	-	-	-
Average (\$M Swiss Francs)	166.5	169.6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	166.5	169.6	166.3	-	-	-