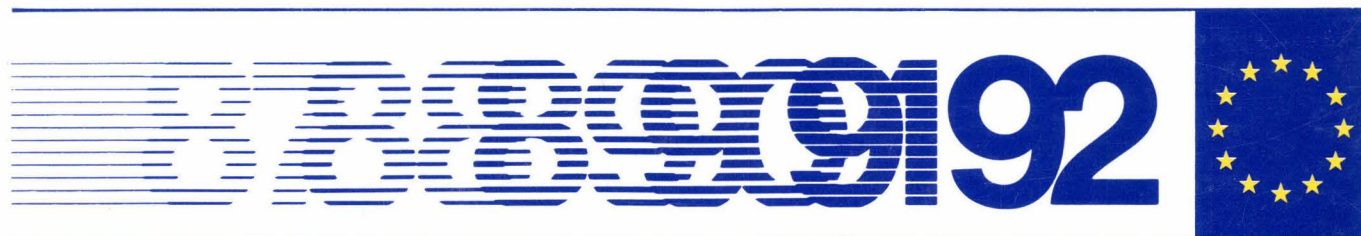


RESEARCH ON THE “COST OF NON-EUROPE”

BASIC FINDINGS

VOLUME 3



**THE COMPLETION OF
THE INTERNAL MARKET**

**A SURVEY OF EUROPEAN INDUSTRY'S
PERCEPTION OF THE LIKELY EFFECTS**

Document

COMMISSION OF THE EUROPEAN COMMUNITIES

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VOLUME 3



THE COMPLETION OF THE INTERNAL MARKET

A SURVEY OF EUROPEAN INDUSTRY'S PERCEPTION OF THE LIKELY EFFECTS

by
GERNOT NERB

with the statistical assistance of Christopher Smyth
on the basis of ad hoc surveys done by

- Banque Nationale de Belgique, Bruxelles
- Danmarks Statistik, København
- IFO - Institut für Wirtschaftsforschung, München
- IEIR - Institute for Economic Research, Athens
- Ministerio de Industria y Energia, Madrid
- INSEE - Institut National de la Statistique et des Etudes Economiques, Paris
- CII - Confederation of Irish Industry, and
ESRI - Economic and Social Research Institute, Dublin
- ISCO - Istituto Nazionale per lo studio della congiuntura, Roma
- IRB - Independent Research Bureau Europe SPRL, Bruxelles/Luxembourg
- NIPO - Het Nederlands Instituut voor de Publieke Opinie en het Marketonderzoek BV, Amsterdam
- INE - Instituto Nacional de Estatística, Lisboa
- Confederation of British Industry, London

Document

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I. Reasons for an ad-hoc survey on the likely effects of completing the Internal Market

Deriving full success from the creation of a European Community home market depends largely on the reactions of companies to the challenge inherent in it. What are their expectations? Do they fear it will mean a loss in market share and lower profit margins, and will this put them on the defensive? Or, as is hoped, do they rather see the EC internal market as an opportunity to exploit by a positive, forward-looking strategy - implying more investment, more cooperation between businesses, changes in the product mix, increased competitiveness etc.?

To answer these and related questions, a direct approach to companies seemed to offer a promising and reliable way of learning about the attitudes and expectations they are focusing on the completion of the internal market. To carry this out, Commission departments organized large-scale surveys in all member countries. The large number of replies (more than 11.000) and the reputation and experience of the survey institutions involved guarantee the statistical quality and representativeness of the survey.¹⁾ The national results by sector have been weighted by the relevant share in net production so as to establish EUR aggregates.²⁾

At the same time, the survey's results need to be viewed circumspectly. They are only one element, albeit an important one, to be factored into the establishment of

public policy priorities. Thus, companies in formulating their responses, may not have all the relevant information. In addition, responses may reflect mainly micro-economic considerations, without taking full account of the potential changes in the broader, macro-economic context.

With these caveats in mind, it is nevertheless essential for economic policy managers to know the expectations, hopes and fears which companies associate with the European market integration. In the end these attitudes and expectations - even if not always well founded - largely determine companies' decisions concerning investment, research, product strategy, etc., and for that reason are to some extent "self-fulfilling".

The company survey is one of several studies contributing to a Community project which analyses in detail the potential consequences of the completion of the internal market in 1992 ("EUROPE 1992", due to appear shortly).

1) Institutions in charge of the national surveys:

B : Banque National de Belgique
DK : Danmarks Statistik
D : Ifo-Institut
GR : IEIR, Institute for Economic Research
E : Ministerio de Energia y Industria
F : Insee
IRL : CII and ESRI, Confederation of Irish Industries and Economic and Social Research Institute
I : ISCO
L : Personal Interviews by consultancy company WILLIS
NL : NIPO
P : Statistical Office

2) For the applied weighting system see annex (I); the annex also contains the survey results broken down by size class, export share and industrial branch.

II. Summary and conclusions

The majority of European companies believe that in a genuine European market the opportunities for themselves and also for their country outweigh the risks. (Own firm: 56 % think opportunities will be greater, 7 % risks greater; 37 % no change/don't know. Country: 49 % opportunities greater, 13 % risks greater, 38 % no change/don't know). The completion of the common market would thus constitute a challenge to be exploited. This is reflected in the positive expectations of growth in sales volume (+5 %) and the pronounced upward revision of investment plans, particularly in smaller and medium-sized companies. The planned investment increase, for both rationalization and product innovation, is a very positive signal coming from the survey as it indicates a broadly-based pattern of more dynamic growth in the economy, ie. not just focusing on productivity increases but on the creation of additional jobs. Of course, companies may somewhat overestimate their opportunities in the large internal market. On the other hand, according to experience with monthly business surveys companies are usually likely to underestimate possible sales increases. For that reason the forecast should be taken as it stands. A closer look at the consistency of companies' expectations at the micro level showed very satisfactory results.

If one takes the expected 2 % or so decrease in the company's unit costs, equivalent to about 3 1/4 % of value added, as an indication of the productivity increase, the additional employment effect of completing the internal market could be about 2 % spread over an adjustment period. These total estimates, it should be stressed, refer to manufacturing industry only.

It is up to macroeconomic policy to set the framework for adjustment in the expected phase of dynamic growth, which will result in significant gains for both consumers and producers in all member countries. The generally positive outcome does not mean that some companies will not lose out, but these cases will be in the overwhelming minority. Moreover, the many winners and the relatively few losers are not concentrated in particular branches or member countries but seem to be spread over Community as a whole.

III. Review of some main findings

A) Perceived importance of internal market barriers

(see tables 1*, 2*.3* and graphs 1-3)

Given the variety of forms that market barriers and their effects may assume, and the difficulty of finding a single "objective" indicator of their importance, the survey approach seems particularly valuable in this area.

It has to be stressed, however, that the perception of barriers by the companies may contain a subjective component, depending on different levels of aspiration. Thus it may well be that in some cases in which, considered objectively, the barrier is already relatively low, companies nevertheless expect even more progress and therefore feel the removal of the remaining obstacles in this area to be particularly important.

In nearly all member countries the following two barriers are regarded as by far the most important hindrance to be removed: differences in national standards and administrative barriers (particularly excessive customs formalities). There are some exceptions, eg. in Greece where liberalization of capital markets and in Italy, where public procurement are ranked second on the priority scale (see table 1*).

A breakdown of survey results by industrial branch shows that the companies' perceptions vary in some cases considerably across member countries and sectors (see table 2*).

Tabelle 1 *) Perceived importance of internal market barriers by member country (ranks)

Total industry	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR 12
1) National standards and regulations	2	1	1	7	6	1	2	4	2	3	4	1	2
2) Government procurement	6	8	8	8	8	7/8	7	2	8	7	3	4	8
3) Administrative barriers	1	2	2	1	1	2	1	1	1	1	1	2	1
4) Physical frontier delays and costs	3	3	4	3	2	4	3	3	3	2	2	3	3
5) Differences in VAT	8	7	5/6	4/5	7	3	6	7	7	8	8	8	6/7
6) Regulations of freight transport	5	4/5	5/6	4/5	3	5	4	8	5	4	5	5	6/7
7) Restrictions in capital market	4	6	7	2	5	7/8	5	5	4	6	6	7	5
8) Community law	7	4/5	3	6	4	6	8	6	6	5	7	6	5

a) Ranks are based on the answers to the question: "How important do you consider this barrier to be removed?" Range of ranks: 1 to 8 (declining order of Importance)

Table 2*): Perceived importance of internal market barriers by branch (ranks)

	Standards and regul. EUR D UK F I	Government procurement EUR D UK F I	Administr. barriers EUR D UK F I	Frontier delays, etc. EUR D UK F I	VAT and sales tax EUR D UK F I	Transport regulat. EUR D UK F I	Capital markets EUR D UK F I	Implementation of Community Law EUR D UK F I
Textile	8 5 3 5 7	7 6 6 7 5	1 1 1 1 1	2 2 2 3 2	4 3 5 4 4	6 4 3 2 8	3 5 4 6 3	5 3 3 8 6
Footwear and clothing	6 5 7 6 5	8 7 8 8 4	1 1 1 2 1	2 2 2 3 2	3 4 4 1 6	5 6 3 5 7	4 5 6 4 3	7 3 5 7 8
Wood and furniture	3 5 1 4 2	7 8 7 7 3	2 1 2 5 1	1 3 3 3 1	8 7 6 1 6	5 2 5 2 7	6 6 7 8 4	4 4 4 6 5
Paper, printing	5 3 3 1 6	8 7 4 6 3	1 1 2 2 1	2 3 1 1 1	4 5 6 3 2	3 2 3 2 7	6 6 5 4 4	7 4 3 5 5
Leather	5 5 5 2 6	4 7 6 5 1	2 2 1 4 2	1 2 2 1 3	3 1 3 3 5	8 6 3 7 8	6 3 4 6 4	7 4 4 5 7
Plastics	1 1 1 2 3	8 7 8 4 2	3 2 5 1 4	2 3 2 5 1	7 5 7 3 7	4 4 4 8 3	6 6 6 6 5	5 3 3 7 6
Oil products	5 - 4 - 4	7 - 7 - 2	1 - 2 1 1	2 - 5 1 3	4 - - 1 5	3 - 1 1 7	6 - 6 2 6	8 - 3 2 3
Metals	5 4 1 3 6	8 7 5 1 4	1 1 2 5 2	3 5 4 7 1	7 6 8 6 7	2 3 3 2 7	6 3 6 6 3	4 2 7 4 5
Non-met. mineral prod.	1 1 1 1 2	8 8 5 8 3	2 2 2 4 1	3 4 3 2 4	7 6 6 7 7	4 3 4 3 6	6 7 7 6 2	5 5 5 5 5
Chemicals	1 1 1 1 4	6 6 5 7 1	2 3 2 3 6	3 4 3 4 5	8 4 8 5 8	4 5 4 2 7	7 5 7 8 2	5 2 6 6 3
Artificial fibres	6 - - 1 4	8 - 4 - -	3 - 1 - 3	1 - 1 - 1	7 - - - 5	5 - - - 4	4 - 2 - 4	2 - 3 - 2
Metal products	1 1 1 1 1	7 6 4 7 3	2 3 2 2 1	3 5 3 3 2	5 4 7 2 4	8 4 4 6 6	6 6 6 5 3	4 3 5 4 5
Mechanical engineering	1 1 1 1 1	6 7 3 7 5	2 2 2 2 2	3 5 4 7 3	8 6 8 6 8	7 8 5 4 7	5 4 6 3 4	4 3 7 5 6
Office and data proc.eq.	6 - 3 5 5	3 - 1 4 3	2 - 2 2 4	4 - 4 3 1	8 - 5 7 2	5 - 4 4 1	1 - 6 1 2	7 - 4 6 4
Electrical engineering	1 1 2 1 1	2 5 1 2 2	3 2 3 4 4	4 4 5 6 3	7 6 7 3 6	8 8 6 8 7	6 7 4 7 3	5 3 6 5 5
Motor vehicles	1 1 3 1 2	8 8 8 6 5	3 3 1 3 3	6 6 7 5 6	2 5 2 2 1	7 7 4 6 7	5 4 5 4 4	4 2 6 3 8
Other transport equip.	1 1 2 1 1	2 3 1 2 4	3 4 4 4 3	5 3 6 5 6	8 5 5 3 8	7 4 4 6 7	4 4 4 6 2	6 2 3 7 5
Rubber products	3 - 1 2 7	7 - 2 7 6	1 - 2 3 2	2 - 4 1 1	6 - 6 6 4	5 - 3 4 5	4 - - 8 3	8 - 5 5 6
Precis. engineer./optics	2 1 3 2 5	4 3 1 4 6	1 2 2 1 1	3 4 4 3 2	7 6 7 6 7	8 7 6 8 7	5 5 5 5 3	6 2 5 7 4
Foodstuffs	3 3 4 - 1	8 8 8 - 3	1 1 1 - 2	2 2 5 4 3	5 6 2 - 4	6 5 6 - 5	7 7 7 - 5	4 4 3 - 6
TOTAL	2 1 1 1 4	8 8 4 6 3	1 2 2 2 1	3 4 3 4 2	7 5 8 3 6	6 5 5 5 8	5 7 7 7 5	4 3 6 6 6

Source: EC-ad hoc survey on the completion of the Internal Market

EUR = European Community
D = Federal Republic of Germany
UK = United Kingdom
F = France
I = Italy

a)Ranks are based on the answers on the question: "How important do you consider this barrier to be removed?" (Range of ranks: 1 to 8)

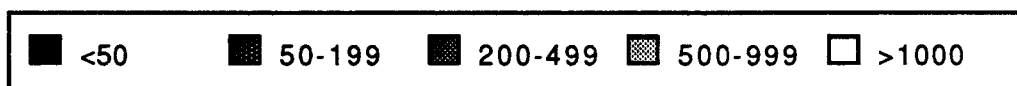
For example, in the majority of sectors restrictions on open competition for government procurement are regarded as less important; this barrier ranks first, however, in the following member countries and branches: in the United Kingdom for office and data processing equipment, electrical engineering, other transportation equipment (like planes, ships, etc.) and precision engineering and optics, in France for production and preliminary processing of metal and in Italy in the chemical industry and - somewhat surprisingly - in the leather and leather goods industry. In Germany by contrast, there is no single industrial branch which regards restrictions on public procurement as the main barrier to be removed in connection with completing the internal market.

Large firms are as a rule more seriously concerned than small firms by standards and regulations, government procurement restrictions and differences in value added tax and excise duties. However, the reverse is true of frontier costs and the implementation of Community law, which small and medium-sized firms find more onerous than large firms (see graph 1).

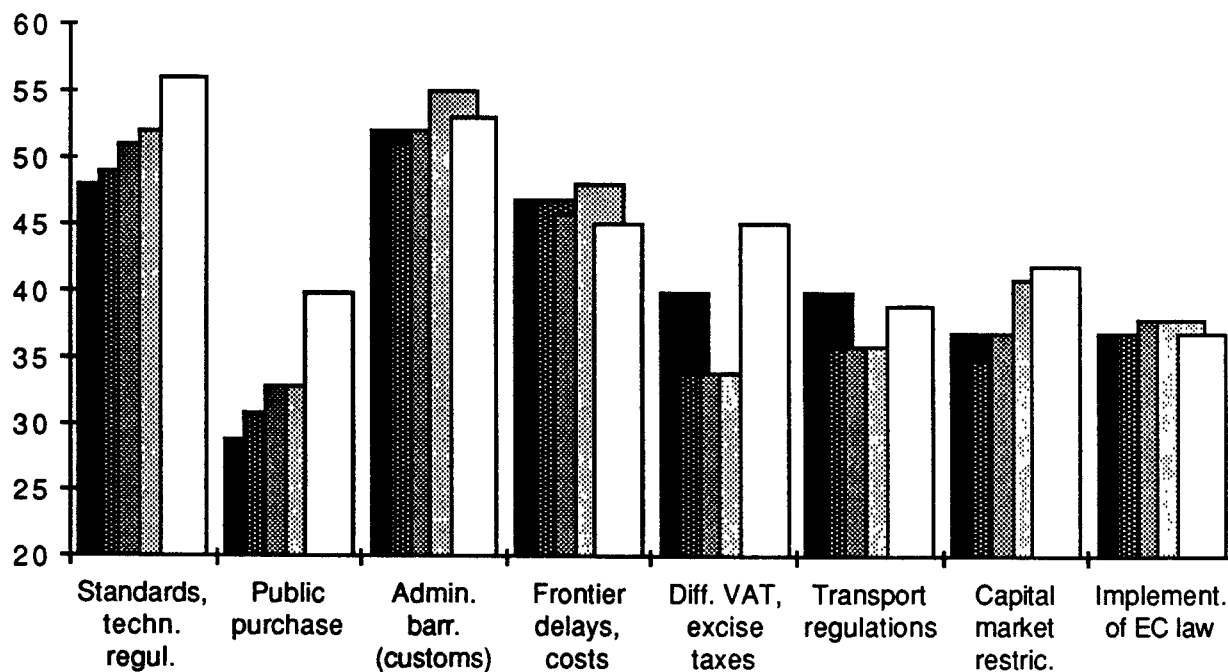
Harmonization of standards and technical regulations is generally of top priority in investment goods branches and also primary goods industries; it is of less importance in the majority of consumer goods branches where administrative barriers and frontier delays etc. constitute today the main obstacles in intra- Community trade (see graph 3).

Graph 1: Perceived importance of internal market barriers in European industry by company size class; total industry at Community level

Size classes (number of persons employed)

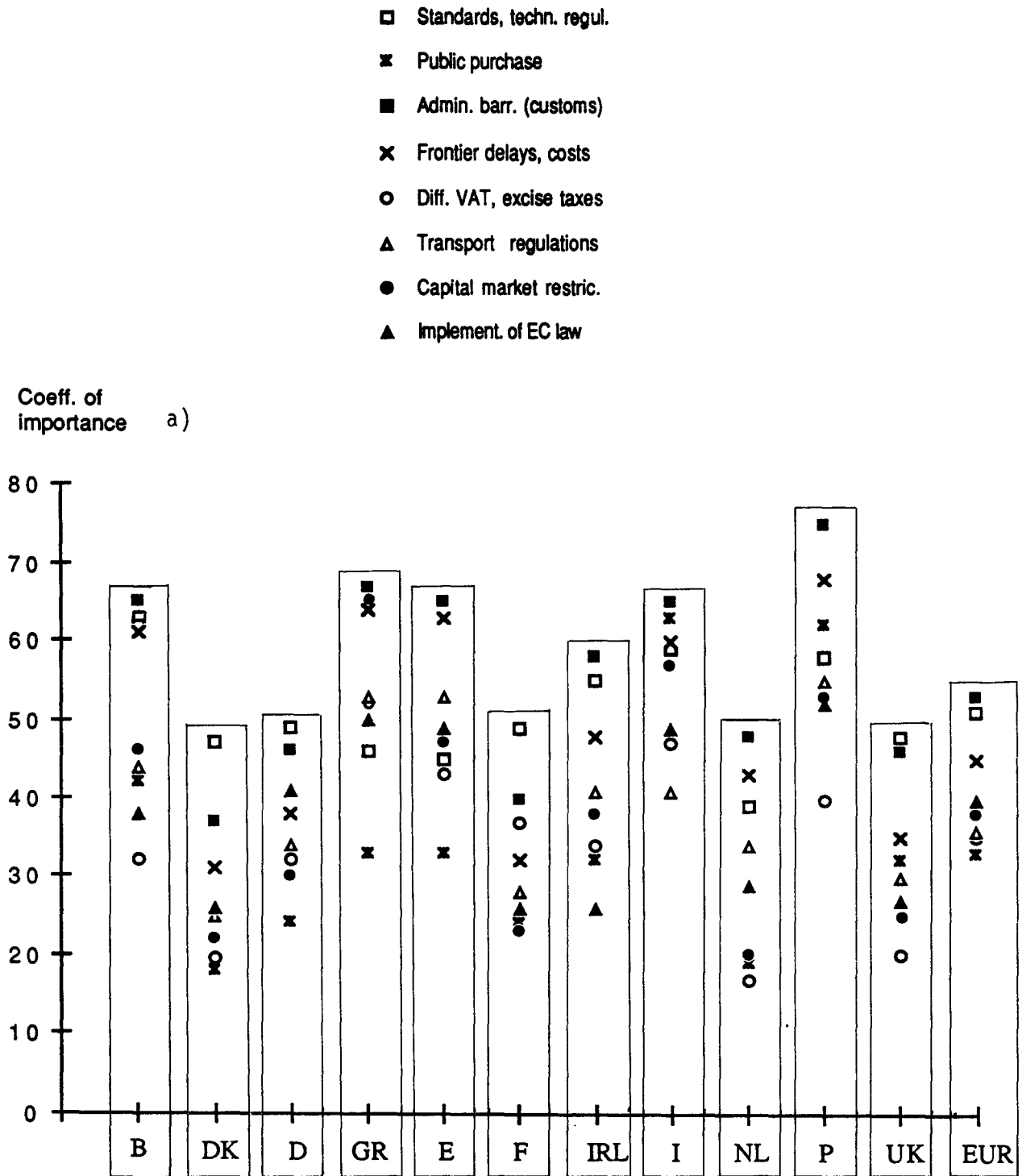


Coefficient of importance a)



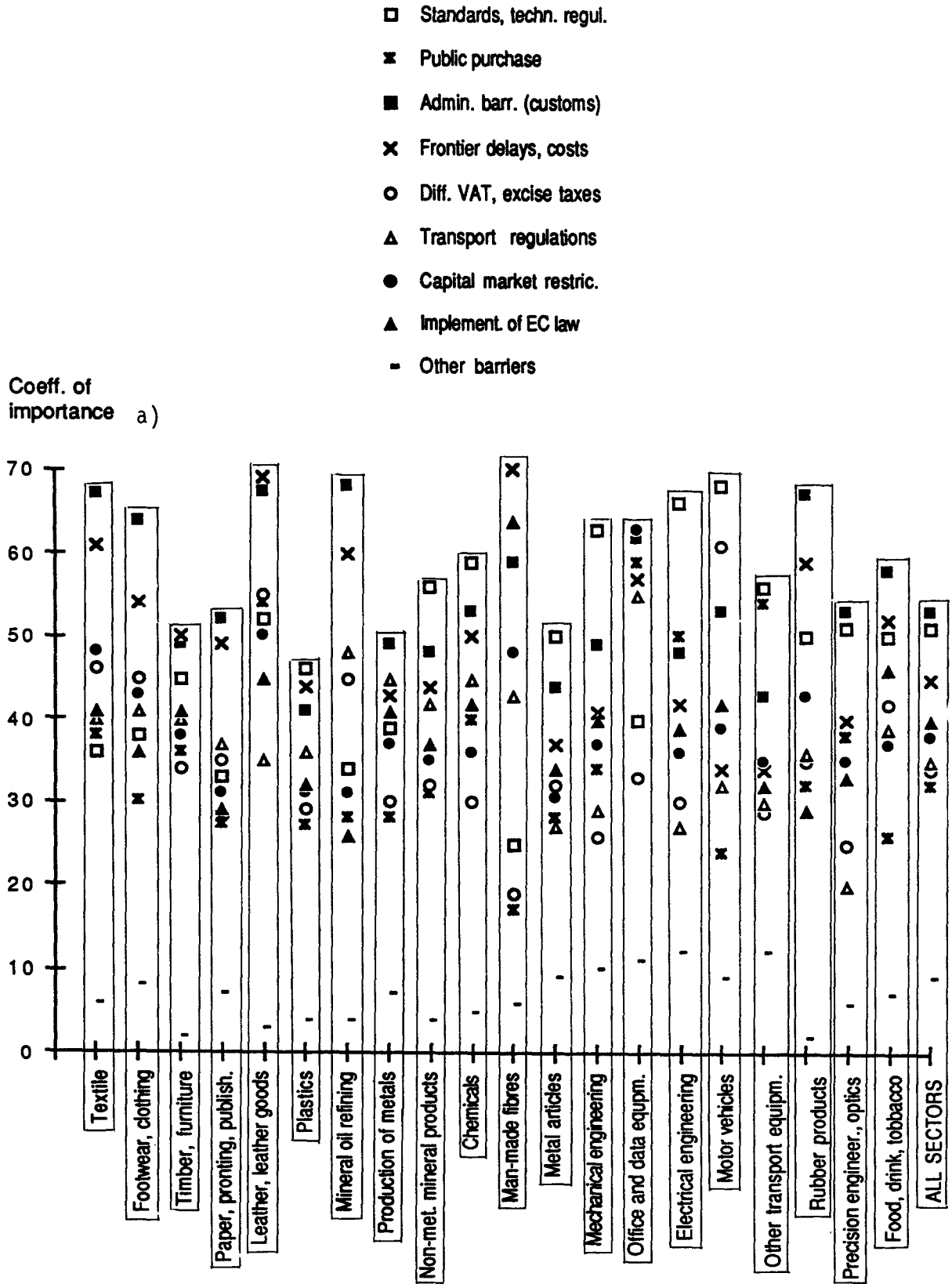
a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

Graph 2: Importance of barriers by country



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

Graph 3: Importance of barriers by Industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

Access to Community markets

(Optional question; only answers for Denmark, Ireland, Netherlands and United Kingdom; see table 3*)

The extent of residual market barriers in the EC is reflected in the large proportion of companies (38 %) which state that there is no difference between access to markets within the Community and access to other industrial markets. Indeed, as many as one-tenth of companies consider that Community markets are even more difficult to enter than other industrial markets. In particular companies which take an active interest in exporting within the Community but have so far had only modest or mediocre success (EUR-export ratio of between 11 and 30 %) do not consider the Community market to be easier to enter than other industrial markets. Only companies whose share of exports to other member countries is more than 30 % of total sales and those companies which have production plants or sales offices in other member countries consider access to the Community market to be easier, as might be expected. As a rule access to Community markets is considered to be much less of a problem in the case of consumer goods and intermediate goods than in the case of investment goods (e.g. other means of transport, electrical engineering). Exceptions to this rule are two investment goods sectors for which the Community market already seems to be significantly more open today than other industrial markets (cars, and office and data processing machinery).

Table 3*) Access to EC markets
(%share of company responses)

	DK	IRL	NL	P	UK	EUR
a) EC-markets easier for us	43	55	35	45	42	42
b) No difference between EC and other markets	46	30	40	20	38	38
c) EC-markets more difficult for us	2	2	4	11	8	8
d) Don't know/ blank	9	13	21	24	12	12

B) Effects on costs of the removal of barriers
(see table 4*)

In all the member countries, the majority of companies interviewed expect a 2 % reduction in unit costs for the company's typical or average product if all barriers are removed. According to the wording of the question this expected decrease in costs mainly constitutes the "static effect" i.e. the direct cost consequences of removing the barriers. The deferred cost effects linked to a thorough restructuring of the companies and to exploiting the economies of scale and scope are not fully covered by this estimation. It must also be remembered that the cost saving is expressed as a percentage of total costs; at the aggregate level - as a percentage of total value added - the net saving effect amounts to about 3 1/4 %.

The quantitative estimate of the cost effect resulting from the completion of the internal market is based on the answers of companies in five member countries only (Germany, Spain, Ireland, Netherlands and United Kingdom). Of these countries the most pronounced cost saving is expected in Spain (3 %), mainly because of the expectation of lower costs and greater availability of imported material. The differences between industrial branches in their expectations of cost saving are not very pronounced, with the saving expected in almost all cases around 2 %. Only the footwear and clothing industry shows a somewhat bigger difference: as a Community average the expected cost saving is here only about 1 %, mainly because the potential for further cost-cutting is relatively modest in the United Kingdom, the Netherlands and Spain.

Tabelle 4 * Cost effects of barriers
(answers in %)

Total industry	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR 12
Cost reduction	27	1	52	10	8	8	6	26	20	11	32	8	25
- very significant	58	52	0	61	41	45	61	57	60	44	36	50	37
-slightly significant	15	46	47	23	49	40	30	16	10	45	30	42	36
No change/Blank													
Cost increase	0	0	1	1	0	0	0	0	0	0	1	0	2
- very significant	0	1	0	5	2	7	3	0	10	0	1	0	0
- slightly significant													
Net balance ¹ a	-85	-52	-51	-65	-47	-46	-64	-83	-70	-55	-66	-58	-60
Net balance ² a	-56	-27	-51	-37	-28	-27	-35	-55	-45	-33	-49	-33	-42
Quantitative total effect (in %)	.	.	-2	.	-3	.	-2	.	-2	-2	.	-2	-2
Reason for cost reduction (Ranks)	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR 12
Production process	2	2/3	2	5	4	3	5	4	3	3	2	2	3
Banking costs	4	5/6	4/5	1	2/3	4	3/4	2/3	2	4	4	5	4
Distribution costs	1	1	1	3/4	2/3	1	1	1	1	1	3	1	1
Marketing costs	5	2/3	4/5	6	5	6	6	6	6	5/6	6	4	5
Lower costs of imported material	3	4	3	2	1	2	3/4	2/3	4/5	2	1	3	2
Insurance costs	6	5/6	6	3/4	6	5	2	5	4/5	5/6	5	6	6

a) Net balance = Difference of %shares of companies expecting "cost reduction" (-) and those expecting "cost increase".

Net balance 2 = Weighted difference of %shares of companies: decrease significantly (-1), decrease somewhat (-0,5), increase somewhat (+ 0,5), increase significantly (+1)

b) Ranks based on answers on the importance of the relevant source of cost saving (range of ranks 1 to 6).

In addition to the quantitative estimates of possible cost reduction, which is based on the answers of companies in the six countries concerned, qualitative assessment of these effects is available for all twelve member countries. Taking the average for the countries where no quantitative estimate has been made, the cost saving seems to be somewhat more pronounced than the average for the other six member countries (unweighted net balance: -66 compared with -58, and weighted net balance -41 compared with -33; based on data of table 4*). Though it is difficult to quantify qualitative answers this result suggests that the cost saving effect in the EC industry as a whole may be slightly higher than 2 %.

C) Reasons for expected cost reduction (see table 4* lower part)

The reduction in cost will - in the industrialists' view - be mainly due to lower distribution costs, lower costs of imported materials and higher productivity in the production process. Insurance, marketing and banking costs are regarded as significant, but as lesser sources of saving. An exception to this average is again Greece where lower banking costs are at the top of the list. In Luxembourg, Spain und Ireland, the expected lower banking costs also rank higher than on average for the Community as a whole. In Spain and Portugal the lower cost of imported materials is regarded as the single most important reason for the expected cost reduction.

This factor is particularly predominant amongst the great majority of Spanish companies geared to the domestic (Spanish) market. For the - relatively few -

companies with a high export share, lower banking costs are regarded as even more important than lower costs of imported materials.

In Spain - as in Portugal - companies face the parallel process of gradual tariff reduction during the coming years and the planned completion of the internal market in 1992. The effects of these two developments cannot always be completely disentangled and may partly explain the above-average potential for cost reductions in Spain and - according to the qualitative answers - also in Portugal.

D) Effects on sales volume (see table 5* and graphs 4 and 5 A/B/C)

For the large majority of companies interviewed, home sales would remain unchanged if a genuine internal market were established and all barriers were removed. There are some exceptions: a balance of 20 % of French companies - particularly in the consumer goods industries - and as many as one quarter of Greek companies expect a decrease in sales volume on their domestic market share. To a lesser extent an adverse effect on domestic sales is also expected in Belgium, Denmark, Ireland and Portugal. But even in those member countries where companies expect no change in their sales volume, this implies a decrease in market share since the overall market size will increase.

Table 5 *): Sales effect of internal market
(answers in %)

Total industry	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR 12
Home sales													
. increase substantially	0	0	2	1	11	0	2	6	0	12	5	0	3
. increase somewhat	15	8	15	10	26	8	12	21	10	25	20	6	15
. no change/dont know	63	81	75	54	46	64	68	64	90	54	48	81	58
. decrease somewhat	20	10	7	6	11	27	14	1	0	4	23	12	11
. decrease significantly	2	1	1	29	6	1	4	8	0	5	4	1	3
Net balance a)	-7	-3	+9	-24	+20	-20	-4	+18	+10	+28	-2	-7	+4
Net balance b)	-5	-2	+5	-26	+13	-11	-3	+8	+5	+18	-1	-4	+2
Exports to EUR countries													
. increase significantly	13	11	14	4	35	7	16	25	10	37	17	9	17
. increase somewhat	74	49	50	51	22	50	55	43	70	52	48	69	50
. no change/dont know	13	39	35	43	40	34	28	30	20	11	35	22	30
. decrease somewhat	0	1	1	0	2	9	1	0	0	0	0	0	2
. decrease significantly	0	0	0	2	1	0	0	2	0	0	0	0	1
Net balance a)	+87	+59	+63	+53	+54	+48	+70	+66	+80	+89	+65	+78	+64
Net balance b)	+50	+35	+39	+28	+44	+28	+43	+45	+45	+65	+41	+44	+40
Exports to Non-EUR countries													
. increase significantly	3	0	6	5	17	1	1	9	10	8	3	0	6
. increase somewhat	30	12	22	18	23	16	8	27	30	15	22	13	20
. no change/dont know	67	86	71	75	57	76	82	62	60	74	71	86	72
. decrease somewhat	0	2	1	0	2	7	9	1	0	3	4	1	2
. decrease significantly	0	0	0	2	1	0	0	1	0	0	0	0	0
Net balance a)	+33	+10	+27	+21	+37	+10	0	+34	+40	+20	+21	+12	+24
Net balance b)	+18	+5	+17	+12	+27	+6	+1	+21	+25	+14	+12	+6	+15
Total sales to all markets													
. increase significantly	5	6	4	3	22	1	7	13	0	11	12	3	7
. increase somewhat	76	44	54	37	19	42	57	59	70	39	49	68	52
. no change/dont know	19	47	38	45	52	47	27	24	30	50	29	26	36
. decrease somewhat	0	2	3	4	3	40	8	1	0	0	8	3	4
. decrease significantly	0	1	1	11	4	0	1	3	0	0	2	0	1
Net Balance a)	+81	+47	+54	+25	+34	+33	+55	+68	+70	+40	+51	+68	+54
Net Balance b)	+43	+26	+29	+9	+26	+17	+31	+39	+35	+31	+31	+36	+30
Quantitative total effect (in %)	+7	+6	+5	+1	+9	+3	+7	+7	+5	+7	+7	+5	+5

Net balance a) = Difference of %shares of companies expecting a sales increase (+) and those expecting a decrease (-)

Net balance b) = Weighted difference of %shares of companies expecting a sales increase (significant +1; somewhat +0,5) and a decrease (significant -1; somewhat -0,5)

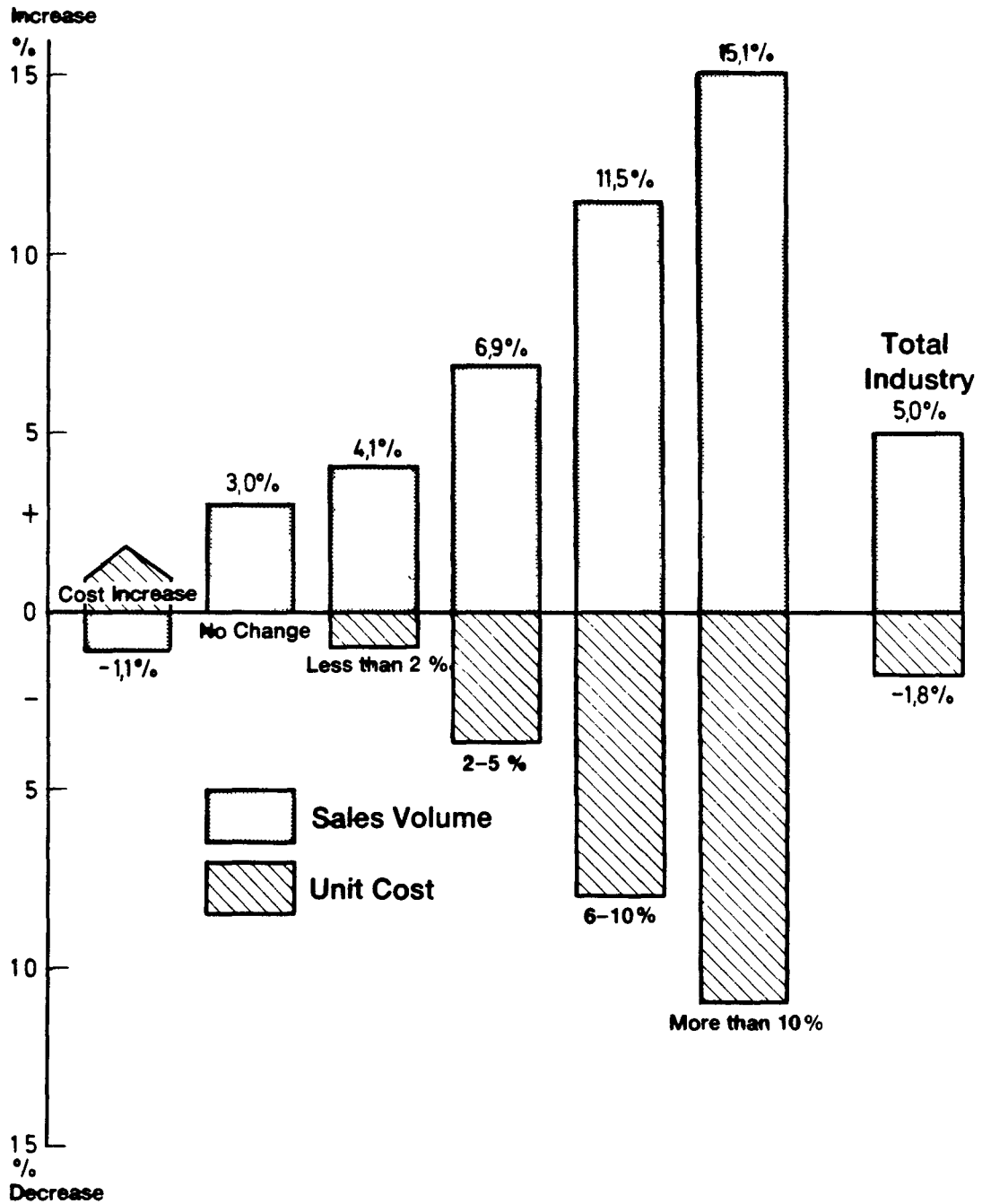
In all countries it is, however, expected that exports to other Community-countries - and also, but to a significantly lesser extent, to non-Community-countries - will increase.

On balance in all member countries the positive effects will predominate. In the opinion of companies, the growth in total sales volume could be around 5 %. The expected increase in sales volume ranges from 1 % in Greece to 9 % in Spain. In addition to Spain, Belgium, Ireland, Italy, Netherlands and Portugal (7 % each) are also in the upper half of the ranges. At the lower end of the range are France (3 %) as well as Greece (1 %). With regard to France it must be said that the rather competitive French agro industry (food, drinks), and also one big car producer, were not included in the survey, and this may go some way towards explaining the less positive overall sales effect.

In view of the expected cost reduction effect of about 2 % this increase of 5 % seems relatively high. It must be remembered, however, that the question on sales expectations was formulated so as to include not only the immediate effects due to the removal of barriers but also the deferred dynamic effects in the course of the adjustment process. As a rule the domestic market share is expected to decrease. The effect of this on sales volume will be more than offset by a more rapidly growing domestic market and, particularly, more exports to member countries as well as, to a significantly lesser degree, to non-Community-countries. This estimate seems consistent though the fact that companies may be somewhat overestimating their opportunities in the large internal market cannot be ruled out.

Graph 4: **EXPECTED CHANGE IN SALES VOLUME BY DIFFERENT UNIT COSTS**

Germany; results of micro analysis

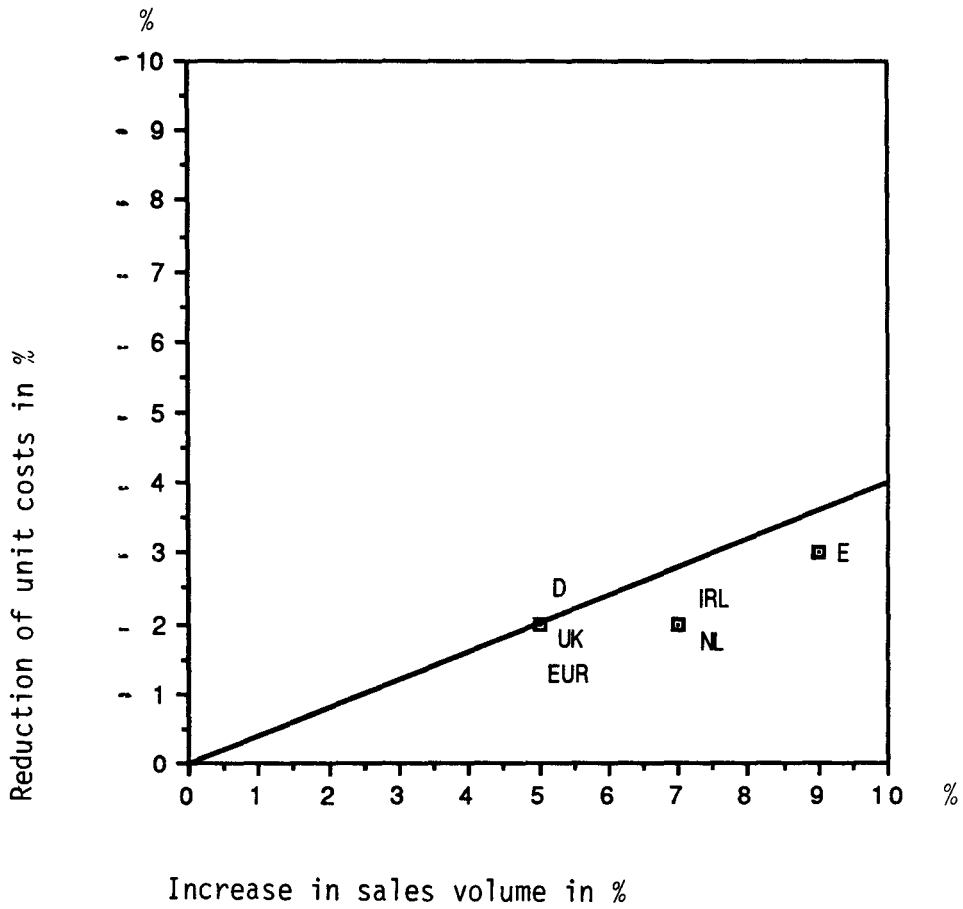


Source Ifo-Institute for Economic Research, 1987.

In order to further verify the consistency of the companies' answers the institutes were asked to check the relationship between expected cost saving and the expected change in total sales volume on the basis of micro data. Graph 4 (Germany) shows typical results of this analysis as reported by the institutes involved in the survey at a meeting in early December 1987. The relationship between lower costs and changes in sales volume is as one would expect: the more a firm is able to reduce its unit costs, the greater the increase in turnover which it expects. Firms which estimate the reduction in costs to be under 2 % predict a below-average increase in turnover of about 4 %; firms which predict cost reductions of between 2 and 5 % expect turnover to increase by a little over 7 %; cost savings of between 6 and 10 % are expected to give rise to a 12 % increase in turnover, and a cost reduction of more than 10 % could lead to an increase in turnover of around 15 %. Firms anticipating no reduction in costs, however, expect only a small increase (3 %). Turnover could decline (-1 %) for those firms expecting higher unit costs in the future.

