

DATE 07/16/97

774005

REPORT 42

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

	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.	Germany	France	Italy	Sweden	Switzerland	Netherlands	Yes	No	Yes	No	Yes	No	Canada	U.S.	Mexico	None (0%)	1-9%	10% Plus
TOTAL INTERVIEWS	100 100.0	-	-	-	-	-	100	23	77	28	72	14	86	12	72	10	12	38	40	
Under 10 million Swiss Francs (8)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
10 to 250 million Swiss Francs (130)	88 88.0	-	-	-	-	-	88	18	70	24	64	12	76	11	63	8	11	34	34	
250 to 500 Swiss Francs (375)	7 7.0	-	-	-	-	-	7	2	5	2	5	1	6	1	5	1	1	3	3	
500 million to 1 milliard Swiss Francs (750)	3 3.0	-	-	-	-	-	3	3	-	2	1	-	3	-	2	1	-	-	3	
Over 1 milliard Swiss Francs (1200)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D.N.S.	2 2.0	-	-	-	-	-	2	-	2	-	2	1	1	-	2	-	-	1	-	
Average (\$M Swiss Francs)	166.5	-	-	-	-	-	166.5	232.2	146.3	191.8	156.4	148.8	169.2	150.4	165.2	216.5	150.4	149.9	194.9	