

Winters, A. (1993), "The European Community: A Case of Successful Integration?", *CEPR Discussion Paper 755*, London, UK.

Winters, A. (1996), "Regionalism vs. Multilateralism", *CEPR Discussion Paper 1525*, London, UK.

Winters, A. (1997), "Regionalism and the Rest of the World: Theory and Estimates of the Effects of European Integration", Manuscript, International Trade Division, The World Bank, Washington, D.C., USA.

8. If you hedge, which currency do you typically use to hedge your risk? (Please specify the currency and the percentage of sales of your company that is hedged.)
9. Approximately what percentage of your total export sales are accounted for by European Union countries? (Please specify the countries that are most important to your company, including the most important, along with the approximate total value of sales and the currencies used for invoicing with each respective country.)

Country/Region	Why you export to this country/region?	Why you import from this country/region?
	<input type="checkbox"/> - Risk high compared with rest	<input type="checkbox"/> - Too expensive
	<input type="checkbox"/> - On balance, it sells	<input type="checkbox"/> - More risk
	<input type="checkbox"/> - Other reasons	<input type="checkbox"/> - Other reasons
	- Please state:	- Please state:

10. For your current European third export markets, please rank your largest export markets by value (in US dollars) as you see them changing in the future. (If you are unsure of the ranking, you use for this purpose for the countries listed in question 9. If so, why?)
- 1st _____
- 2nd _____
- 3rd _____
- 4th _____
- 5th _____
- 6th _____