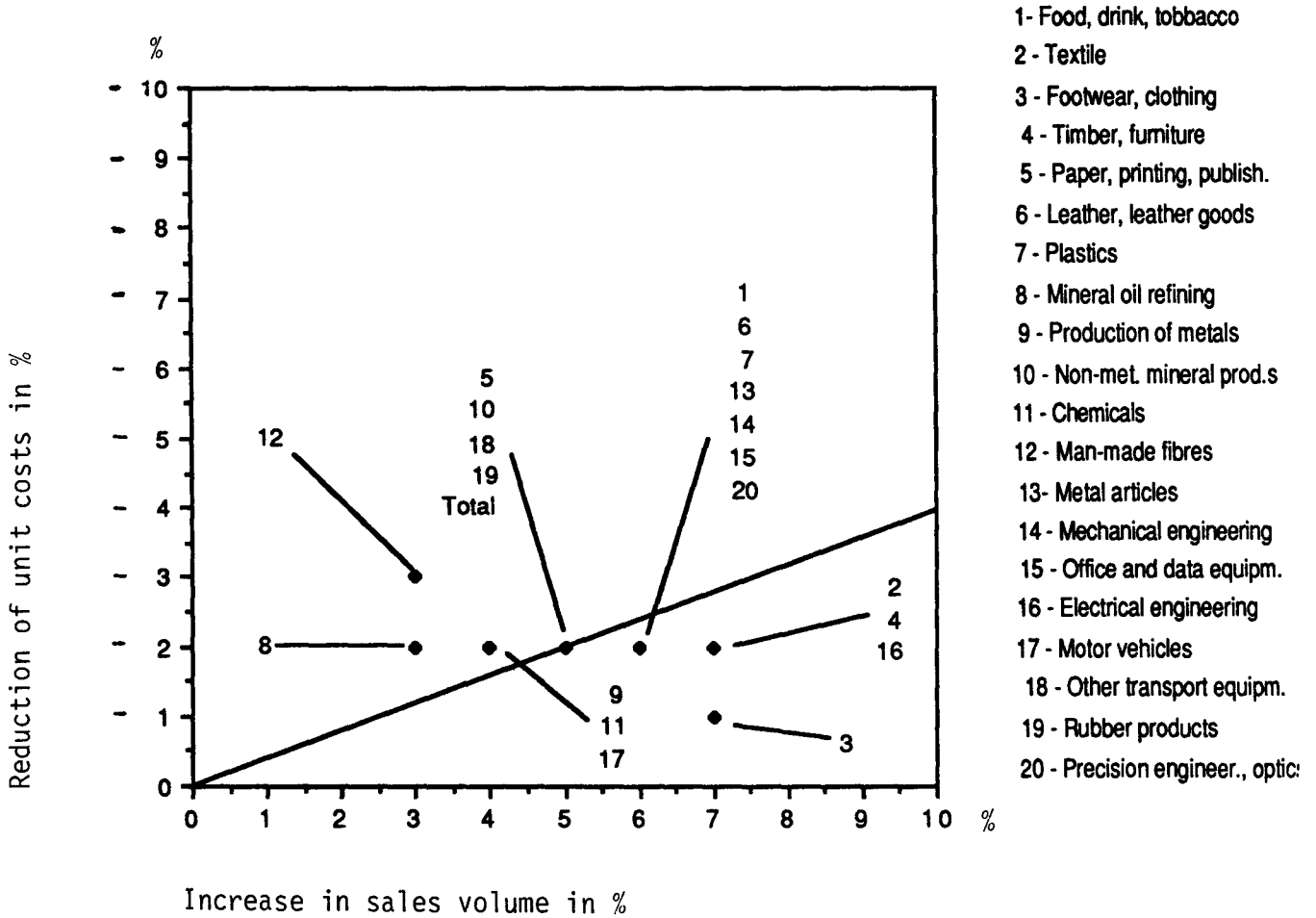
This result of the micro-analysis underlines the consistency of the companies' answers. However, in spite of the significant correlation between the expected reduction in costs and the increase sales volume (correlation coefficient of about 60 % in Germany and Ireland), there are obviously many other factors influencing sales volume expectations (e.g. quality and attractiveness of products, market situation, dynamics of final demand etc.). This is demonstrated in graph 5 B, which shows that, in some cases, above-average cost reductions are associated with below-average sales increases (e.g.

Graph 5 : Expected reduction in costs per unit and expected increase in sales volume (in %)
Part A) By member country

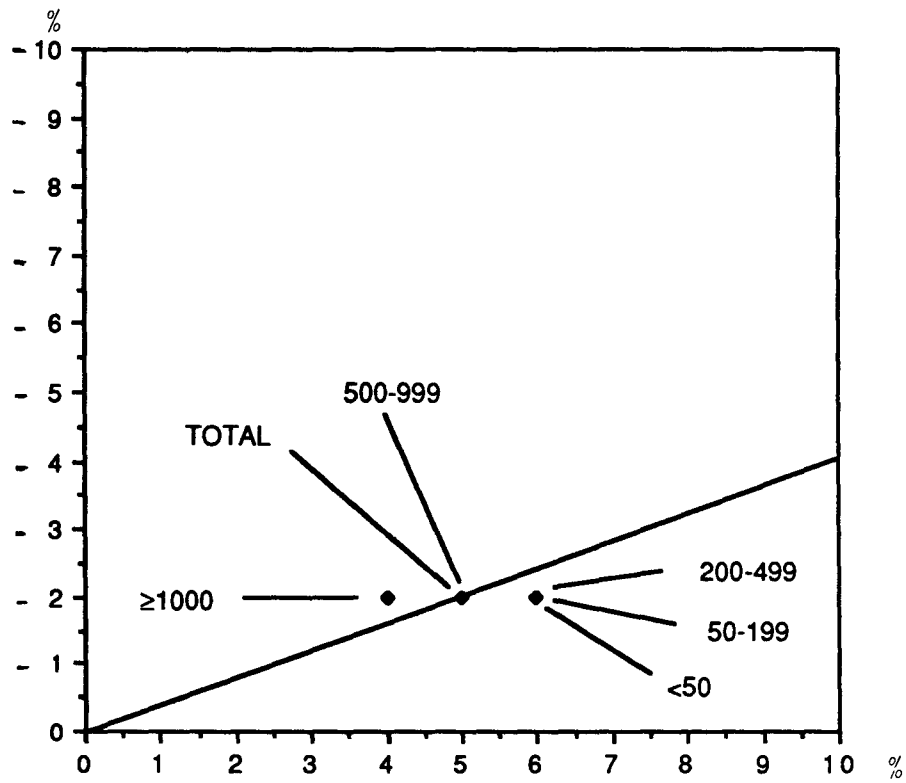


Graph5 : Expected reduction in costs per unit and expected increase in sales volume (in %)

Part B) By industrial branch



Graph 5 : Expected reduction in unit costs per unit and expected increase in sales volume
Part C) By company size-class (number of persons employed)



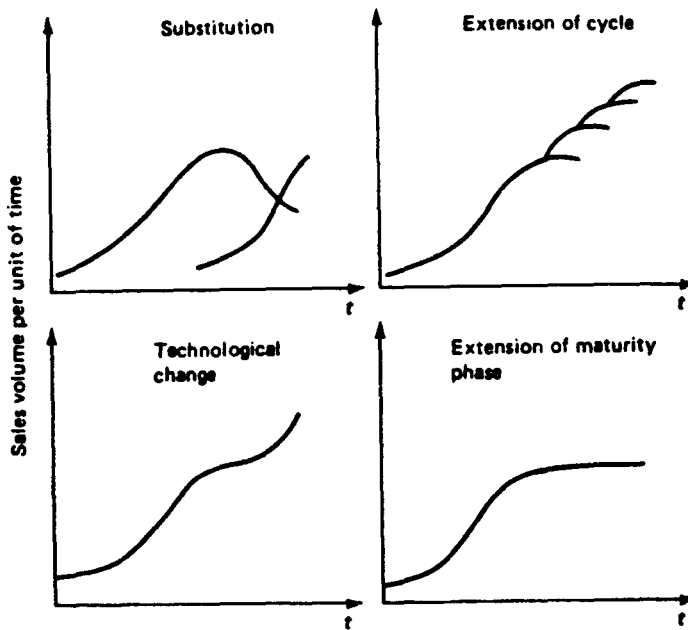
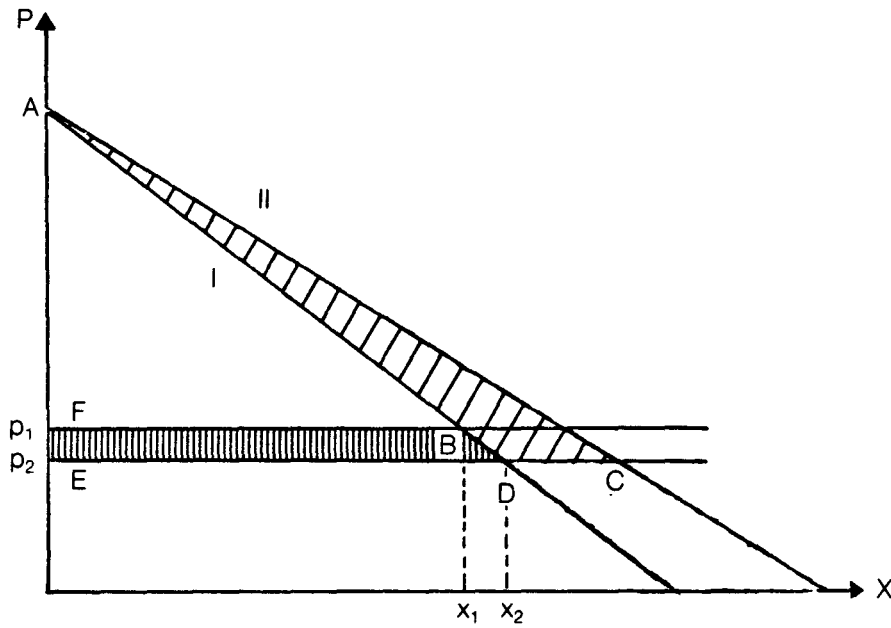
man-made fibres: expected cost reduction -3 %; expected total increase in sales volume +3 %).

Obviously the companies are not just linking their sales expectations with possible cost-saving effects which increase price competitiveness. Beyond the economies of scale and scope - prevalent notions for the macro-economist - there is a dynamic of demand associated with the learning process of consumers and enterprises which is released or accelerated when barriers are removed. This effect should be particularly pronounced in new fields of technology such as telecommunication. In theoretical terms this means that the whole demand curve may be shifted to the right when barriers are removed. This effect is demonstrated diagrammatically in graph 6 (upper part), which shows that the possible gain for the consumer from the removal of barriers (associated with a price decrease from p_1 to p_2) is not only equivalent to the area of the triangle BDE but in addition also to the larger area ACD.

But the removal of barriers could also help to break up saturated markets with new products and new product application which is demonstrated diagrammatically in graph 6, lower part.

Although it is almost impossible to quantify these effects of a genuine internal market on demand and supply dynamics, this point is obviously of strategic importance for companies; according to various comments made by companies on the questionnaire, it was an important factor for them when formulating their sales expectations.

Graph 6: Possible dynamic effects on demand and supply side thanks to removal of barriers to a genuine internal market (Diagrammatic presentation)



Source: Alexis Jacquemin (upper graph: Internal Commission paper;
lower graph: THE NEW INDUSTRIAL ORGANIZATION, The MIT Press 1986).

E) Reason for the expected increase in total sales
(see table 6*)

The main reason which companies gave for the expected sales increase is the ability to enter new regional markets. Also, improvements in price competitiveness and even more non-price-competitiveness (e.g. changes in the product range, delivery times, etc.) were regarded as important sources of faster growth. Portuguese industrialists in particular believe in generally more rapidly growing product markets as a result of the completion of the internal market by 1992.

Some more general conclusions can be drawn from the micro data on sales expectations:

- Companies which already have export experience are generally more optimistic about their opportunities on the true internal market than companies geared exclusively or predominantly to the domestic market.

The Irish case is a typical example and is therefore presented in addition to the European average:

EUR export share	Expected increase in total sales volume	
	EUR	Ireland
less than 10 %	5 %	3,6 %
11-30 %	6 %	3,9 %
<u>31 % and over</u>	<u>6 %</u>	<u>9,5 %</u>
Total industry	5 %	6,5 %

Table 6 *): Main reasons for expected positive effects on sales volume (Ranks) a)

Total industry	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR 12
1) Reduction of product price in existing markets	1	4	1	4	1	3	2	3	3	5	4	3	2/3
2) Ability to enter new (regional) markets	4	2	2	3	2	1	3	2	1	1	2	1	1
3) Improvement in non-price competitiveness (e.g. Changes in the product range)	2	1	3	1	3	2	1	1	3	2	2	2	2/3
4) Withdrawal of competitors	5	5	5	5	4	5	4	4	3	3	5	5	5
5) Generally faster growing product markets thanks to the completion of the internal market	3	3	4	2	5	4	5	5	2	4	1	4	4

a) Ranks based on importance of main reasons (rang of ranks: 1 to 5)

- Larger companies geared to the domestic market generally expect increased competition and hence only modest increase or even decrease in sales volume. In smaller companies this trend is obviously less pronounced since these companies expect to find niches where price competition is less severe. Spanish companies are in the main an exception to this general trend: they expect to benefit from lower prices and greater availability of imported raw materials and intermediate products which, they hope, will improve their competitiveness on the domestic market.

- Particularly in countries which already have a very open economy, such as Belgium (whose export share of industrial output is 65 %), relatively more companies expect growth stimuli from more competitive price and non-price conditions, than from new (regional) markets. In this case company strategy seems to be to increase penetration in existing export markets rather than to extend business to additional regional markets.

F) Opportunities and risks of the genuine European market
(see table 7* and graphs 7 and 8)

Having taken into account all possible negative and positive effects of a completely open common market, by far the majority of companies interviewed say the opportunities are greater than the risks. In most member countries there is a tendency for firms to regard their own opportunities as better than those for the country

Table 7 *): Chances and Risks of the internal market
(answers in %)

Total industry	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR 12
<u>Your Firm</u>													
Chances much higher	35	12	15	15	26	9	33	26	20	26	35	21	19
Chances somewhat higher	38	42	37	40	33	36	33	38	40	25	25	45	37
Same/Dont know	25	42	41	19	30	49	28	30	40	44	30	29	37
Risks somewhat higher	2	3	6	21	6	5	3	5	0	2	11	4	5
Risks much higher	0	1	1	5	5	1	3	1		3	7	1	2
Net balance a)	+71	+50	+45	+29	+48	+39	+60	+58	+60	+46	+42	+61	+49
Net balance b)	+53	+31	+30	+20	+35	+24	+45	+42	+40	+35	+35	+41	+33
<u>Economy of your country</u>													
Chances much higher	35	15	17	14	25	7	23	21	40	30	31	18	18
Chances somewhat higher	45	44	33	19	24	29	43	28	20	32	23	38	31
Same/Dont know	18	33	43	19	37	40	17	36	40	31	22	33	38
Risks somewhat higher	2	7	6	29	6	20	14	10	0	5	16	10	10
Risks much higher	0	1	1	19	8	4	3	5	0	2	8	1	3
Net balance a)	+78	+51	+43	-15	+35	+12	+49	+34	+60	+55	+30	+45	+36
Net balance b)	+57	+33	+30	-10	+26	+8	+35	+25	+50	+42	+27	+31	+26

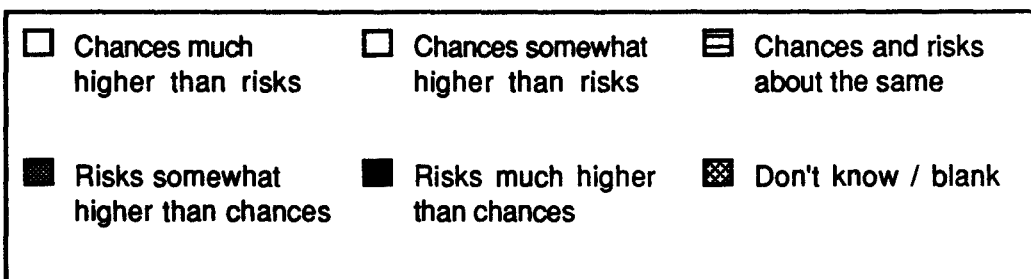
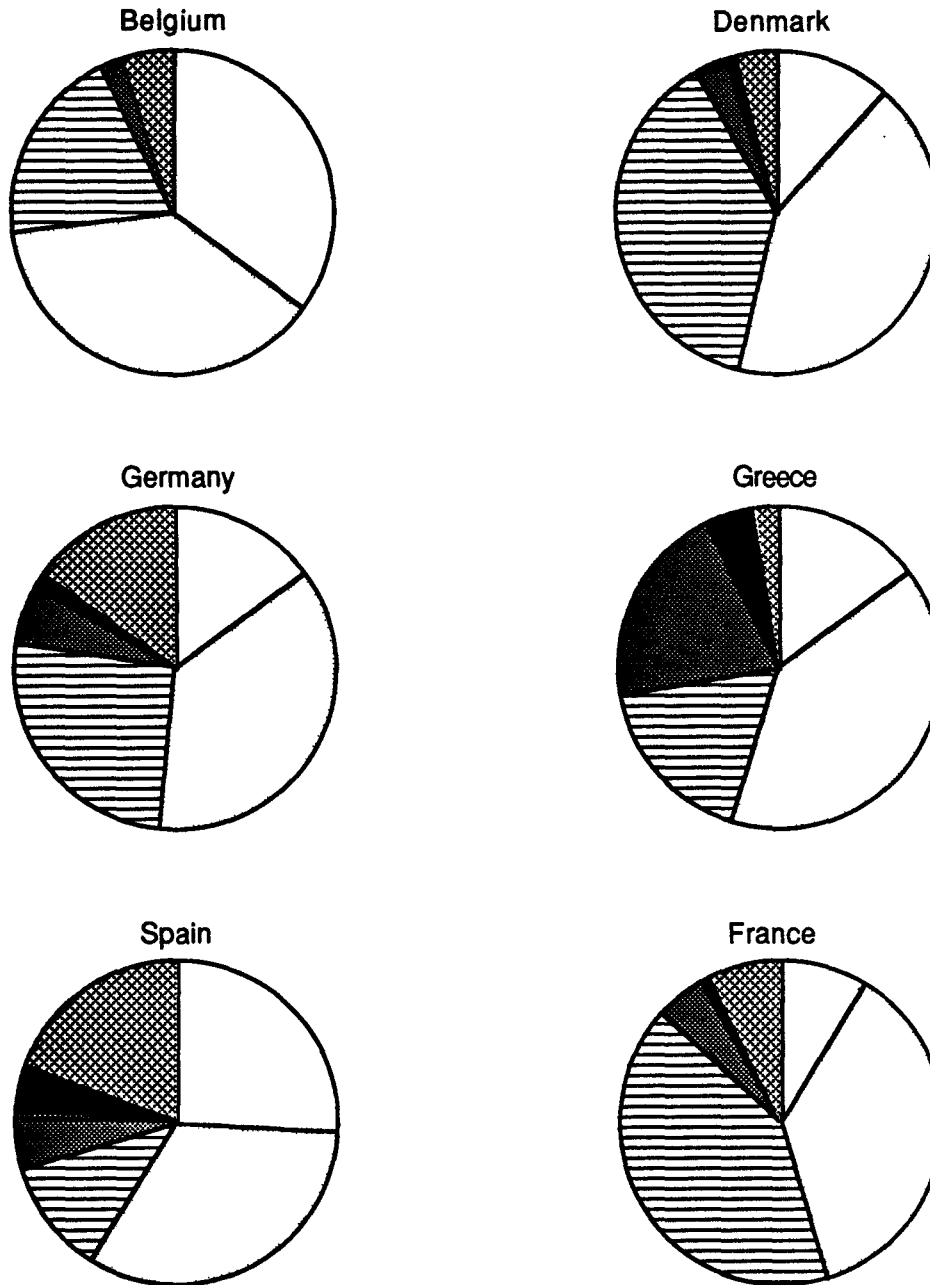
Net balance a) = Difference of %shares of companies assessing "chances higher" (+) and those assessing "risks higher" (-)

Net balance b) = Weighted difference of %shares of companies assessing chances much higher (+1), somewhat higher (0,5), risks somewhat higher (-0,5) and risks much higher (-1)

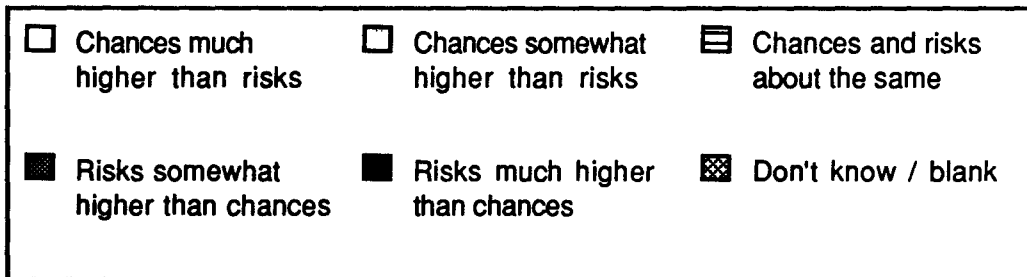
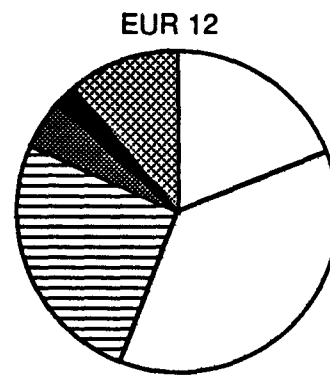
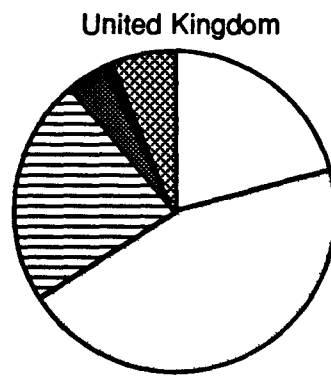
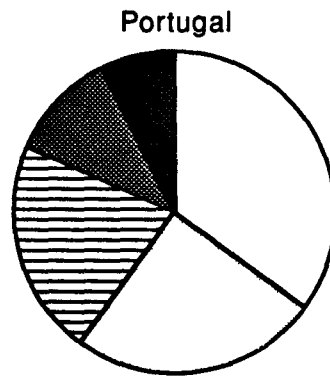
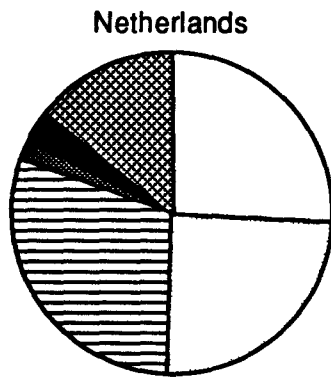
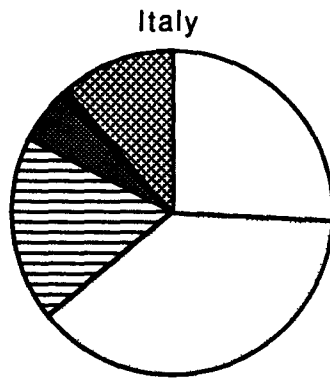
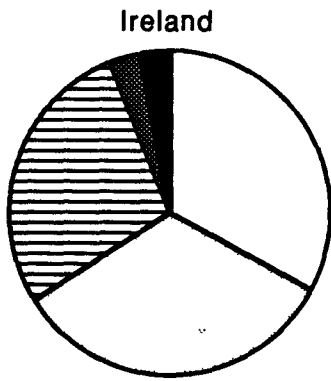
Graph 7: Opportunities and risks of the internal market

Own company

(%share of company responses)



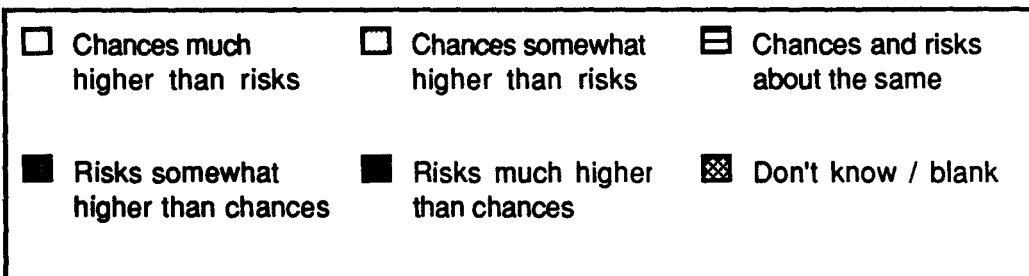
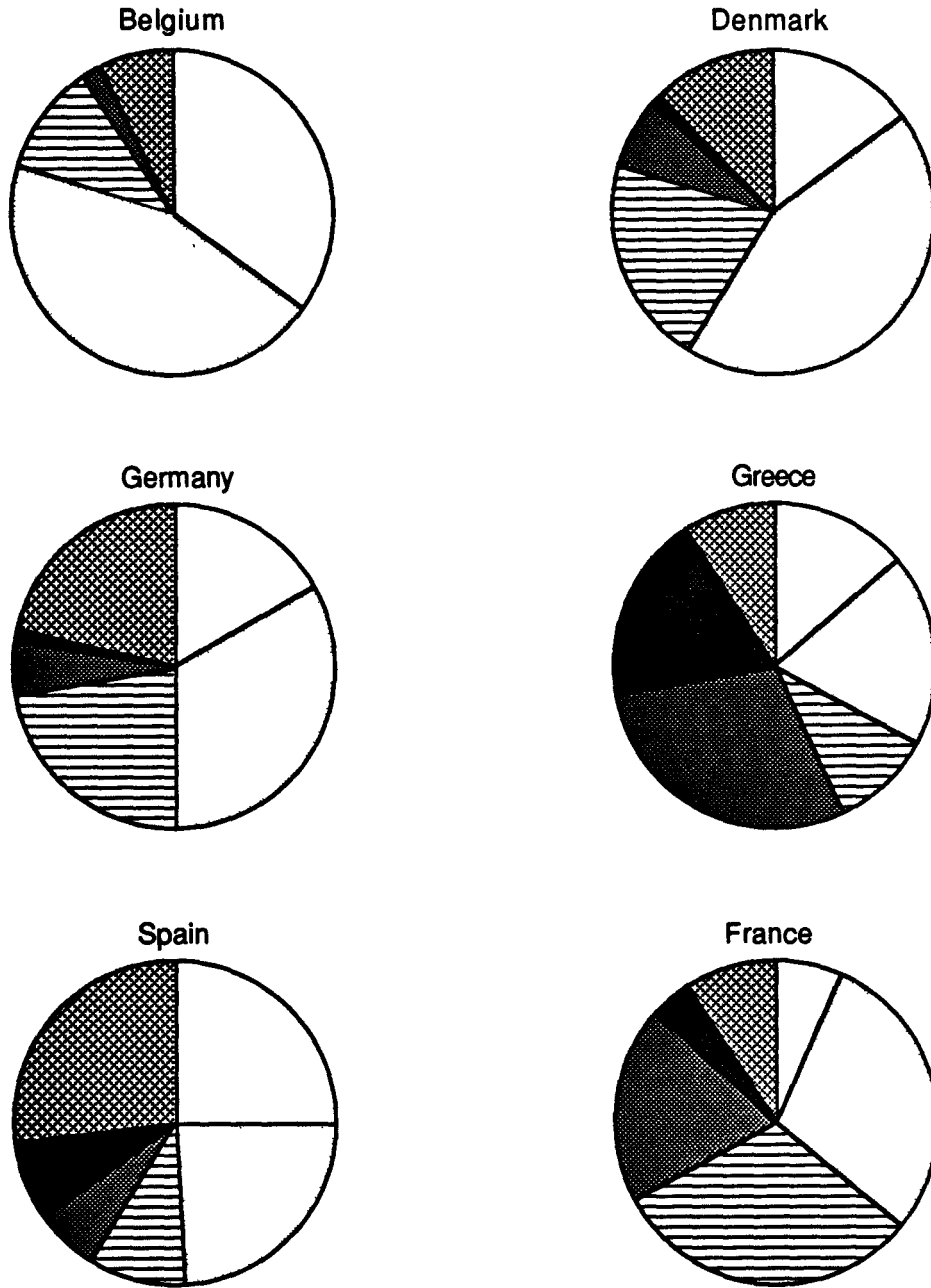
Graph 7 continued



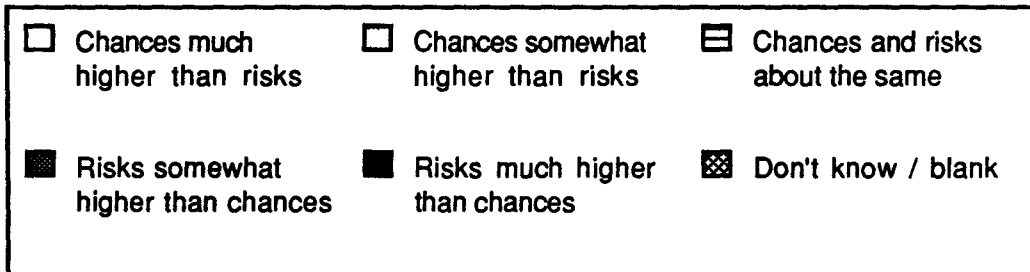
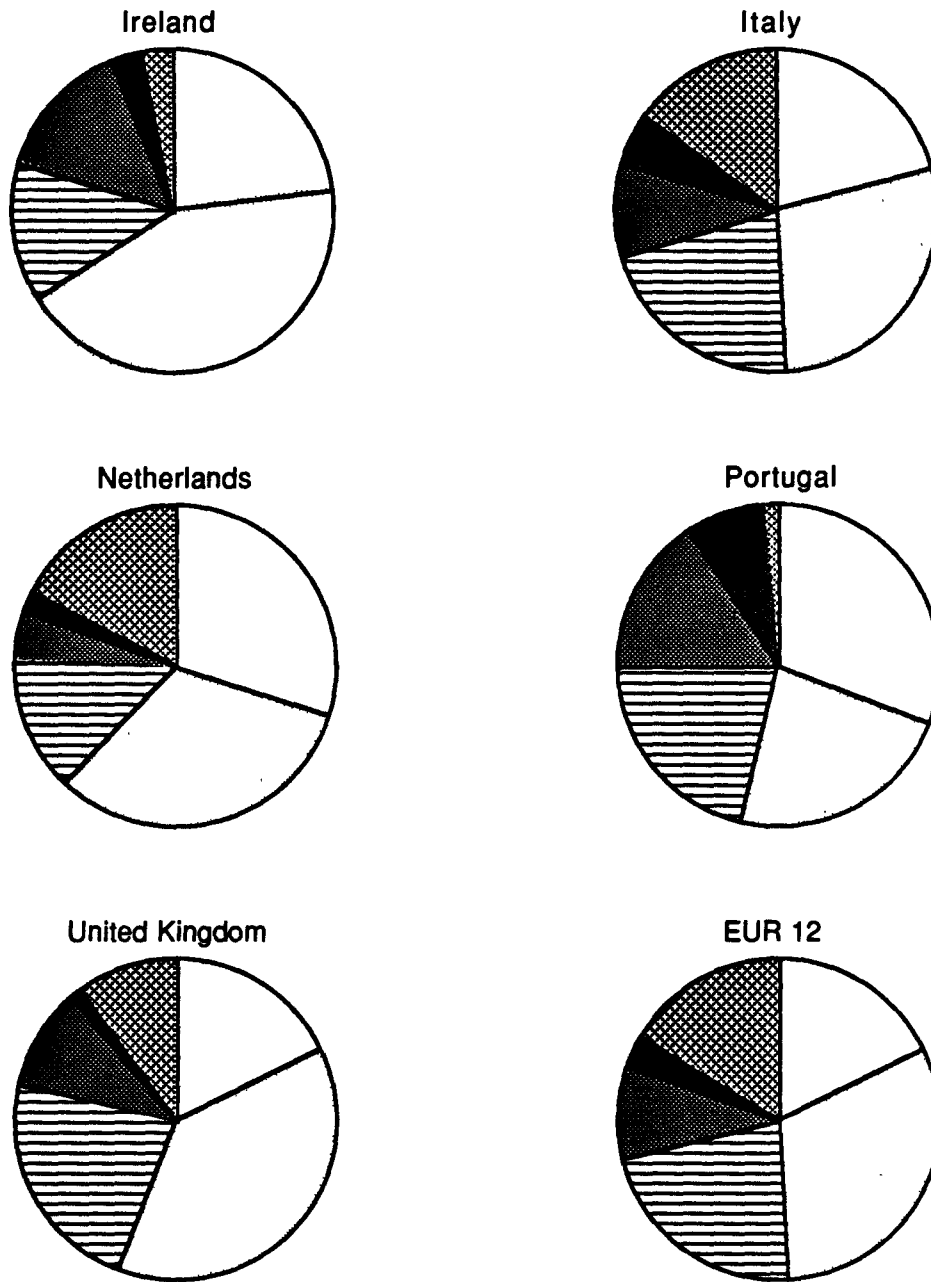
Graph 8: Opportunities and risks of the internal market

Economy as a whole

(%share of company responses)



Graph 8 continued



(particularly pronounced in Greece); only in the Netherlands and in Belgium is it the other way around.

Greece is the only member country where it is considered that the risks for the economy as a whole will outweigh the opportunities: these fears predominate among the larger firms with more than 500 employees. But in Greece industrial companies also on balance expect that they themselves will derive advantages from a genuine common market. Favourable expectations of "Europe 1992" - equally for the respondents' own firm and for the economy as a whole - are expressed most frequently by Belgian companies. Industrial firms in Ireland, Italy, Luxembourg and the United Kingdom were also more optimistic than the average in assessing the effects of a large common market in Europe on their own company. The favourable reception of the new Europe initiative is by no means confined to the large companies (over 1000 employees). Medium-sized companies (200-999 employees), are even somewhat more numerous than large companies in their expectations of favourable effects on their own business.

Among the smaller firms (less than 50 employees) there is a larger proportion of respondents (as might be expected) who are as yet unable to make definite statements on the probable effects of the genuine common market on their business; but here too, favourable expectations on the whole plainly predominate.

The larger a company's export share already is today, the more optimistic it is in assessing its own prospects (coefficient* +42 for an export share of over 30 %, coefficient* +38 for an export share of between 11 %

*) The coefficient is derived from the difference between the weighted proportions of positive answers (opportunities substantially higher: 1; somewhat higher: 0,5) and negative answers (risks substantially higher -1; somewhat higher: -0,5).

and 30 %, and coefficient* +26 for an export share of under 10 %). This result raises the hope that even those firms which have so far confined themselves entirely or at least predominantly to the domestic market will be helped to cross national barriers by the freedom to move in a large European market. Companies which already have production plants or sales offices in other member countries are also more optimistic in assessing the effects of a real common market on themselves than companies which concentrate on the domestic market (coefficient* +42 compared with +28). Hence this belies the fear that firms which today already have a presence in other member countries in the form of their own production plants or sales offices have nothing more to gain from a genuine common market.

There are usually no great differences between branches in the answers to the question about the probable overall effect of the common market on the respondent's own firm. But the following branches are more optimistic in their expectations than the average for industry as a whole: leather industry (coefficient* +44), textiles (+43), precision engineering and optics (+43), plastics industry (+41), office and data processing equipment (+41), electrical engineering (+41). In contrast, for the Community as a whole, assessments of the favourable effects on companies are less optimistic than the industrial average in the following branches: production of synthetic fibres (coefficient* +18), rubber products (+21) and other means of transport (like ships, airplanes etc; coefficient* +23).

Table 8 *): Necessary changes in company strategy (optional questions)
(balances of answers "more" and "less")

(Weighted balances: much more +1; somewhat more +0,5; somewhat less -0,5; much less -1)

Total industry	GR	E	IRL	L	NL	UK	Example for size class results UK (size classes/number employed)						
							-199	200-499	500-4999	5000 and more			
a) Cooperation agreements with companies													
- in other EC member countries	+38	+55	+17	(+30)	+25	+27	+1	+30	+25	+35			
- in countries outside EC	+21	+38	+3	(+30)	+6	+10	+8	+9	+10	+14			
b) Investment in equipment and building													
- in home country	+51	+62	+21	(+40)	+16	+18	+22	+22	+16	+9			
- in other EC member country(ies)	+6	+34	+3	(+20)	+10	+14	-5	+10	+14	+23			
- in other countries outside the EC	+3	+13	-2	(+20)	+2	+3	-1	+1	+5	0			
c) Size of product range (number of products/product variants with product range)													
d) Research and development	+38	+51	+22	(+70)	+25	+18	+24	+22	+20	+7			
e) Measures to improve productivity	+50	+68	+34	(+50)	+21	+25	+30	+32	+29	+10			
	+60	+72	+42	(+50)	+31	+34	+34	+42	+33	+29			

G) Company strategy and access to Community markets
(see table 8*)

(Optional question; only answers for Greece, Spain, Luxembourg, Ireland, the Netherlands and the United Kingdom)

In order to meet the requirements of a completely open common market measures to improve productivity rank first but they are almost matched by the share of firms regarding cooperation agreements with companies in other member countries to be necessary: this share is almost equal in all size classes. Besides that, more investment will have to be made in research and development and in widening the product range. The large companies see deficiencies in these two areas to a significantly lesser extent than the small and medium sized companies. A need to speed up investment at home in order to meet the challenge of completing the large internal market is also seen, particularly by the small and medium sized companies; it is mainly the larger firms which plan to increase investment in other member countries.

Companies which have so far had no production plants or sales offices in other Community member countries will in the future also invest less in equipment and buildings abroad than those companies which today already have production or sales links in the Community area. In order to meet the challenge of the genuine European market the main line of strategy of the first group of companies will be to strengthen the domestic production unit by measures to improve productivity and by physical investment in the home country. Companies with production and sales activities in other Community mem-

ber countries plan to increase their European base more by direct investment (particularly British companies) and generally by more cooperation agreements with companies in other Community countries.

More cooperation agreements with other European companies are planned particularly in the footwear and clothing industry, mechanical engineering, in the production and preliminary processing of metals and the manufacture of non-metallic mineral products. Investment in other member countries seems to be a common strategy, particularly in processing of plastics, and also mechanical engineering and the manufacture of rubber products.

An increase in the product range is planned in the majority of branches, particularly in the food and drink industry, textile industry, mechanical and electrical engineering, production of metal articles and also man-made fibres.

Greater specialization combined with a reduction of the product range seems to be a strategy favoured particularly in the footwear and clothes industry, timber and wooden furniture industries and the manufacture of office and data processing machinery as well as precision engineering, optics and the like.

