

DATE 07/16/97
774005

REPORT 4U

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

	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		
	TOTAL	U.K.	Ger-many	Fra-nce	Italy	Swe-den	Switz-erland	Nether-lands	Yes	No	Yes	No	Yes	No	Can-ada	U.S.	Mex-ico	None (0%)	1-9%
TOTAL INTERVIEWS	100	100	-	-	-	-	-	31	67	20	76	18	81	10	63	15	20	19	52
	100.0	100.0	-	-	-	-	-	100.0	100.0	100.0	100.0	100.0	100.0	100.0	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	33	-	-	-	-	-	11	22	10	22	5	28	3	21	6	8	7	17
	33.0	33.0	-	-	-	-	-	35.5	32.8	50.0	28.9	27.8	34.6	30.0	33.3	40.0	40.0	36.8	32.7
100,000,000 to 250,000,000 pounds (175)	31	31	-	-	-	-	-	8	22	4	26	6	24	5	17	4	7	8	14
	31.0	31.0	-	-	-	-	-	25.8	32.8	20.0	34.2	33.3	29.6	50.0	27.0	26.7	35.0	42.1	26.9
250,000,000 to 500,000,000 pounds (375)	23	23	-	-	-	-	-	6	16	2	20	4	19	1	16	4	3	3	14
	23.0	23.0	-	-	-	-	-	19.4	23.9	10.0	26.3	22.2	23.5	10.0	25.4	26.7	15.0	15.8	26.9
Over 500,000,000 pounds (600)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	13	13	-	-	-	-	-	6	7	4	8	3	10	1	9	1	2	1	7
	13.0	13.0	-	-	-	-	-	19.4	10.4	20.0	10.5	16.7	12.3	10.0	14.3	6.7	10.0	5.3	13.5
Average (\$M Pounds)	189.9	189.9	-	-	-	-	-	179.0	191.7	137.5	201.5	195.0	189.1	163.9	195.4	189.3	163.9	169.4	199.4