DATE 07/16/97
774005
SCR. Q.3 What is your company's approximate gross annual sales in British Pounds?

REPORT 4U (continuation)

INDUSTRY SECTOR

	TOTAL	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	Tech Int.	Other
TOTAL INTERVIEWS	100	50	100	50	50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	100.0	100.0	100.0	100.0	100.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Under 50,000,000 pounds (40)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
50,000,000 to 100,000,000 pounds (75)	33	17	33	17	16	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	33.0	34.0	33.0	34.0	32.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
100,000,000 to 250,000,000 pounds (175)	31	15	31	15	16	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	31.0	30.0	31.0	30.0	32.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
250,000,000 to 500,000,000 pounds (375)	23	11	23	11	12	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	23.0	22.0	23.0	22.0	24.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Over 500,000,000 pounds (600)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	13	7	13	7	6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	13.0	14.0	13.0	14.0	12.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Average ($M Pounds)	189.9	186.6	189.9	186.6	193.2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-