Annex

- (I) Weighting Scheme
- (II) Graphs on perceived importance of internal market barriers by country and company size class
- (III) Tables with detailed survey results
- (IV) Questionnaire
- (V) Presentation of the "Research on the cost of non-Europe"

Annex 1: The structure of the Research

Annex 2: The publication programme

Annex

I. Weighting scheme

(Weights based on net production; 1980 = 100)

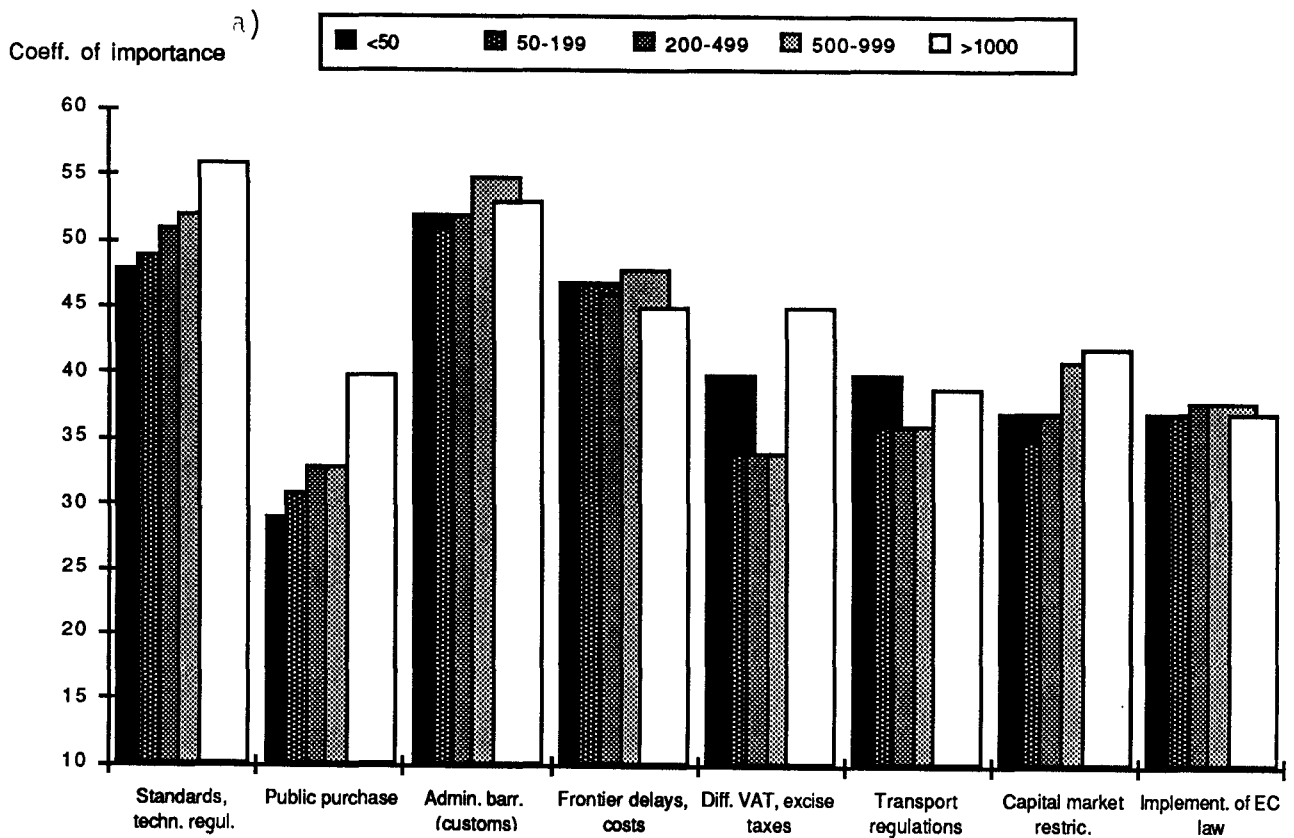
Branches	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR 12
1 Textile industry	3,34	0,76	14,74	4,24	8,79	15,58	0,79	34,71	0,07	1,50	5,08	10,41	100
2 Footwear and clothing industry	1,99	0,87	16,63	1,89	12,03	14,53	0,74	35,55	0,04	1,56	1,76	12,42	100
3 Timber and wooden furniture industries	3,95	1,68	24,52	0,87	9,46	11,34	0,53	32,32	0,02	2,67	2,00	10,64	100
4 Manufacture of paper and paper products; printing and publishing	2,76	2,12	26,74	0,93	7,01	14,23	0,88	16,48	0,08	5,80	1,17	21,80	100
5 Leather and leather goods industry	1,33	0,56	15,17	0,79	12,38	12,29	0,64	44,63	-	1,35	1,90	8,96	100
6 Processing of plastics	2,86	1,30	32,34	1,09	4,58	16,39	0,75	20,47	0,41	2,73	1,53	15,55	100
7 Mineral oil refining	1,85	0,98	18,85	4,19	11,62	23,55	0,20	14,92	-	3,36	3,45	17,03	100
8 Production and preliminary processing of metals	5,27	0,19	25,01	2,13	12,34	18,79	0,13	20,62	1,60	2,56	1,30	10,06	100
9 Manufacture of non-metallic mineral products	3,09	1,18	19,08	1,92	11,42	24,18	1,20	22,48	0,16	2,48	-	12,82	100
10 Chemical industry	4,38	1,13	23,99	0,96	9,08	20,34	1,27	16,68	0,04	4,33	1,40	16,41	100
11 Man-made fibres industry	2,45	-	13,42	-	25,57	7,32	6,13	19,14	0,24	8,47	5,08	12,18	100
12 Manufacture of metal articles	2,38	1,08	28,05	0,76	9,16	24,33	0,55	16,09	0,08	3,01	0,96	13,55	100
13 Mechanical engineering	2,64	2,02	34,36	0,19	4,79	14,64	0,29	16,96	0,14	2,47	0,50	21,01	100
14 Manufacture of office machinery and data-processing machinery	1,21	0,74	29,56	-	3,50	29,29	3,55	10,82	-	3,23	-	18,31	100
15 Electrical engineering	2,68	0,80	35,05	0,64	6,40	16,22	0,53	14,78	0,01	4,71	0,98	17,18	100
16 Manufacture of motor vehicles, motor-vehicle parts and accessories	2,55	0,19	35,05	0,19	8,27	27,22	0,18	12,78	0,02	1,11	0,61	11,84	100
17 Manufacture of other means of transport	1,92	1,62	14,74	2,32	9,29	24,18	0,50	15,03	-	4,73	2,55	23,12	100
18 Manufacture of rubber products	1,35	0,35	25,03	0,59	15,06	20,27	0,51	19,14	0,62	1,26	1,03	14,77	100
19 Precision engineering, optics and the like	0,59	1,36	46,47	0,13	1,61	11,97	2,02	15,24	0,05	3,00	-	17,56	100
20 Food, drink and tobacco industry	3,28	2,23	20,75	1,78	11,16	20,77	2,05	15,61	0,10	4,99	1,53	15,75	100
I Consumer goods	3,05	1,59	24,20	1,36	9,88	20,21	1,30	19,42	0,07	3,51	1,29	14,13	100
II Investment goods	1,40	1,54	31,97	0,64	5,74	17,29	0,72	14,44	0,07	4,67	0,92	20,62	100
III Intermediate goods	3,72	0,77	23,30	1,43	9,11	16,71	0,53	18,48	0,25	4,54	1,77	19,38	100
Industry as a whole	2,97	1,26	26,29	1,26	8,93	18,45	0,87	19,50	0,16	3,36	1,47	15,46	100

Annex

- (II) Graphs on perceived importance of internal market barriers by country and company size class

EUR 12

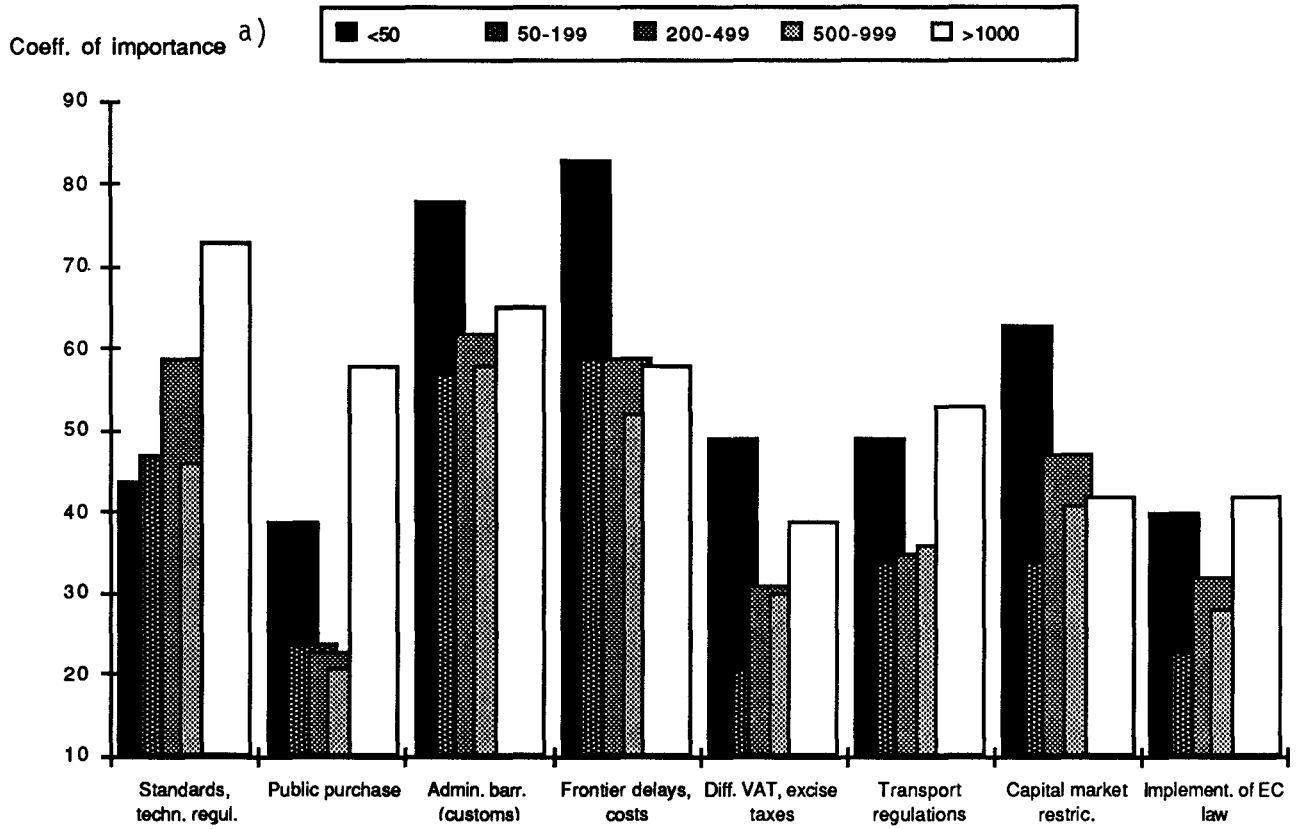
Graph 1 A: Perceived importance of internal market barriers
EUROPEAN COMMUNITY/EUR 12
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

B

Graph 1 B: Perceived importance of internal market barriers
Belgium/B
by company size class; total industry

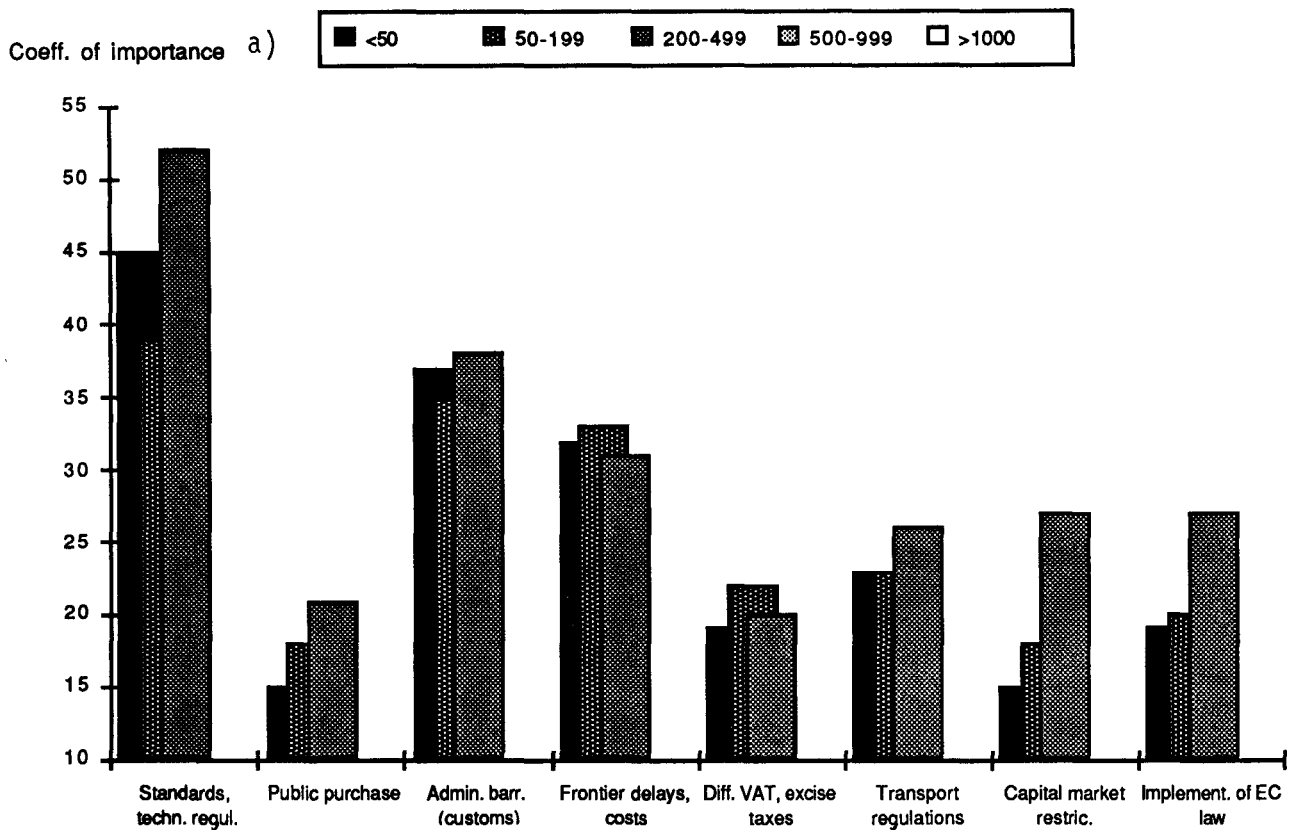


a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

DK

Graph 1 C: Perceived importance of internal market barriers
Denmark / DK

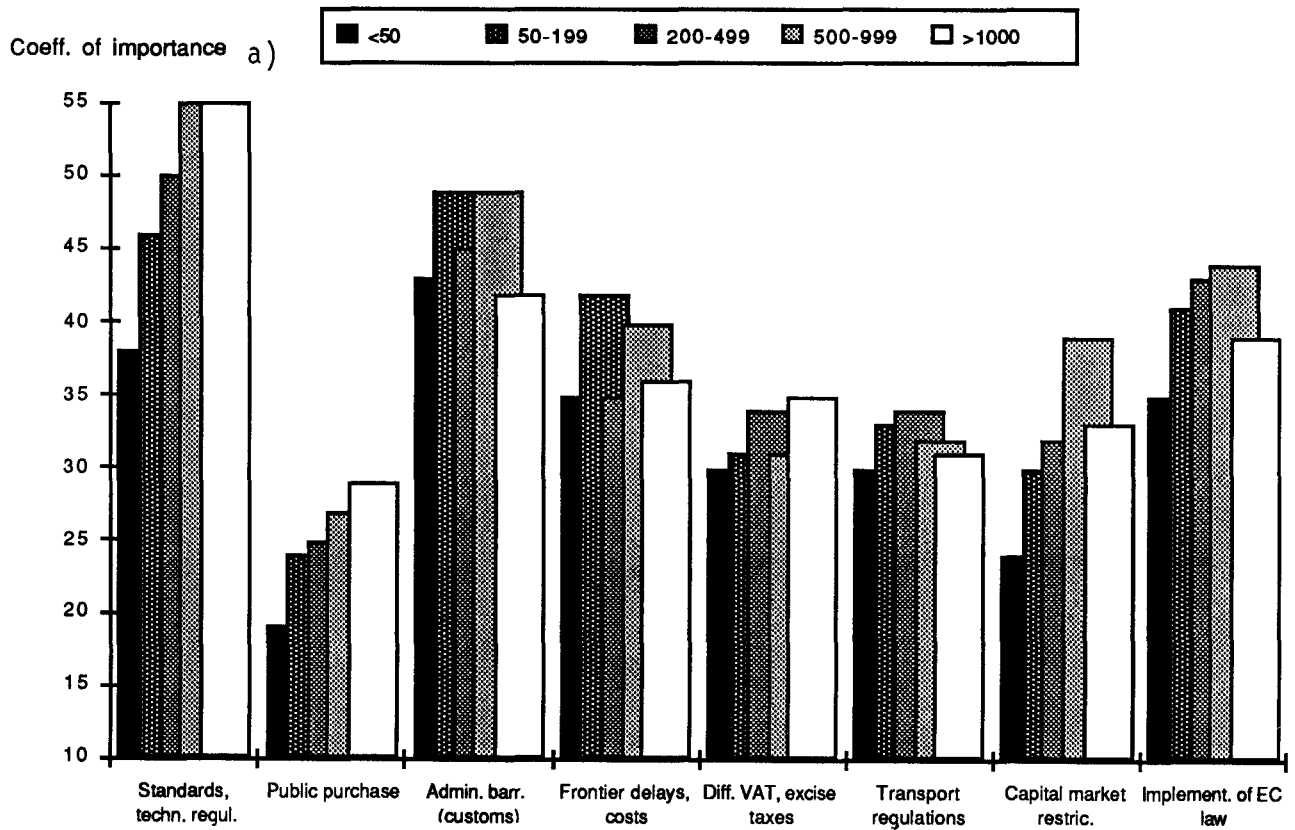
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

D

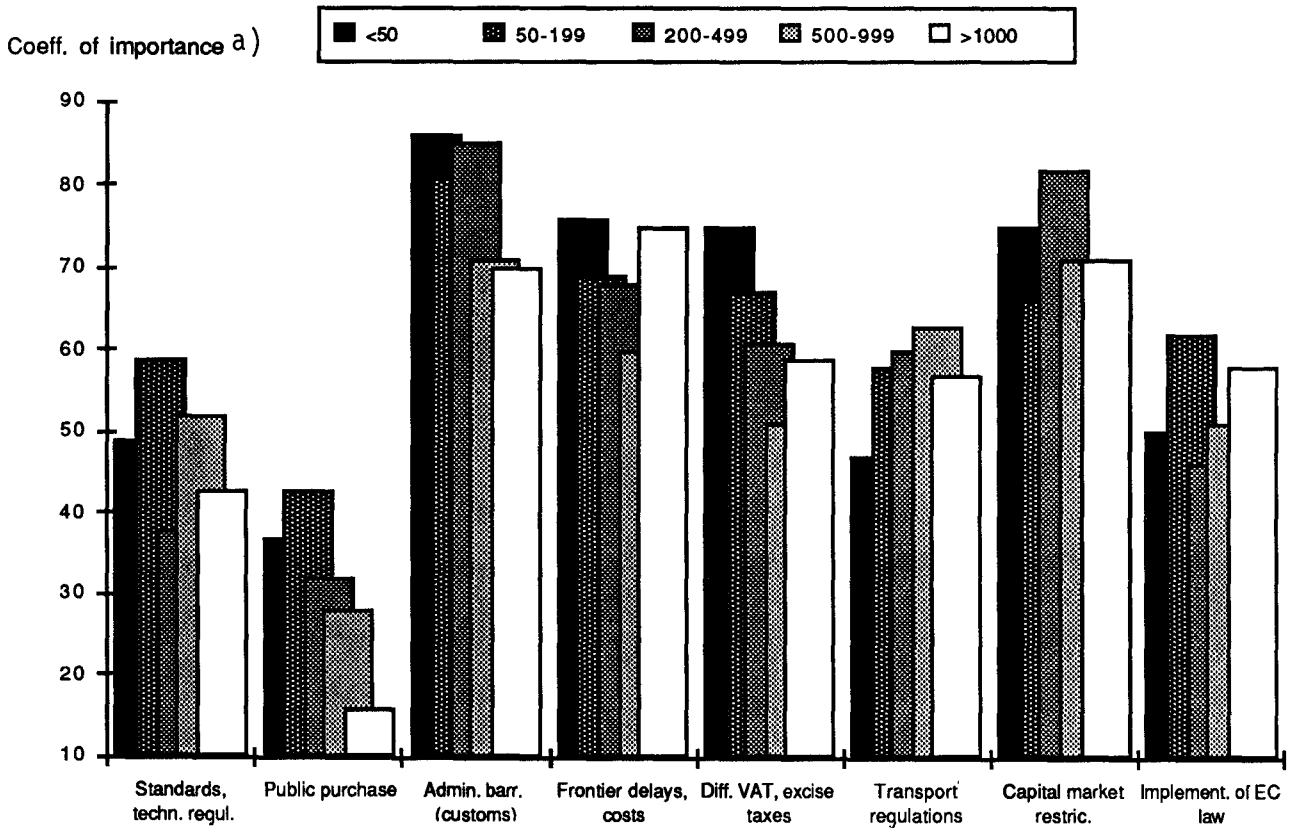
Graph 1 D: Perceived importance of internal market barriers
Germany / D
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

Graph 1 E: Perceived importance of internal market barriers
Greece / GR

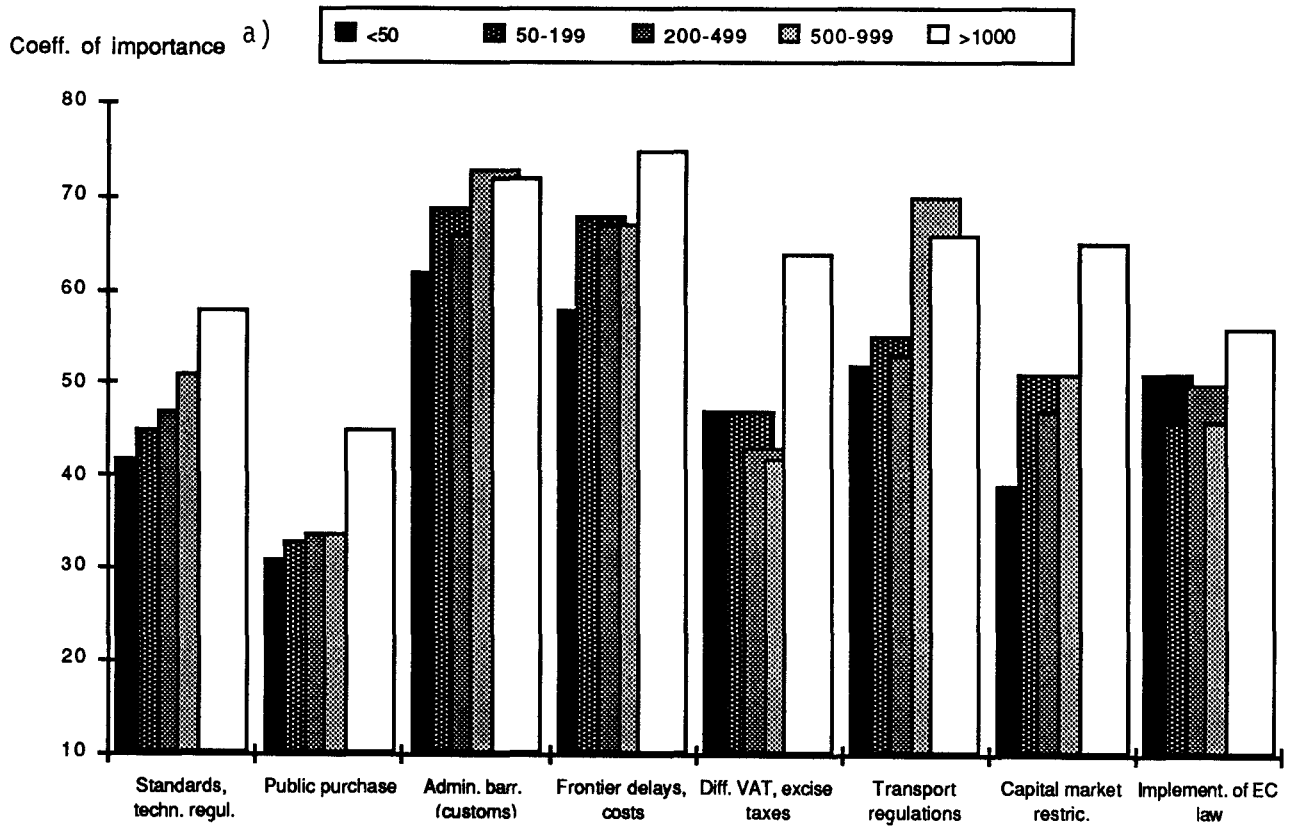
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

E

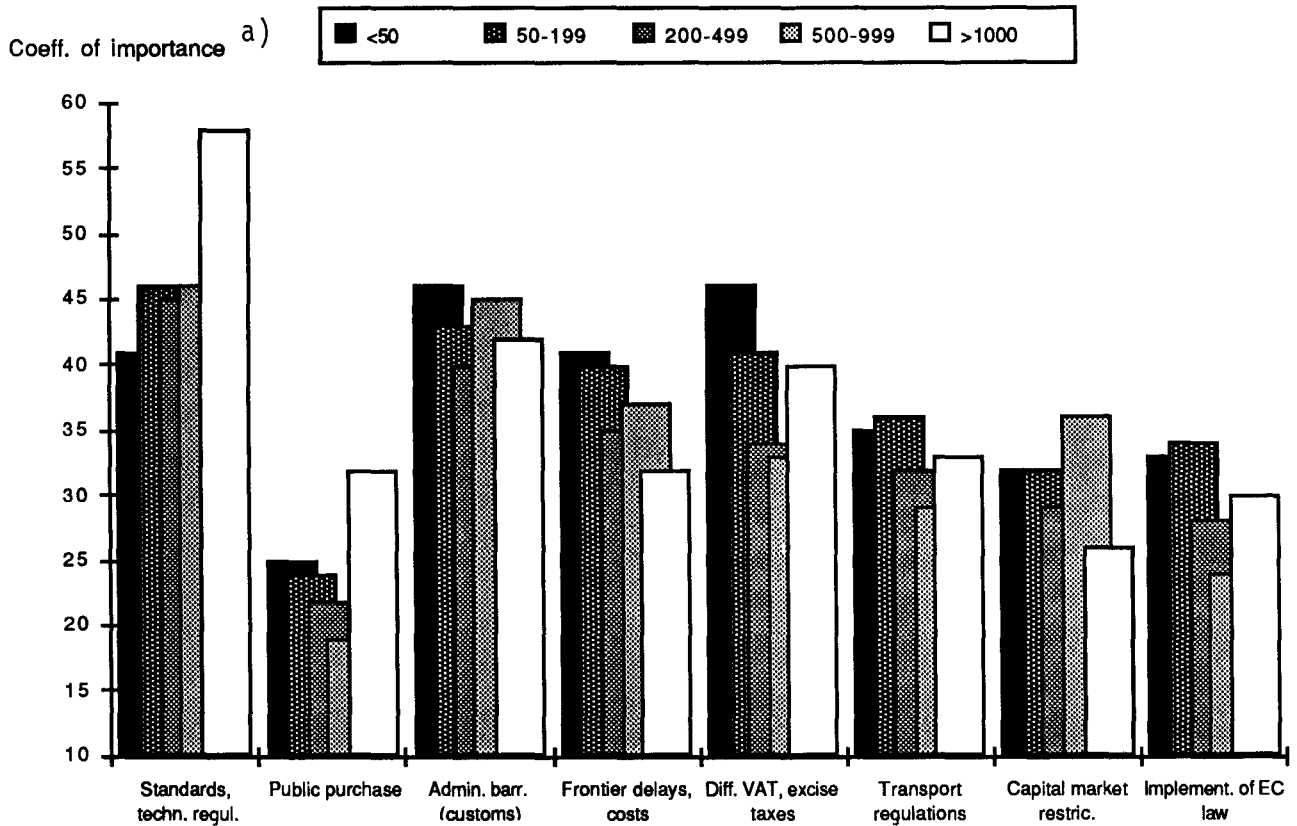
Graph 1 F: Perceived importance of internal market barriers
Spain / E
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

F

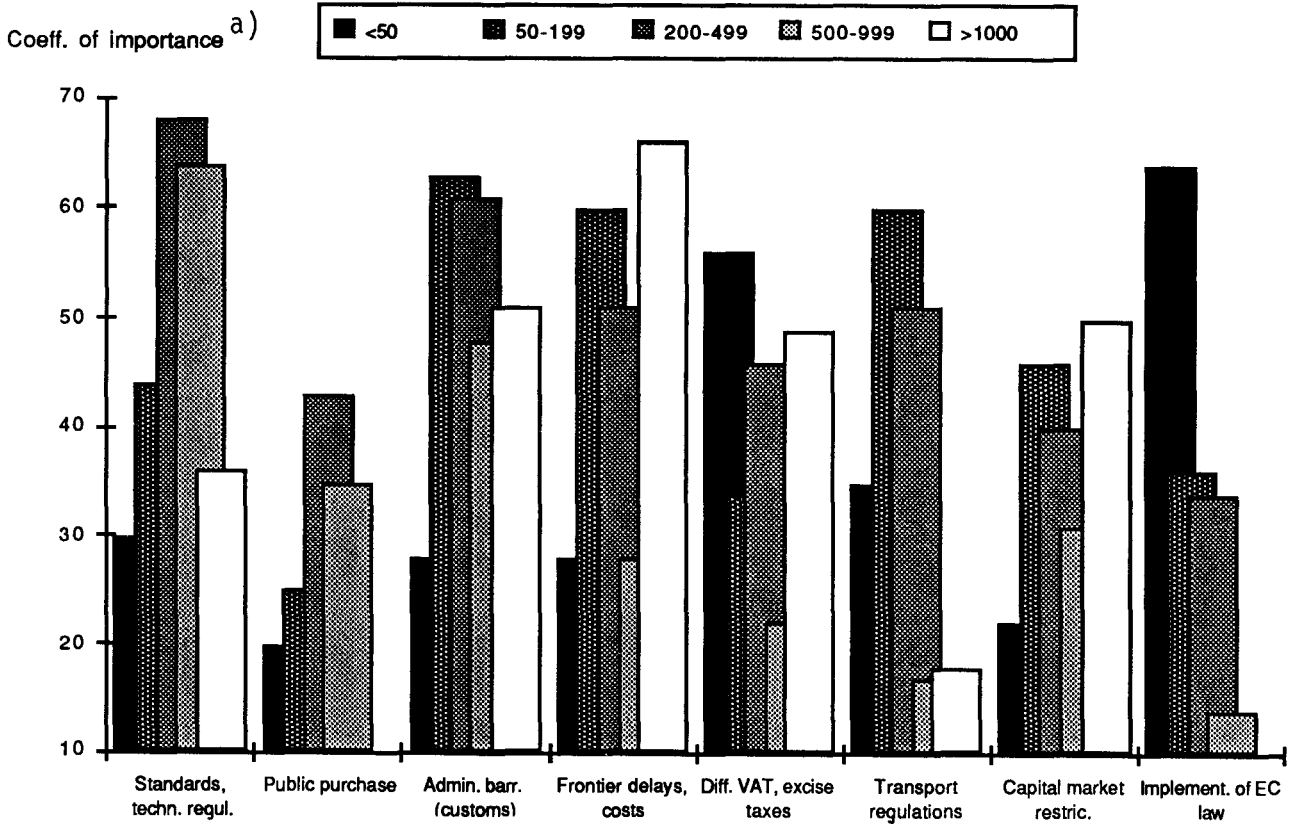
Graph 1 G: Perceived importance of internal market barriers
France / F
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

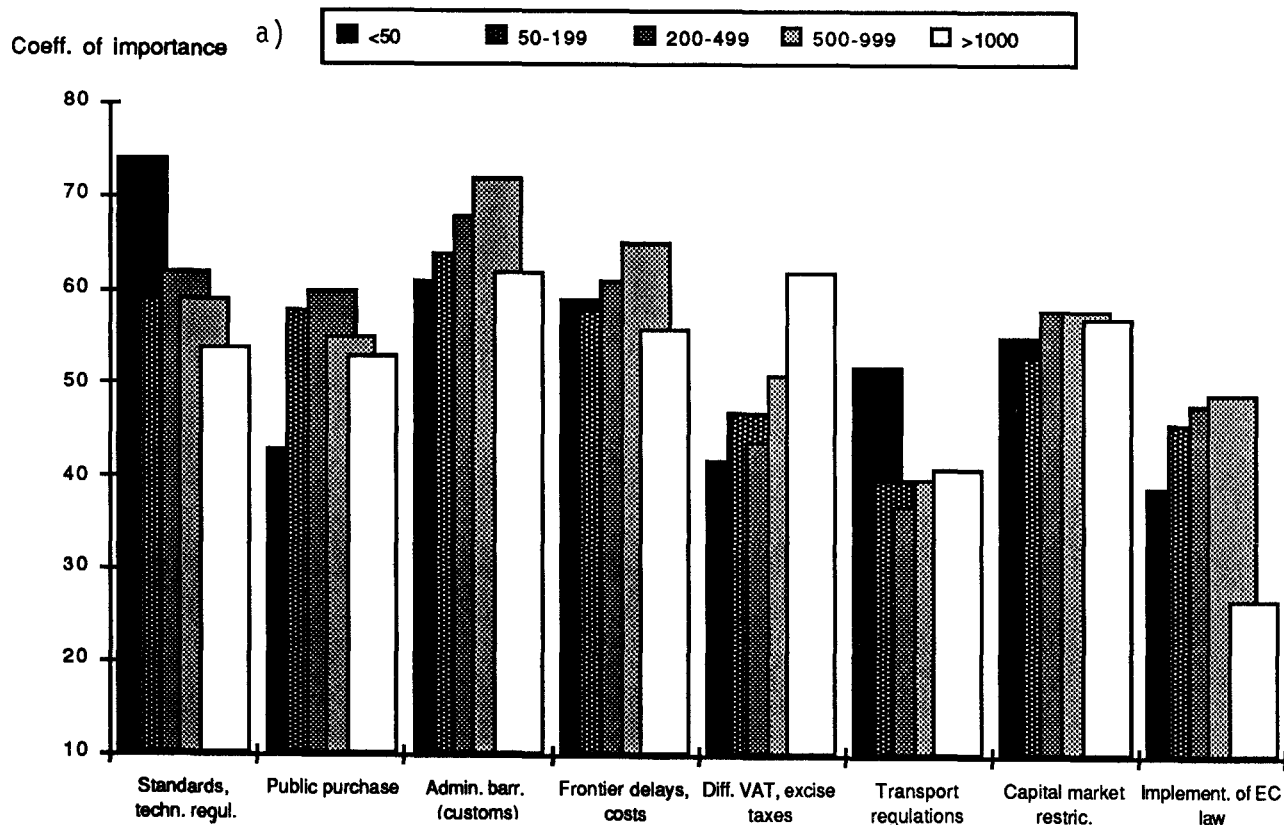
IRL

Graph 1 H: Perceived importance of internal market barriers
Ireland / IRL
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

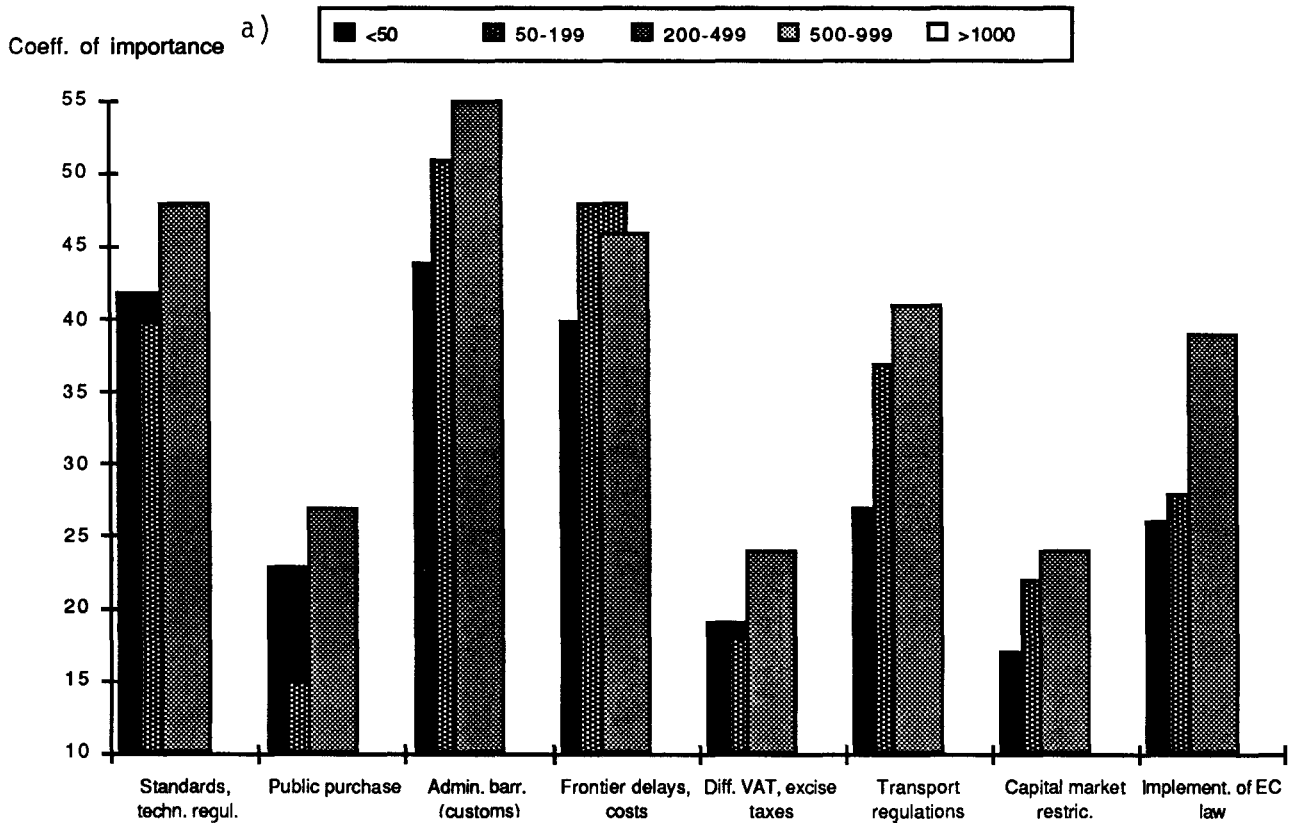
Graph 1 I: Perceived importance of internal market barriers
Italy / I
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

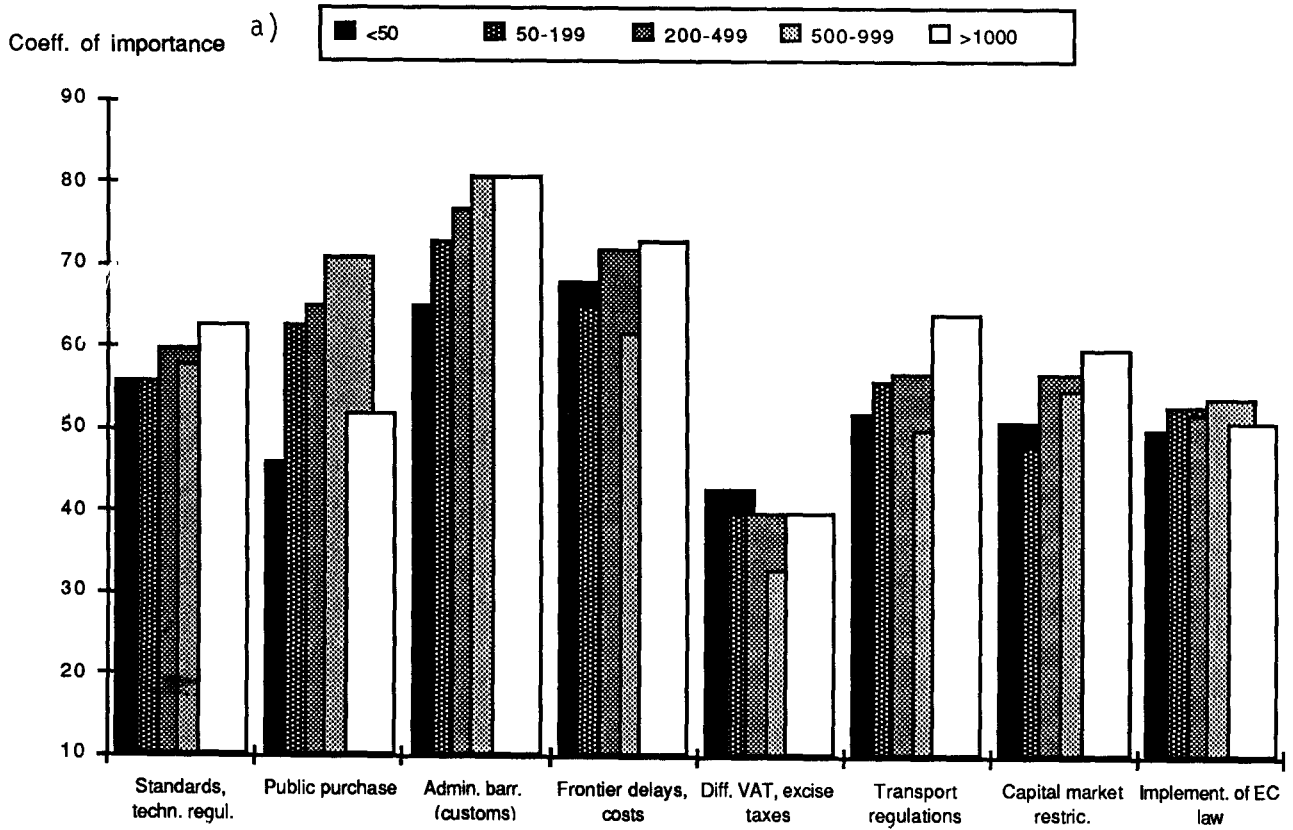
NL

Graph 1 K: Perceived importance of internal market barriers
Netherlands / NL
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

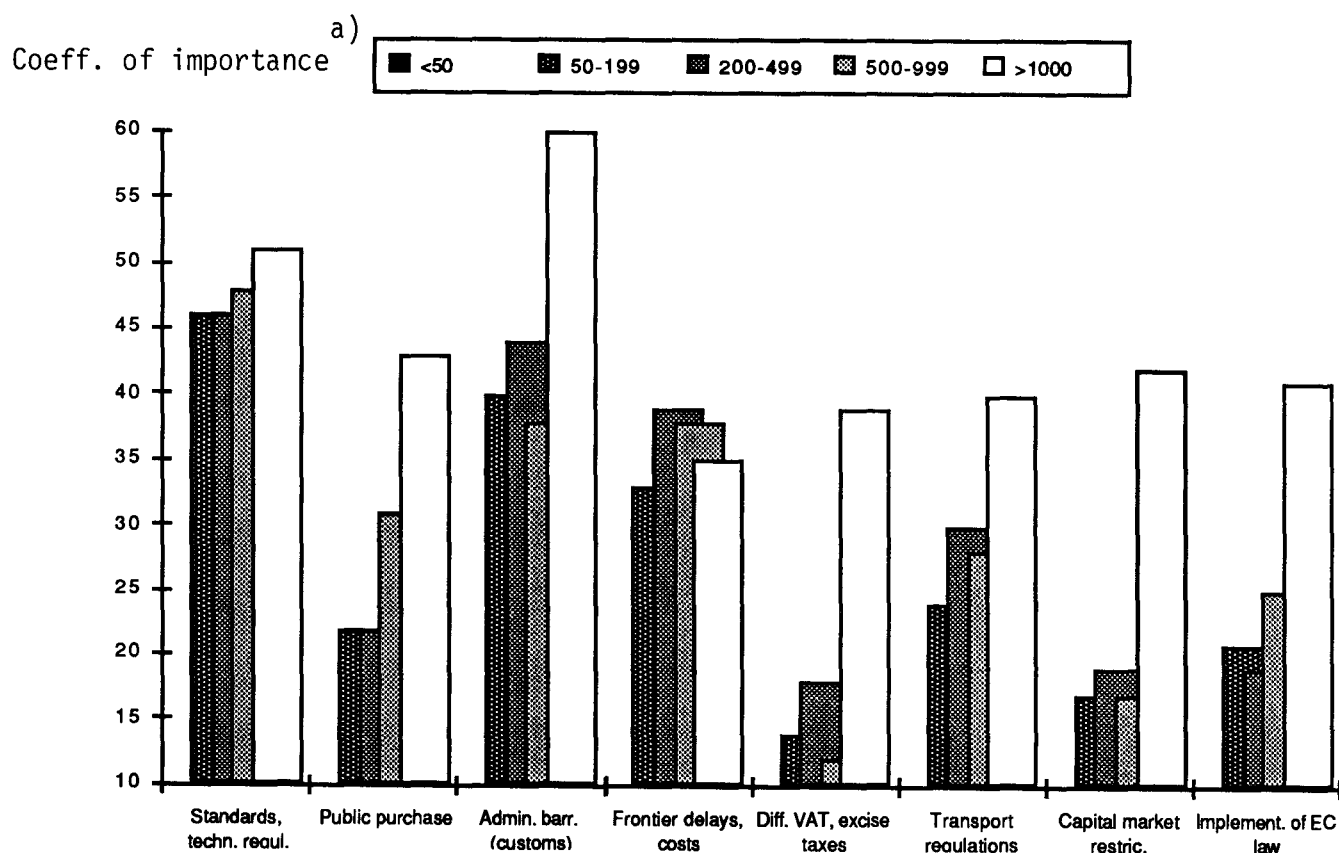
Graph 1 L: Perceived importance of internal market barriers
Portugal / P
by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

UK

Graph 1 M: Perceived importance of internal market barriers
 United Kingdom / UK
 by company size class; total industry



a) The coefficient ranks responses from 0 (all companies consider a particular reason to be of little or no importance) to 100 (all companies consider a particular reason to be very important).

