Table 15 reports the proportion of those making changes who undertook the various initiatives. It is important to recognize that in the most frequently reported change (investing in new equipment) this change represents only 13% of all exporters in the sample. The most common change to operations identified was investment in new equipment (65%). In terms of staff changes, 48% had reduced staff, while 36% had hired additional staff. About the same proportions of companies that made changes indicated that they had opened a plant (14%) and closed a plant (16%).

TABLE 15
WHAT CHANGES IN OPERATIONS HAVE OCCURRED AS A DIRECT RESULT OF THE FREE TRADE AGREEMENT

Consequences As a Direct Result of Free Trade	(102) %
Opened a New Plant	16
Invested in New Equipment	65
Hired Additional Staff	36
Reduced Staff	48
Closed a Plant	14

Source: Question D11.

3. Problems Encountered in Exporting to the U.S.

All exporters were asked what problems, if any, their company encountered in exporting goods to the U.S. under the FTA. Half the sample said they encountered none, and a further 13% said they did not know about any specific problems; 5% said that they do not export to the U.S. No problem received more than 6% of responses of the entire sample, the most frequently mentioned being high tariffs/duties.

Following is a list of the ten most frequently mentioned problems showing the number of respondents mentioning each one:

- High tariffs/duties (28).
- Getting deliveries across the border (27).