	4.2	.2 Indirect Impacts of the Regulations		31
		 a) Trade Flow b) Increased Movemen c) Investment Opportu d) Technological Acqu 		32 32 32 33
		u) reemological frequ		
5.	STRATEGIES			34
	5.1 Level of Presence in the Community		34	
		a) Multinational		34
			One Subsidiary in the EC	34
		e) Firms Exporting to		36
		d) Companies with No	o Interest in Europe	37
	5.2 Different Routes to Having a Presence in the Community		37	
		a) Strategic Alliance		37
		b) Joint Venture		37
		e) Acquisition		38
		d) Greenfield Investme	ent	38
		e) Some Recommendat	tions following the Decision to Go to Europe	38
	5.3 Public Policy		38	
		a) Presence in the EC		38
) R&D Programs		38
	5.4 Strategies by Subsectors		39	
		a) Agricultural Machin	nery	39
		o) Electrical Equipmen	nt: Electric Generators and Motors, and	
		Engines and Turbin		39
•			and Construction Equipment	40
		d) Resource Industries		41
		e) Other Industrial Equ	uipment	43

46

CONCLUSION