Annex Part III Tables with detailed survey result

Tables 1 Removal of barriers
(Coefficient of importance)

1. Total industry
- 1.1.1 Less than 50 persons employed (total industry)
- 1.1.2 50 to 199 persons employed (total industry)
- 1.1.3 200 to 499 persons employed (total industry)
- 1.1.4 500 to 999 persons employed (total industry)
- 1.1.5 1000 or more persons employed (total industry)
- 1.2.1 Export share world less than 10 % (total industry)
- 1.2.2 Export share world 11 to 30 % (total industry)
- 1.2.3 Export share world 31 % or more (total industry)
- 1.3.1 Export share EUR-countries less than 10 % (total industry)
- 1.3.2 Export share EUR-countries 11 to 30 % (total industry)
- 1.3.3 Export share EUR-countries 31 % or more (total industry)
- 1.4.1 Production or sales activities in other member countries (total industry)
- 1.4.2 No production or sales activities in other member countries (total industry)
- 1.5.1 Industrial main groups:
Consumer goods (without food, drink and tobacco industry)
- 1.5.2 Industrial main groups:
Investment goods
- 1.5.3 Industrial main groups:
Intermediate goods
- 1.5.4 Industrial main groups:
Food, drink and tobacco industry
- 1.6.1 Textile industry
- 1.6.2 Footware and clothing industry
- 1.6.3 Timber and wooden furniture industries
- 1.6.4 Manufacture of paper and paper products, printing and publishing
- 1.6.5 Leather and leather goods industry
- 1.6.6 Processing of plastics
- 1.6.7 Mineral oil refining
- 1.6.8 Production and preliminary processing of metals
- 1.6.9 Manufacture of non-metallic mineral products

- 1.6.10 Chemical industry
- 1.6.11 Man-made fibre industries
- 1.6.12 Manufacture of metal articles
- 1.6.13 Mechanical engineering
- 1.6.14 Manufacture of office machinery and data processing machinery
- 1.6.15 Electrical engineering
- 1.6.16 Manufacture of motor vehicles, motor vehicle parts and accessories
- 1.6.17 Manufacture of other means of transport
- 1.6.18 Manufacture of rubber products
- 1.6.19 Precision engineering, optics and the like

Tables 2 Cost effects of barriers (same order as in tables 1)

Tables 3 Sales effects of internal market
(same order as tables 1)

Tables 4 General assessment of risks and chances of
internal market
(same order as tables 1)

Tables 5 Access to EC-markets and fields of strategy
(voluntary questions; same order as in tables 1)

Tables 6 A Removal of barriers
(Coefficient of importance; cross-section tables)

- 6A/B 1 Differences in national standards and regulations
(technical, safety, environment etc.)
- 6 A 1 By country and by size class, export share and
production or sales activities in other member countries
- 6 B 1 By country and by industrial branches
- 6 A/B 2 Restrictions on open competition for government procurement
- 6 A/B 3 Administrative barriers (excessive customs formalities)

- 6A/B 4 Physical frontier delays and costs
- 6A/B 5 Differences on value added tax (VAT)
and sales taxes
- 6A/B 6 Regulations of freight transport which increase
transport costs (e.g. quotas)
- 6A/B 7 Restriction in the capital market (e.g. exchange controls)
- 6A/B 8 Implementation and application of Community Law
(e.g. too costly and takes too long)

Annex (III)

Tables 1

TABLE 1

Removal of barriers / Coefficient of importance*
Total industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	63	47	49	46	46	49	55	60	60	39	58	48	51
b) Restrictions on open competition for government procurement	43	19	24	27	33	26	32	63	15	19	62	32	35
c) Administrative barriers (excessive customs formalities)	64	37	46	77	65	40	58	65	95	48	75	47	51
d) Physical frontier delays and costs	61	31	38	68	64	32	48	62	55	43	68	35	45
e) Differences in Value added tax (VAT) and sales taxes	32	20	32	-59	45	37	34	47	20	18	40	20	35
f) Regulations of freight transport which increase transport costs (e.g. quotas)	44	24	32	59	53	28	41	41	35	34	55	30	36
g) Restriction in the capital market (e.g. exchange controls)	45	23	31	74	47	23	38	58	45	20	53	24	36
h) Implementation and application of Community law (e.g. too costly and takes too long)	38	24	41	53	47	26	26	47	30	29	52	27	37
i) Other barriers, specified.....	11	7	8	1	6	4	5	3	45	79	6	9	9

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.1.1

Removal of barriers / Coefficient of importance*
Less than 50 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	44	45	38	49	42	41	30	74	:	42	56	:	48
b) Restrictions on open competition for government procurement	39	15	19	37	31	25	20	43	:	23	46	:	29
c) Administrative barriers (excessive customs formalities)	78	37	43	86	62	46	28	61	:	44	65	:	52
d) Physical frontier delays and costs	83	32	35	76	58	41	28	59	:	40	68	:	47
e) Differences in Value added tax (VAT) and sales taxes	49	19	30	75	47	46	56	42	:	19	43	:	40
f) Regulations of freight transport which increase transport costs (e.g. quotas)	49	23	30	47	52	35	35	52	:	27	52	:	40
g) Restriction in the capital market (e.g. exchange controls)	63	15	24	75	39	32	22	55	:	17	51	:	37
h) Implementation and application of Community law (e.g. too costly and takes too long)	40	19	35	50	51	33	64	39	:	26	50	:	37
i) Other barriers, specified.....	4	0	6	0	8	4	1	2	:	60	5	:	6

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.1.2

Removal of barriers / Coefficient of importance*
50 to 199 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	47	39	46	59	45	46	44	59	:	40	56	46	49
b) Restrictions on open competition for government procurement	24	18	24	43	33	24	25	58	:	15	63	22	31
c) Administrative barriers (excessive customs formalities)	57	35	49	81	69	43	63	64	:	51	73	40	51
d) Physical frontier delays and costs	59	33	42	69	68	40	60	58	:	48	65	33	47
e) Differences in Value added tax (VAT) and sales taxes	21	22	31	67	47	41	34	47	:	18	40	14	34
f) Regulations of freight transport which increase transport costs (e.g. quotas)	34	23	33	58	55	36	60	40	:	37	56	24	36
g) Restriction in the capital market (e.g. exchange controls)	34	18	30	66	51	32	46	53	:	22	48	17	35
h) Implementation and application of Community law (e.g. too costly and takes too long)	23	20	41	62	46	34	36	46	:	28	53	21	37
i) Other barriers, specified.....	5	4	8	0	5	7	2	4	:	77	6	5	9

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.1.3

Removal of barriers / Coefficient of importance*
200 to 499 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	59	52	50	38	47	45	68	62	:	48	60	46	51
b) Restrictions on open competition for government procurement	23	21	25	32	34	22	43	60	:	27	65	22	33
c) Administrative barriers (excessive customs formalities)	62	38	45	85	66	40	71	68	:	55	77	44	52
d) Physical frontier delays and costs	59	31	35	68	67	35	51	61	:	46	72	39	46
e) Differences in Value added tax (VAT) and sales taxes	31	20	34	61	43	34	46	44	:	24	40	18	34
f) Regulations of freight transport which increase transport costs (e.g. quotas)	35	26	34	60	53	32	51	37	:	41	57	30	36
g) Restriction in the capital market (e.g. exchange controls)	47	27	32	82	47	29	40	58	:	24	57	19	37
h) Implementation and application of Community law (e.g. too costly and takes too long)	32	27	43	46	50	28	34	48	:	39	52	19	38
i) Other barriers, specified.....	10	8	6	1	5	7	2	3	:	90	6	5	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.1.4

Removal of barriers / Coefficient of importance*
500 to 999 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	46	:	55	52	51	46	64	59	:	:	58	48	52
b) Restrictions on open competition for government procurement	21	:	27	28	34	19	35	55	:	:	71	31	33
c) Administrative barriers (excessive customs formalities)	58	:	49	71	73	45	48	72	:	:	81	38	55
d) Physical frontier delays and costs	52	:	40	60	67	37	28	65	:	:	62	38	48
e) Differences in Value added tax (VAT) and sales taxes	30	:	31	51	42	33	22	51	:	:	33	12	34
f) Regulations of freight transport which increase transport costs (e.g. quotas)	36	:	32	63	70	29	17	40	:	:	50	28	36
g) Restriction in the capital market (e.g. exchange controls)	41	:	39	71	51	36	31	58	:	:	55	17	41
h) Implementation and application of Community law (e.g. too costly and takes too long)	28	:	44	51	46	24	14	49	:	:	54	25	38
i) Other barriers, specified.....	5	:	10	3	0	4	13	4	:	:	9	4	5

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.1.5

Removal of barriers / Coefficient of importance*
1000 or more persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	73	:	55	43	58	58	36	54	:	:	63	51	56
b) Restrictions on open competition for government procurement	58	:	29	16	45	32	0	53	:	:	52	43	40
c) Administrative barriers (excessive customs formalities)	65	:	42	70	72	42	51	62	:	:	81	60	53
d) Physical frontier delays and costs	58	:	36	75	75	32	66	56	:	:	73	35	45
e) Differences in Value added tax (VAT) and sales taxes	39	:	35	59	64	40	49	62	:	:	40	39	45
f) Regulations of freight transport which increase transport costs (e.g. quotas)	53	:	31	57	66	33	18	41	:	:	64	40	39
g) Restriction in the capital market (e.g. exchange controls)	42	:	33	71	65	26	50	57	:	:	60	42	42
h) Implementation and application of Community law (e.g. too costly and takes too long)	42	:	39	58	56	30	0	27	:	:	51	41	37
i) Other barriers, specified.....	16	:	12	0	5	5	0	0	:	:	8	20	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.2.1

Removal of barriers / Coefficient of importance*
Export share world less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	44	29	44	41	45	51	36	64	:	34	59	32	47
b) Restrictions on open competition for government procurement	22	17	22	22	33	24	30	52	:	18	58	12	28
c) Administrative barriers (excessive customs formalities)	61	26	42	77	67	39	48	70	:	48	72	28	48
d) Physical frontier delays and costs	56	26	35	65	67	33	46	62	:	44	66	22	43
e) Differences in Value added tax (VAT) and sales taxes	34	17	31	58	48	40	36	46	:	18	40	19	36
f) Regulations of freight transport which increase transport costs (e.g. quotas)	37	26	33	50	56	29	45	40	:	29	55	19	34
g) Restriction in the capital market (e.g. exchange controls)	29	18	24	74	45	24	27	60	:	15	50	14	33
h) Implementation and application of Community law (e.g. too costly and takes too long)	42	11	37	45	48	30	39	45	:	24	52	17	30
i) Other barriers, specified.....	5	0	6	0	7	5	0	2	:	83	6	8	7

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.2.2

Removal of barriers / Coefficient of importance*
Export share world 11 to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	63	41	47	52	53	48	37	53	:	35	62	64	52
b) Restrictions on open competition for government procurement	34	20	25	47	39	27	16	57	:	21	58	19	33
c) Administrative barriers (excessive customs formalities)	53	27	48	71	74	41	47	56	:	53	69	49	52
d) Physical frontier delays and costs	40	24	42	70	71	35	40	54	:	52	68	35	45
e) Differences in Value added tax (VAT) and sales taxes	22	15	35	56	44	37	39	72	:	23	35	13	38
f) Regulations of freight transport which increase transport costs (e.g. quotas)	36	18	34	76	57	32	32	40	:	34	50	30	37
g) Restriction in the capital market (e.g. exchange controls)	40	36	32	73	55	30	44	52	:	19	50	14	36
h) Implementation and application of Community law (e.g. too costly and takes too long)	25	21	42	67	50	22	21	27	:	28	49	33	33
i) Other barriers, specified.....	22	20	10	4	2	4	0	1	:	68	1	7	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.2.3

Removal of barriers / Coefficient of importance*
Export share world 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	67	56	55	47	45	58	64	59	:	53	54	42	54
b) Restrictions on open competition for government procurement	48	22	26	21	37	31	34	49	:	21	68	36	35
c) Administrative barriers (excessive customs formalities)	64	44	50	80	64	46	64	69	:	59	81	48	55
d) Physical frontier delays and costs	58	34	40	71	65	34	50	61	:	50	70	40	47
e) Differences in Value added tax (VAT) and sales taxes	37	23	32	62	60	39	32	42	:	21	40	14	36
f) Regulations of freight transport which increase transport costs (e.g. quotas)	48	28	31	59	56	34	39	40	:	43	59	27	37
g) Restriction in the capital market (e.g. exchange controls)	43	24	39	76	55	29	40	60	:	28	59	24	41
h) Implementation and application of Community law (e.g. too costly and takes too long)	38	30	44	53	49	33	23	41	:	37	54	24	39
i) Other barriers, specified.....	14	6	10	0	15	7	8	3	:	83	9	16	12

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.3.1

Removal of barriers / Coefficient of importance*
Export share EUR countries less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	74	32	45	44	43	50	47	62	:	39	58	36	49
b) Restrictions on open competition for government procurement	35	17	23	30	31	32	33	60	:	21	57	25	34
c) Administrative barriers (excessive customs formalities)	57	29	43	77	63	39	43	67	:	51	72	37	50
d) Physical frontier delays and costs	53	23	36	66	62	37	29	59	:	49	67	30	44
e) Differences in Value added tax (VAT) and sales taxes	22	14	33	61	44	35	23	46	:	17	40	16	33
f) Regulations of freight transport which increase transport costs (e.g. quotas)	21	20	32	58	53	29	28	32	:	32	55	21	32
g) Restriction in the capital market (e.g. exchange controls)	19	20	25	77	44	31	30	57	:	19	51	16	33
h) Implementation and application of Community law (e.g. too costly and takes too long)	21	17	38	51	48	29	28	49	:	24	51	21	36
i) Other barriers, specified.....	40	11	7	0	5	4	0	3	:	84	5	14	10

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.3.2

Removal of barriers / Coefficient of importance*
Export share EUR countries 11% to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	61	48	52	41	48	57	68	54	:	43	63	50	53
b) Restrictions on open competition for government procurement	72	22	27	39	35	28	15	54	:	25	66	25	35
c) Administrative barriers (excessive customs formalities)	39	37	49	72	71	44	61	56	:	54	74	51	52
d) Physical frontier delays and costs	22	29	43	72	74	30	61	55	:	52	67	34	45
e) Differences in Value added tax (VAT) and sales taxes	18	22	32	54	48	44	43	68	:	24	39	17	40
f) Regulations of freight transport which increase transport costs (e.g. quotas)	25	27	32	67	58	35	29	44	:	38	57	31	38
g) Restriction in the capital market (e.g. exchange controls)	26	29	35	61	51	23	43	52	:	18	51	22	36
h) Implementation and application of Community law (e.g. too costly and takes too long)	19	22	42	74	49	29	13	26	:	34	51	34	35
i) Other barriers, specified.....	13	6	9	4	6	7	14	2	:	71	6	4	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.3.3

Removal of barriers / Coefficient of importance*
Export share EUR countries 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	66	64	52	51	50	47	55	68	:	50	52	45	53
b) Restrictions on open competition for government procurement	43	23	23	15	48	19	37	48	:	18	72	13	29
c) Administrative barriers (excessive customs formalities)	70	47	50	77	78	47	71	69	:	60	84	50	57
d) Physical frontier delays and costs	66	40	37	71	78	36	57	56	:	51	71	46	48
e) Differences in Value added tax (VAT) and sales taxes	41	24	31	57	50	31	38	34	:	20	41	6	30
f) Regulations of freight transport which increase transport costs (e.g. quotas)	56	29	33	58	64	33	54	41	:	41	56	40	40
g) Restriction in the capital market (e.g. exchange controls)	49	27	42	74	62	35	41	59	:	29	61	29	44
h) Implementation and application of Community law (e.g. too costly and takes too long)	44	37	47	47	55	31	31	37	:	36	56	9	37
i) Other barriers, specified.....	11	7	9	0	5	8	6	2	:	83	10	9	10

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.4.1

Removal of barriers / Coefficient of importance*
Production or sales activities in other EUR countries (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	70	53	56	52	56	54	64	59	:	55	61	50	56
b) Restrictions on open competition for government procurement	49	21	29	28	36	29	33	53	:	23	69	32	35
c) Administrative barriers (excessive customs formalities)	65	41	49	82	78	45	65	65	:	59	76	51	56
d) Physical frontier delays and costs	59	34	41	66	74	34	51	58	:	54	69	37	47
e) Differences in Value added tax (VAT) and sales taxes	37	22	35	64	48	37	32	55	:	22	37	21	38
f) Regulations of freight transport which increase transport costs (e.g. quotas)	50	26	31	60	63	34	41	41	:	45	57	34	39
g) Restriction in the capital market (e.g. exchange controls)	42	28	37	80	58	28	36	58	:	32	55	27	40
h) Implementation and application of Community law (e.g. too costly and takes too long)	39	27	46	54	50	29	24	34	:	39	50	31	37
i) Other barriers, specified.....	15	8	9	1	7	6	8	3	:	19	10	10	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.4.2

Removal of barriers / Coefficient of importance*
No production or sales activities in other EUR countries (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	37	26	45	34	43	50	35	63	:	28	56	44	48
b) Restrictions on open competition for government procurement	31	16	21	26	34	27	25	60	:	15	59	29	33
c) Administrative barriers (excessive customs formalities)	51	23	45	68	63	36	46	64	:	40	74	41	49
d) Physical frontier delays and costs	50	21	38	73	62	31	40	62	:	35	68	33	44
e) Differences in Value added tax (VAT) and sales taxes	27	15	32	51	44	43	37	50	:	16	41	18	36
f) Regulations of freight transport which increase transport costs (e.g. quotas)	27	22	33	57	52	27	38	41	:	25	55	27	34
g) Restriction in the capital market (e.g. exchange controls)	44	15	28	63	42	30	40	54	:	11	53	20	35
h) Implementation and application of Community law (e.g. too costly and takes too long)	23	15	38	53	48	31	32	38	:	21	54	24	35
i) Other barriers, specified.....	6	1	8	0	5	5	1	2	:	76	5	9	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.5.1

Removal of barriers / Coefficient of importance*
 Industrial main groups: Consumer goods (without food, drink and tobacco industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	72	35	39	48	44	70	12	58	:	33	63	52	52
b) Restrictions on open competition for government procurement	51	16	22	34	31	10	5	59	:	11	65	31	30
c) Administrative barriers (excessive customs formalities)	73	45	48	84	68	45	34	66	:	42	84	65	57
d) Physical frontier delays and costs	71	37	41	66	68	22	41	60	:	39	77	51	46
e) Differences in Value added tax (VAT) and sales taxes	55	24	36	81	47	76	43	52	:	19	42	30	48
f) Regulations of freight transport which increase transport costs (e.g. quotas)	72	26	32	52	59	12	45	45	:	29	56	42	36
g) Restriction in the capital market (e.g. exchange controls)	60	23	31	81	42	19	33	60	:	16	55	28	36
h) Implementation and application of Community law (e.g. too costly and takes too long)	55	19	39	54	52	43	38	42	:	23	60	34	41
i) Other barriers, specified.....	15	3	8	3	9	3	0	2	:	81	8	11	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.5.2

Removal of barriers / Coefficient of importance*
Industrial main groups: Investment goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	79	62	59	58	51	56	83	77	:	44	61	53	59
b) Restrictions on open competition for government procurement	61	27	29	9	33	48	53	59	:	25	60	55	43
c) Administrative barriers (excessive customs formalities)	-54	31	44	74	61	47	67	63	:	46	73	37	48
d) Physical frontier delays and costs	38	19	35	72	58	38	34	61	:	45	62	20	38
e) Differences in Value added tax (VAT) and sales taxes	11	13	32	36	43	32	19	42	:	16	38	10	28
f) Regulations of freight transport which increase transport costs (e.g. quotas)	14	16	26	50	48	35	28	41	:	35	44	22	31
g) Restriction in the capital market (e.g. exchange controls)	30	18	33	54	45	46	44	62	:	25	49	27	38
h) Implementation and application of Community law (e.g. too costly and takes too long)	24	23	42	36	39	31	7	50	:	30	47	20	35
i) Other barriers, specified.....	23	11	10	0	6	12	0	6	:	81	3	10	13

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.5.3

Removal of barriers / Coefficient of importance*
Industrial main groups: Intermediate goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	58	40	44	47	43	46	38	51	:	41	56	41	45
b) Restrictions on open competition for government procurement	41	17	21	30	35	22	32	59	:	18	61	18	31
c) Administrative barriers (excessive customs formalities)	62	33	41	75	67	39	53	64	:	50	73	41	50
d) Physical frontier delays and costs	59	34	33	69	66	35	54	63	:	46	69	36	46
e) Differences in Value added tax (VAT) and sales taxes	38	11	27	62	46	31	30	46	:	21	39	10	30
f) Regulations of freight transport which increase transport costs (e.g. quotas)	52	23	44	65	55	36	52	39	:	35	57	31	40
g) Restriction in the capital market (e.g. exchange controls)	39	17	27	76	51	21	35	57	:	18	55	17	33
h) Implementation and application of Community law (e.g. too costly and takes too long)	35	18	38	56	47	24	33	48	:	26	51	24	35
i) Other barriers, specified.....	9	5	6	1	5	3	3	2	:	77	7	6	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.5.4

Removal of barriers / Coefficient of importance*
Industrial main groups: Food, drink and tobacco industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	48	43	47	34	51	:	66	71	:	:	54	40	52
b) Restrictions on open competition for government procurement	8	13	14	26	34	:	23	64	:	:	59	1	26
c) Administrative barriers (excessive customs formalities)	64	47	55	79	59	:	69	65	:	:	68	51	58
d) Physical frontier delays and costs	56	44	49	68	54	:	59	64	:	:	56	39	52
e) Differences in Value added tax (VAT) and sales taxes	21	38	35	56	38	:	45	55	:	:	39	44	42
f) Regulations of freight transport which increase transport costs (e.g. quotas)	22	39	39	53	52	:	37	37	:	:	55	29	39
g) Restriction in the capital market (e.g. exchange controls)	41	37	27	76	47	:	37	53	:	:	49	18	37
h) Implementation and application of Community law (e.g. too costly and takes too long)	27	37	47	53	55	:	33	50	:	:	51	41	46
i) Other barriers, specified.....	5	6	7	0	5	:	15	4	:	:	7	12	7

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.1

Removal of barriers / Coefficient of importance*
Textile industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	28	36	30	44	34	33	44	44	:	35	62	28	38
b) Restrictions on open competition for government procurement	51	27	27	38	27	26	5	54	:	12	73	11	38
c) Administrative barriers (excessive customs formalities)	65	49	59	91	72	53	52	75	:	48	82	62	67
d) Physical frontier delays and costs	80	48	48	91	68	38	57	70	:	53	74	53	61
e) Differences in Value added tax (VAT) and sales taxes	48	28	42	69	49	37	21	57	:	17	49	19	46
f) Regulations of freight transport which increase transport costs (e.g. quotas)	28	24	33	69	54	43	46	32	:	39	58	28	38
g) Restriction in the capital market (e.g. exchange controls)	80	16	31	90	50	30	78	61	:	23	58	24	48
h) Implementation and application of Community law (e.g. too costly and takes too long)	23	20	42	47	45	21	45	48	:	21	61	28	39
i) Other barriers, specified.....	0	4	13	0	3	2	11	3	:	60	4	8	6

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.2

Removal of barriers / Coefficient of importance*
Footware and clothing industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	76	26	29	41	46	27	21	47	:	14	62	17	37
b) Restrictions on open competition for government procurement	46	20	15	21	29	15	12	50	:	5	58	13	30
c) Administrative barriers (excessive customs formalities)	87	53	49	93	69	52	60	73	:	54	86	59	64
d) Physical frontier delays and costs	83	36	45	78	63	48	60	54	:	41	75	57	54
e) Differences in Value added tax (VAT) and sales taxes	23	16	40	55	69	53	41	44	:	18	36	25	44
f) Regulations of freight transport which increase transport costs (e.g. quotas)	28	21	27	73	75	31	77	41	:	14	60	33	41
g) Restriction in the capital market (e.g. exchange controls)	56	24	29	75	49	36	53	52	:	18	58	19	42
h) Implementation and application of Community law (e.g. too costly and takes too long)	47	17	43	33	59	23	48	36	:	14	61	21	37
i) Other barriers, specified.....	0	3	14	0	23	9	0	2	:	100	10	4	10

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.3

Removal of barriers / Coefficient of importance*
Timber and wooden furniture industries

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	38	23	38	25	50	29	0	58	:	24	56	42	44
b) Restrictions on open competition for government procurement	6	11	24	26	51	19	0	57	:	13	64	15	35
c) Administrative barriers (excessive customs formalities)	64	27	43	58	68	27	35	59	:	37	75	40	49
d) Physical frontier delays and costs	83	26	41	58	70	33	35	59	:	22	60	32	49
e) Differences in Value added tax (VAT) and sales taxes	13	24	25	42	46	40	35	45	:	17	39	16	34
f) Regulations of freight transport which increase transport costs (e.g. quotas)	20	24	42	42	50	37	35	41	:	19	63	21	38
g) Restriction in the capital market (e.g. exchange controls)	66	20	29	42	36	16	35	56	:	0	49	14	36
h) Implementation and application of Community law (e.g. too costly and takes too long)	26	25	40	42	56	20	68	52	:	8	48	22	40
i) Other barriers, specified.....	3	1	3	0	0	4	0	1	:	70	6	6	4

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.4

Removal of barriers / Coefficient of importance*
 Manufacture of paper and paper products, printing and publishing

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	32	26	33	41	25	48	8	49	:	14	48	28	35
b) Restrictions on open competition for government procurement	14	3	19	33	35	21	5	57	:	11	55	27	28
c) Administrative barriers (excessive customs formalities)	77	39	40	80	72	45	25	66	:	36	69	54	52
d) Physical frontier delays and costs	82	38	33	36	69	48	25	66	:	26	63	55	49
e) Differences in Value added tax (VAT) and sales taxes	44	18	30	56	33	44	16	65	:	14	40	17	35
f) Regulations of freight transport which increase transport costs (e.g. quotas)	40	25	36	42	62	45	25	41	:	20	48	28	37
g) Restriction in the capital market (e.g. exchange controls)	65	19	28	34	48	36	19	54	:	8	46	20	33
h) Implementation and application of Community law (e.g. too costly and takes too long)	12	7	32	51	36	28	16	52	:	13	38	28	32
i) Other barriers, specified.....	0	0	6	0	2	7	0	3	:	58	0	2	7

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.5

Removal of barriers / Coefficient of importance*
Leather and leather goods industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	:	27	22	:	52	58	:	62	:	67	60	30	51
b) Restrictions on open competition for government procurement	:	0	14	:	43	33	:	81	:	33	30	10	51
c) Administrative barriers (excessive customs formalities)	:	50	40	:	79	41	:	77	:	67	50	80	67
d) Physical frontier delays and costs	:	50	40	:	91	60	:	71	:	67	60	75	68
e) Differences in Value added tax (VAT) and sales taxes	:	3	52	:	53	43	:	63	:	17	30	45	54
f) Regulations of freight transport which increase transport costs (e.g. quotas)	:	19	20	:	67	18	:	34	:	0	30	45	35
g) Restriction in the capital market (e.g. exchange controls)	:	28	38	:	55	27	:	64	:	17	10	35	50
h) Implementation and application of Community law (e.g. too costly and takes too long)	:	45	36	:	65	33	:	48	:	17	30	35	44
i) Other barriers, specified.....	:	0	8	:	5	3	:	0	:	:	7	0	3

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.6

Removal of barriers / Coefficient of importance*
Processing of plastics

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	47	42	51	58	44	28	34	56	:	38	50	44	47
b) Restrictions on open competition for government procurement	17	10	24	18	36	13	33	65	:	25	66	9	29
c) Administrative barriers (excessive customs formalities)	54	16	47	69	73	32	67	49	:	50	74	24	43
d) Physical frontier delays and costs	69	23	40	52	77	11	84	66	:	57	81	36	44
e) Differences in Value added tax (VAT) and sales taxes	49	8	32	64	55	15	27	40	:	44	39	13	30
f) Regulations of freight transport which increase transport costs (e.g. quotas)	37	22	37	71	76	7	67	54	:	51	70	26	37
g) Restriction in the capital market (e.g. exchange controls)	44	20	30	80	47	10	27	45	:	32	57	22	30
h) Implementation and application of Community law (e.g. too costly and takes too long)	41	10	40	51	55	8	27	41	:	32	65	28	33
i) Other barriers, specified.....	6	7	6	0	2	2	0	5	:	:	0	6	4

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.7

Removal of barriers / Coefficient of importance*
Mineral oil refining

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	77	53	:	0	67	0	:	73	:	100	:	22	37
b) Restrictions on open competition for government procurement	9	0	:	0	50	0	:	95	:	50	:	3	29
c) Administrative barriers (excessive customs formalities)	97	28	:	100	84	50	:	100	:	100	:	43	69
d) Physical frontier delays and costs	94	41	:	50	100	50	:	85	:	100	:	21	62
e) Differences in Value added tax (VAT) and sales taxes	69	45	:	50	67	50	:	69	:	100	:	0	48
f) Regulations of freight transport which increase transport costs (e.g. quotas)	66	4	:	50	52	50	:	45	:	50	:	46	49
g) Restriction in the capital market (e.g. exchange controls)	45	4	:	100	33	10	:	54	:	50	:	18	31
h) Implementation and application of Community law (e.g. too costly and takes too long)	50	16	:	0	50	10	:	34	:	50	:	30	27
i) Other barriers, specified.....	0	0	:	0	0	0	:	0	:	100	:	19	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.8

Removal of barriers / Coefficient of importance*
Production and preliminary processing of metals

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	74	52	48	71	34	22	50	44	:	25	71	38	41
b) Restrictions on open competition for government procurement	73	16	18	9	33	29	50	21	:	25	65	15	30
c) Administrative barriers (excessive customs formalities)	76	25	61	79	65	11	25	60	:	50	62	27	49
d) Physical frontier delays and costs	71	19	39	58	64	5	50	72	:	63	62	23	44
e) Differences in Value added tax (VAT) and sales taxes	45	0	35	79	52	6	0	38	:	0	44	5	30
f) Regulations of freight transport which increase transport costs (e.g. quotas)	68	6	53	59	71	23	25	38	:	25	53	24	43
g) Restriction in the capital market (e.g. exchange controls)	25	10	53	100	56	6	50	55	:	25	53	10	39
h) Implementation and application of Community law (e.g. too costly and takes too long)	71	19	55	79	52	16	50	48	:	25	53	7	41
i) Other barriers, specified.....	13	25	16	0	2	1	0	5	:	100	12	0	9

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.9

Removal of barriers / Coefficient of importance*
 Manufacture of non-metallic mineral products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	67	33	41	30	52	68	4	67	:	39	56	50	56
b) Restrictions on open competition for government procurement	16	23	21	25	33	20	3	65	:	22	52	18	31
c) Administrative barriers (excessive customs formalities)	38	15	39	66	59	33	17	70	:	33	68	44	48
d) Physical frontier delays and costs	25	19	36	57	61	37	31	61	:	44	72	38	44
e) Differences in Value added tax (VAT) and sales taxes	23	6	28	60	42	26	14	46	:	0	42	12	30
f) Regulations of freight transport which increase transport costs (e.g. quotas)	57	8	37	48	55	34	17	55	:	28	68	33	41
g) Restriction in the capital market (e.g. exchange controls)	30	4	25	53	53	27	19	67	:	0	54	10	36
h) Implementation and application of Community law (e.g. too costly and takes too long)	37	10	35	56	44	30	2	56	:	33	49	18	37
i) Other barriers, specified.....	16	0	6	0	2	4	0	1	:	50	8	3	5

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.10

Removal of barriers / Coefficient of importance*
Chemical industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	81	76	63	60	47	63	57	43	:	71	53	68	60
b) Restrictions on open competition for government procurement	15	31	26	46	32	31	48	81	:	3	61	41	39
c) Administrative barriers (excessive customs formalities)	52	58	45	68	69	54	69	38	:	64	74	62	53
d) Physical frontier delays and costs	51	35	38	75	72	52	67	40	:	58	69	58	50
e) Differences in Value added tax (VAT) and sales taxes	35	16	38	57	44	38	41	24	:	29	36	4	30
f) Regulations of freight transport which increase transport costs (e.g. quotas)	61	28	35	74	52	55	66	27	:	58	53	54	46
g) Restriction in the capital market (e.g. exchange controls)	39	25	36	73	47	15	42	62	:	39	58	29	37
h) Implementation and application of Community law (e.g. too costly and takes too long)	21	43	46	63	48	34	36	54	:	42	51	40	42
i) Other barriers, specified.....	34	13	3	1	11	2	0	1	:	65	6	7	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.11

Removal of barriers / Coefficient of importance*
Man-made fibres industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	43	:	:	:	25	15	0	46	:	75	50	0	31
b) Restrictions on open competition for government procurement	43	:	:	:	13	0	0	0	:	25	75	42	18
c) Administrative barriers (excessive customs formalities)	57	:	:	:	63	0	50	54	:	100	88	87	63
d) Physical frontier delays and costs	57	:	:	:	63	0	50	100	:	100	75	87	73
e) Differences in Value added tax (VAT) and sales taxes	0	:	:	:	38	0	50	4	:	50	25	0	22
f) Regulations of freight transport which increase transport costs (e.g. quotas)	0	:	:	:	63	0	100	46	:	50	50	0	44
g) Restriction in the capital market (e.g. exchange controls)	75	:	:	:	50	0	0	46	:	0	75	84	44
h) Implementation and application of Community law (e.g. too costly and takes too long)	22	:	:	:	63	0	100	96	:	50	50	45	62
i) Other barriers, specified.....	0	:	:	:	0	0	50	0	:	100	25	0	15

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.12

Removal of barriers / Coefficient of importance*
Manufacture of metal articles

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	22	46	45	44	43	53	100	63	:	35	66	47	50
b) Restrictions on open competition for government procurement	53	27	26	39	39	20	0	50	:	23	67	20	30
c) Administrative barriers (excessive customs formalities)	40	36	38	78	59	35	100	61	:	33	87	33	44
d) Physical frontier delays and costs	38	35	30	67	59	30	100	53	:	33	80	28	37
e) Differences in Value added tax (VAT) and sales taxes	24	11	31	57	43	35	50	43	:	18	36	10	32
f) Regulations of freight transport which increase transport costs (e.g. quotas)	35	24	32	69	54	0	100	35	:	23	48	19	26
g) Restriction in the capital market (e.g. exchange controls)	33	23	25	71	42	24	50	50	:	15	55	16	30
h) Implementation and application of Community law (e.g. too costly and takes too long)	16	16	36	57	46	26	0	43	:	19	56	17	32
i) Other barriers, specified.....	3	4	12	0	8	3	0	3	:	80	5	2	9

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.13

Removal of barriers / Coefficient of importance*
Mechanical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	62	72	63	20	56	60	70	80	:	48	60	56	63
b) Restrictions on open competition for government procurement	36	17	29	41	32	28	21	49	:	29	54	35	34
c) Administrative barriers (excessive customs formalities)	54	42	49	100	61	40	80	67	:	56	70	36	49
d) Physical frontier delays and costs	43	19	37	81	62	28	83	57	:	56	64	28	39
e) Differences in Value added tax (VAT) and sales taxes	4	12	33	91	44	29	16	37	:	17	35	6	26
f) Regulations of freight transport which increase transport costs (e.g. quotas)	17	11	27	91	46	23	28	39	:	42	39	26	29
g) Restriction in the capital market (e.g. exchange controls)	25	15	41	98	43	35	62	51	:	27	46	24	37
h) Implementation and application of Community law (e.g. too costly and takes too long)	20	27	45	91	44	30	36	45	:	41	51	22	37
i) Other barriers, specified.....	0	7	9	0	8	14	2	10	:	80	3	6	10

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.14

Removal of barriers / Coefficient of importance*
Manufacture of office machinery and data-processing machinery

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	47	100	:	:	50	51	80	7	:	50	50	30	41
b) Restrictions on open competition for government procurement	0	100	:	:	100	69	61	50	:	50	50	41	59
c) Administrative barriers (excessive customs formalities)	88	100	:	:	100	74	51	44	:	88	100	37	61
d) Physical frontier delays and costs	54	100	:	:	50	70	8	94	:	63	100	23	57
e) Differences in Value added tax (VAT) and sales taxes	0	100	:	:	100	28	2	57	:	25	50	20	33
f) Regulations of freight transport which increase transport costs (e.g. quotas)	38	90	:	:	50	69	2	94	:	38	100	23	55
g) Restriction in the capital market (e.g. exchange controls)	80	90	:	:	50	98	39	57	:	25	100	16	61
h) Implementation and application of Community law (e.g. too costly and takes too long)	38	79	:	:	0	48	2	44	:	25	50	23	35
i) Other barriers, specified.....	0	0	:	:	0	25	0	0	:	:	0	0	11

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.15

Removal of barriers / Coefficient of importance*
Electrical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	98	56	67	44	62	65	14	90	:	46	59	54	66
b) Restrictions on open competition for government procurement	80	25	33	28	32	49	45	73	:	20	56	74	50
c) Administrative barriers (excessive customs formalities)	71	22	45	75	74	34	38	65	:	49	73	41	49
d) Physical frontier delays and costs	53	15	38	72	80	31	33	68	:	43	66	23	42
e) Differences in Value added tax (VAT) and sales taxes	27	12	29	81	52	36	54	42	:	16	28	5	30
f) Regulations of freight transport which increase transport costs (e.g. quotas)	34	17	25	41	57	23	38	41	:	38	49	17	29
g) Restriction in the capital market (e.g. exchange controls)	34	3	28	87	24	30	24	68	:	24	55	33	36
h) Implementation and application of Community law (e.g. too costly and takes too long)	44	16	42	46	48	32	46	56	:	39	45	18	39
i) Other barriers, specified.....	29	1	11	0	13	6	0	2	:	100	7	1	12

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.16

Removal of barriers / Coefficient of importance*
 Manufacture of motor-vehicles, motor-vehicle parts and accessories

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	72	79	65	83	59	79	:	60	:	59	59	71	68
b) Restrictions on open competition for government procurement	63	38	16	0	40	9	:	55	:	34	71	32	25
c) Administrative barriers (excessive customs formalities)	83	62	43	67	63	47	:	57	:	59	76	78	53
d) Physical frontier delays and costs	77	55	32	67	62	15	:	53	:	42	67	38	35
e) Differences in Value added tax (VAT) and sales taxes	77	16	38	17	55	77	:	78	:	17	55	73	60
f) Regulations of freight transport which increase transport costs (e.g. quotas)	75	55	28	50	63	9	:	47	:	42	63	54	32
g) Restriction in the capital market (e.g. exchange controls)	85	60	39	50	52	16	:	56	:	33	63	56	39
h) Implementation and application of Community law (e.g. too costly and takes too long)	61	36	47	50	62	47	:	17	:	43	58	45	44
i) Other barriers, specified.....	0	0	13	0	1	0	:	0	:	50	0	34	9

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.17

Removal of barriers / Coefficient of importance*
 Manufacture of other means of transport

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	40	32	43	56	42	54	:	69	:	43	61	61	55
b) Restrictions on open competition for government procurement	80	37	29	6	38	49	:	54	:	33	61	83	53
c) Administrative barriers (excessive customs formalities)	56	11	22	73	84	33	:	64	:	40	79	31	42
d) Physical frontier delays and costs	17	11	29	73	89	23	:	49	:	32	54	2	31
e) Differences in Value added tax (VAT) and sales taxes	8	9	15	22	54	40	:	29	:	7	22	29	30
f) Regulations of freight transport which increase transport costs (e.g. quotas)	17	27	22	44	84	9	:	38	:	25	36	31	30
g) Restriction in the capital market (e.g. exchange controls)	50	41	22	39	58	9	:	66	:	32	46	31	33
h) Implementation and application of Community law (e.g. too costly and takes too long)	1	26	36	22	57	4	:	53	:	22	40	32	30
i) Other barriers, specified.....	0	48	14	0	2	0	:	1	:	100	0	34	16

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.18

Removal of barriers / Coefficient of importance*
Manufacture of rubber products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	100	5	:	50	70	46	14	17	:	50	67	72	50
b) Restrictions on open competition for government procurement	0	50	:	0	48	20	42	22	:	50	59	50	33
c) Administrative barriers (excessive customs formalities)	100	55	:	100	90	45	65	82	:	50	59	50	66
d) Physical frontier delays and costs	100	100	:	100	64	50	63	90	:	34	67	19	58
e) Differences in Value added tax (VAT) and sales taxes	50	0	:	100	45	24	71	50	:	34	34	6	33
f) Regulations of freight transport which increase transport costs (e.g. quotas)	100	55	:	100	32	32	63	46	:	34	67	25	36
g) Restriction in the capital market (e.g. exchange controls)	50	55	:	100	79	16	13	72	:	34	50	0	42
h) Implementation and application of Community law (e.g. too costly and takes too long)	50	9	:	100	51	29	3	22	:	34	50	9	29
i) Other barriers, specified.....	0	0	:	100	2	0	0	1	:	100	17	0	4

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 1.6.19

Removal of barriers / Coefficient of importance*
Precision engineering, optics and the like

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
a) Differences in national standards and regulations (technical, safety, environment, etc.)	30	89	60	:	50	33	81	47	:	11	25	36	50
b) Restrictions on open competition for government procurement	0	28	35	:	0	21	72	44	:	0	75	57	37
c) Administrative barriers (excessive customs formalities)	30	40	46	:	100	34	97	92	:	73	50	37	52
d) Physical frontier delays and costs	30	33	34	:	50	27	25	79	:	17	50	23	37
e) Differences in Value added tax (VAT) and sales taxes	0	11	28	:	50	15	47	36	:	11	0	7	24
f) Regulations of freight transport which increase transport costs (e.g. quotas)	0	6	17	:	50	12	59	36	:	22	75	13	20
g) Restriction in the capital market (e.g. exchange controls)	0	12	33	:	100	19	50	68	:	6	25	18	34
h) Implementation and application of Community law (e.g. too costly and takes too long)	0	26	45	:	0	14	0	48	:	17	25	17	34
i) Other barriers, specified.....	0	8	7	:	0	0	0	0	:	75	0	12	8

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

Annex (III)

Tables 2

TABLE 2

Cost effects of barriers
Total industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	27	1	52	10	8	8	6	26	20	11	32	8	25
b) slightly significant	58	52	0	61	41	45	61	57	60	44	36	50	37
B) No effect/Don't know	15	44	47	23	34	40	30	16	10	45	30	37	36
C) Cost increase													
c) very significant	0	0	1	1	0	0	0	0	0	0	1	0	2
d) slightly significant	0	1	0	5	2	7	3	0	10	0	1	0	0
D) Net balance* (in %)	-56	-27	-51	-37	-28	-27	-35	-55	-45	-33	-49	-33	-42
II Net quantitative effect (in %)	:	:	2	:	3	:	2	:	:	2	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	40	9	13	14	22	30	34	30	20	23	42	26	24
b) Banking costs	33	3	8	34	28	23	36	33	40	22	30	10	20
c) Distribution costs	44	11	23	17	29	39	55	34	45	29	35	27	31
d) Marketing costs	21	9	8	12	19	15	28	18	5	13	19	19	15
e) Lower costs and greater availability of imported material	35	7	12	25	34	38	36	33	10	24	45	22	26
f) Insurance costs	13	3	5	17	17	18	43	20	10	13	21	8	13

