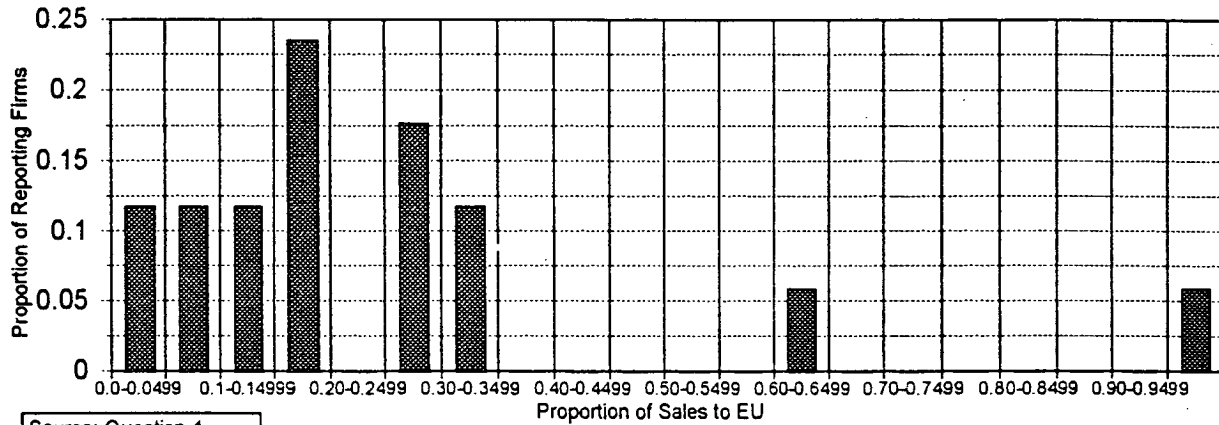


Annex B
Questionnaire Results
 (by Darren Byers)

Trade Interests in the European Union

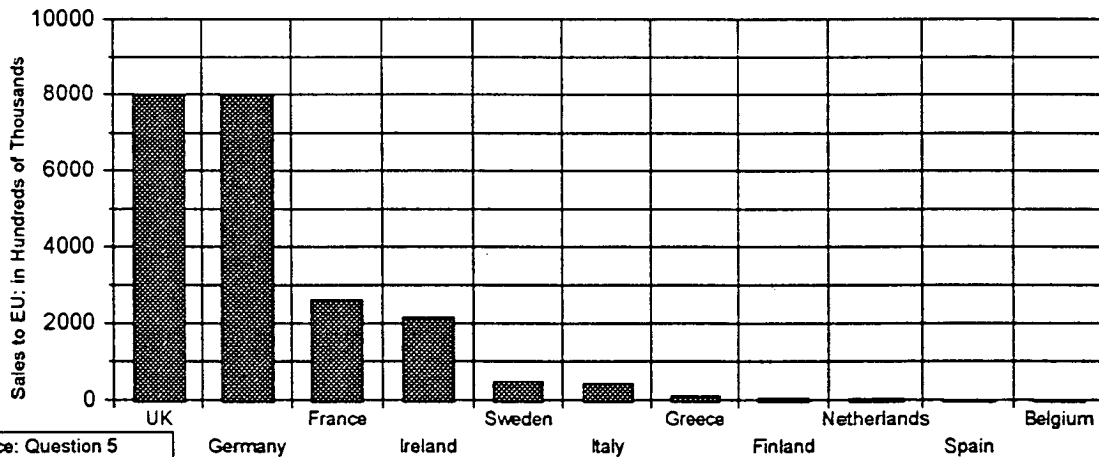
Fig.B.1: Average Exports to Europe
 As Proportion of Total Sales



Source: Question 4

Of the participating firms, the average reported proportion of sales to EU countries was 24.7%. The distribution of sales to EU ratios can be seen in Figure B.1.

Fig. B.2: Exports to EU



Source: Question 5

The firms that responded indicated that the UK and Germany were at present, the more important markets, followed by France and Ireland.