

Information Need and Type	Number of Firms	Percent of Responses
Foreign Markets	314	
1. market opportunities		
2. information on market size, demand, etc.		40 20
Foreign Government Regulations	203	
1. tariffs and restrictions		56
2. legal questions		27
Export Assistance Programs and Services	194	
1. general information on programs		53
5. financial assistance		23

Clearly, the single most frequent type of information needed by the surveyed exporters relates to foreign market opportunities. Information on market opportunities was specified 159 times by respondents, more than any other information type. Of the 1162 information types listed by respondents, only two others were specified more than 100 times:

- . information on foreign government tariffs and restrictions (135 responses); and
- . general information on export assistance programs and services available (118 responses).