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.1.1

Cost effects of barriers
Less than 50 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	16	1	43	30	10	8	8	28	:	5	24	:	25
b) slightly significant	75	39	0	46	36	35	36	31	:	48	23	:	26
B) No effect/Don't know	9	56	56	16	35	53	56	40	:	47	51	:	48
C) Cost increase													
c) very significant	0	0	1	3	1	1	0	1	:	0	2	:	1
d) slightly significant	0	2	0	5	1	3	0	0	:	0	0	:	0
D) Net balance* (in %)	-54	-20	-42	-48	-27	-23	-26	-43	0	-29	-34	0	-37
II Net quantitative effect (in %)	:	:	2	:	2	:	2	:	:	2	:	:	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	15	8	8	31	17	28	51	27	:	22	22	:	19
b) Banking costs	43	5	6	32	23	44	16	17	:	27	21	:	21
c) Distribution costs	59	9	18	18	28	45	66	22	:	30	21	:	29
d) Marketing costs	35	8	6	16	17	28	40	20	:	13	16	:	17
e) Lower costs and greater availability of imported material	51	7	9	49	32	53	40	24	:	29	32	:	28
f) Insurance costs	25	3	5	25	14	24	38	14	:	14	16	:	14

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.1.2

Cost effects of barriers
50 to 199 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	14	4	54	25	6	11	3	29	:	9	31	3	25
b) slightly significant	63	43	0	60	44	42	54	51	:	43	34	43	35
B) No effect/Don't know	23	49	45	7	34	43	43	16	:	46	32	48	38
C) Cost increase													
c) very significant	0	1	1	1	0	1	0	1	:	1	1	1	1
d) slightly significant	0	1	0	7	3	3	0	0	:	1	2	1	1
D) Net balance* (in %)	-46	-24	-53	-51	-27	-30	-30	-54	0	-29	-46	-23	-41
II Net quantitative effect (in %)	:	:	2	:	2	:	2	:	:	2	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	24	10	13	23	27	30	38	31	:	22	32	20	23
b) Banking costs	31	4	10	50	29	37	33	32	:	17	32	15	24
c) Distribution costs	48	11	26	30	29	48	64	34	:	31	35	28	33
d) Marketing costs	15	7	8	19	17	27	27	17	:	14	18	20	17
e) Lower costs and greater availability of imported material	34	7	13	46	35	45	29	32	:	22	43	31	30
f) Insurance costs	8	2	7	32	83	23	45	20	:	11	22	10	20

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.1.3

Cost effects of barriers
200 to 499 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	14	1	55	10	8	10	4	23	:	16	34	5	24
b) slightly significant	72	58	0	57	48	42	66	56	:	45	40	57	39
B) No effect/Don't know	14	39	44	18	32	45	30	19	:	39	24	32	35
C) Cost increase													
c) very significant	0	1	1	2	0	1	0	1	:	0	1	1	1
d) slightly significant	0	0	0	13	2	2	0	0	:	0	1	1	1
D) Net balance* (in %)	-50	-29	-54	-30	-31	-29	-37	-50	0	-39	-53	-32	-42
II Net quantitative effect (in %)	:	:	2	:	3	:	2	:	:	3	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	32	10	14	13	25	28	42	23	:	29	35	23	22
b) Banking costs	37	4	10	32	33	34	53	30	:	29	31	13	23
c) Distribution costs	48	12	26	15	32	40	58	33	:	34	38	30	32
d) Marketing costs	21	10	9	7	22	17	29	17	:	12	22	29	17
e) Lower costs and greater availability of imported material	38	6	14	29	41	39	57	31	:	27	51	36	30
f) Insurance costs	15	3	7	11	17	20	63	21	:	13	23	10	14

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.1.4

Cost effects of barriers
500 to 999 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	13	:	52	3	4	11	10	29	:	:	32	2	25
b) slightly significant	57	:	0	79	64	32	58	56	:	:	44	56	38
B) No effect/Don't know	30	:	48	12	17	54	23	14	:	:	22	37	36
C) Cost increase													
c) very significant	0	:	0	3	0	1	0	0	:	:	1	0	0
d) slightly significant	0	:	0	3	1	2	9	1	:	:	1	0	1
D) Net balance* (in %)	-42	0	-52	-38	-36	-25	-35	-57	0	0	-53	-30	-44
II Net quantitative effect (in %)	:	:	2	:	3	:	2	:	:	:	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	26	:	14	11	25	23	32	30	:	:	35	27	23
b) Banking costs	25	:	9	42	34	27	26	33	:	:	33	8	22
c) Distribution costs	49	:	23	16	37	33	57	35	:	:	39	28	31
d) Marketing costs	25	:	8	12	20	15	30	15	:	:	16	15	14
e) Lower costs and greater availability of imported material	44	:	11	15	47	31	28	33	:	:	47	20	26
f) Insurance costs	13	:	5	30	20	16	33	23	:	:	19	4	13

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.1.5

Cost effects of barriers
1000 or more persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	37	:	52	10	10	6	0	13	:	:	38	24	25
b) slightly significant	52	:	0	52	53	45	100	79	:	:	41	46	41
B) No effect/Don't know	11	:	48	38	28	37	0	8	:	:	16	28	31
C) Cost increase													
c) very significant	0	:	0	0	0	0	0	0	:	:	2	0	3
d) slightly significant	0	:	0	0	4	12	0	0	:	:	3	0	0
D) Net balance* (in %)	-63	0	-52	-36	-35	-23	-50	-53	0	0	-55	-47	-43
II Net quantitative effect (in %)	:	:	2	:	3	:	1	:	:	:	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	55	:	17	19	33	33	34	37	:	:	35	33	30
b) Banking costs	23	:	6	24	28	20	49	24	:	:	40	5	16
c) Distribution costs	43	:	19	14	28	45	2	45	:	:	38	25	32
d) Marketing costs	20	:	8	14	21	13	100	16	:	:	23	29	16
e) Lower costs and greater availability of imported material	33	:	11	21	44	40	33	37	:	:	55	31	30
f) Insurance costs	11	:	3	7	16	15	18	11	:	:	26	9	10

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.2.1

Cost effects of barriers
Export share world less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	35	2	45	14	5	9	1	24	:	5	30	0	21
b) slightly significant	58	43	0	54	41	43	33	49	:	43	33	26	31
B) No effect/Don't know	7	51	54	19	35	45	66	25	:	52	35	71	46
C) Cost increase													
c) very significant	0	1	1	4	0	1	0	1	:	0	1	2	1
d) slightly significant	0	1	0	9	1	2	0	1	:	0	1	1	1
D) Net balance* (in %)	-64	-22	-44	-33	-25	-29	-18	-47	0	-27	-45	-11	-35
II Net quantitative effect (in %)	:	:	2	:	3	:	1	:	:	2	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	33	6	9	13	20	35	43	32	:	21	33	12	24
b) Banking costs	21	2	7	31	25	27	33	27	:	20	27	3	19
c) Distribution costs	43	8	18	16	28	44	57	32	:	32	31	18	31
d) Marketing costs	21	5	6	5	17	19	11	20	:	13	18	10	15
e) Lower costs and greater availability of imported material	30	11	10	30	34	41	53	28	:	26	44	17	28
f) Insurance costs	9	3	4	11	16	15	52	16	:	15	22	3	11

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.2.2

Cost effects of barriers
Export share world 11 to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	15	3	56	10	7	11	6	13	:	13	29	14	24
b) slightly significant	56	39	0	84	51	46	50	81	:	48	44	45	42
B) No effect/Don't know	29	56	44	4	28	42	17	6	:	39	26	40	33
C) Cost increase													
c) very significant	0	0	0	0	0	0	0	0	:	0	0	0	0
d) slightly significant	0	0	0	2	3	1	26	0	:	0	1	0	1
D) Net balance* (in %)	-43	-23	-56	-51	-31	-34	-18	-54	0	-37	-51	-37	-45
II Net quantitative effect (in %)	:	:	2	:	3	:	1	:	:	3	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	37	7	14	26	29	30	33	41	:	26	35	27	29
b) Banking costs	32	1	10	41	31	20	74	20	:	24	27	15	20
c) Distribution costs	48	6	28	31	36	36	54	42	:	34	40	31	37
d) Marketing costs	8	5	9	29	24	20	15	9	:	14	20	19	15
e) Lower costs and greater availability of imported material	42	4	13	19	41	39	67	39	:	29	45	22	31
f) Insurance costs	18	1	7	35	14	19	53	12	:	14	22	4	12

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.2.3

Cost effects of barriers
Export share world 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	31	1	56	6	11	5	7	24	:	15	35	13	26
b) slightly significant	56	61	0	56	50	41	73	61	:	43	40	47	37
B) No effect/Don't know	13	35	44	34	33	37	20	15	:	41	23	40	34
C) Cost increase													
c) very significant	0	1	0	0	0	0	0	0	:	0	2	0	3
d) slightly significant	0	0	0	4	1	17	0	0	:	1	0	1	0
D) Net balance* (in %)	-59	-31	-56	-32	-36	-17	-44	-55	0	-36	-53	-36	-42
II Net quantitative effect (in %)	:	:	2	:	3	:	3	:	:	2	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	50	11	16	8	22	29	33	24	:	26	32	32	25
b) Banking costs	26	5	10	33	39	25	30	35	:	24	38	6	23
c) Distribution costs	45	14	25	10	33	49	55	39	:	33	39	24	36
d) Marketing costs	21	11	10	10	20	10	32	24	:	14	20	20	17
e) Lower costs and greater availability of imported material	36	6	13	24	33	37	30	33	:	24	46	15	26
f) Insurance costs	11	4	6	14	24	16	40	21	:	13	19	9	14

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.3.1

Cost effects of barriers
Export share EUR countries less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	53	1	47	14	6	7	2	27	:	8	32	9	24
b) slightly significant	28	31	0	58	43	39	44	57	:	39	33	33	32
B) No effect/Don't know	19	64	52	20	32	52	45	14	:	53	33	57	42
C) Cost increase													
c) very significant	0	1	1	2	0	1	0	1	:	0	1	1	1
d) slightly significant	0	1	0	6	2	1	9	1	:	0	1	1	1
D) Net balance* (in %)	-67	-15	-46	-38	-27	-25	-20	-54	0	-28	-47	-24	-39
II Net quantitative effect (in %)	:	:	2	:	3	:	2	:	:	2	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	66	5	11	14	20	32	48	35	:	23	33	23	27
b) Banking costs	12	1	7	35	25	22	13	33	:	19	28	6	19
c) Distribution costs	25	6	19	19	27	34	53	37	:	33	32	21	30
d) Marketing costs	9	4	6	9	17	17	10	19	:	11	19	15	15
e) Lower costs and greater availability of imported material	44	6	11	28	35	37	25	30	:	22	45	15	27
f) Insurance costs	6	2	5	17	16	15	26	18	:	13	21	3	11

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.3.2

Cost effects of barriers
Export share EUR countries 11% to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	25	2	57	7	8	7	4	12	:	14	25	10	23
b) slightly significant	68	60	0	85	47	44	91	78	:	57	46	53	43
B) No effect/Don't know	7	35	43	5	38	32	5	10	:	29	28	37	31
C) Cost increase													
c) very significant	0	2	0	0	0	0	0	0	:	0	0	0	3
d) slightly significant	0	0	0	3	1	17	0	0	:	0	1	0	0
D) Net balance* (in %)	-59	-30	-57	-48	-31	-21	-50	-51	0	-43	-48	-37	-42
II Net quantitative effect (in %)	:	:	2	:	2	:	2	:	:	3	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	49	11	16	31	22	35	25	37	:	30	32	29	29
b) Banking costs	13	3	11	26	32	30	40	18	:	32	26	10	20
c) Distribution costs	22	14	28	22	31	53	36	40	:	34	40	28	38
d) Marketing costs	8	7	11	30	21	14	34	9	:	19	21	23	16
e) Lower costs and greater availability of imported material	25	5	13	26	38	40	33	35	:	34	41	23	29
f) Insurance costs	2	6	6	25	17	20	38	11	:	13	21	9	12

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 - all companies consider a particular reason to be of little or no importance, to 100 - all companies consider a particular reason to be very important.

TABLE 2.3.3

Cost effects of barriers
Export share EUR countries 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	28	2	57	3	11	10	9	26	:	13	36	1	25
b) slightly significant	57	69	0	55	55	47	61	55	:	46	40	60	40
B) No effect/Don't know	15	27	43	37	23	41	30	19	:	40	20	37	33
C) Cost increase													
c) very significant	0	0	0	0	1	0	0	0	:	0	3	0	1
d) slightly significant	0	0	0	5	2	2	0	0	:	1	1	2	1
D) Net balance* (in %)	-57	-37	-57	-28	-37	-33	-40	-54	0	-36	-53	-30	-44
II Net quantitative effect (in %)	:	:	2	:	3	:	3	:	:	2	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	46	13	14	4	28	17	32	26	:	25	32	19	21
b) Banking costs	31	7	13	35	48	18	44	33	:	22	40	7	23
c) Distribution costs	51	15	25	10	43	37	66	37	:	35	41	42	36
d) Marketing costs	25	15	8	11	26	10	35	21	:	14	20	7	14
e) Lower costs and greater availability of imported material	37	7	12	18	47	40	44	34	:	27	50	22	30
f) Insurance costs	14	2	6	12	23	10	55	21	:	12	20	14	15

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.4.1

Cost effects of barriers
Production or sales activities in other EUR countries (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	32	2	59	11	8	8	5	19	:	17	35	16	27
b) slightly significant	55	57	0	53	54	42	72	72	:	50	45	58	42
B) No effect/Don't know	13	39	41	28	28	39	23	5	:	32	19	26	29
C) Cost increase													
c) very significant	0	1	0	2	0	0	0	0	:	1	0	0	2
d) slightly significant	0	0	0	6	3	11	0	0	:	0	1	0	0
D) Net balance* (in %)	-60	-30	-59	-33	-34	-24	-41	-55	0	-41	-57	-45	-46
II Net quantitative effect (in %)	:	:	2	:	3	:	2	:	:	3	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	50	11	18	11	31	32	31	36	:	32	35	32	29
b) Banking costs	25	4	11	32	32	25	32	28	:	28	34	9	20
c) Distribution costs	45	13	27	16	34	46	51	41	:	41	39	31	36
d) Marketing costs	21	11	11	9	24	14	24	18	:	16	20	20	16
e) Lower costs and greater availability of imported material	35	5	15	23	40	39	29	37	:	29	52	24	29
f) Insurance costs	11	4	6	18	17	17	38	15	:	15	24	7	12

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.4.2

Cost effects of barriers
No production or sales activities in other EUR countries (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	16	0	47	9	7	6	6	25	:	6	31	2	21
b) slightly significant	61	36	0	75	40	43	37	47	:	38	33	40	33
B) No effect/Don't know	23	57	52	12	34	49	47	25	:	55	34	56	44
C) Cost increase													
c) very significant	0	1	1	0	0	1	0	0	:	0	1	1	1
d) slightly significant	0	1	0	4	1	1	10	1	:	1	1	1	1
D) Net balance* (in %)	-47	-17	-46	-45	-27	-26	-20	-48	0	-25	-46	-21	-36
II Net quantitative effect (in %)	:	:	2	:	3	:	1	:	:	2	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	28	4	9	19	20	27	54	23	:	17	32	20	19
b) Banking costs	39	2	8	38	27	23	54	25	:	16	29	10	18
c) Distribution costs	37	6	21	17	28	34	70	29	:	21	33	27	28
d) Marketing costs	15	2	7	19	17	17	44	15	:	10	18	18	14
e) Lower costs and greater availability of imported material	35	12	10	29	33	39	67	25	:	21	43	21	25
f) Insurance costs	12	2	5	17	17	16	60	19	:	10	20	7	13

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.5.1

Cost effects of barriers
Industrial main groups: Consumer goods (without food, drink and tobacco industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	45	1	51	15	12	4	5	25	:	7	41	10	24
b) slightly significant	35	46	0	65	33	18	46	60	:	48	33	52	32
B) No effect/Don't know	20	50	48	4	32	29	49	14	:	45	25	37	33
C) Cost increase													
c) very significant	0	1	1	1	0	2	0	0	:	0	0	1	10
d) slightly significant	0	0	0	15	2	47	0	0	:	1	1	0	1
D) Net balance* (in %)	-63	-23	-50	-39	-28	13	-28	-55	0	-31	-57	-35	-30
II Net quantitative effect (in %)	:	:	2	:	3	:	1	:	:	2	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	57	4	9	20	20	24	47	30	:	21	37	22	23
b) Banking costs	29	3	9	53	22	26	51	29	:	17	37	9	20
c) Distribution costs	55	10	25	25	26	40	41	37	:	28	35	22	32
d) Marketing costs	34	7	8	9	20	19	27	18	:	7	20	19	16
e) Lower costs and greater availability of imported material	42	11	12	58	37	52	48	30	:	24	53	25	32
f) Insurance costs	16	2	7	35	18	19	58	20	:	10	22	12	15

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.5.2

Cost effects of barriers
Industrial main groups: Investment goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	36	1	55	2	9	5	4	29	:	14	27	3	26
b) slightly significant	55	61	0	58	41	53	67	55	:	41	41	56	36
B) No effect/Don't know	9	38	45	39	38	41	29	15	:	46	32	37	38
C) Cost increase													
c) very significant	0	0	0	1	0	0	0	0	:	0	0	0	0
d) slightly significant	0	0	0	0	1	1	0	0	:	0	0	0	0
D) Net balance* (in %)	-64	-32	-55	-30	-29	-31	-38	-57	0	-35	-48	-31	-44
II Net quantitative effect (in %)	:	:	2	:	2	:	3	:	:	3	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	54	15	18	9	23	30	41	38	:	26	35	32	28
b) Banking costs	19	3	10	30	16	21	15	39	:	25	32	10	18
c) Distribution costs	21	10	22	14	26	35	54	37	:	30	37	17	27
d) Marketing costs	2	11	9	9	18	9	15	23	:	16	21	32	17
e) Lower costs and greater availability of imported material	43	5	12	35	33	12	15	39	:	27	47	35	24
f) Insurance costs	8	1	6	7	17	8	20	22	:	17	21	6	10

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.5.3

Cost effects of barriers
Industrial main groups: Intermediate goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	20	2	45	7	7	10	2	23	:	11	29	9	21
b) slightly significant	67	36	0	62	46	44	47	60	:	43	40	43	38
B) No effect/Don't know	13	56	54	27	31	45	40	16	:	45	27	43	39
C) Cost increase													
c) very significant	0	0	1	1	0	0	0	1	:	1	2	0	1
d) slightly significant	0	2	0	3	3	1	10	0	:	0	2	1	1
D) Net balance* (in %)	-54	-19	-44	-36	-29	-32	-21	-52	0	-32	-46	-30	-39
II Net quantitative effect (in %)	:	:	1	:	2	:	1	:	:	2	:	1	1
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	41	8	8	13	22	32	22	29	:	20	31	21	23
b) Banking costs	29	2	5	32	29	27	50	32	:	21	30	7	20
c) Distribution costs	51	11	21	18	31	49	61	31	:	30	37	34	34
d) Marketing costs	21	8	4	18	17	19	15	16	:	15	17	18	14
e) Lower costs and greater availability of imported material	27	6	9	20	34	39	53	32	:	23	43	34	29
f) Insurance costs	11	2	3	21	16	21	52	21	:	11	21	5	13

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.5.4

Cost effects of barriers
Industrial main groups: Food, drink and tobacco industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	14	1	57	19	7	:	10	35	:	:	30	19	32
b) slightly significant	77	63	0	60	37	:	76	42	:	:	26	39	33
B) No effect/Don't know	9	32	43	6	38	:	13	20	:	:	44	36	34
C) Cost increase													
c) very significant	0	2	0	3	1	:	0	2	:	:	0	1	1
d) slightly significant	0	0	0	12	1	:	0	0	:	:	0	0	0
D) Net balance* (in %)	-53	-31	-57	-40	-24	0	-48	-54	0	0	-43	-38	-48
II Net quantitative effect (in %)	:	:	2	:	2	:	3	:	:	:	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	40	10	15	16	20	:	32	26	:	:	28	28	22
b) Banking costs	11	7	8	32	34	:	40	27	:	:	23	17	20
c) Distribution costs	40	16	25	11	33	:	58	31	:	:	26	27	28
d) Marketing costs	32	6	12	2	21	:	47	16	:	:	23	9	15
e) Lower costs and greater availability of imported material	35	6	12	23	24	:	39	32	:	:	42	13	21
f) Insurance costs	6	6	6	6	18	:	49	17	:	:	21	5	11

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.1

Cost effects of barriers
Textile industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	4	2	58	2	5	17	6	17	:	0	34	0	20
b) slightly significant	69	37	0	84	50	44	90	68	:	50	42	45	51
B) No effect/Don't know	27	41	41	13	23	37	4	13	:	50	20	50	27
C) Cost increase													
c) very significant	0	6	1	0	0	1	0	0	:	0	3	0	1
d) slightly significant	0	0	0	1	2	1	0	0	:	0	1	4	1
D) Net balance* (in %)	-39	-15	-57	-44	-29	-38	-51	-51	0	-25	-52	-21	-44
II Net quantitative effect (in %)	:	:	2	:	2	:	3	:	:	1	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	20	6	13	10	54	25	46	26	:	10	41	11	24
b) Banking costs	60	3	10	46	33	44	26	32	:	18	39	10	31
c) Distribution costs	65	16	29	23	33	55	36	48	:	23	43	35	42
d) Marketing costs	53	7	10	29	21	32	9	25	:	5	21	12	22
e) Lower costs and greater availability of imported material	54	7	14	19	37	39	48	26	:	14	48	8	27
f) Insurance costs	16	0	10	23	18	37	37	32	:	14	25	5	24

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.2

Cost effects of barriers
Footwear and clothing industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	60	2	51	44	5	13	0	22	:	11	52	0	22
b) slightly significant	37	62	0	36	26	36	100	69	:	33	20	49	45
B) No effect/Don't know	3	36	49	5	36	48	0	8	:	56	28	40	32
C) Cost increase													
c) very significant	0	0	0	0	0	0	0	0	:	0	0	2	1
d) slightly significant	0	0	0	35	3	3	0	0	:	0	0	0	0
D) Net balance* (in %)	-79	-33	-51	-25	-17	-30	-50	-57	0	-28	-62	-23	-44
II Net quantitative effect (in %)	:	:	2	:	1	:	2	:	:	1	:	1	1
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	53	3	8	11	10	40	60	20	:	9	36	12	20
b) Banking costs	28	8	11	45	39	47	68	25	:	14	32	23	29
c) Distribution costs	49	17	28	19	30	46	56	43	:	18	33	37	38
d) Marketing costs	25	3	10	21	14	28	18	20	:	0	18	17	19
e) Lower costs and greater availability of imported material		28	18	37	33	49	21	32	:	9	52	35	33
f) Insurance costs	13	2	9	21	12	33	68	22	:	14	17	14	20

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.3

Cost effects of barriers
Timber and wooden furniture industries

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	13	0	53	0	0	8	35	32	:	6	29	3	26
b) slightly significant	87	40	0	83	39	37	0	53	:	38	45	42	37
B) No effect/Don't know	0	51	46	17	46	55	65	11	:	56	26	55	35
C) Cost increase													
c) very significant	0	0	1	0	0	0	0	1	:	0	0	0	1
d) slightly significant	0	5	0	0	4	0	0	1	:	0	0	0	1
D) Net balance* (in %)	-57	-18	-52	-42	-18	-27	-35	-57	0	-25	-52	-24	-43
II Net quantitative effect (in %)	:	:	2	:	2	:	1	:	:	1	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	15	2	9	9	19	19	50	34	:	11	31	7	20
b) Banking costs	56	1	9	34	21	39	0	43	:	6	32	9	27
c) Distribution costs	40	16	26	17	29	49	100	42	:	17	29	38	37
d) Marketing costs	8	5	7	26	17	25	100	21	:	3	18	16	17
e) Lower costs and greater availability of imported material	52	11	11	42	23	34	100	34	:	22	51	20	26
f) Insurance costs	28	2	4	17	12	17	50	23	:	6	19	7	15

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.4

Cost effects of barriers
Manufacture of paper and paper products, printing and publishing

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	30	1	48	0	10	6	0	17	:	11	16	3	20
b) slightly significant	51	33	0	96	36	63	10	34	:	29	34	47	34
B) No effect/Don't know	19	65	51	4	26	25	90	47	:	61	41	37	42
C) Cost increase													
c) very significant	0	0	1	0	0	3	0	2	:	0	7	2	2
d) slightly significant	0	0	0	0	14	3	0	0	:	0	2	1	2
D) Net balance* (in %)	-56	-18	-47	-48	-21	-33	-5	-32	0	-26	-25	-24	-34
II Net quantitative effect (in %)	:	:	2	:	1	:	0	:	:	2	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	13	2	6	24	10	33	54	15	:	14	18	16	15
b) Banking costs	56	2	7	25	23	21	50	17	:	11	18	6	14
c) Distribution costs	74	7	19	8	5	58	79	15	:	11	30	46	32
d) Marketing costs	12	2	3	2	7	10	71	9	:	8	13	13	9
e) Lower costs and greater availability of imported material	25	6	10	11	18	45	16	15	:	18	23	19	19
f) Insurance costs	8	1	5	4	24	24	54	10	:	5	12	8	12

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.5

Cost effects of barriers
Leather and leather goods industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	:	0	38	:	30	0	:	13	:	0	20	10	17
b) slightly significant	:	30	0	:	24	73	:	71	:	67	60	70	55
B) No effect/Don't know	:	70	62	:	32	26	:	16	:	33	20	20	28
C) Cost increase													
c) very significant	:	0	0	:	0	1	:	0	:	0	0	0	0
d) slightly significant	:	0	0	:	0	0	:	0	:	0	0	0	0
D) Net balance* (in %)	0	-15	-38	0	-42	-36	0	-49	0	-34	-50	-45	-45
II Net quantitative effect (in %)	:	:	1	:	3	:	:	:	:	1	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	:	11	10	:	32	31	:	36	:	34	20	15	29
b) Banking costs	:	15	6	:	46	43	:	40	:	50	20	25	34
c) Distribution costs	:	2	18	:	25	35	:	44	:	34	20	50	37
d) Marketing costs	:	2	2	:	28	7	:	26	:	0	10	20	19
e) Lower costs and greater availability of imported material	:	0	10	:	47	46	:	47	:	33	50	35	39
f) Insurance costs	:	3	4	:	18	36	:	29	:	34	0	20	23

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.6

Cost effects of barriers
Processing of plastics

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	44	3	55	6	6	3	0	13	:	25	62	0	24
b) slightly significant	51	25	0	45	56	18	26	79	:	50	15	54	35
B) No effect/Don't know	5	56	44	34	25	78	74	7	:	25	15	46	40
C) Cost increase													
c) very significant	0	0	1	14	0	0	0	1	:	0	8	0	1
d) slightly significant	0	0	0	1	3	1	0	0	:	0	0	0	0
D) Net balance* (in %)	-70	-16	-54	-14	-33	-12	-13	-52	0	-50	-62	-27	-41
II Net quantitative effect (in %)	:	:	2	:	2	:	1	:	:	4	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	21	12	11	5	29	31	29	39	:	26	39	11	22
b) Banking costs	31	0	10	33	41	37	50	29	:	51	39	2	22
c) Distribution costs	75	5	29	10	40	34	67	39	:	57	50	21	34
d) Marketing costs	30	8	9	2	19	9	22	32	:	51	16	12	16
e) Lower costs and greater availability of imported material	57	4	12	34	57	36	62	35	:	51	54	25	28
f) Insurance costs	12	0	5	27	19	9	79	23	:	20	19	0	12

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.7

Cost effects of barriers
Mineral oil refining

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	28	0	:	0	0	0	:	71	:	0	:	22	19
b) slightly significant	71	41	:	0	67	100	:	21	:	100	:	19	55
B) No effect/Don't know	1	59	:	100	33	0	:	8	:	0	:	59	26
C) Cost increase													
c) very significant	0	0	:	0	0	0	:	0	:	0	:	0	0
d) slightly significant	0	0	:	0	0	0	:	0	:	0	:	0	0
D) Net balance* (in %)	-64	-21	0	0	-34	-50	0	-82	0	-50	0	-32	-47
II Net quantitative effect (in %)	:	:	:	:	3	:	:	:	:	:	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	42	0	:	0	17	40	:	10	:	100	:	19	26
b) Banking costs	18	0	:	0	50	40	:	52	:	100	:	0	35
c) Distribution costs	68	0	:	0	50	80	:	58	:	100	:	57	62
d) Marketing costs	18	0	:	0	0	0	:	0	:	0	:	11	3
e) Lower costs and greater availability of imported material	55	0	:	0	34	50	:	3	:	100	:	38	35
f) Insurance costs	45	0	:	0	34	0	:	19	:	50	:	2	13

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.8

Cost effects of barriers
Production and preliminary processing of metals

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	54	0	58	17	9	4	0	21	:	0	47	2	26
b) slightly significant	41	17	0	42	53	25	100	77	:	50	18	50	38
B) No effect/Don't know	5	73	42	41	30	71	0	2	:	25	24	46	35
C) Cost increase													
c) very significant	0	0	0	0	0	0	0	0	:	0	0	0	0
d) slightly significant	0	10	0	0	0	0	0	0	:	25	11	0	1
D) Net balance* (in %)	-75	-4	-58	-38	-36	-17	-50	-60	0	-13	-51	-27	-45
II Net quantitative effect (in %)	:	:	3	:	3	:	2	:	:	1	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	76	22	8	9	28	13	25	65	:	25	33	19	29
b) Banking costs	43	0	6	38	36	9	25	55	:	0	18	4	23
c) Distribution costs	48	0	39	9	42	31	75	48	:	38	30	17	38
d) Marketing costs	14	9	18	9	25	5	0	27	:	25	12	8	17
e) Lower costs and greater availability of imported material	15	10	11	9	48	44	25	67	:	38	48	11	35
f) Insurance costs	2	0	8	9	19	25	50	29	:	13	18	5	17

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.9

Cost effects of barriers
Manufacture of non-metallic mineral products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	6	3	38	2	2	8	0	32	:	33	14	3	19
b) slightly significant	58	43	0	42	50	45	44	42	:	22	39	54	38
B) No effect/Don't know	36	50	61	42	35	47	10	25	:	44	47	31	42
C) Cost increase													
c) very significant	0	0	1	0	0	0	0	0	:	0	0	0	0
d) slightly significant	0	0	0	14	1	0	46	0	:	0	0	0	1
D) Net balance* (in %)	-35	-25	-37	-16	-27	-31	1	-53	0	-44	-34	-30	-38
II Net quantitative effect (in %)	:	:	1	:	2	:	1	:	:	3	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	14	4	5	7	20	21	8	28	:	33	21	19	19
b) Banking costs	43	0	4	15	32	27	56	26	:	28	22	8	21
c) Distribution costs	43	7	16	4	29	28	17	19	:	44	28	34	25
d) Marketing costs	11	14	5	0	18	6	42	14	:	6	16	11	10
e) Lower costs and greater availability of imported material	9	1	6	19	28	14	89	17	:	28	29	14	16
f) Insurance costs	1	9	4	4	22	9	49	18	:	11	20	5	11

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.10

Cost effects of barriers
Chemical industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	3	1	44	14	9	8	1	14	:	5	23	15	19
b) slightly significant	60	64	0	73	38	45	53	72	:	63	49	51	42
B) No effect/Don't know	37	34	56	9	35	45	46	14	:	32	28	32	38
C) Cost increase													
c) very significant	0	0	0	0	1	1	0	0	:	0	0	0	0
d) slightly significant	0	0	0	4	3	1	0	0	:	0	0	0	1
D) Net balance* (in %)	-33	-33	-44	-49	-26	-29	-28	-50	0	-37	-48	-41	-40
II Net quantitative effect (in %)	:	:	1	:	2	:	1	:	:	2	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	22	12	10	29	16	37	19	28	:	32	28	34	25
b) Banking costs	21	1	4	36	22	28	59	36	:	35	29	6	20
c) Distribution costs	72	10	18	37	25	58	56	17	:	37	33	45	35
d) Marketing costs	40	20	6	35	15	31	8	8	:	16	19	28	19
e) Lower costs and greater availability of imported material	33	9	13	24	32	40	47	38	:	34	46	29	31
f) Insurance costs	26	3	7	37	15	24	55	7	:	13	21	9	14

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.11

Cost effects of barriers
Man-made fibres industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	0	:	:	:	0	0	0	0	:	0	75	0	4
b) slightly significant	7	:	:	:	100	15	100	8	:	100	25	84	63
B) No effect/Don't know	93	:	:	:	0	85	0	92	:	0	0	16	33
C) Cost increase													
c) very significant	0	:	:	:	0	0	0	0	:	0	0	0	0
d) slightly significant	0	:	:	:	0	0	0	0	:	0	0	0	0
D) Net balance* (in %)	-4	0	0	0	-50	-8	-50	-4	0	-50	-88	-42	-36
II Net quantitative effect (in %)	:	:	:	:	5	:	1	:	:	4	:	1	3
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	0	:	:	:	25	100	0	0	:	0	38	0	18
b) Banking costs	94	:	:	:	25	0	50	1	:	25	63	0	20
c) Distribution costs	13	:	:	:	38	0	50	1	:	75	50	42	31
d) Marketing costs	0	:	:	:	38	0	0	0	:	0	38	0	14
e) Lower costs and greater availability of imported material	44	:	:	:	50	0	50	0	:	0	63	0	23
f) Insurance costs	7	:	:	:	0	0	0	0	:	25	38	0	5

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.12

Cost effects of barriers
Manufacture of metal articles

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	4	2	50	0	6	18	0	23	:	11	41	4	25
b) slightly significant	89	33	0	95	40	34	100	67	:	40	38	46	35
B) No effect/Don't know	7	64	49	4	40	44	0	9	:	49	19	41	38
C) Cost increase													
c) very significant	0	0	1	1	0	1	0	0	:	0	0	1	1
d) slightly significant	0	1	0	0	1	3	0	1	:	0	2	1	1
D) Net balance* (in %)	-49	-18	-49	-47	-26	-33	-50	-56	0	-31	-59	-26	-41
II Net quantitative effect (in %)	:	:	2	:	3	:	4	:	:	3	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	26	12	12	4	30	36	0	29	:	17	43	24	25
b) Banking costs	10	3	8	45	29	25	50	35	:	21	43	7	20
c) Distribution costs	24	8	22	15	32	37	50	34	:	26	42	22	30
d) Marketing costs	10	3	7	15	23	17	0	14	:	10	22	16	14
e) Lower costs and greater availability of imported material	19	3	13	36	32	37	0	31	:	20	63	18	26
f) Insurance costs	2	3	5	15	22	15	50	22	:	11	29	6	12

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.13

Cost effects of barriers
Mechanical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	2	0	55	76	10	8	0	31	:	13	20	2	27
b) slightly significant	91	71	0	19	48	38	97	46	:	39	47	69	36
B) No effect/Don't know	7	29	45	0	27	52	3	23	:	47	33	26	36
C) Cost increase													
c) very significant	0	0	0	0	0	0	0	0	:	0	0	0	0
d) slightly significant	0	0	0	5	0	2	0	0	:	0	0	0	0
D) Net balance* (in %)	-48	-36	-55	-83	-34	-26	-49	-54	0	-33	-44	-37	-45
II Net quantitative effect (in %)	:	:	2	:	3	:	5	:	:	3	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	32	20	17	41	21	27	26	29	:	31	32	27	24
b) Banking costs	13	4	15	50	23	24	30	28	:	30	27	14	19
c) Distribution costs	24	10	24	5	26	32	59	33	:	27	34	24	27
d) Marketing costs	1	22	10	86	14	10	48	16	:	10	22	16	13
e) Lower costs and greater availability of imported material	57	2	14	86	30	30	36	34	:	30	40	20	24
f) Insurance costs	18	2	6	41	17	14	52	17	:	25	20	8	11

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.14

Cost effects of barriers
Manufacture of office machinery and data-processing machinery

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	0	0	:	:	100	0	0	0	:	25	0	0	6
b) slightly significant	84	100	:	:	0	53	68	100	:	50	100	23	51
B) No effect/Don't know	16	0	:	:	0	47	32	0	:	25	0	77	42
C) Cost increase													
c) very significant	0	0	:	:	0	0	0	0	:	0	0	0	0
d) slightly significant	0	0	:	:	0	0	0	0	:	0	0	0	0
D) Net balance* (in %)	-42	-50	0	0	-100	-27	-34	-50	0	-50	-50	-12	-32
II Net quantitative effect (in %)	:	:	:	:	8	:	2	:	:	2	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	0	40	:	:	100	49	55	13	:	38	50	38	43
b) Banking costs	50	0	:	:	0	45	0	94	:	13	0	31	44
c) Distribution costs	50	50	:	:	100	91	47	44	:	50	100	38	66
d) Marketing costs	0	0	:	:	100	0	4	44	:	38	0	38	24
e) Lower costs and greater availability of imported material	96	0	:	:	50	50	7	57	:	63	50	16	42
f) Insurance costs	46	0	:	:	100	4	0	44	:	38	50	0	16

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.15

Cost effects of barriers
Electrical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	73	2	57	0	13	7	17	24	:	13	45	3	29
b) slightly significant	21	49	0	98	51	65	35	64	:	41	48	78	41
B) No effect/Don't know	6	48	43	0	38	28	47	12	:	47	7	17	30
C) Cost increase													
c) very significant	0	0	0	2	0	0	0	0	:	0	0	0	0
d) slightly significant	0	0	0	0	0	0	0	0	:	0	0	1	0
D) Net balance* (in %)	-84	-27	-57	-47	-39	-40	-35	-56	0	-34	-69	-42	-50
II Net quantitative effect (in %)	:	:	2	:	3	:	3	:	:	4	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	82	8	24	8	32	24	46	50	:	30	37	49	35
b) Banking costs	10	1	6	69	30	10	13	45	:	23	36	4	16
c) Distribution costs	28	8	22	29	33	11	65	41	:	30	43	16	24
d) Marketing costs	5	3	9	0	15	13	45	30	:	24	19	37	19
e) Lower costs and greater availability of imported material	43	6	12	76	52	35	25	38	:	24	50	38	29
f) Insurance costs	1	0	6	38	11	5	25	28	:	15	23	10	11

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.16

Cost effects of barriers
Manufacture of motor-vehicles, motor-vehicle parts and accessories

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	48	0	64	0	1	5	:	20	:	17	33	34	32
b) slightly significant	46	66	0	34	37	24	:	74	:	50	42	41	26
B) No effect/Don't know	6	34	36	66	46	15	:	5	:	33	25	25	25
C) Cost increase													
c) very significant	0	0	0	0	0	0	:	0	:	0	0	0	15
d) slightly significant	0	0	0	0	9	56	:	1	:	0	0	0	1
D) Net balance* (in %)	-71	-33	-64	-17	-15	11	0	-57	0	-42	-54	-55	-30
II Net quantitative effect (in %)	:	:	2	:	2	:	:	:	:	2	:	3	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	58	8	27	0	15	28	:	48	:	17	25	20	29
b) Banking costs	42	8	12	17	29	17	:	12	:	26	46	1	15
c) Distribution costs	59	33	19	1	24	41	:	39	:	50	55	22	30
d) Marketing costs	44	8	8	0	15	22	:	7	:	25	21	24	15
e) Lower costs and greater availability of imported material	44	10	16	17	28	59	:	37	:	50	51	18	33
f) Insurance costs	26	0	3	0	14	10	:	7	:	25	29	19	9

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.17

Cost effects of barriers
Manufacture of other means of transport

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	2	0	50	0	11	12	:	45	:	15	29	5	21
b) slightly significant	98	50	0	45	67	59	:	45	:	46	36	2	35
B) No effect/Don't know	0	50	50	55	19	29	:	10	:	38	35	93	44
C) Cost increase													
c) very significant	0	0	0	0	0	0	:	0	:	0	0	0	0
d) slightly significant	0	0	0	0	3	0	:	0	:	0	0	0	0
D) Net balance* (in %)	-51	-25	-50	-23	-43	-42	0	-68	0	-38	-47	-6	-39
II Net quantitative effect (in %)	:	:	2	:	3	:	:	:	:	3	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	40	0	7	11	25	29	:	45	:	36	43	19	26
b) Banking costs	0	2	15	17	36	1	:	44	:	29	39	14	19
c) Distribution costs	1	10	22	11	34	1	:	34	:	32	28	6	17
d) Marketing costs	0	0	7	0	37	0	:	18	:	14	18	49	20
e) Lower costs and greater availability of imported material	53	15	15	33	63	15	:	43	:	33	39	42	33
f) Insurance costs	0	0	7	11	28	28	:	23	:	7	18	0	15

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.18

Cost effects of barriers
Manufacture of rubber products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	0	0	:	100	0	2	42	10	:	0	50	6	6
b) slightly significant	100	9	:	0	35	48	31	72	:	67	17	76	59
B) No effect/Don't know	0	91	:	0	60	50	27	18	:	33	33	12	35
C) Cost increase													
c) very significant	0	0	:	0	0	0	0	0	:	0	0	0	0
d) slightly significant	0	0	:	0	0	0	0	0	:	0	0	0	0
D) Net balance* (in %)	-50	-5	0	-100	-18	-26	-58	-46	0	-34	-59	-44	-36
II Net quantitative effect (in %)	:	:	:	:	2	:	2	:	:	2	:	1	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	0	0	:	50	20	19	17	9	:	17	42	44	22
b) Banking costs	0	0	:	100	20	3	50	31	:	0	17	19	18
c) Distribution costs	50	0	:	50	20	23	100	39	:	50	26	47	33
d) Marketing costs	0	0	:	0	13	17	50	55	:	0	17	47	31
e) Lower costs and greater availability of imported material	50	0	:	50	30	15	79	32	:	33	67	38	29
f) Insurance costs	0	0	:	100	10	12	72	5	:	0	17	19	12

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 2.6.19

Cost effects of barriers
Precision engineering, optics and the like

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Assessment (% share of all companies)													
A) Cost reduction													
a) very significant	0	3	50	:	0	2	0	23	:	0	0	2	28
b) slightly significant	0	86	0	:	0	32	31	62	:	25	100	61	27
B) No effect/Don't know	100	11	50	:	100	66	69	10	:	63	0	29	44
C) Cost increase													
c) very significant	0	0	0	:	0	0	0	0	:	13	0	0	0
d) slightly significant	0	0	0	:	0	0	0	0	:	0	0	0	0
D) Net balance* (in %)	0	-46	-50	0	0	-18	-16	-54	0	1	-50	-33	-42
II Net quantitative effect (in %)	:	:	2	:	:	:	1	:	:	1	:	2	2
III Reasons for cost reduction (coefficient of importance)**													
a) Production process	0	14	20	:	0	32	39	32	:	6	25	29	25
b) Banking costs	0	6	8	:	0	29	28	34	:	6	50	7	15
c) Distribution costs	0	6	17	:	0	44	89	32	:	17	0	25	26
d) Marketing costs	0	14	10	:	0	12	11	15	:	11	0	47	18
e) Lower costs and greater availability of imported material	0	6	10	:	0	26	78	17	:	0	75	18	16
f) Insurance costs	0	0	3	:	0	23	50	5	:	0	25	4	6

* The balance is calculated as difference of share companies expecting cost reductions ('significant' = -1, 'somewhat' = -0.5), and companies expecting cost increases ('significant' = 1, 'somewhat' = 0.5).

