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

REPORT 4G (continuation)

	INDUSTRY SECTOR																							
	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	104	47	-	-	-	104	47	57	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	100.0	100.0	-	-	-	100.0	100.0	100.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Under DM 100,000,000 (80)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DM 100,000,000 to DM 250,000,000 (175)	52	22	-	-	-	52	22	30	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	50.0	46.8	-	-	-	50.0	46.8	52.6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DM 250,000,000 to DM 500,000,000 (375)	32	15	-	-	-	32	15	17	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	30.8	31.9	-	-	-	30.8	31.9	29.8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DM 500,000,000 to DM 1,000,000,000 (750)	20	10	-	-	-	20	10	10	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	19.2	21.3	-	-	-	19.2	21.3	17.5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Over DM 1,000,000,000 (1200)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Average ($M DM)	347.1	361.2	-	-	-	347.1	361.2	335.5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-