** The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

Annex (III)

Tables 3

TABLE 3

Sales effects of internal market
Total industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-5	-2	5	-26	13	-11	-3	8	5	18	-1	-4	2
b) Export sales to EUR countries	50	35	39	28	44	28	43	45	45	63	41	44	40
c) Exports to non-EUR countries	18	5	17	12	27	6	1	21	25	14	12	6	15
d) Total sales to all markets	43	26	29	9	26	17	31	39	35	31	31	36	30
II Quantitative net effect on total sales (in % of total sales)	7	6	5	1	9	3	7	7	5	7	7	5	5
III Main reasons ...													
A)... for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	42 52	8 16	32 50	13 45	33 49	14 33	28 43	14 19	10 14	55 99	15 25	24 37	24 39
b) Withdrawal of competitors	13 16	4 8	4 6	4 14	6 9	5 12	9 14	2 3	10 14	61 99	7 12	4 6	6 10
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing).	38 47	23 46	22 34	23 79	11 16	21 49	41 63	24 33	10 14	66 99	18 30	27 42	24 39
d) Ability to enter new (regional) markets	29 36	14 28	30 47	19 66	13 19	34 79	13 20	17 24	30 43	68 99	18 30	33 51	28 46
e) Generally faster-growing product market thank to the completion of the internal market	32 40	12 24	21 33	21 72	3 4	10 23	5 8	1 1	20 29	60 99	32 53	17 26	14 23
f) Other reasons	3 4	3 6	2 3	1 3	0 0	3 7	5 8	1 1	40 57	29 64	3 5	4 6	3 5
B)... for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Ng))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	2 67	3 75	7 58	11 99	4 40	79 99	0 0	0 0	0 0	1 6	3 99	4 67
b) Appearance of new competitors	0 0	3 99	3 75	5 42	7 64	11 99	21 99	0 0	10 0	0 0	9 53	3 99	4 67
c) Withdrawal from the market	0 0	0 0	0 0	1 8	0 0	1 10	0 0	0 0	0 0	0 0	0 0	0 0	0 0
d) Other reasons	0 0	2 67	0 0	4 33	0 0	1 10	0 0	0 0	0 0	0 0	1 6	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.1.1
Sales effects of internal market
Less than 50 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	18	-4	3	-14	12	-9	-19	12	0	25	5	0	5
b) Export sales to EUR countries	62	31	25	24	34	30	35	33	0	64	21	0	32
c) Exports to non-EUR countries	28	6	12	26	21	6	1	18	0	10	4	0	13
d) Total sales to all markets	47	25	20	17	19	17	-1	30	0	34	16	0	23
II Quantitative net effect on total sales (in % of total sales)	12	5	5	9	10	5	2	7	:	9	4	:	6
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	31 42	5 9	28 50	35 73	33 51	11 25	6 13	7 13	99 99	59 99	12 30	99 99	21 40
b) Withdrawal of competitors	4 5	4 7	3 5	12 25	6 9	4 9	15 33	1 2	99 99	59 99	5 13	99 99	6 11
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	64 86	19 35	17 30	29 60	7 11	12 27	27 60	7 13	99 99	74 99	15 38	99 99	17 32
d) Ability to enter new (regional) markets	19 26	17 31	30 54	31 65	13 20	36 82	47 99	8 15	99 99	78 99	15 38	99 99	26 49
e) Generally faster-growing product market thank to the completion of the internal market	34 46	19 35	14 25	29 60	5 8	9 20	5 11	5 10	99 99	74 99	13 32	99 99	13 25
f) Other reasons	10 14	2 4	1 2	3 6	0 0	1 2	0 0	1 2	99 99	22 43	2 5	99 99	2 4
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	4 50	4 67	1 4	12 99	10 91	98 99	2 99	99 99	0 0	2 12	99 99	6 86
b) Appearance of new competitors	0 0	5 63	5 83	24 99	12 99	10 91	2 4	0 0	99 99	0 0	13 76	99 99	6 86
c) Withdrawal from the market	0 0	0 0	1 17	0 0	0 0	1 9	0 0	0 0	99 99	0 0	1 6	99 99	1 14
d) Other reasons	0 0	3 38	0 0	0 0	0 0	0 0	0 0	0 0	99 99	0 0	2 12	99 99	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.1.2
Sales effects of internal market
50 to 199 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-4	-2	6	2	19	-10	-8	14	0	19	1	1	5
b) Export sales to EUR countries	39	34	43	42	49	37	37	50	0	59	35	40	43
c) Exports to non-EUR countries	9	5	17	23	29	8	8	22	0	15	13	7	16
d) Total sales to all markets	31	27	32	33	30	24	32	39	0	31	27	32	32
II Quantitative net effect on total sales (in % of total sales)	6	6	6	2	10	5	8	8	:	7	7	6	6
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))...	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	26 41	8 15	34 50	26 49	38 54	17 31	24 34	17 22	99 99	60 99	15 26	20 31	26 40
b) Withdrawal of competitors	8 13	3 6	4 6	16 30	6 9	6 11	16 23	2 3	99 99	66 99	9 16	4 6	7 11
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	31 49	19 36	22 32	43 81	9 13	23 43	39 55	23 30	99 99	66 99	12 21	19 30	23 35
d) Ability to enter new (regional) markets	29 46	20 38	32 47	40 75	13 19	43 80	15 21	18 23	99 99	62 99	18 31	30 47	30 46
e) Generally faster-growing product market thank to the completion of the internal market	22 35	13 25	23 34	40 75	1 1	15 28	5 7	1 1	99 99	56 99	29 50	18 28	16 25
f) Other reasons	4 6	4 8	2 3	2 4	0 0	2 4	0 0	0 0	99 99	29 63	2 3	3 5	3 5
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))...	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	2 67	3 99	3 99	5 36	9 99	5 63	99 99	0 0	99 99	0 0	1 6	5 99	4 80
b) Appearance of new competitors	1 33	3 99	2 67	12 86	4 50	6 75	0 0	0 0	99 99	0 0	10 59	4 80	3 60
c) Withdrawal from the market	0 0	0 0	0 0	6 43	1 13	0 0	0 0	0 0	99 99	0 0	1 6	1 20	0 0
d) Other reasons	2 67	1 50	1 33	1 7	0 0	0 0	0 0	0 0	99 99	0 0	1 6	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.1.3
Sales effects of internal market
200 to 499 persons employed (total industry)

I Tendency (balance*)	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	a) Home sales b) Export sales to EUR countries c) Exports to non-EUR countries d) Total sales to all markets	-2 51 23 44	-1 36 7 26	8 43 17 33	-30 26 8 -4	15 51 27 35	-10 38 11 25	7 39 2 36	4 49 25 38	0 0 0 0	4 71 16 31	3 48 12 36	-4 47 5 39
II Quantitative net effect on total sales (in % of total sales)	6	6	6	0	9	6	6	7	:	7	9	5	6
III Main reasons ... A)... for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	32 41	8 16	31 46	14 45	33 46	17 34	34 58	12 16	99 99	47 99	19 28	18 24	23 35
b) Withdrawal of competitors	9 11	5 10	6 9	3 10	4 6	6 12	2 3	1 1	99 99	63 99	9 13	2 3	6 9
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	35 44	24 49	26 38	31 99	16 23	25 50	31 53	26 35	99 99	68 99	25 37	26 35	27 41
d) Ability to enter new (regional) markets	39 49	11 22	30 44	20 65	12 17	40 80	24 41	17 23	99 99	61 99	17 25	36 49	29 44
e) Generally faster-growing product market thank to the completion of the internal market	35 44	12 24	23 34	22 71	2 3	13 26	9 15	1 1	99 99	53 99	38 57	25 34	17 26
f) Other reasons	5 6	4 8	2 3	2 6	0 0	2 4	0 0	0 0	99 99	37 82	2 3	4 5	3 5
B)... for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	1 50	1 33	3 99	18 75	10 99	5 99	0 0	0 0	99 99	0 0	0 0	1 25	3 75
b) Appearance of new competitors	1 50	4 99	1 33	9 38	4 57	3 60	0 0	0 0	99 99	0 0	8 57	0 0	1 25
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	1 25	0 0
d) Other reasons	0 0	2 67	0 0	4 17	1 14	0 0	0 0	0 0	99 99	0 0	1 7	1 25	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.1.4
Sales effects of internal market
500 to 999 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-1	0	4	-30	6	-7	-5	15	0	0	-2	-10	2
b) Export sales to EUR countries	41	0	41	25	57	35	53	42	0	0	52	40	41
c) Exports to non-EUR countries	18	0	19	7	36	11	-9	23	0	0	16	5	17
d) Total sales to all markets	33	0	31	11	35	25	27	40	0	0	40	28	32
II Quantitative net effect on total sales (in % of total sales)	5	:	4	-1	8	4	6	6	:	:	9	4	5
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	28 47	99 99	30 45	19 70	40 52	18 35	21 34	9 12	99 99	99 99	12 17	19 34	22 34
b) Withdrawal of competitors	3 5	99 99	4 6	3 11	0 0	7 14	4 7	2 3	99 99	99 99	4 6	4 7	4 6
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	36 61	99 99	22 33	24 89	15 19	22 43	55 90	33 42	99 99	99 99	20 29	21 38	24 38
d) Ability to enter new (regional) markets	29 49	99 99	32 48	9 33	12 16	27 53	2 3	15 19	99 99	99 99	25 36	27 48	24 38
e) Generally faster-growing product market thank to the completion of the internal market	16 27	99 99	22 33	19 70	5 6	14 27	2 3	0 0	99 99	99 99	47 67	10 18	12 19
f) Other reasons	4 7	99 99	3 5	0 0	0 0	4 8	15 25	1 1	99 99	99 99	5 7	4 7	3 5
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	99 99	2 67	0 0	10 77	2 67	0 0	0 0	99 99	99 99	0 0	4 99	3 75
b) Appearance of new competitors	0 0	99 99	2 67	3 38	15 99	2 67	0 0	0 0	99 99	99 99	4 25	4 99	3 75
c) Withdrawal from the market	0 0	99 99	0 0	0 0	0 0	0 0	0 0	0 0	99 99	99 99	0 0	0 0	0 0
d) Other reasons	0 0	99 99	0 0	10 99	0 0	0 0	0 0	0 0	99 99	99 99	2 13	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.1.5
Sales effects of internal market
1000 or more persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-5	0	2	-26	2	-10	0	-6	0	0	-17	-2	-4
b) Export sales to EUR countries	51	0	38	29	46	23	66	42	0	0	44	53	40
c) Exports to non-EUR countries	18	0	15	16	23	3	1	13	0	0	12	10	12
d) Total sales to all markets	39	0	28	12	23	13	34	35	0	0	27	48	29
II Quantitative net effect on total sales (in % of total sales)	8	:	4	1	6	2	3	5	:	:	3	5	4
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	35 45	99 99	34 59	0 0	38 59	13 32	0 0	42 54	99 99	99 99	14 25	37 49	31 50
b) Withdrawal of competitors	12 15	99 99	4 7	4 22	5 8	4 10	0 0	1 1	99 99	99 99	6 11	5 7	4 6
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	49 63	99 99	21 36	8 44	8 13	24 59	0 0	20 26	99 99	99 99	19 33	44 59	24 39
d) Ability to enter new (regional) markets	32 41	99 99	24 41	18 99	13 20	29 71	0 0	4 5	99 99	99 99	17 30	44 59	23 37
e) Generally faster-growing product market thank to the completion of the internal market	40 51	99 99	21 36	14 78	6 9	10 24	0 0	0 0	99 99	99 99	19 33	24 32	14 23
f) Other reasons	3 4	99 99	3 5	0 0	0 0	2 5	0 0	0 0	99 99	99 99	6 11	5 7	2 3
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	99 99	4 80	2 99	21 99	4 27	0 0	1 17	99 99	99 99	0 0	0 0	4 50
b) Appearance of new competitors	0 0	99 99	4 80	0 0	2 13	15 99	0 0	0 0	99 99	99 99	14 45	0 0	4 50
c) Withdrawal from the market	0 0	99 99	0 0	0 0	0 0	1 7	0 0	0 0	99 99	99 99	0 0	0 0	0 0
d) Other reasons	0 0	99 99	0 0	0 0	0 0	1 7	0 0	0 0	99 99	99 99	3 10	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantiality'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantiality'=-1; 'somewhat'=-0.5).

TABLE 3.2.1
Sales effects of internal market
Export share world less than 10% (total industry)

I Tendency (balance*)	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Home sales	6	-6	5	-20	13	-8	-6	11	0	9	-1	-2	3
b) Export sales to EUR countries	45	17	29	20	42	34	24	39	0	60	32	29	34
c) Exports to non-EUR countries	6	3	11	18	24	9	0	14	0	7	12	4	11
d) Total sales to all markets	40	12	21	-1	22	22	16	34	0	34	22	25	26
II Quantitative net effect on total sales (in % of total sales)	5	2	4	-3	9	4	3	6	:	7	5	3	5
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	17 22	2 7	24 44	14 67	32 48	21 44	35 53	10 14	99 99	59 99	16 31	14 32	20 36
b) Withdrawal of competitors	16 21	1 3	3 6	7 33	7 10	4 8	7 11	1 1	99 99	70 99	5 10	1 2	6 11
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	31 41	7 24	15 28	24 99	11 16	18 38	48 73	23 33	99 99	70 99	14 27	14 32	19 34
d) Ability to enter new (regional) markets	31 41	14 48	30 56	15 71	14 21	32 67	6 9	5 7	99 99	81 99	15 29	27 61	25 45
e) Generally faster-growing product market thank to the completion of the internal market	26 34	9 31	16 30	18 86	3 4	13 27	3 5	0 0	99 99	57 99	27 52	11 25	12 21
f) Other reasons	0 0	3 10	2 4	1 5	0 0	4 8	0 0	0 0	99 99	27 48	2 4	3 7	3 5
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	3 60	4 67	11 50	11 92	4 67	79 99	1 33	99 99	0 0	1 6	1 25	4 67
b) Appearance of new competitors	0 0	4 80	3 50	8 36	8 67	4 67	21 99	0 0	99 99	0 0	14 88	4 99	3 50
c) Withdrawal from the market	0 0	0 0	0 0	2 9	0 0	0 0	0 0	0 0	99 99	0 0	1 6	0 0	0 0
d) Other reasons	0 0	1 20	0 0	5 23	0 0	0 0	0 0	0 0	99 99	0 0	2 13	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantiality'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantiality'=-1; 'somewhat'=-0.5).

TABLE 3.2.2
Sales effects of internal market
Export share world 11 to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	I Tendency (balance*)	-13	0	5	-38	11	-9	1	-1	0	27	-10	-12
a) Home sales	49	43	49	42	58	39	35	48	0	68	48	46	48
b) Export sales to EUR countries	15	10	21	10	29	13	1	15	0	12	13	-2	15
c) Exports to non-EUR countries	33	33	36	11	40	26	2	44	0	32	30	36	35
d) Total sales to all markets													
II Quantitative net effect on total sales (in % of total sales)	6	10	5	3	12	5	2	8	:	6	5	5	6
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	21 36	24 42	39 53	21 62	40 49	19 37	67 99	50 60	99 99	56 99	8 13	20 32	34 50
b) Withdrawal of competitors	15 26	15 26	5 7	1 3	6 7	10 19	3 8	1 1	99 99	63 99	6 10	4 6	7 10
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	49 84	12 21	26 36	22 65	15 18	31 60	6 17	16 19	99 99	63 99	15 25	20 32	24 35
d) Ability to enter new (regional) markets	54 93	16 28	34 47	11 32	9 11	44 85	23 64	8 10	99 99	70 99	18 30	31 49	29 43
e) Generally faster-growing product market thank to the completion of the internal market	23 40	18 32	24 33	20 59	6 7	19 37	1 3	0 0	99 99	49 99	38 63	22 35	17 25
f) Other reasons	0 0	1 2	2 3	0 0	0 0	1 2	0 0	0 0	99 99	28 62	1 2	4 6	2 3
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	3 99	3 60	3 99	4 57	12 99	2 99	80 99	0 0	99 99	0 0	0 0	10 99	5 99
b) Appearance of new competitors	0 0	7 99	3 99	7 99	5 99	1 50	20 61	0 0	99 99	0 0	9 39	4 67	3 75
c) Withdrawal from the market	0 0	0 0	1 33	0 0	1 25	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	99 99	0 0	1 4	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.2.3
Sales effects of internal market
Export share world 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR														
I Tendency (balance*)																											
a) Home sales	-3	-1	5	-24	14	-10	-1	-1	0	12	3	-2	1														
b) Export sales to EUR countries	50	37	43	29	59	18	51	47	0	66	52	42	41														
c) Exports to non-EUR countries	18	6	20	8	36	-1	0	26	0	23	11	11	17														
d) Total sales to all markets	39	28	34	18	32	11	41	34	0	34	44	39	30														
II Quantitative net effect on total sales (in % of total sales)	8	6	5	3	10	0	8	5	:	7	11	5	5														
III Main reasons ...																											
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps														
a) Reduction of product price in existing markets	35	46	5	9	34	50	7	21	42	65	8	21	22	32	17	23	99	99	55	99	17	23	24	32	25	39	
b) Withdrawal of competitors	10	13	2	4	5	7	4	12	4	6	2	5	10	14	2	3	99	99	58	99	11	15	4	5	6	9	
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	45	59	29	55	26	38	23	68	13	20	22	56	41	59	37	50	99	99	72	99	25	34	29	39	29	45	
d) Ability to enter new (regional) markets	32	42	13	25	26	38	27	79	3	5	25	64	15	22	12	16	99	99	55	99	23	31	24	32	22	34	
e) Generally faster-growing product market thank to the completion of the internal market	37	49	12	23	25	37	23	68	0	0	5	13	5	7	1	1	99	99	59	99	38	51	22	30	15	23	
f) Other reasons	4	5	5	9	3	4	2	6	1	2	3	8	7	10	1	1	99	99	33	66	5	7	9	12	4	6	
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng														
a) Increased price competition from existing competitors	0	0	0	0	2	99	4	80	9	99	5	26	0	0	0	0	99	99	0	0	0	0	1	99	2	29	
b) Appearance of new competitors	0	0	2	99	2	99	2	40	3	38	20	99	99	0	0	0	99	99	0	0	2	10	0	0	0	5	71
c) Withdrawal from the market	0	0	0	0	0	0	0	0	1	13	1	5	0	0	0	0	99	99	0	0	0	0	0	0	0	0	0
d) Other reasons	0	0	2	99	0	0	5	99	0	0	1	5	0	0	0	0	99	99	0	0	0	0	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.3.1
Sales effects of internal market
Export share EUR countries less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-22	-5	5	-23	12	-8	-7	12	0	18	0	-4	3
b) Export sales to EUR countries	46	30	31	26	40	29	32	47	0	63	34	37	37
c) Exports to non-EUR countries	4	6	13	17	23	8	1	20	0	16	12	4	13
d) Total sales to all markets	38	21	23	6	22	19	19	41	0	34	22	32	28
II Quantitative net effect on total sales (in % of total sales)	3	4	5	-1	8	3	4	7	:	6	6	4	5
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	17 23	13 31	26 46	14 58	32 48	15 36	22 34	12 16	99 99	55 99	15 28	15 24	20 34
b) Withdrawal of competitors	5 7	9 21	4 7	5 21	6 9	3 7	4 6	1 1	99 99	63 99	6 11	1 2	5 8
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	57 76	8 19	17 30	21 88	10 15	17 40	66 99	28 37	99 99	74 99	16 30	14 23	22 37
d) Ability to enter new (regional) markets	57 76	15 36	30 54	19 79	14 21	30 71	5 8	12 16	99 99	76 99	17 31	32 52	27 46
e) Generally faster-growing product market thank to the completion of the internal market	53 71	11 26	18 32	18 75	3 4	13 31	2 3	2 3	99 99	61 99	28 52	16 26	15 25
f) Other reasons	0 0	2 5	2 4	1 4	0 0	3 7	0 0	0 0	99 99	29 55	2 4	7 11	3 5
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	2 33	4 80	8 53	14 99	4 80	91 99	0 0	99 99	0 0	1 6	2 50	4 80
b) Appearance of new competitors	0 0	5 83	3 60	6 40	9 64	4 80	9 56	0 0	99 99	0 0	12 67	3 75	3 60
c) Withdrawal from the market	0 0	0 0	0 0	1 7	0 0	0 0	0 0	0 0	99 99	0 0	1 6	0 0	0 0
d) Other reasons	0 0	1 17	0 0	3 20	0 0	0 0	0 0	0 0	99 99	0 0	2 11	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.3.2

Sales effects of internal market
Export share EUR countries 11% to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-28	-1	7	-35	15	-12	12	4	0	28	-2	-8	1
b) Export sales to EUR countries	55	34	49	52	53	27	49	48	0	68	53	42	44
c) Exports to non-EUR countries	19	8	20	4	29	2	-14	15	0	11	10	6	14
d) Total sales to all markets	34	22	38	17	34	16	22	44	0	40	35	34	33
II Quantitative net effect on total sales (in % of total sales)	8	6	6	3	11	2	4	8	:	7	8	5	6
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	24 37	5 11	39 53	15 42	42 60	15 31	57 99	49 56	99 99	68 99	11 17	34 58	36 54
b) Withdrawal of competitors	4 6	1 2	5 7	0 0	4 6	7 14	3 6	2 2	99 99	71 99	5 8	7 12	7 10
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	25 38	25 56	27 37	18 50	13 19	29 59	12 26	15 17	99 99	68 99	19 29	39 66	27 40
d) Ability to enter new (regional) markets	59 91	14 31	30 41	15 42	10 14	35 71	27 57	10 11	99 99	75 99	20 30	21 36	26 39
e) Generally faster-growing product market thank to the completion of the internal market	31 48	8 18	25 34	31 86	1 1	10 20	1 2	0 0	99 99	54 93	44 67	22 37	16 24
f) Other reasons	13 20	7 16	3 4	0 0	0 0	2 4	0 0	1 1	99 99	39 67	3 5	3 5	4 6
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	1 50	2 40	2 99	1 17	9 99	5 26	0 0	0 0	99 99	0 0	0 0	7 0	3 60
b) Appearance of new competitors	0 0	6 99	2 99	5 83	1 17	20 99	99 99	0 0	99 99	0 0	5 50	1 0	6 99
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	1 5	0 0	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	4 80	0 0	0 0	0 0	1 5	0 0	0 0	99 99	0 0	1 10	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.3.3
Sales effects of internal market
Export share EUR countries 31% or more (total industry)

	B		DK		D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI	Ps	AI	Ps	AI	AI	AI	AI	AI	AI	AI	AI	AI	AI	AI
I Tendency (balance*)	3		1		4	-23	15	-8	-4	0	0	10	5	-6	0
a) Home sales	49		40		41	21	66	27	49	46	0	67	52	33	41
b) Export sales to EUR countries	20		5		21	4	36	7	6	28	0	18	12	19	20
c) Exports to non-EUR countries	41		34		34	9	44	19	44	38	0	35	48	34	34
d) Total sales to all markets															
II Quantitative net effect on total sales (in % of total sales)	8		6		5	4	11	3	9	6	:	7	11	4	6
III Main reasons ...															
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI	Ps	AI	Ps	AI	AI	AI	AI	AI	AI	AI	AI	AI	AI	Ps
a) Reduction of product price in existing markets	37	47	7	11	34	9	26	38	49	10	26	28	39	13	19
b) Withdrawal of competitors	13	17	3	5	6	9	5	15	9	12	4	10	4	10	13
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	47	60	34	55	27	40	31	91	17	22	21	54	26	37	36
d) Ability to enter new (regional) markets	24	31	11	18	29	43	20	59	14	18	27	69	17	24	4
e) Generally faster-growing product market thank to the completion of the internal market	35	45	16	26	25	37	21	62	7	9	9	23	6	8	1
f) Other reasons	2	3	3	5	4	6	2	6	0	2	5	10	14	1	1
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI	Ng	AI	Ng	AI	AI	AI	AI	AI	AI	AI	AI	AI	AI	Ng
a) Increased price competition from existing competitors	0	0	1	0	2	67	6	86	7	99	2	67	0	0	0
b) Appearance of new competitors	0	0	0	0	3	99	3	43	1	33	99	0	0	2	20
c) Withdrawal from the market	0	0	0	0	0	0	0	0	0	0	99	99	0	0	0
d) Other reasons	0	0	0	0	0	0	7	99	0	0	0	99	99	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.4.1
Sales effects of internal market
Production or sales activities in other EUR countries (total industry)

	B		DK		D		GR		E		F		IRL		I		L		NL		P		UK		EUR			
	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps		
I Tendency (balance*)																												
a) Home sales	-4		-2		4		-20		14		-9		-4		1		0		14		-1				-8		-1	
b) Export sales to EUR countries	50		39		47		26		61		26		45		46		0		69		48				48		45	
c) Exports to non-EUR countries	18		6		20		12		35		4		3		19		0		19		15				8		16	
d) Total sales to all markets	40		29		36		11		41		16		33		38		0		38		38				38		34	
II Quantitative net effect on total sales (in % of total sales)	8		7		5		0		11		2		7		7		:		7		9				4		6	
III Main reasons ...																												
A) ...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....																												
a) Reduction of product price in existing markets	33	43	9	16	36	51	16	57	48	62	13	30	23	35	30	39	99	99	55	99	14	22	30	42	30	42	30	45
b) Withdrawal of competitors	11	14	5	9	4	6	6	21	6	8	5	12	12	18	1	1	99	99	61	99	8	13	4	6	6	6	9	
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	46	60	26	47	27	38	26	93	11	14	27	63	41	63	26	34	99	99	76	99	24	38	30	42	28	42	28	42
d) Ability to enter new (regional) markets	31	40	14	25	33	46	19	68	11	14	31	72	12	18	8	10	99	99	74	99	19	30	31	44	26	39	39	
e) Generally faster-growing product market thank to the completion of the internal market	37	48	13	24	25	35	18	64	4	5	11	26	5	8	1	1	99	99	62	99	33	52	21	30	17	26	26	
f) Other reasons	4	5	4	7	3	4	1	4	0	0	2	5	7	11	2	3	99	99	28	51	3	5	5	7	4	6	6	
B) ...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....																												
a) Increased price competition from existing competitors	0	0	1	25	3	75	6	50	13	99	4	31	98	99	0	0	99	99	0	0	1	6	3	99	4	67	67	
b) Appearance of new competitors	0	0	4	99	3	75	4	33	4	57	14	99	2	67	0	0	99	99	0	0	7	39	2	99	4	67	67	
c) Withdrawal from the market	0	0	0	0	0	0	1	8	0	0	1	8	0	0	0	0	99	99	0	0	0	0	0	0	0	0	0	0
d) Other reasons	0	0	2	50	0	0	5	42	0	0	1	8	0	0	0	0	99	99	0	0	2	11	0	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.4.2
Sales effects of internal market
No production or sales activities in other EUR countries (total industry)

I Tendency (balance*)	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Home sales	-1	0	6	-34	16	-13	3	11	0	21	1	-4	3
b) Export sales to EUR countries	45	16	33	32	40	31	40	39	0	57	38	39	36
c) Exports to non-EUR countries	17	3	15	14	25	10	-3	19	0	10	9	5	14
d) Total sales to all markets	38	13	26	7	25	21	26	33	0	26	28	32	27
II Quantitative net effect on total sales (in % of total sales)	6	2	5	1	10	4	5	6	:	8	6	5	5
III Main reasons ... A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	35	5	28	6	34	17	40	13	18	55	16	18	23
b) Withdrawal of competitors	6	2	5	2	6	4	2	1	1	61	7	3	6
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	31	46	7	29	19	32	19	66	9	13	14	30	39
d) Ability to enter new (regional) markets	40	60	11	46	28	47	19	66	13	19	34	72	16
e) Generally faster-growing product market thank to the completion of the internal market	27	40	8	33	19	32	26	90	8	12	11	23	4
f) Other reasons	3	4	1	4	2	3	1	3	0	0	4	9	0
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	1	50	3	99	3	75	9	75	11	99	5	83	70
b) Appearance of new competitors	1	50	2	99	3	75	8	67	8	89	4	67	30
c) Withdrawal from the market	0	0	0	0	1	25	0	0	0	0	0	0	0
d) Other reasons	0	0	0	0	1	25	2	17	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantiality'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantiality'=-1; 'somewhat'=-0.5).

TABLE 3.5.1

Sales effects of internal market
Industrial main groups: Consumer goods (without food, drink and tobacco industry)

	B		DK		D	GR		E	F	IRL	I	L	NL	P	UK	EUR
	AI	Ps	AI	Ps	AI	AI	Ps	AI	Ps	AI	AI	Ps	AI	Ps	AI	Ps
I Tendency (balance*)	19	-1	34	3	6	-20	17	-27	-18	3	0	0	12	3	-4	-2
a) Home sales	55	34	44	27	38	43	44	-14	28	49	0	0	33	52	45	31
b) Export sales to EUR countries	24	3	28	24	17	28	27	-21	2	22	0	0	9	17	4	10
c) Exports to non-EUR countries	41	30	23	24	30	23	24	-17	3	44	0	0	26	42	38	24
d) Total sales to all markets																
II Quantitative net effect on total sales (in % of total sales)	10	5	-1	8	6	-1	8	-4	0	9	:	7	11	6	5	
III Main reasons ...																
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI	Ps	AI	Ps	AI	AI	Ps	AI	Ps	AI	AI	Ps	AI	Ps	AI	Ps
a) Reduction of product price in existing markets	31	39	6	11	32	48	34	59	32	52	6	38	57	99	20	24
b) Withdrawal of competitors	3	4	2	4	3	5	7	12	4	6	0	99	65	99	10	13
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	49	61	27	49	23	35	56	97	11	18	2	8	32	38	99	99
d) Ability to enter new (regional) markets	9	11	18	33	33	50	35	60	12	19	17	20	99	99	25	33
e) Generally faster-growing product market thank to the completion of the internal market	50	63	11	20	23	35	30	52	3	5	1	99	99	99	47	62
f) Other reasons	2	2	0	0	2	3	3	5	0	0	3	4	99	99	20	53
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI	Ng	AI	Ng	AI	AI	Ng	AI	Ng	AI	AI	Ng	AI	Ng	AI	Ng
a) Increased price competition from existing competitors	0	0	2	99	2	67	2	13	6	86	3	6	72	99	0	0
b) Appearance of new competitors	0	0	1	99	2	67	17	99	9	99	0	0	99	99	0	0
c) Withdrawal from the market	0	0	0	0	1	33	8	50	1	14	0	0	0	0	0	0
d) Other reasons	0	0	1	99	0	0	0	0	0	0	0	0	99	99	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.5.2
Sales effects of internal market
Industrial main groups: Investment goods

I Tendency (balance*)	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	a) Home sales	-17	-4	4	-5	14	-2	1	6	0	10	14	-3
b) Export sales to EUR countries	46	35	43	9	44	30	54	55	0	40	39	45	43
c) Exports to non-EUR countries	23	7	19	6	27	15	14	30	0	10	20	12	18
d) Total sales to all markets	44	24	32	6	31	25	47	49	0	33	35	37	34
II Quantitative net effect on total sales (in % of total sales)	8	6	5	-4	11	4	11	9	:	8	10	5	6
III Main reasons ... A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	39 45	12 25	35 51	23 79	33 45	14 27	4 5	21 27	99 99	60 99	25 38	25 39	28 43
b) Withdrawal of competitors	11 13	7 15	5 7	3 10	4 5	3 6	13 15	3 4	99 99	57 99	7 11	6 9	7 11
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	52 60	24 50	24 35	36 99	13 18	28 54	54 63	23 29	99 99	68 99	19 29	31 48	28 43
d) Ability to enter new (regional) markets	45 52	13 27	30 44	8 28	16 22	24 46	11 13	12 15	99 99	68 99	14 21	36 56	28 43
e) Generally faster-growing product market thank to the completion of the internal market	39 45	9 19	24 35	28 97	2 3	12 23	6 7	1 1	99 99	51 99	18 27	11 17	16 25
f) Other reasons	11 13	2 4	3 4	0 0	0 0	1 2	13 15	1 1	99 99	35 76	4 6	4 6	4 6
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	0 0	3 75	8 47	10 77	3 75	0 0	0 0	99 99	0 0	0 0	1 99	2 50
b) Appearance of new competitors	0 0	5 83	3 75	6 35	5 38	3 75	99 0	0 0	99 99	0 0	5 13	1 99	3 75
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	99 99	0 0	2 5	0 0	0 0
d) Other reasons	0 0	0 0	0 0	16 94	0 0	0 0	0 0	0 0	99 99	0 0	2 5	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.5.3

Sales effects of internal market
Industrial main groups: Intermediate goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-10	-3	6	-32	12	-9	-9	8	0	8	-1	-11	-1
b) Export sales to EUR countries	48	34	30	31	43	38	34	39	0	35	40	38	36
c) Exports to non-EUR countries	14	5	11	7	27	8	-1	19	0	4	8	3	12
d) Total sales to all markets	35	27	25	9	28	24	20	35	0	32	29	26	28
II Quantitative net effect on total sales (in % of total sales)	6	5	4	2	9	4	4	5	:	7	6	3	5
III Main reasons ...													
A)... for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	34 51	6 11	30 53	9 32	35 51	17 34	37 58	9 15	99 99	57 99	12 21	22 38	23 40
b) Withdrawal of competitors	16 24	3 6	8 14	2 7	9 13	7 14	9 14	2 3	99 99	62 99	7 12	3 5	8 14
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	38 57	21 40	15 26	21 75	12 18	26 52	43 67	23 37	99 99	66 99	18 31	25 43	24 41
d) Ability to enter new (regional) markets	39 58	17 32	26 46	20 71	10 15	43 86	9 14	18 29	99 99	69 99	17 29	24 41	28 48
e) Generally faster-growing product market thank to the completion of the internal market	26 39	14 26	11 19	22 79	3 4	13 26	2 3	1 2	99 99	69 99	33 57	17 29	14 24
f) Other reasons	1 1	5 9	3 5	1 4	0 0	4 8	0 0	1 2	99 99	31 61	3 5	2 3	4 7
B)... for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	4 99	3 75	9 75	12 99	5 99	93 99	1 14	99 99	0 0	1 7	7 99	5 99
b) Appearance of new competitors	0 0	4 99	3 75	4 33	7 88	4 99	7 64	0 0	99 99	0 0	9 64	5 83	3 60
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	1 25	0 0	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	3 99	1 25	2 17	0 0	1 25	0 0	0 0	99 99	0 0	2 14	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantiality'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantiality'=-1; 'somewhat'=-0.5).

TABLE 3.5.4
Sales effects of internal market
Industrial main groups: Food, drink and tobacco industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-5	1	3	-22	10	0	10	14	0	0	-14	-3	4
b) Export sales to EUR countries	54	34	36	24	51	0	50	56	0	0	29	54	47
c) Exports to non-EUR countries	6	6	13	22	30	0	-12	21	0	0	12	2	14
d) Total sales to all markets	39	26	25	7	21	0	39	39	0	0	16	40	31
II Quantitative net effect on total sales (in % of total sales)	4	8	4	1	11	:	8	8	:	:	3	6	6
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	11 15	3 7	21 38	9 50	31 48	99 99	49 75	12 16	99 99	99 99	18 41	29 42	22 34
b) Withdrawal of competitors	0 0	1 2	0 0	12 67	5 8	99 99	1 2	2 3	99 99	99 99	7 16	0 0	2 3
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	48 64	18 39	22 39	9 50	3 5	99 99	24 37	17 23	99 99	99 99	10 23	17 25	18 28
d) Ability to enter new (regional) markets	39 52	9 20	25 45	17 94	17 26	99 99	23 35	19 25	99 99	99 99	14 32	54 78	28 44
e) Generally faster-growing product market thank to the completion of the internal market	29 39	17 37	20 36	10 56	3 5	99 99	3 5	3 4	99 99	99 99	18 41	5 7	10 16
f) Other reasons	0 0	7 15	1 2	0 0	1 2	99 99	0 0	0 0	99 99	99 99	2 5	4 6	2 3
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	1 25	4 80	3 43	19 99	99 99	0 0	0 0	99 99	99 99	1 8	1 50	4 80
b) Appearance of new competitors	0 0	2 50	3 60	3 43	7 39	99 99	99 99	0 0	99 99	99 99	14 99	2 99	6 99
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	99 99	99 99	0 0	0 0	0 0
d) Other reasons	0 0	4 99	0 0	3 43	0 0	99 99	0 0	0 0	99 99	99 99	2 15	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.1
Sales effects of internal market
Textile industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	6	-2	4	-44	5	-3	-29	10	0	7	9	-5	2
b) Export sales to EUR countries	50	39	50	46	52	46	30	48	0	32	53	38	48
c) Exports to non-EUR countries	28	4	25	7	22	6	0	21	0	8	12	3	16
d) Total sales to all markets	51	32	38	36	26	22	6	41	0	23	45	31	35
II Quantitative net effect on total sales (in % of total sales)	4	8	8	6	10	4	2	7	:	7	11	5	7
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	30 36	2 3	40 52	9 14	35 49	15 33	0 0	9 11	99 99	50 99	21 29	16 26	19 27
b) Withdrawal of competitors	6 7	3 5	10 13	2 3	3 4	27 59	0 0	6 7	99 99	50 99	8 11	9 15	10 14
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	43 51	27 45	27 35	59 89	8 11	26 57	99 99	28 35	99 99	38 99	23 32	21 34	27 39
d) Ability to enter new (regional) markets	50 60	26 43	35 45	39 59	13 18	56 99	0 0	26 32	99 99	63 99	18 25	17 28	31 44
e) Generally faster-growing product market thank to the completion of the internal market	42 50	18 30	34 44	48 73	6 8	14 30	0 0	1 1	99 99	63 99	53 73	17 28	17 24
f) Other reasons	0 0	0 0	2 3	6 9	0 0	1 2	0 0	0 0	99 99	63 99	5 7	1 2	2 3
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	8 0	1 99	1 25	14 99	4 99	0 0	0 0	99 99	0 0	0 0	8 99	3 75
b) Appearance of new competitors	3 99	5 0	0 0	4 99	6 60	5 99	0 0	0 0	99 99	0 0	6 35	4 99	2 50
c) Withdrawal from the market	0 0	0 0	1 99	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	4 0	0 0	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.2
Sales effects of internal market
Footwear and clothing industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	1	-1	7	-32	3	-19	-21	-14	0	0	5	-1	-7
b) Export sales to EUR countries	58	44	36	42	39	24	19	39	0	9	50	45	37
c) Exports to non-EUR countries	12	3	21	27	11	7	0	18	0	9	15	9	15
d) Total sales to all markets	50	40	31	28	12	14	15	42	0	23	41	37	31
II Quantitative net effect on total sales (in % of total sales)	12	8	4	9	14	3	4	8	:	7	10	6	7
III Main reasons ...													
A)... for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	51	5	7	28	41	33	52	76	99	12	32	99	99
b) Withdrawal of competitors	0	0	0	0	0	5	8	4	5	6	16	0	0
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	29	29	50	66	28	41	58	91	6	8	17	46	0
d) Ability to enter new (regional) markets	15	15	29	38	38	55	47	73	5	7	24	65	0
e) Generally faster-growing product market thank to the completion of the internal market	16	16	8	11	27	39	14	22	18	24	8	22	0
f) Other reasons	15	15	0	0	2	3	0	0	0	0	0	0	0
B)... for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0	0	0	0	9	99	9	99	8	73	9	99	0
b) Appearance of new competitors	0	0	0	0	7	78	9	99	19	99	5	56	99
c) Withdrawal from the market	0	0	0	0	3	33	0	0	2	18	1	11	0
d) Other reasons	0	0	0	0	0	0	0	0	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantiality'=1; somewhat'=0.5) and companies expecting a decrease ('substantiality'=-1; somewhat'=-0.5).

TABLE 3.6.3
Sales effects of internal market
Timber and wooden furniture industries

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
I Tendency (balance*)													
a) Home sales	2	-4	6	9	12	-23	-18	12	0	17	3	-6	4
b) Export sales to EUR countries	64	32	36	17	47	34	18	49	0	35	31	43	42
c) Exports to non-EUR countries	22	3	13	17	24	7	0	21	0	3	8	9	16
d) Total sales to all markets	64	30	27	34	32	12	18	42	0	35	22	34	33
II Quantitative net effect on total sales (in % of total sales)	9	7	5	6	12	2	2	8	:	9	4	3	7
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	76 81	9 16	32 52	17 34	34 40	26 90	0 0	15 19	99 99	45 96	6 12	12 27	25 38
b) Withdrawal of competitors	30 32	2 4	3 5	0 0	9 10	16 55	0 0	4 5	99 99	64 99	6 12	3 7	8 12
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	13 14	32 57	22 35	50 99	18 21	21 72	0 0	26 32	99 99	55 99	19 37	6 14	22 34
d) Ability to enter new (regional) markets	18 19	14 25	28 45	17 34	12 14	45 99	0 0	18 22	99 99	82 99	26 50	35 80	26 40
e) Generally faster-growing product market thank to the completion of the internal market	23 24	5 9	18 29	33 66	2 2	10 34	99 99	1 1	99 99	64 99	13 25	20 45	12 18
f) Other reasons	0 0	0 0	2 3	0 0	0 0	0 0	0 0	2 2	99 99	18 38	0 0	7 16	2 3
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	9 99	5 83	0 0	14 99	4 67	0 0	0 0	99 99	0 0	0 0	7 64	4 80
b) Appearance of new competitors	0 0	2 99	3 50	0 0	7 99	4 67	0 0	0 0	99 99	0 0	10 30	9 82	3 60
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	0 0	0 0	1 33	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	7 99	1 17	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.4
Sales effects of internal market
Manufacture of paper and paper products, printing and publishing

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-14	1	4	21	5	-2	-1	15	0	13	-5	-14	1
b) Export sales to EUR countries	45	11	26	33	38	39	14	37	0	23	21	41	34
c) Exports to non-EUR countries	13	4	11	11	17	13	4	21	0	2	1	1	10
d) Total sales to all markets	25	9	21	49	14	33	8	36	0	20	12	29	26
II Quantitative net effect on total sales (in % of total sales)	6	2	4	10	3	6	1	7	:	7	2	4	5
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	24 55	2 11	30 58	21 35	39 63	31 48	38 99	9 13	99 99	50 99	2 5	7 13	22 39
b) Withdrawal of competitors	3 7	0 0	2 4	0 0	2 3	3 5	12 63	0 0	99 99	58 99	9 23	3 5	5 9
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	7 16	5 28	14 27	60 99	16 26	38 58	24 99	14 21	99 99	50 99	16 41	21 38	21 38
d) Ability to enter new (regional) markets	13 30	8 44	24 46	60 99	7 11	50 77	22 99	22 33	99 99	75 99	16 41	37 66	32 57
e) Generally faster-growing product market thank to the completion of the internal market	33 75	6 33	11 21	93 99	2 3	31 48	3 16	0 0	99 99	58 99	20 51	7 13	15 27
f) Other reasons	1 2	0 0	3 6	0 0	0 0	2 3	0 0	0 0	99 99	17 50	5 13	1 2	2 4
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	0 0	2 99	0 0	17 99	2 99	0 0	0 0	99 99	0 0	2 13	6 99	3 99
b) Appearance of new competitors	0 0	1 0	2 99	4 99	1 8	2 99	99 99	0 0	99 99	0 0	9 56	9 99	4 99
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	2 40	0 0
d) Other reasons	0 0	0 0	1 50	0 0	0 0	0 0	0 0	0 0	99 99	0 0	2 13	1 20	1 33

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.5
Sales effects of internal market
Leather and leather goods industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	0	-6	6	0	27	-6	0	-14	0	50	-10	-5	-3
b) Export sales to EUR countries	0	18	42	0	51	39	0	76	0	67	30	45	59
c) Exports to non-EUR countries	0	32	18	0	32	25	0	3	0	33	10	0	13
d) Total sales to all markets	0	46	30	0	5	38	0	49	0	50	30	30	36
II Quantitative net effect on total sales (in % of total sales)	:	14	7	:	5	4	:	7	:	8	6	5	6
III Main reasons ...													
A)... for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	99 99	22 24	13 22	99 99	48 99	26 36	99 99	10 11	99 99	99 99	20 33	50 83	23 31
b) Withdrawal of competitors	99 99	0 0	0 0	99 99	5 13	43 60	99 99	4 4	99 99	99 99	20 33	0 0	10 14
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	99 99	3 3	33 57	99 99	15 38	25 35	99 99	51 55	99 99	99 99	0 0	30 50	38 51
d) Ability to enter new (regional) markets	99 99	65 71	21 36	99 99	9 22	87 99	99 99	19 21	99 99	50 75	40 67	10 17	27 36
e) Generally faster-growing product market thank to the completion of the internal market	99 99	10 11	8 14	99 99	5 13	39 54	99 99	0 0	99 99	99 99	20 33	20 33	11 15
f) Other reasons	99 99	0 0	0 0	99 99	0 0	0 0	99 99	0 0	99 99	0 0	0 0	0 0	0 0
B)... for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	99 99	3 0	0 0	99 99	15 50	3 99	99 99	0 0	99 99	0 0	0 0	0 0	2 50
b) Appearance of new competitors	99 99	0 0	0 0	99 99	5 17	3 99	99 99	0 0	99 99	0 0	0 0	0 0	1 25
c) Withdrawal from the market	99 99	0 0	0 0	99 99	0 0	2 67	99 99	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	99 99	0 0	0 0	99 99	0 0	0 0	99 99	0 0	99 99	0 0	0 0	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.6
Sales effects of internal market
Processing of plastics

I Tendency (balance*)	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	a) Home sales	-2	-5	5	-33	21	-8	-10	11	0	13	8	-8
b) Export sales to EUR countries	75	29	44	40	55	23	40	63	0	63	35	31	44
c) Exports to non-EUR countries	24	2	21	13	35	9	0	27	0	20	1	10	18
d) Total sales to all markets	48	27	34	-10	33	15	40	47	0	51	35	16	31
II Quantitative net effect on total sales (in % of total sales)	8	3	6	-2	12	2	3	9	:	7	8	1	6
III Main reasons ... A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	12 13	3 6	35 49	14 70	50 53	6 21	32 70	6 7	99 99	57 65	23 33	10 19	20 30
b) Withdrawal of competitors	11 12	6 12	5 7	0 0	6 6	0 0	0 0	3 3	99 99	57 65	8 12	0 0	5 8
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	45 50	22 42	18 25	16 80	9 10	5 18	43 93	49 56	99 99	86 98	38 55	19 36	25 38
d) Ability to enter new (regional) markets	43 48	14 27	40 56	20 99	6 6	27 96	25 54	14 16	99 99	86 98	31 45	20 38	28 42
e) Generally faster-growing product market thank to the completion of the internal market	12 13	17 33	29 41	29 99	3 3	10 36	0 0	2 2	99 99	86 98	15 22	14 26	17 26
f) Other reasons	2 2	10 19	2 3	0 0	0 0	4 14	0 0	8 9	99 99	14 16	0 0	4 8	4 6
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	5 0	0 0	3 9	6 0	1 0	0 0	0 0	99 99	0 0	0 0	4 21	1 25
b) Appearance of new competitors	0 0	5 0	1 50	20 57	6 0	0 0	0 0	0 0	99 99	0 0	0 0	19 99	4 99
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	9 0	0 0	14 40	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.7
Sales effects of internal market
Mineral oil refining

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
I Tendency (balance*)													
a) Home sales	9	21	0	-100	17	-10	0	61	0	0	0	-34	-1
b) Export sales to EUR countries	40	0	0	0	50	10	0	43	0	0	0	33	27
c) Exports to non-EUR countries	0	0	0	0	50	0	0	9	0	0	0	-10	8
d) Total sales to all markets	40	21	0	-100	50	0	0	61	0	0	0	4	17
II Quantitative net effect on total sales (in % of total sales)	7	0	:	-8	8	0	:	6	:	0	:	2	3
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	6	8	0	0	67	0	0	99	99	0	0	99	99
b) Withdrawal of competitors	17	22	0	0	0	0	0	99	99	0	0	99	99
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	73	92	0	0	0	0	0	99	99	50	70	99	99
d) Ability to enter new (regional) markets	23	29	0	0	33	33	0	99	99	18	25	99	99
e) Generally faster-growing product market thank to the completion of the internal market	58	73	0	0	0	0	0	99	99	0	0	99	99
f) Other reasons	0	0	41	99	99	99	0	0	99	99	0	0	99
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0	0	0	0	99	99	0	0	99	99	0	0	99
b) Appearance of new competitors	0	0	0	0	0	0	0	99	99	0	0	99	99
c) Withdrawal from the market	0	0	0	0	0	0	0	99	99	0	0	99	99
d) Other reasons	0	0	0	0	0	0	0	99	99	0	0	99	99

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.8

Sales effects of internal market
Production and preliminary processing of metals

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-17	5	5	-58	15	1	-25	5	0	25	3	-6	3
b) Export sales to EUR countries	47	32	58	29	52	22	75	33	0	38	71	38	41
c) Exports to non-EUR countries	13	0	21	0	31	-5	0	23	0	0	10	2	14
d) Total sales to all markets	44	27	47	0	33	12	50	37	0	25	50	33	33
II Quantitative net effect on total sales (in % of total sales)	9	3	4	0	6	0	15	5	:	5	13	2	4
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	62 69	0 0	47 52	0 0	42 49	5 13	0 0	22 32	99 99	99 99	6 8	20 29	31 44
b) Withdrawal of competitors	23 26	10 19	16 18	0 0	18 21	1 3	0 0	1 1	99 99	99 99	12 16	2 3	11 16
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	30 33	17 31	37 41	0 0	13 15	12 32	50 50	31 45	99 99	99 99	24 31	39 57	29 41
d) Ability to enter new (regional) markets	33 37	50 93	42 47	0 0	13 15	35 92	50 50	6 9	99 99	50 99	18 23	8 12	25 36
e) Generally faster-growing product market thank to the completion of the internal market	24 27	0 0	21 23	0 0	0 0	1 3	0 0	0 0	99 99	99 99	53 69	13 19	12 17
f) Other reasons	1 1	10 19	0 0	0 0	0 0	12 32	0 0	0 0	99 99	50 99	0 0	6 9	4 6
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	1 99	0 0	0 0	0 0	22 0	2 14	0 0	0 0	99 99	0 0	0 0	4 40	3 60
b) Appearance of new competitors	0 0	0 0	0 0	0 0	12 0	2 14	0 0	0 0	99 99	0 0	12 99	0 0	2 40
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	12 86	0 0	0 0	99 99	0 0	0 0	0 0	2 40
d) Other reasons	1 99	0 0	0 0	0 0	0 0	12 86	0 0	0 0	99 99	0 0	6 60	3 30	3 60

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.9
Sales effects of internal market
Manufacture of non-metallic mineral products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	I Tendency (balance*)	-4 46 2 32	-5 37 6 31	5 25 10 21	-7 29 11 20	13 47 20 28	-12 42 7 28	-29 49 0 -27	1 39 28 35	0 0 0 0	6 39 0 44	-4 37 3 27	3 39 8 34
II Quantitative net effect on total sales (in % of total sales)	2	4	3	0	11	4	-3	6	:	8	7	3	5
III Main reasons ... A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	30 52	0 0	21 42	7 18	14 19	7 12	69 99	5 8	99 99	83 99	10 19	16 34	14 25
b) Withdrawal of competitors	10 17	0 0	3 6	1 3	11 15	1 2	0 0	1 2	99 99	50 75	6 11	3 6	4 7
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	22 38	32 52	18 36	11 29	25 34	19 32	10 48	15 23	99 99	67 99	10 19	34 72	22 39
d) Ability to enter new (regional) markets	18 31	16 26	26 52	42 99	9 12	42 71	0 0	20 31	99 99	50 75	14 26	23 49	27 47
e) Generally faster-growing product market thank to the completion of the internal market	44 76	15 25	13 26	22 58	10 14	6 10	21 99	1 2	99 99	67 99	22 42	29 62	13 23
f) Other reasons	0 0	2 3	4 8	0 0	0 0	1 2	0 0	6 9	99 99	17 25	4 8	0 0	3 5
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	0 0	1 33	7 54	9 99	1 50	99 99	0 0	99 99	0 0	0 0	14 99	4 99
b) Appearance of new competitors	0 0	0 0	2 67	6 46	6 86	2 99	0 0	0 0	99 99	0 0	6 86	0 0	2 50
c) Withdrawal from the market	0 0	0 0	1 33	0 0	1 14	1 50	0 0	0 0	99 99	0 0	2 29	0 0	1 25
d) Other reasons	0 0	0 0	0 0	6 46	1 14	1 50	0 0	0 0	99 99	0 0	4 57	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.10
Sales effects of internal market
Chemical industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	-3	1	10	-24	20	-10	3	9	0	17	-5	-15	1
b) Export sales to EUR countries	44	48	39	40	39	44	32	22	0	29	33	39	37
c) Exports to non-EUR countries	16	9	9	11	31	5	1	12	0	19	10	3	10
d) Total sales to all markets	41	39	31	17	29	23	35	21	0	32	23	31	29
II Quantitative net effect on total sales (in % of total sales)	6	4	5	2	7	2	5	3	:	6	5	4	4
III Main reasons ...													
A)...for positive expectations (as % of all companies (All) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	22 27	5 7	21 32	8 44	26 45	14 29	34 39	2 5	99 99	64 99	13 24	33 50	20 35
b) Withdrawal of competitors	4 5	1 1	3 5	1 6	10 17	1 2	8 9	0 0	99 99	82 99	4 7	4 6	6 11
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	54 67	50 71	28 43	24 99	11 19	36 75	50 57	11 26	99 99	82 99	15 27	26 39	29 51
d) Ability to enter new (regional) markets	24 30	11 16	26 40	12 67	12 21	54 99	7 8	18 43	99 99	55 99	15 27	25 38	29 51
e) Generally faster-growing product market thank to the completion of the internal market	51 64	8 11	16 25	22 99	1 2	14 29	0 0	0 0	99 99	64 99	36 65	29 44	17 30
f) Other reasons	2 2	11 16	2 3	1 6	0 0	0 0	0 0	0 0	99 99	27 64	2 4	12 18	4 7
B)...for negative expectations (as % of all companies (All) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	1 99	0 0	3 99	0 0	5 71	17 99	0 0	0 0	99 99	0 0	0 0	5 99	5 99
b) Appearance of new competitors	0 0	0 0	3 99	2 99	9 99	13 99	0 0	0 0	99 99	0 0	13 99	4 80	5 99
c) Withdrawal from the market	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	0 0	4 99	0 0	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	1 25

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.11
Sales effects of internal market
Man-made fibres industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Tendency (balance*)													
a) Home sales	4	0	0	0	-13	-15	-50	-8	0	25	0	-7	-9
b) Export sales to EUR countries	76	0	0	0	50	-15	100	4	0	25	63	45	36
c) Exports to non-EUR countries	68	0	0	0	50	22	-50	0	0	50	25	0	21
d) Total sales to all markets	72	0	0	0	50	8	50	4	0	25	13	39	30
II Quantitative net effect on total sales (in % of total sales)	5	:	:	:	5	2	20	0	:	1	-4	2	3
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	0	0	99	99	99	99	50	67	0	0	0	0	0
b) Withdrawal of competitors	43	43	99	99	99	99	0	0	0	99	99	0	0
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	93	93	99	99	99	99	0	0	0	8	99	99	99
d) Ability to enter new (regional) markets	43	43	99	99	99	99	0	0	0	15	99	0	0
e) Generally faster-growing product market thank to the completion of the internal market	99	99	99	99	99	99	25	33	0	0	0	0	0
f) Other reasons	0	0	99	99	99	99	0	0	0	0	0	0	0
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0	0	99	99	99	99	25	0	0	0	0	0	0
b) Appearance of new competitors	0	0	99	99	99	99	0	0	0	0	25	99	2
c) Withdrawal from the market	0	0	99	99	99	99	0	0	0	0	0	0	0
d) Other reasons	0	0	99	99	99	99	0	0	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.12
Sales effects of internal market
Manufacture of metal articles

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR	
														AI
I Tendency (balance*)														
a) Home sales	-21	0	7	-7	13	-19	0	11	0	8	-1	-1	0	
b) Export sales to EUR countries	54	43	38	16	47	44	50	39	0	38	56	34	40	
c) Exports to non-EUR countries	6	5	15	16	28	11	50	18	0	2	15	2	13	
d) Total sales to all markets	23	34	28	4	31	26	50	31	0	27	44	32	28	
II Quantitative net effect on total sales (in % of total sales)	5	8	5	3	10	5	17	6	:	9	14	3	6	
III Main reasons ...														
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps
a) Reduction of product price in existing markets	13	31	14	23	36	55	37	95	44	67	15	28	0	0
b) Withdrawal of competitors	22	52	4	7	9	14	11	28	4	6	9	17	3	4
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	19	45	10	16	17	26	29	74	10	15	27	51	0	0
d) Ability to enter new (regional) markets	70	99	19	31	33	51	21	54	11	17	34	64	0	0
e) Generally faster-growing product market thank to the completion of the internal market	9	21	26	43	19	29	30	77	2	3	8	15	0	0
f) Other reasons	4	10	4	7	3	5	0	0	0	0	2	4	0	0
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng
a) Increased price competition from existing competitors	0	0	5	99	4	80	9	69	9	99	3	75	0	0
b) Appearance of new competitors	0	0	5	99	4	80	13	99	4	67	1	25	0	0
c) Withdrawal from the market	0	0	0	0	0	0	0	0	0	0	0	0	0	0
d) Other reasons	0	0	0	0	0	0	0	0	0	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.13

Sales effects of internal market
Mechanical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR														
I Tendency (balance*)																											
a) Home sales	1	-3	7	78	20	-8	-2	6	0	5	7	-5	2														
b) Export sales to EUR countries	42	25	42	74	38	30	55	43	0	39	37	47	41														
c) Exports to non-EUR countries	28	4	19	3	40	8	7	22	0	9	15	10	17														
d) Total sales to all markets	39	16	33	78	23	20	40	32	0	31	26	32	30														
II Quantitative net effect on total sales (in % of total sales)	10	3	5	11	9	5	9	6	:	7	8	5	6														
III Main reasons ...																											
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps														
a) Reduction of product price in existing markets	58	74	4	12	37	54	24	32	74	99	12	27	5	6	12	19	99	99	60	99	25	45	26	42	29	47	
b) Withdrawal of competitors	36	46	0	0	4	6	71	93	3	4	10	22	0	0	0	0	99	99	55	99	4	7	2	3	6	10	
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	59	76	21	64	25	37	95	99	9	13	16	36	43	54	14	23	99	99	70	99	11	20	20	32	22	35	
d) Ability to enter new (regional) markets	1	1	7	21	28	41	76	99	19	28	26	58	52	65	10	16	99	99	70	99	11	20	30	48	25	40	
e) Generally faster-growing product market thank to the completion of the internal market	17	22	2	6	24	35	5	7	4	6	10	22	0	0	1	2	99	99	50	98	18	33	13	21	15	24	
f) Other reasons	0	0	2	6	1	1	0	0	0	0	3	7	0	0	2	3	99	99	15	29	0	0	1	2	2	3	
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng														
a) Increased price competition from existing competitors	0	0	0	0	2	99	5	99	11	99	5	63	0	0	0	0	99	99	0	0	0	0	0	0	0	2	67
b) Appearance of new competitors	0	0	2	99	1	50	0	0	4	40	6	75	99	99	0	0	99	99	0	0	11	39	0	0	0	2	67
c) Withdrawal from the market	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	99	99	0	0	0	0	0	0	0	0	0
d) Other reasons	0	0	0	0	0	0	0	0	0	0	1	13	0	0	0	0	99	99	0	0	0	0	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.14

Manufacture of office machinery and data-processing machinery

Sales effects of internal market

I Tendency (balance*)	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Home sales	0	0	0	0	50	27	0	0	0	25	50	7	17
b) Export sales to EUR countries	54	90	0	0	100	29	61	50	0	50	50	20	38
c) Exports to non-EUR countries	0	40	0	0	100	26	1	7	0	-13	0	0	17
d) Total sales to all markets	47	79	0	0	100	29	50	50	0	38	50	27	38
III Quantitative net effect on total sales (in % of total sales)	7	16	:	:	15	6	9	4	:	7	15	3	6
III Main reasons ...													
A) ...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	76 82	0 0	99 99	99 99	99 99	10 17	3 3	0 0	99 99	50 99	99 99	8 15	15 22
b) Withdrawal of competitors	0 0	0 0	99 99	99 99	0 0	0 0	0 0	0 0	99 99	99 99	0 0	0 0	5 7
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	16 17	79 99	99 99	99 99	0 0	48 83	68 76	99 99	99 99	99 99	0 0	0 0	44 65
d) Ability to enter new (regional) markets	0 0	79 99	99 99	99 99	0 0	0 0	0 0	0 0	99 99	50 99	0 0	0 0	3 4
e) Generally faster-growing product market thank to the completion of the internal market	0 0	79 99	99 99	99 99	0 0	6 10	6 7	0 0	99 99	50 99	0 0	31 57	14 21
f) Other reasons	0 0	0 0	99 99	99 99	0 0	0 0	23 26	0 0	99 99	0 0	0 0	14 26	5 7
B) ...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	0 0	99 99	99 99	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0
b) Appearance of new competitors	0 0	0 0	99 99	99 99	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0
c) Withdrawal from the market	0 0	0 0	99 99	99 99	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	0 0	99 99	99 99	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.15
Sales effects of internal market
Electrical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
I Tendency (balance*)													
a) Home sales	-5	-16	3	-3	16	-12	-15	18	0	14	-11	-1	2
b) Export sales to EUR countries	66	46	48	10	56	32	32	70	0	41	43	50	49
c) Exports to non-EUR countries	35	1	21	8	28	15	12	41	0	20	30	24	24
d) Total sales to all markets	50	20	35	-4	31	27	13	63	0	37	22	44	39
II Quantitative net effect on total sales (in % of total sales)	10	5	5	-14	8	4	7	13	:	9	5	8	7
III Main reasons ...													
A) ... for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	51 52	18 28	35 49	47 99	33 52	21 38	7 15	40 43	99 99	58 99	4 7	41 46	35 47
b) Withdrawal of competitors	1 1	6 9	3 4	2 4	5 8	1 2	0 0	3 3	99 99	47 99	7 13	13 14	7 9
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	70 71	40 62	27 38	47 99	17 27	24 43	12 26	38 41	99 99	74 99	22 39	43 48	34 46
d) Ability to enter new (regional) markets	50 51	24 37	36 50	2 4	17 27	32 57	61 99	5 5	99 99	68 99	7 13	54 60	34 46
e) Generally faster-growing product market thank to the completion of the internal market	77 79	11 17	27 38	17 38	1 2	19 34	18 38	0 0	99 99	63 99	26 46	9 10	20 27
f) Other reasons	13 13	2 3	3 4	0 0	0 0	1 2	2 4	0 0	99 99	47 99	4 7	3 3	4 5
B) ... for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0 0	0 0	5 83	21 68	14 70	5 99	99 99	0 0	99 99	0 0	4 36	2 50	5 83
b) Appearance of new competitors	0 0	16 99	5 83	31 99	4 20	4 99	0 0	0 0	99 99	0 0	19 99	1 25	3 50
c) Withdrawal from the market	0 0	0 0	0 0	15 48	0 0	0 0	0 0	0 0	99 99	0 0	0 0	0 0	0 0
d) Other reasons	0 0	0 0	0 0	15 48	1 5	0 0	0 0	0 0	99 99	0 0	4 36	1 25	0 0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.16
Sales effects of internal market
Manufacture of motor-vehicles, motor-vehicle parts and accessories

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
I Tendency (balance*)													
a) Home sales	22	-4	-5	-33	-5	-29	0	13	0	26	8	0	-7
b) Export sales to EUR countries	33	27	32	0	61	-18	0	45	0	34	29	42	24
c) Exports to non-EUR countries	24	0	18	17	17	-23	0	15	0	0	17	1	4
d) Total sales to all markets	28	15	24	-16	46	-17	0	40	0	17	38	43	19
II Quantitative net effect on total sales (in % of total sales)	5	0	3	-30	13	0	:	9	:	8	7	5	4
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	14	0	36	33	31	14	67	99	99	0	17	23	35
b) Withdrawal of competitors	0	0	10	17	0	1	2	10	99	50	60	8	11
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	46	47	0	26	45	33	97	31	38	7	33	99	99
d) Ability to enter new (regional) markets	1	1	34	99	10	17	0	0	19	23	8	38	99
e) Generally faster-growing product market thank to the completion of the internal market	11	11	20	67	13	22	1	3	0	0	5	24	99
f) Other reasons	0	0	0	0	5	9	0	0	0	6	29	99	99
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0	0	8	0	10	77	0	0	9	99	0	0	0
b) Appearance of new competitors	0	0	0	0	13	99	0	0	9	99	54	99	99
c) Withdrawal from the market	0	0	0	0	0	0	0	0	0	0	0	0	0
d) Other reasons	0	0	0	0	0	66	99	0	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.17

Sales effects of internal market
Manufacture of other means of transport

	B		DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps
I Tendency (balance*)														
a) Home sales	-10		20	29	-11	28	-13	0	7	0	7	22	0	6
b) Export sales to EUR countries	44		42	36	11	27	37	0	55	0	43	50	47	41
c) Exports to non-EUR countries	1		21	29	0	14	9	0	49	0	7	29	1	17
d) Total sales to all markets	44		42	36	11	-2	22	0	59	0	43	42	46	35
II Quantitative net effect on total sales (in % of total sales)	5		12	8	1	0	3	:	10	:	11	13	4	5
III Main reasons ...														
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps
a) Reduction of product price in existing markets	80	91	39	87	33	66	0	0	41	82	1	2	99	99
b) Withdrawal of competitors	0	0	39	87	17	34	0	0	0	0	0	0	99	99
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	8	9	0	0	0	22	99	8	16	19	41	99	99	17
d) Ability to enter new (regional) markets	80	91	3	7	17	34	0	0	13	26	57	99	99	19
e) Generally faster-growing product market thank to the completion of the internal market	0	0	4	9	17	34	22	99	3	6	1	2	99	99
f) Other reasons	0	0	0	0	17	34	0	0	0	0	0	99	99	0
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng
a) Increased price competition from existing competitors	0	0	0	0	0	0	8	20	2	99	99	99	0	0
b) Appearance of new competitors	0	0	0	0	0	0	11	27	2	99	99	99	0	0
c) Withdrawal from the market	0	0	0	0	0	0	0	0	0	0	99	99	0	0
d) Other reasons	0	0	0	0	0	0	0	0	0	0	99	99	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.18
Sales effects of internal market
Manufacture of rubber products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
I Tendency (balance*)													
a) Home sales	0	-50	0	0	-1	-3	13	0	-33	34	16	6	
b) Export sales to EUR countries	0	46	0	50	27	34	16	0	67	42	63	36	
c) Exports to non-EUR countries	0	0	0	50	36	11	14	0	17	26	16	18	
d) Total sales to all markets	0	-5	0	50	21	34	18	0	67	59	44	26	
II Quantitative net effect on total sales (in % of total sales)	0	0	:	20	6	4	5	2	:	4	17	10	5
III Main reasons ...													
A)...for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps	AI Ps
a) Reduction of product price in existing markets	0	0	0	99	99	22	67	99	99	0	50	75	50
b) Withdrawal of competitors	0	0	0	99	99	0	0	0	99	67	16	24	0
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	0	0	0	99	99	10	28	25	58	0	4	12	99
d) Ability to enter new (regional) markets	0	0	0	99	99	0	10	28	30	70	0	4	12
e) Generally faster-growing product market thank to the completion of the internal market	0	0	0	99	99	0	0	5	12	7	10	0	0
f) Other reasons	0	0	0	99	99	0	0	0	0	0	0	0	0
B)...for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng	AI Ng
a) Increased price competition from existing competitors	0	0	0	99	99	0	0	3	99	1	25	0	0
b) Appearance of new competitors	0	0	9	99	99	0	0	7	99	4	99	0	0
c) Withdrawal from the market	0	0	0	99	99	0	0	0	0	0	0	0	0
d) Other reasons	0	0	0	99	99	0	0	0	0	0	0	0	0

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

TABLE 3.6.19

Sales effects of internal market
Precision engineering, optics and the like

I Tendency (balance*)	B		DK		D		GR		E		F		IRL		I		L		NL		P		UK		EUR		
	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	
a) Home sales	0		-8		1		0		-50		-12		0		14		0		-11		-25		2		1		
b) Export sales to EUR countries	0		58		42		0		100		25		35		39		0		22		0		50		41		
c) Exports to non-EUR countries	0		21		17		0		-50		14		38		20		0		11		0		12		15		
d) Total sales to all markets	0		54		34		0		100		23		38		30		0		17		-25		45		35		
II Quantitative net effect on total sales (in % of total sales)	0		11		6		:		0		4		9		7		:		7		-10		6		6		
III Main reasons ... A)... for positive expectations (as % of all companies (AI) and as % of only those expecting a positive effect (Ps))....	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	AI	Ps	
a) Reduction of product price in existing markets	0	0	19	19	28	39	99	99	99	99	16	40	9	12	3	5	99	99	50	99	0	0	0	26	29	24	35
b) Withdrawal of competitors	0	0	25	25	5	7	99	99	0	0	2	5	0	0	0	0	99	99	50	99	0	0	3	3	5	7	
c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after-sales service, marketing)	0	0	52	52	28	39	99	99	0	0	26	65	91	99	23	40	99	99	0	0	0	0	9	10	24	35	
d) Ability to enter new (regional) markets	0	0	3	3	27	38	99	99	0	0	32	80	0	0	4	7	99	99	0	0	0	0	31	35	23	34	
e) Generally faster-growing product market thank to the completion of the internal market	0	0	8	8	29	40	99	99	0	0	17	42	0	0	0	0	99	99	50	99	0	0	31	35	23	34	
f) Other reasons	0	0	0	0	5	7	99	99	0	0	0	0	0	0	0	0	99	99	0	0	0	0	17	19	5	7	
B)... for negative expectations (as % of all companies (AI) and as % of only those expecting a negative effect (Neg))....	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	AI	Ng	
a) Increased price competition from existing competitors	0	0	0	0	0	0	99	99	0	0	0	0	0	0	0	0	99	99	0	0	0	0	0	0	0	0	
b) Appearance of new competitors	0	0	0	0	1	99	99	99	0	0	0	0	0	0	0	0	99	99	0	0	50	99	0	0	0	0	
c) Withdrawal from the market	0	0	0	0	0	0	99	99	0	0	0	0	0	0	0	0	99	99	0	0	0	0	0	0	0	0	
d) Other reasons	0	0	0	0	0	0	99	99	0	0	0	0	0	0	0	0	99	99	0	0	0	0	0	0	0	0	

* The balance is calculated as difference of share of companies expecting an increase ('substantially'=1; 'somewhat'=0.5) and companies expecting a decrease ('substantially'=-1; 'somewhat'=-0.5).

Annex (III)

Tables 4

TABLE 4

General assessment of risks and chances of internal market
Total industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	35	12	15	15	26	9	33	26	20	26	35	21	19
b) Chances somewhat higher than risks	38	42	37	40	33	36	33	38	40	25	25	45	37
c) Chances and risks about the same	20	38	26	17	11	42	28	19	40	30	22	23	26
d) Risks somewhat higher than chances	2	3	6	21	6	5	3	5	0	2	11	4	5
e) Risks much higher than chances	0	1	1	5	5	1	3	1	0	3	7	1	2
f) Don't know / Blank	5	4	15	2	19	7	0	11	0	14	0	6	11
g) Coefficient*	53	31	30	20	35	24	45	42	40	35	35	41	33
Economy of your country (% share of all companies)													
a) Chances much higher than risks	35	15	17	14	25	7	23	21	40	30	31	18	18
b) Chances somewhat higher than risks	45	44	33	19	24	29	43	28	20	32	23	38	31
c) Chances and risks about the same	11	21	22	10	10	31	14	21	40	14	21	23	22
d) Risks somewhat higher than chances	2	7	6	29	6	20	14	10	0	5	16	10	10
e) Risks much higher than chances	0	1	1	19	8	4	3	5	0	2	8	1	3
f) Don't know / Blank	7	12	21	9	27	9	3	15	0	17	1	10	16
g) Coefficient*	57	33	30	-10	26	8	35	25	50	42	27	31	26

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.1.1

General assessment of risks and chances of internal market
Less than 50 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	18	8	11	42	24	8	29	22	:	19	26	:	16
b) Chances somewhat higher than risks	40	35	23	29	31	17	13	23	:	29	24	:	24
c) Chances and risks about the same	31	42	24	10	9	44	54	43	:	30	20	:	32
d) Risks somewhat higher than chances	0	8	7	12	10	14	1	2	:	6	17	:	8
e) Risks much higher than chances	5	2	2	4	6	9	0	1	:	2	13	:	4
f) Don't know / Blank	6	5	33	3	20	8	3	9	:	14	0	:	16
g) Coefficient*	33	20	17	47	29	1	35	32		29	17	:	20
Economy of your country (% share of all companies)													
a) Chances much higher than risks	23	11	13	31	19	7	69	14	:	17	27	:	14
b) Chances somewhat higher than risks	26	45	21	33	24	18	8	17	:	35	13	:	21
c) Chances and risks about the same	20	25	17	3	8	22	2	42	:	25	26	:	23
d) Risks somewhat higher than chances	22	12	7	24	8	27	12	6	:	5	20	:	12
e) Risks much higher than chances	3	0	2	4	7	16	5	9	:	1	10	:	7
f) Don't know / Blank	6	7	40	5	34	10	4	12	:	17	4	:	23
g) Coefficient*	22	28	18	32	20	-14	62	11		31	14		12

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.1.2

General assessment of risks and chances of internal market
50 to 199 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	21	11	17	33	26	13	23	28	:	24	27	20	20
b) Chances somewhat higher than risks	33	39	38	29	42	33	33	34	:	25	25	34	35
c) Chances and risks about the same	30	38	25	15	13	36	39	19	:	37	27	28	26
d) Risks somewhat higher than chances	8	5	4	13	2	8	5	4	:	1	11	5	5
e) Risks much higher than chances	1	0	2	9	3	4	0	1	:	3	10	2	2
f) Don't know / Blank	7	7	14	1	14	6	0	14	:	10	0	11	12
g) Coefficient*	33	28	32	32	43	22	37	42		33	24	33	33
Economy of your country (% share of all companies)													
a) Chances much higher than risks	22	16	17	14	24	10	13	21	:	32	26	18	18
b) Chances somewhat higher than risks	32	35	31	12	25	22	47	28	:	32	25	30	28
c) Chances and risks about the same	18	26	23	14	8	25	8	18	:	12	23	24	20
d) Risks somewhat higher than chances	8	9	6	29	4	22	23	11	:	5	15	9	11
e) Risks much higher than chances	0	1	2	20	9	11	4	2	:	4	10	1	4
f) Don't know / Blank	20	13	21	11	30	10	5	20	:	15	1	18	19
g) Coefficient*	34	28	28	-15	26	-1	21	28		42	21	28	23

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.1.3

General assessment of risks and chances of internal market
200 to 499 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	33	12	18	19	30	14	26	23	:	41	40	25	22
b) Chances somewhat higher than risks	38	45	40	37	36	37	43	44	:	27	26	47	40
c) Chances and risks about the same	21	36	26	18	14	37	27	15	:	22	22	20	24
d) Risks somewhat higher than chances	4	3	4	22	5	5	4	4	:	1	8	3	4
e) Risks much higher than chances	1	1	1	1	7	3	0	2	:	4	4	2	2
f) Don't know / Blank	3	3	11	3	8	4	0	12	:	5	0	3	8
g) Coefficient*	49	32	35	26	39	27	46	41		50	45	45	38
Economy of your country (% share of all companies)													
a) Chances much higher than risks	25	15	19	21	32	10	43	22	:	45	33	22	21
b) Chances somewhat higher than risks	45	47	36	20	32	33	45	31	:	31	24	37	34
c) Chances and risks about the same	19	18	21	7	10	19	6	18	:	9	21	16	17
d) Risks somewhat higher than chances	4	5	7	23	7	24	2	7	:	3	16	10	11
e) Risks much higher than chances	0	2	1	13	5	9	0	6	:	0	6	4	4
f) Don't know / Blank	7	13	16	16	14	5	4	16	:	12	0	11	13
g) Coefficient*	46	34	33	7	40	6	65	28		59	31	32	29

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.1.4

General assessment of risks and chances of internal market
500 to 999 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	37	:	15	6	30	12	56	31	:	:	44	21	21
b) Chances somewhat higher than risks	25	:	43	50	48	40	19	36	:	:	29	41	40
c) Chances and risks about the same	26	:	30	10	5	42	16	21	:	:	12	27	27
d) Risks somewhat higher than chances	2	:	5	26	4	5	0	3	:	:	10	6	5
e) Risks much higher than chances	0	:	1	8	1	1	9	2	:	:	4	0	1
f) Don't know / Blank	10	:	6	0	12	0	0	7	:	:	1	5	6
g) Coefficient*	49		33	10	51	29	57	46			50	39	38
Economy of your country (% share of all companies)													
a) Chances much higher than risks	27	:	21	8	25	8	20	22	:	:	37	22	19
b) Chances somewhat higher than risks	31	:	41	24	22	33	42	28	:	:	23	38	34
c) Chances and risks about the same	21	:	25	9	3	21	20	25	:	:	16	21	21
d) Risks somewhat higher than chances	5	:	3	36	6	26	18	8	:	:	15	11	11
e) Risks much higher than chances	0	:	0	23	10	6	0	4	:	:	7	1	3
f) Don't know / Blank	16	:	10	0	34	6	0	13	:	:	2	7	12
g) Coefficient*	40		40	-21	23	6	32	28			34	35	28

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.1.5

General assessment of risks and chances of internal market
1000 or more persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	31	:	14	10	31	12	0	16	:	:	43	20	17
b) Chances somewhat higher than risks	42	:	44	38	41	32	67	56	:	:	16	63	47
c) Chances and risks about the same	19	:	27	22	8	47	33	15	:	:	16	15	24
d) Risks somewhat higher than chances	3	:	8	20	13	3	0	4	:	:	16	0	5
e) Risks much higher than chances	0	:	0	6	6	0	0	1	:	:	9	0	1
f) Don't know / Blank	5	:	7	4	1	6	0	8	:	:	0	2	6
g) Coefficient*	51		32	13	39	27	34	41			34	52	37
Economy of your country (% share of all companies)													
a) Chances much higher than risks	37	:	19	10	25	10	2	17	:	:	46	11	17
b) Chances somewhat higher than risks	48	:	38	16	28	23	67	51	:	:	24	47	38
c) Chances and risks about the same	6	:	27	12	8	38	-1	15	:	:	14	29	24
d) Risks somewhat higher than chances	0	:	5	30	9	20	0	6	:	:	14	10	10
e) Risks much higher than chances	0	:	0	22	5	1	32	0	:	:	2	0	1
f) Don't know / Blank	9	:	11	10	25	8	0	11	:	:	0	3	10
g) Coefficient*	61		36	-19	30	11	4	40			49	30	30

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.2.1

General assessment of risks and chances of internal market
Export share world less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	17	2	11	8	25	14	6	21	:	21	24	16	16
b) Chances somewhat higher than risks	41	30	25	44	36	35	23	32	:	33	25	27	31
c) Chances and risks about the same	22	55	27	10	10	33	61	31	:	36	25	22	27
d) Risks somewhat higher than chances	7	5	8	25	5	9	10	2	:	2	17	3	6
e) Risks much higher than chances	0	0	2	11	6	2	0	3	:	0	9	2	3
f) Don't know / Blank	13	8	27	2	18	7	0	11	:	8	0	30	17
g) Coefficient*	34	15	18	7	35	25	13	33		37	19	26	26
Economy of your country (% share of all companies)													
a) Chances much higher than risks	44	10	15	8	24	8	12	16	:	28	27	10	15
b) Chances somewhat higher than risks	14	37	25	13	21	23	38	27	:	39	23	35	26
c) Chances and risks about the same	15	31	20	16	10	31	29	33	:	21	25	15	23
d) Risks somewhat higher than chances	3	9	6	41	7	19	6	4	:	2	14	4	8
e) Risks much higher than chances	0	5	2	13	8	7	5	2	:	0	10	2	4
f) Don't know / Blank	24	8	32	9	30	12	10	18	:	10	1	35	24
g) Coefficient*	50	19	23	-19	23	3	23	26		47	22	24	20

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.2.2

General assessment of risks and chances of internal market
Export share world 11 to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	26	23	17	8	31	11	27	14	:	29	33	18	18
b) Chances somewhat higher than risks	26	23	44	54	46	45	12	65	:	22	31	54	48
c) Chances and risks about the same	36	40	26	12	15	36	35	11	:	32	23	22	24
d) Risks somewhat higher than chances	10	7	6	25	5	5	0	7	:	1	6	3	6
e) Risks much higher than chances	0	5	1	0	2	1	26	0	:	5	7	0	1
f) Don't know / Blank	2	2	6	1	1	2	0	3	:	11	0	3	3
g) Coefficient*	34	26	35	23	50	30	7	43		35	39	44	38
Economy of your country (% share of all companies)													
a) Chances much higher than risks	30	24	18	27	30	5	42	12	:	29	28	14	16
b) Chances somewhat higher than risks	35	39	35	23	32	27	7	59	:	36	15	40	38
c) Chances and risks about the same	24	24	24	1	8	37	31	12	:	18	26	33	24
d) Risks somewhat higher than chances	6	5	7	13	5	24	20	10	:	2	23	6	11
e) Risks much higher than chances	0	0	1	29	10	4	0	2	:	2	8	1	3
f) Don't know / Blank	5	8	15	7	15	3	0	5	:	13	0	6	8
g) Coefficient*	45	41	31	3	34	3	36	35		44	16	30	27

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.2.3

General assessment of risks and chances of internal market
Export share world 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	33	11	20	25	37	12	43	31	:	34	52	20	24
b) Chances somewhat higher than risks	39	52	48	27	35	26	41	36	:	25	24	54	40
c) Chances and risks about the same	20	31	25	28	11	54	15	19	:	31	16	22	27
d) Risks somewhat higher than chances	3	2	2	15	2	1	1	1	:	2	4	2	2
e) Risks much higher than chances	0	0	0	2	5	0	0	2	:	2	4	1	1
f) Don't know / Blank	5	4	5	3	10	7	0	11	:	6	0	1	6
g) Coefficient*	51	36	43	29	49	25	63	47		44	58	45	42
Economy of your country (% share of all companies)													
a) Chances much higher than risks	33	13	20	12	36	13	23	27	:	37	39	24	23
b) Chances somewhat higher than risks	46	47	41	22	16	26	51	26	:	28	27	33	31
c) Chances and risks about the same	9	16	24	11	16	30	5	22	:	10	14	27	23
d) Risks somewhat higher than chances	1	6	4	26	4	21	17	7	:	6	16	10	9
e) Risks much higher than chances	0	1	1	19	9	3	3	3	:	2	3	1	3
f) Don't know / Blank	11	17	10	10	19	7	1	15	:	17	1	6	11
g) Coefficient*	56	33	38	-9	33	13	37	34		46	42	35	31

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.3.1

General assessment of risks and chances of internal market
Export share EUR countries less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	8	11	12	16	21	11	28	26	:	27	26	20	17
b) Chances somewhat higher than risks	21	32	28	38	36	34	15	34	:	28	26	40	33
c) Chances and risks about the same	53	43	28	9	11	44	42	23	:	38	23	20	28
d) Risks somewhat higher than chances	3	5	8	29	7	5	6	7	:	2	15	3	6
e) Risks much higher than chances	1	3	2	7	7	2	9	2	:	2	10	1	3
f) Don't know / Blank	14	6	22	1	18	4	0	8	:	3	0	16	13
g) Coefficient*	16	22	20	14	29	24	24	38		38	22	38	28
Economy of your country (% share of all companies)													
a) Chances much higher than risks	19	8	16	11	28	8	9	19	:	30	29	20	17
b) Chances somewhat higher than risks	49	44	27	14	22	18	47	27	:	34	22	36	27
c) Chances and risks about the same	11	29	21	10	9	32	28	23	:	21	23	19	22
d) Risks somewhat higher than chances	3	7	7	33	7	29	7	10	:	5	15	5	12
e) Risks much higher than chances	0	2	2	19	8	5	3	7	:	2	10	2	4
f) Don't know / Blank	18	10	27	13	26	8	6	14	:	8	1	19	18
g) Coefficient*	42	25	24	-18	28	-3	26	21		43	23	34	21

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.3.2

General assessment of risks and chances of internal market
Export share EUR countries 11% to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	16	12	19	4	31	14	23	15	:	29	37	9	17
b) Chances somewhat higher than risks	37	32	47	80	47	33	54	63	:	31	29	63	49
c) Chances and risks about the same	31	48	25	13	10	43	23	13	:	27	27	25	25
d) Risks somewhat higher than chances	16	6	3	1	3	3	0	4	:	2	5	2	3
e) Risks much higher than chances	0	0	1	0	4	0	0	1	:	0	2	0	1
f) Don't know / Blank	0	2	5	2	5	7	0	4	:	11	0	1	5
g) Coefficient*	27	25	40	44	49	29	50	44		44	47	40	39
Economy of your country (% share of all companies)													
a) Chances much higher than risks	9	29	19	28	25	12	27	10	:	38	25	8	16
b) Chances somewhat higher than risks	66	28	38	45	24	30	28	58	:	40	24	32	39
c) Chances and risks about the same	20	19	24	3	7	33	5	16	:	9	24	41	24
d) Risks somewhat higher than chances	2	10	5	15	8	14	32	8	:	2	25	12	9
e) Risks much higher than chances	0	0	1	3	10	2	8	1	:	0	2	0	2
f) Don't know / Blank	3	14	13	6	26	9	0	7	:	11	0	6	10
g) Coefficient*	41	38	35	40	23	18	17	34		57	23	18	29

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.3.3

General assessment of risks and chances of internal market
Export share EUR countries 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	38	12	19	18	47	8	41	35	:	33	59	29	26
b) Chances somewhat higher than risks	42	63	51	22	41	36	39	39	:	26	21	32	40
c) Chances and risks about the same	14	21	21	37	3	48	19	22	:	32	14	33	27
d) Risks somewhat higher than chances	1	0	3	15	0	5	1	1	:	1	3	0	2
e) Risks much higher than chances	0	0	1	3	3	1	0	1	:	2	2	3	2
f) Don't know / Blank	5	4	5	5	6	2	0	2	:	6	1	4	3
g) Coefficient*	59	44	42	19	65	23	60	53		44	66	42	43
Economy of your country (% share of all companies)													
a) Chances much higher than risks	40	9	19	12	26	5	33	37	:	32	43	15	21
b) Chances somewhat higher than risks	40	57	42	16	35	33	46	26	:	31	26	38	35
c) Chances and risks about the same	8	13	23	13	7	29	8	26	:	12	13	15	21
d) Risks somewhat higher than chances	1	3	5	28	0	23	12	5	:	5	13	15	10
e) Risks much higher than chances	0	2	1	28	7	7	1	1	:	3	3	2	3
f) Don't know / Blank	11	16	10	3	25	3	0	5	:	17	2	14	10
g) Coefficient*	60	34	37	-22	37	3	49	47		42	47	25	31

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.4.1

General assessment of risks and chances of internal market
Production or sales activities in other EUR countries (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	33	13	18	16	32	12	37	23	:	35	45	23	21
b) Chances somewhat higher than risks	39	46	47	36	50	34	42	49	:	28	21	57	45
c) Chances and risks about the same	20	33	23	18	12	44	19	17	:	28	17	16	24
d) Risks somewhat higher than chances	3	4	6	26	2	4	2	3	:	3	12	3	4
e) Risks much higher than chances	0	1	1	4	1	1	0	1	:	1	4	0	1
f) Don't know / Blank	5	3	5	0	3	5	0	7	:	5	1	1	5
g) Coefficient*	51	33	38	17	55	26	57	45		47	46	50	41
Economy of your country (% share of all companies)													
a) Chances much higher than risks	35	16	22	10	25	10	22	18	:	35	39	17	19
b) Chances somewhat higher than risks	46	46	37	14	36	27	45	40	:	36	23	39	36
c) Chances and risks about the same	9	18	23	10	11	32	10	19	:	11	17	28	22
d) Risks somewhat higher than chances	1	6	6	28	5	21	16	8	:	3	14	12	10
e) Risks much higher than chances	0	1	1	24	9	3	4	3	:	1	6	1	3
f) Don't know / Blank	9	13	11	14	14	7	3	12	:	14	1	3	10
g) Coefficient*	58	35	37	-21	32	10	33	31		51	38	30	29

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.4.2

General assessment of risks and chances of internal market
No production or sales activities in other EUR countries (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	25	5	13	12	27	12	22	21	:	19	31	19	17
b) Chances somewhat higher than risks	37	31	32	45	32	32	13	35	:	24	27	33	33
c) Chances and risks about the same	24	54	28	18	11	45	51	22	:	31	23	33	30
d) Risks somewhat higher than chances	4	3	6	13	6	5	4	3	:	2	10	4	5
e) Risks much higher than chances	1	0	2	6	7	2	10	3	:	3	9	1	3
f) Don't know / Blank	9	7	19	6	17	4	0	16	:	21	0	10	12
g) Coefficient*	41	19	24	22	33	24	17	34		27	31	33	28
Economy of your country (% share of all companies)													
a) Chances much higher than risks	21	10	15	21	24	9	26	21	:	27	28	18	17
b) Chances somewhat higher than risks	39	36	30	28	20	22	38	32	:	29	23	38	30
c) Chances and risks about the same	18	30	22	11	8	32	23	21	:	16	23	20	22
d) Risks somewhat higher than chances	7	8	6	30	7	22	11	7	:	6	17	8	10
e) Risks much higher than chances	0	3	2	9	9	7	0	2	:	3	8	1	4
f) Don't know / Blank	15	13	25	1	32	8	2	17	:	19	1	15	17
g) Coefficient*	37	21	25	11	22	2	40	32		36	23	32	23

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.5.1

General assessment of risks and chances of internal market
Industrial main groups: Consumer goods (without food, drink and tobacco industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	31	10	15	27	28	5	6	29	:	26	49	25	20
b) Chances somewhat higher than risks	48	35	36	47	33	11	12	45	:	26	25	49	34
c) Chances and risks about the same	12	48	26	4	12	76	82	16	:	26	15	19	32
d) Risks somewhat higher than chances	0	2	4	11	6	4	0	1	:	2	5	1	3
e) Risks much higher than chances	0	0	2	11	5	2	0	1	:	4	6	2	2
f) Don't know / Blank	9	5	17	0	16	2	0	8	:	17	0	4	9
g) Coefficient*	55	27	29	34	37	7	12	50		34	53	47	34
Economy of your country (% share of all companies)													
a) Chances much higher than risks	50	15	18	24	30	4	34	23	:	27	37	28	21
b) Chances somewhat higher than risks	30	32	30	18	18	8	11	38	:	33	22	43	27
c) Chances and risks about the same	4	25	22	15	14	73	27	18	:	13	20	13	29
d) Risks somewhat higher than chances	1	9	6	15	5	8	10	8	:	4	16	4	7
e) Risks much higher than chances	0	4	1	26	5	2	13	2	:	1	4	2	2
f) Don't know / Blank	15	15	23	2	28	5	5	11	:	21	1	10	14
g) Coefficient*	65	23	29	-1	32	2	22	36		41	36	46	29

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.5.2

General assessment of risks and chances of internal market
Industrial main groups: Investment goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	19	12	17	8	20	18	60	33	:	27	42	17	20
b) Chances somewhat higher than risks	44	58	43	36	47	29	33	37	:	29	27	43	39
c) Chances and risks about the same	27	26	25	40	9	46	7	19	:	32	15	32	28
d) Risks somewhat higher than chances	9	1	6	4	6	5	0	3	:	3	7	4	5
e) Risks much higher than chances	0	3	1	11	4	1	0	2	:	3	9	0	1
f) Don't know / Blank	1	0	8	1	14	1	0	6	:	12	0	4	7
g) Coefficient*	37	38	35	13	37	29	77	48		37	43	37	36
Economy of your country (% share of all companies)													
a) Chances much higher than risks	19	6	18	12	24	16	9	21	:	30	34	16	18
b) Chances somewhat higher than risks	59	64	36	11	27	17	72	21	:	29	22	36	30
c) Chances and risks about the same	19	19	24	10	9	25	5	27	:	19	15	35	25
d) Risks somewhat higher than chances	2	3	6	59	7	36	11	9	:	6	15	6	12
e) Risks much higher than chances	0	0	1	5	7	3	2	4	:	2	11	1	2
f) Don't know / Blank	1	8	15	3	26	3	1	18	:	14	3	6	13
g) Coefficient*	48	37	32	-17	27	4	38	23		40	27	30	25

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.5.3

General assessment of risks and chances of internal market
Industrial main groups: Intermediate goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	37	15	14	18	28	11	13	22	:	25	32	19	19
b) Chances somewhat higher than risks	33	31	30	37	36	43	30	35	:	29	27	39	36
c) Chances and risks about the same	24	41	27	14	12	34	41	21	:	31	23	27	26
d) Risks somewhat higher than chances	2	7	8	24	5	4	6	9	:	2	12	6	7
e) Risks much higher than chances	0	0	1	3	5	1	10	1	:	1	5	1	1
f) Don't know / Blank	4	6	20	4	14	7	0	12	:	13	1	8	11
g) Coefficient*	53	27	24	22	39	30	15	34		38	35	35	33
Economy of your country (% share of all companies)													
a) Chances much higher than risks	32	20	14	17	24	7	20	19	:	34	32	18	17
b) Chances somewhat higher than risks	47	39	33	21	24	36	41	26	:	34	22	41	33
c) Chances and risks about the same	8	23	19	11	8	23	26	19	:	9	22	19	18
d) Risks somewhat higher than chances	2	6	6	16	5	17	7	14	:	3	17	9	10
e) Risks much higher than chances	0	1	1	21	9	5	3	6	:	3	6	1	4
f) Don't know / Blank	11	11	27	14	30	12	3	16	:	16	1	12	18
g) Coefficient*	55	36	27	-2	25	12	34	19		47	29	33	25

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=-0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.5.4

General assessment of risks and chances of internal market
Industrial main groups: Food, drink and tobacco industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	51	9	12	6	29	:	40	28	:	:	18	26	23
b) Chances somewhat higher than risks	20	39	28	45	25	:	47	37	:	:	18	53	35
c) Chances and risks about the same	9	43	29	16	13	:	10	19	:	:	29	12	20
d) Risks somewhat higher than chances	5	3	7	27	8	:	3	3	:	:	18	3	6
e) Risks much higher than chances	0	0	1	6	7	:	0	1	:	:	17	1	2
f) Don't know / Blank	15	6	23	0	18	:	0	12	:	:	0	5	14
g) Coefficient*	59	27	22	9	31		62	44			1	50	36
Economy of your country (% share of all companies)													
a) Chances much higher than risks	16	22	16	3	21	:	32	27	:	:	20	1	16
b) Chances somewhat higher than risks	41	28	25	18	31	:	32	26	:	:	29	33	29
c) Chances and risks about the same	27	16	21	6	9	:	6	25	:	:	23	29	21
d) Risks somewhat higher than chances	0	11	7	53	5	:	27	4	:	:	12	30	13
e) Risks much higher than chances	0	1	2	17	6	:	0	6	:	:	15	0	3
f) Don't know / Blank	16	22	29	3	28	:	3	12	:	:	1	7	18
g) Coefficient*	37	30	23	-32	28		35	32			14	3	21

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.1

General assessment of risks and chances of internal market
Textile industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	47	24	19	28	30	20	28	37	:	23	45	32	31
b) Chances somewhat higher than risks	20	36	38	48	32	41	39	34	:	36	31	15	34
c) Chances and risks about the same	23	28	24	15	9	25	28	18	:	23	16	26	20
d) Risks somewhat higher than chances	4	6	5	5	7	10	0	5	:	0	8	3	6
e) Risks much higher than chances	0	0	2	2	3	2	0	0	:	0	0	7	2
f) Don't know / Blank	6	6	12	2	19	2	5	6	:	18	0	17	7
g) Coefficient*	55	39	34	48	40	34	48	52		41	57	31	43
Economy of your country (% share of all companies)													
a) Chances much higher than risks	22	30	22	9	25	10	28	20	:	32	35	31	21
b) Chances somewhat higher than risks	46	32	28	34	25	42	64	39	:	36	23	13	33
c) Chances and risks about the same	24	15	25	28	7	21	3	23	:	5	22	29	22
d) Risks somewhat higher than chances	2	12	9	14	3	14	0	2	:	5	17	7	7
e) Risks much higher than chances	0	0	0	6	6	11	0	7	:	0	2	1	5
f) Don't know / Blank	6	11	16	9	34	2	5	9	:	23	1	19	12
g) Coefficient*	44	40	32	13	30	13	60	32		48	36	33	29

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.2

General assessment of risks and chances of internal market
Footwear and clothing industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	46	14	13	49	16	7	0	26	:	18	48	22	20
b) Chances somewhat higher than risks	39	55	36	28	27	23	42	47	:	18	18	34	36
c) Chances and risks about the same	15	29	23	9	26	43	58	16	:	18	28	34	25
d) Risks somewhat higher than chances	0	0	4	0	3	15	0	1	:	0	2	3	4
e) Risks much higher than chances	0	0	9	14	21	7	0	4	:	9	4	3	7
f) Don't know / Blank	0	2	15	0	7	5	0	6	:	36	0	4	8
g) Coefficient*	66	42	20	49	7	4	21	45		18	52	35	29
Economy of your country (% share of all companies)													
a) Chances much higher than risks	54	12	22	27	21	6	58	33	:	18	48	23	25
b) Chances somewhat higher than risks	31	43	23	36	10	9	0	31	:	18	12	43	25
c) Chances and risks about the same	12	34	25	9	39	45	0	20	:	18	24	17	26
d) Risks somewhat higher than chances	0	0	5	5	2	25	23	4	:	9	12	5	7
e) Risks much higher than chances	0	0	1	23	7	7	0	3	:	9	4	0	4
f) Don't know / Blank	3	11	24	0	21	8	19	9	:	27	0	12	13
g) Coefficient*	70	34	30	20	18	-9	47	44		14	44	42	30

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.6.3

General assessment of risks and chances of internal market
Timber and wooden furniture industries

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	38	7	13	17	33	10	0	29	:	16	39	25	22
b) Chances somewhat higher than risks	52	31	35	50	33	23	0	34	:	42	26	28	33
c) Chances and risks about the same	10	52	23	33	16	36	100	18	:	16	26	35	24
d) Risks somewhat higher than chances	0	6	9	0	3	20	0	6	:	5	6	9	8
e) Risks much higher than chances	0	0	1	0	2	5	0	1	:	0	3	0	1
f) Don't know / Blank	0	4	19	0	13	6	0	12	:	21	0	3	12
g) Coefficient*	64	20	25	42	46	7	0	42		35	46	35	34
Economy of your country (% share of all companies)													
a) Chances much higher than risks	13	10	14	67	30	10	0	20	:	26	23	27	19
b) Chances somewhat higher than risks	59	35	31	0	21	16	35	29	:	37	23	43	30
c) Chances and risks about the same	22	26	20	-1	7	25	0	18	:	0	23	16	18
d) Risks somewhat higher than chances	6	21	7	17	7	37	65	10	:	5	19	9	15
e) Risks much higher than chances	0	0	1	17	4	5	0	1	:	5	12	0	2
f) Don't know / Blank	0	8	27	0	31	7	0	22	:	26	0	5	19
g) Coefficient*	40	17	25	42	33	-6	-15	29		37	13	44	25

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.4

General assessment of risks and chances of internal market
Manufacture of paper and paper products, printing and publishing

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	58	9	13	4	25	11	14	35	:	6	36	10	17
b) Chances somewhat higher than risks	14	14	27	93	40	55	12	23	:	28	16	67	40
c) Chances and risks about the same	17	66	26	0	5	22	66	24	:	38	32	10	22
d) Risks somewhat higher than chances	8	0	5	0	5	2	8	1	:	0	2	6	4
e) Risks much higher than chances	0	0	2	3	14	0	0	0	:	6	12	0	2
f) Don't know / Blank	3	11	27	0	11	10	0	17	:	22	2	7	15
g) Coefficient*	61	16	22	48	29	38	16	46		14	31	41	33
Economy of your country (% share of all companies)													
a) Chances much higher than risks	47	25	15	0	35	5	8	37	:	28	25	26	23
b) Chances somewhat higher than risks	17	32	32	76	21	37	7	37	:	34	11	42	35
c) Chances and risks about the same	16	23	16	0	6	26	63	6	:	13	23	7	13
d) Risks somewhat higher than chances	1	2	5	24	7	12	8	5	:	0	27	11	7
e) Risks much higher than chances	0	7	1	0	5	7	2	0	:	6	9	3	3
f) Don't know / Blank	19	11	31	0	26	13	12	15	:	19	5	11	19
g) Coefficient*	55	33	28	26	37	11	6	53		39	8	39	34

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.6.5

General assessment of risks and chances of internal market
Leather and leather goods industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	:	0	16	:	25	26	:	25	:	67	0	10	22
b) Chances somewhat higher than risks	:	22	40	:	48	5	:	56	:	0	40	50	44
c) Chances and risks about the same	:	73	40	:	9	66	:	19	:	33	60	20	28
d) Risks somewhat higher than chances	:	0	0	:	0	0	:	0	:	0	0	0	0
e) Risks much higher than chances	:	5	0	:	0	3	:	0	:	0	0	0	0
f) Don't know / Blank	:	0	4	:	18	0	:	0	:	0	0	20	6
g) Coefficient*		6	36		49	26		53		67	20	35	44
Economy of your country (% share of all companies)													
a) Chances much higher than risks	:	0	8	:	29	0	:	17	:	33	20	10	15
b) Chances somewhat higher than risks	:	0	28	:	24	45	:	51	:	0	40	40	41
c) Chances and risks about the same	:	36	48	:	0	12	:	20	:	33	20	0	19
d) Risks somewhat higher than chances	:	64	8	:	0	17	:	5	:	0	0	10	7
e) Risks much higher than chances	:	0	0	:	5	26	:	5	:	0	20	0	7
f) Don't know / Blank	:	0	8	:	42	0	:	2	:	33	0	40	11
g) Coefficient*		-32	18		36	-12		35		33	20	25	25

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.6

General assessment of risks and chances of internal market
Processing of plastics

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	86	9	16	30	38	4	6	17	:	38	31	19	19
b) Chances somewhat higher than risks	6	37	45	33	47	65	54	49	:	50	23	48	48
c) Chances and risks about the same	6	37	25	17	0	27	20	28	:	13	23	14	22
d) Risks somewhat higher than chances	2	0	2	20	3	3	20	0	:	0	23	19	5
e) Risks much higher than chances	0	0	0	0	3	0	0	0	:	0	0	0	0
f) Don't know / Blank	0	17	12	0	9	1	0	6	:	0	0	0	6
g) Coefficient*	88	28	38	37	57	35	23	42		63	31	34	41
Economy of your country (% share of all companies)													
a) Chances much higher than risks	35	12	19	29	28	1	34	15	:	25	15	11	15
b) Chances somewhat higher than risks	53	44	37	14	41	19	20	47	:	75	46	53	40
c) Chances and risks about the same	7	19	19	2	9	54	26	8	:	0	8	36	24
d) Risks somewhat higher than chances	5	0	2	35	0	20	20	24	:	0	23	0	10
e) Risks much higher than chances	0	3	1	17	6	1	0	0	:	0	8	0	1
f) Don't know / Blank	0	22	22	3	16	5	0	6	:	0	0	0	10
g) Coefficient*	59	31	36	2	43	-1	34	27		63	19	38	29

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.7

General assessment of risks and chances of internal market
Mineral oil refining

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	21	0	:	0	33	0	:	68	:	0	:	3	19
b) Chances somewhat higher than risks	63	41	:	0	33	80	:	23	:	100	:	24	45
c) Chances and risks about the same	0	59	:	0	33	20	:	1	:	0	:	73	28
d) Risks somewhat higher than chances	0	0	:	100	0	0	:	0	:	0	:	0	5
e) Risks much higher than chances	0	0	:	0	0	0	:	0	:	0	:	0	0
f) Don't know / Blank	16	0	:	0	1	0	:	8	:	0	:	0	3
g) Coefficient*	53	21		-50	50	40		80		50		15	39
Economy of your country (% share of all companies)													
a) Chances much higher than risks	28	0	:	0	67	0	:	79	:	100	:	3	31
b) Chances somewhat higher than risks	21	49	:	0	33	100	:	21	:	0	:	59	53
c) Chances and risks about the same	0	51	:	0	0	0	:	0	:	0	:	38	9
d) Risks somewhat higher than chances	0	0	:	0	0	0	:	0	:	0	:	0	0
e) Risks much higher than chances	0	0	:	0	0	0	:	0	:	0	:	0	0
f) Don't know / Blank	51	0	:	100	0	0	:	0	:	0	:	0	7
g) Coefficient*	39	25		0	84	50		90		100		33	58

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.6.8

General assessment of risks and chances of internal market
Production and preliminary processing of metals

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	56	0	21	0	25	4	50	14	:	50	47	7	18
b) Chances somewhat higher than risks	34	43	53	0	37	26	50	75	:	25	24	68	49
c) Chances and risks about the same	9	41	21	42	3	30	0	5	:	0	12	16	16
d) Risks somewhat higher than chances	1	6	5	58	7	2	0	3	:	0	17	7	5
e) Risks much higher than chances	0	0	0	0	15	0	0	2	:	25	0	0	3
f) Don't know / Blank	0	10	0	0	13	38	0	1	:	0	0	2	9
g) Coefficient*	73	19	45	-29	25	16	75	48		38	51	38	37
Economy of your country (% share of all companies)													
a) Chances much higher than risks	55	0	21	17	15	3	50	23	:	75	41	10	20
b) Chances somewhat higher than risks	35	35	47	0	21	46	0	24	:	0	24	14	32
c) Chances and risks about the same	5	43	32	0	6	8	0	41	:	0	24	53	25
d) Risks somewhat higher than chances	4	6	0	0	3	4	50	4	:	0	11	13	4
e) Risks much higher than chances	0	0	0	83	9	1	0	2	:	25	0	0	4
f) Don't know / Blank	1	16	0	0	46	38	0	6	:	0	0	10	15
g) Coefficient*	71	15	45	-66	15	23	25	31		50	48	11	30

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.9

General assessment of risks and chances of internal market
Manufacture of non-metallic mineral products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	11	0	7	43	26	12	4	30	:	11	27	26	19
b) Chances somewhat higher than risks	43	36	26	24	37	59	11	29	:	22	31	35	37
c) Chances and risks about the same	23	48	34	3	17	16	39	21	:	67	27	15	23
d) Risks somewhat higher than chances	6	15	5	12	4	3	0	1	:	0	12	1	3
e) Risks much higher than chances	0	0	1	1	2	2	46	3	:	0	3	0	2
f) Don't know / Blank	17	1	27	17	14	8	0	16	:	0	0	23	16
g) Coefficient*	30	11	17	48	41	38	-37	41		22	34	43	34
Economy of your country (% share of all companies)													
a) Chances much higher than risks	49	12	12	1	31	9	9	20	:	44	31	36	20
b) Chances somewhat higher than risks	5	44	26	23	17	41	20	13	:	11	22	41	27
c) Chances and risks about the same	21	34	24	10	14	18	45	24	:	33	35	4	19
d) Risks somewhat higher than chances	2	5	5	31	3	7	2	20	:	11	10	1	9
e) Risks much higher than chances	0	0	3	6	14	1	24	0	:	0	2	0	3
f) Don't know / Blank	23	5	30	29	21	24	0	23	:	0	0	18	22
g) Coefficient*	51	32	20	-9	24	25	-6	17		44	35	56	26

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.10

General assessment of risks and chances of internal market
Chemical industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	31	21	10	16	35	2	6	10	:	37	21	5	12
b) Chances somewhat higher than risks	47	53	49	54	38	37	32	21	:	32	32	61	42
c) Chances and risks about the same	20	26	29	3	8	57	56	56	:	16	21	26	36
d) Risks somewhat higher than chances	1	0	3	20	3	1	6	2	:	11	25	5	3
e) Risks much higher than chances	0	0	2	7	2	0	0	0	:	0	1	3	1
f) Don't know / Blank	1	0	7	0	14	3	0	11	:	5	0	0	6
g) Coefficient*	54	48	31	26	51	20	19	20		48	24	30	31
Economy of your country (% share of all companies)													
a) Chances much higher than risks	23	30	16	27	22	8	16	9	:	37	32	7	14
b) Chances somewhat higher than risks	62	31	47	16	28	39	57	20	:	42	28	66	42
c) Chances and risks about the same	4	13	21	14	6	19	21	6	:	5	15	14	14
d) Risks somewhat higher than chances	1	2	3	16	8	29	0	52	:	5	15	4	17
e) Risks much higher than chances	0	7	2	25	13	2	6	1	:	0	10	4	3
f) Don't know / Blank	10	17	11	2	23	3	0	12	:	11	0	5	10
g) Coefficient*	54	38	36	2	19	11	39	-8		56	29	34	24

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.6.11

General assessment of risks and chances of internal market
Man-made fibres industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	43	:	:	:	25	0	100	0	:	100	50	0	28
b) Chances somewhat higher than risks	57	:	:	:	25	15	0	8	:	0	0	0	12
c) Chances and risks about the same	0	:	:	:	0	85	0	0	:	0	25	10	10
d) Risks somewhat higher than chances	0	:	:	:	0	0	0	0	:	0	0	6	1
e) Risks much higher than chances	0	:	:	:	50	0	0	0	:	0	25	0	16
f) Don't know / Blank	0	:	:	:	0	0	0	92	:	0	0	84	33
g) Coefficient*	72				-13	8	100	4		100	25	-3	18
Economy of your country (% share of all companies)													
a) Chances much higher than risks	100	:	:	:	50	0	100	0	:	100	75	0	39
b) Chances somewhat higher than risks	0	:	:	:	0	0	0	0	:	0	0	6	1
c) Chances and risks about the same	0	:	:	:	0	44	0	8	:	0	25	7	8
d) Risks somewhat higher than chances	0	:	:	:	0	56	0	0	:	0	0	3	5
e) Risks much higher than chances	0	:	:	:	25	0	0	0	:	0	0	0	7
f) Don't know / Blank	0	:	:	:	25	0	0	92	:	0	0	84	40
g) Coefficient*	100				25	-28	100	0		100	75	2	30

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.12

General assessment of risks and chances of internal market
Manufacture of metal articles

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	7	13	18	0	22	15	0	21	:	26	49	30	20
b) Chances somewhat higher than risks	53	37	34	57	39	44	100	40	:	21	27	32	38
c) Chances and risks about the same	36	39	24	33	16	37	0	16	:	26	5	19	25
d) Risks somewhat higher than chances	0	8	7	10	7	1	0	8	:	0	5	4	5
e) Risks much higher than chances	0	0	2	0	3	1	0	1	:	2	14	2	2
f) Don't know / Blank	4	3	15	0	13	2	0	14	:	25	0	13	10
g) Coefficient*	34	28	30	24	35	36	50	36		35	46	42	35
Economy of your country (% share of all companies)													
a) Chances much higher than risks	8	9	21	12	23	6	0	16	:	25	35	21	16
b) Chances somewhat higher than risks	80	49	28	42	23	30	100	30	:	33	24	37	32
c) Chances and risks about the same	8	23	20	11	14	30	0	18	:	15	11	12	20
d) Risks somewhat higher than chances	1	3	6	8	7	17	0	10	:	7	22	8	10
e) Risks much higher than chances	0	0	1	18	7	5	0	1	:	2	8	1	3
f) Don't know / Blank	3	16	24	9	26	12	0	25	:	20	0	21	19
g) Coefficient*	48	32	31	11	24	8	50	25		36	28	35	24

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.6.13

General assessment of risks and chances of internal market
Mechanical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	38	5	17	76	19	10	43	31	:	36	47	24	19
b) Chances somewhat higher than risks	50	59	46	24	50	25	53	29	:	23	23	95	45
c) Chances and risks about the same	12	31	27	0	7	54	2	24	:	31	17	22	25
d) Risks somewhat higher than chances	0	3	4	0	6	9	2	10	:	8	7	5	5
e) Risks much higher than chances	0	0	1	0	1	1	0	2	:	0	6	0	1
f) Don't know / Blank	0	2	5	0	17	1	0	4	:	3	0	3	5
g) Coefficient*	63	33	37	88	40	17	69	39		44	49	69	38
Economy of your country (% share of all companies)													
a) Chances much higher than risks	36	5	17	5	22	7	14	24	:	44	37	22	19
b) Chances somewhat higher than risks	52	63	38	5	24	28	33	25	:	28	17	34	33
c) Chances and risks about the same	4	12	25	0	7	20	6	40	:	15	20	28	25
d) Risks somewhat higher than chances	3	5	5	0	6	33	45	6	:	5	13	7	10
e) Risks much higher than chances	0	0	2	90	6	9	2	0	:	3	10	1	3
f) Don't know / Blank	5	15	13	0	35	3	0	5	:	5	3	8	10
g) Coefficient*	61	34	32	-83	25	-5	6	34		53	29	35	28

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.14

General assessment of risks and chances of internal market
Manufacture of office machinery and data-processing machinery

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	0	79	:	:	0	48	88	0	:	25	100	8	28
b) Chances somewhat higher than risks	93	0	:	:	100	11	7	87	:	0	0	14	28
c) Chances and risks about the same	7	21	:	:	0	41	5	0	:	50	0	78	40
d) Risks somewhat higher than chances	0	0	:	:	0	0	0	13	:	25	0	0	3
e) Risks much higher than chances	0	0	:	:	0	0	0	0	:	0	0	0	0
f) Don't know / Blank	0	0	:	:	0	0	0	0	:	0	0	0	1
g) Coefficient*	47	79			50	54	92	37		13	100	15	41
Economy of your country (% share of all companies)													
a) Chances much higher than risks	0	79	:	:	0	48	5	0	:	0	100	54	35
b) Chances somewhat higher than risks	93	0	:	:	100	0	83	0	:	50	0	0	13
c) Chances and risks about the same	7	21	:	:	0	5	5	0	:	0	0	1	3
d) Risks somewhat higher than chances	0	0	:	:	0	47	5	100	:	25	0	31	44
e) Risks much higher than chances	0	0	:	:	0	0	2	0	:	0	0	0	0
f) Don't know / Blank	0	0	:	:	0	0	0	0	:	25	0	14	5
g) Coefficient*	47	79			50	25	42	-50		13	100	39	20

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.15

General assessment of risks and chances of internal market
Electrical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	37	7	18	0	41	11	41	52	:	26	26	18	24
b) Chances somewhat higher than risks	23	64	45	51	38	34	10	31	:	23	37	68	43
c) Chances and risks about the same	27	18	24	21	6	48	48	13	:	29	11	8	23
d) Risks somewhat higher than chances	12	1	8	11	8	4	0	3	:	0	15	2	5
e) Risks much higher than chances	0	10	1	15	7	1	1	0	:	3	11	1	2
f) Don't know / Blank	1	0	4	2	0	2	0	1	:	20	0	3	3
g) Coefficient*	43	29	36	5	49	25	45	66		35	26	50	41
Economy of your country (% share of all companies)													
a) Chances much higher than risks	35	3	20	60	38	3	48	18	:	20	33	7	17
b) Chances somewhat higher than risks	44	67	35	0	23	18	23	24	:	31	22	25	28
c) Chances and risks about the same	19	26	26	16	17	38	12	25	:	20	19	54	31
d) Risks somewhat higher than chances	1	2	6	11	9	32	13	8	:	9	19	9	11
e) Risks much higher than chances	0	0	1	6	7	4	1	3	:	0	7	0	2
f) Don't know / Blank	1	2	12	7	6	5	3	22	:	20	0	5	11
g) Coefficient*	57	36	34	49	38	-8	52	23		31	28	15	24

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.16

General assessment of risks and chances of internal market
Manufacture of motor-vehicles, motor-vehicle parts and accessories

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	10	16	15	0	16	10	:	4	:	17	33	49	16
b) Chances somewhat higher than risks	48	30	46	34	63	6	:	87	:	33	25	37	40
c) Chances and risks about the same	22	53	22	0	5	76	:	3	:	17	17	12	32
d) Risks somewhat higher than chances	0	0	12	0	2	4	:	0	:	0	8	2	6
e) Risks much higher than chances	0	0	2	66	7	0	:	2	:	17	17	0	2
f) Don't know / Blank	20	0	3	0	7	4	:	4	:	17	0	0	4
g) Coefficient*	34	31	30	-49	40	11		46		17	25	67	31
Economy of your country (% share of all companies)													
a) Chances much higher than risks	48	20	17	1	40	7	:	8	:	50	50	43	19
b) Chances somewhat higher than risks	18	58	39	0	33	5	:	55	:	50	42	37	31
c) Chances and risks about the same	3	8	32	33	3	80	:	19	:	0	0	6	37
d) Risks somewhat higher than chances	0	0	7	66	2	3	:	1	:	0	0	4	4
e) Risks much higher than chances	0	15	0	0	6	2	:	1	:	0	8	0	1
f) Don't know / Blank	31	0	5	0	16	3	:	16	:	0	0	10	8
g) Coefficient*	57	34	33	-32	50	6		34		75	63	60	32

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.17

General assessment of risks and chances of internal market
Manufacture of other means of transport

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	0	41	14	11	35	0	:	25	:	29	50	1	13
b) Chances somewhat higher than risks	8	37	29	22	26	46	:	35	:	14	29	8	28
c) Chances and risks about the same	80	19	29	67	17	52	:	18	:	50	7	90	48
d) Risks somewhat higher than chances	0	2	14	0	16	0	:	5	:	0	7	0	5
e) Risks much higher than chances	12	0	0	0	3	2	:	4	:	0	7	1	2
f) Don't know / Blank	0	1	14	0	3	0	:	13	:	7	0	0	4
g) Coefficient*	-8	59	22	22	37	21		36		36	54	4	23
Economy of your country (% share of all companies)													
a) Chances much higher than risks	0	0	14	0	38	2	:	31	:	21	21	6	14
b) Chances somewhat higher than risks	86	64	29	11	10	5	:	20	:	21	29	67	30
c) Chances and risks about the same	0	31	29	0	8	55	:	17	:	43	14	25	30
d) Risks somewhat higher than chances	2	3	0	89	24	38	:	1	:	0	29	0	15
e) Risks much higher than chances	12	0	0	0	3	0	:	14	:	0	7	1	3
f) Don't know / Blank	0	2	28	0	17	0	:	17	:	14	0	1	8
g) Coefficient*	30	31	29	-39	28	-15		27		32	14	39	19

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower' =-0.5).

TABLE 4.6.18

General assessment of risks and chances of internal market
Manufacture of rubber products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	0	0	:	0	13	10	62	4	:	67	17	38	16
b) Chances somewhat higher than risks	0	0	:	100	28	36	10	11	:	33	33	12	23
c) Chances and risks about the same	0	100	:	0	52	17	23	4	:	0	17	44	26
d) Risks somewhat higher than chances	0	0	:	0	7	32	5	2	:	0	17	0	11
e) Risks much higher than chances	0	0	:	0	0	4	0	0	:	0	16	0	1
f) Don't know / Blank	100	0	:	0	0	1	0	79	:	0	0	6	23
g) Coefficient*	0	0		50	24	8	65	9		84	9	44	21
Economy of your country (% share of all companies)													
a) Chances much higher than risks	0	0	:	100	7	18	57	3	:	0	0	6	9
b) Chances somewhat higher than risks	100	9	:	0	25	9	0	12	:	33	0	38	21
c) Chances and risks about the same	0	0	:	0	50	6	42	4	:	33	33	12	16
d) Risks somewhat higher than chances	0	91	:	0	3	39	0	0	:	0	17	6	13
e) Risks much higher than chances	0	0	:	0	3	9	0	9	:	0	33	0	6
f) Don't know / Blank	0	0	:	0	12	19	1	72	:	33	17	38	35
g) Coefficient*	50	-41		100	15	-6	57	0		17	-42	22	7

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

TABLE 4.6.19

General assessment of risks and chances of internal market
Precision engineering, optics and the like

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Your firm (% share of all companies)													
a) Chances much higher than risks	0	34	21	:	0	6	18	20	:	22	0	48	23
b) Chances somewhat higher than risks	0	53	39	:	100	66	75	47	:	33	0	34	44
c) Chances and risks about the same	100	12	29	:	0	26	7	14	:	33	50	14	23
d) Risks somewhat higher than chances	0	0	1	:	0	0	0	0	:	0	0	0	0
e) Risks much higher than chances	0	0	1	:	0	1	0	6	:	0	50	0	2
f) Don't know / Blank	0	0	9	:	0	1	0	13	:	11	0	4	8
g) Coefficient*	0	61	39		50	38	56	38		39	-50	65	43
Economy of your country (% share of all companies)													
a) Chances much higher than risks	0	35	20	:	0	12	18	18	:	56	0	46	24
b) Chances somewhat higher than risks	0	41	40	:	100	50	75	24	:	0	50	36	39
c) Chances and risks about the same	100	11	15	:	0	12	0	30	:	0	0	12	16
d) Risks somewhat higher than chances	0	0	9	:	0	24	7	6	:	0	50	2	9
e) Risks much higher than chances	0	0	1	:	0	1	0	17	:	0	0	0	3
f) Don't know / Blank	0	13	15	:	0	1	0	5	:	11	0	4	9
g) Coefficient*	0	56	35		50	24	52	10		56	0	63	36

* The coefficient is calculated as difference of share of companies considering the chances to be higher ('much higher'=1; 'somewhat higher'=0.5) and those considering to be lower ('much lower'=-1; 'somewhat lower'=-0.5).

Annex (III)

Tables 5

TABLE 5

Access to EC-markets and fields of strategy
Total industry

	B	DK	D	GR	** E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	43	:	:	:	:	55	:	:	35	45	42	42
b) No difference between EC and other markets	:	46	:	:	:	:	30	:	:	40	20	39	38
c) EC-markets more difficult for us	:	2	:	:	:	:	2	:	:	4	11	9	8
d) Don't know / not applicable	:	9	:	:	:	:	13	:	:	21	24	10	12
Fields of strategy (coefficient#)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	63	55	:	17	:	:	25	:	27	:
- in countries outside the EC	:	:	:	21	38	:	3	:	:	6	:	10	:
b) Investment in equipment and building													
- in home country	:	:	:	51	62	:	21	:	:	16	:	18	:
- in other EC member countries	:	:	:	6	34	:	3	:	:	10	:	14	:
- in countries outside the EC	:	:	:	3	13	:	-2	:	:	2	:	3	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	38	51	:	22	:	:	25	:	18	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	50	68	:	34	:	:	21	:	25	:
	:	:	:	60	72	:	42	:	:	31	:	34	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

** Only data for total industry.

TABLE 5.1.1

Access to EC-markets and fields of strategy
Less than 50 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	30	:	:	:	:	20	:	:	31	24	:	28
b) No difference between EC and other markets	:	52	:	:	:	:	17	:	:	34	2	:	28
c) EC-markets more difficult for us	:	1	:	:	:	:	7	:	:	3	11	:	5
d) Don't know / not applicable	:	17	:	:	:	:	56	:	:	31	63	:	39
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	50	:	:	21	:	:	28	:	:	:
- in other EC member countries	:	:	:	17	:	:	8	:	:	7	:	:	:
- in countries outside the EC	:	:	:		:	:		:	:		:	:	:
b) Investment in equipment and building	:	:	:	57	:	:	13	:	:	24	:	:	:
- in home country	:	:	:	2	:	:	10	:	:	7	:	:	:
- in other EC member countries	:	:	:	:	:	:	1	:	:	3	:	:	:
- in countries outside the EC	:	:	:		:	:		:	:		:	:	:
c) Size of product range	:	:	:	52	:	:	52	:	:	35	:	:	:
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:		:	:		:	:		:	:	:
d) Research and development	:	:	:	57	:	:	50	:	:	21	:	:	:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	73	:	:	53	:	:	37	:	:	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.1.2

Access to EC-markets and fields of strategy
50 to 199 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	36	:	:	:	:	61	:	:	37	43	30	33
b) No difference between EC and other markets	:	48	:	:	:	:	24	:	:	48	17	37	37
c) EC-markets more difficult for us	:	3	:	:	:	:	3	:	:	3	11	13	10
d) Don't know / not applicable	:	13	:	:	:	:	12	:	:	12	29	21	20
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	53	:	:	16	:	:	21	:	1	:
- in other EC member countries	:	:	:	13	:	:	4	:	:	6	:	8	:
- in countries outside the EC	:	:	:	50	:	:	26	:	:	14	:	22	:
b) Investment in equipment and building	:	:	:	5	:	:	:	:	:	9	:	5	:
- in home country	:	:	:	2	:	:	-2	:	:	1	:	-1	:
- in other EC member countries	:	:	:	45	:	:	19	:	:	23	:	24	:
- in countries outside the EC	:	:	:	66	:	:	33	:	:	21	:	30	:
c) Size of product range	:	:	:	63	:	:	40	:	:	30	:	34	:
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:		:	:		:	:		:		:
d) Research and development	:	:	:		:	:		:	:		:		:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:		:	:		:	:		:		:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more' =1; 'somewhat more' =0.5) and those to be lower ('much less' =-1; 'somewhat less' =-0.5).

TABLE 5.1.3

Access to EC-markets and fields of strategy
200 to 499 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	: 48	: :	: :	: :	: :	: :	49	: :	: :	48	49	47	47
b) No difference between EC and other markets	: 46	: :	: :	: :	: :	: :	20	: :	: :	33	28	36	35
c) EC-markets more difficult for us	: 2	: :	: :	: :	: :	: :	4	: :	: :	7	9	12	10
d) Don't know / not applicable	: 4	: :	: :	: :	: :	: :	26	: :	: :	12	14	5	8
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	: :	: :	: :	36	: :	: :	18	: :	: :	27	: :	30	: :
- in other EC member countries	: :	: :	: :	13	: :	: :	6	: :	: :	4	: :	9	: :
- in countries outside the EC	: :	: :	: :	51	: :	: :	28	: :	: :	11	: :	22	: :
b) Investment in equipment and building	: :	: :	: :	8	: :	: :	4	: :	: :	14	: :	10	: :
- in home country	: :	: :	: :	3	: :	: :	1	: :	: :	4	: :	1	: :
- in other EC member countries	: :	: :	: :	39	: :	: :	23	: :	: :	28	: :	22	: :
- in countries outside the EC	: :	: :	: :	44	: :	: :	30	: :	: :	26	: :	32	: :
c) Size of product range	: :	: :	: :	58	: :	: :	50	: :	: :	27	: :	42	: :
- number of products/product-variants within the product range (enlargement (+) or specialization (-))													
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)													

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; somewhat more'=0.5) and those to be lower ('much less'=-1; somewhat less'=-0.5).

TABLE 5.1.4

Access to EC-markets and fields of strategy
500 to 999 persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	:	:	:	:	:	62	:	:	:	58	43	46
b) No difference between EC and other markets	:	:	:	:	:	:	35	:	:	:	22	40	39
c) EC-markets more difficult for us	:	:	:	:	:	:	0	:	:	:	12	8	8
d) Don't know / not applicable	:	:	:	:	:	:	3	:	:	:	8	8	7
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	36	:	:	12	:	:	:	:	25	:
- in countries outside the EC	:	:	:	21	:	:	1	:	:	:	:	10	:
b) Investment in equipment and building													
- in home country	:	:	:	53	:	:	13	:	:	:	:	16	:
- in other EC member countries	:	:	:	3	:	:	5	:	:	:	:	14	:
- in countries outside the EC	:	:	:	:	:	:	-1	:	:	:	:	5	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	36	:	:	21	:	:	:	:	20	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	52	:	:	35	:	:	:	:	29	:
	:	:	:	74	:	:	44	:	:	:	:	33	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.1.5

Access to EC-markets and fields of strategy
1000 or more persons employed (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	:	:	:	:	:	2	:	:	:	49	51	48
b) No difference between EC and other markets	:	:	:	:	:	:	98	:	:	:	30	40	42
c) EC-markets more difficult for us	:	:	:	:	:	:	0	:	:	:	19	6	7
d) Don't know / not applicable	:	:	:	:	:	:	0	:	:	:	2	3	3
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	36	:	:	1	:	:	:	:	35	:
- in countries outside the EC	:	:	:	29	:	:	:	:	:	:	:	14	:
b) Investment in equipment and building													
- in home country	:	:	:	48	:	:	34	:	:	:	:	9	:
- in other EC member countries	:	:	:	7	:	:	:	:	:	:	:	23	:
- in countries outside the EC	:	:	:	7	:	:	:	:	:	:	:	:	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	34	:	:	34	:	:	:	:	7	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	47	:	:	49	:	:	:	:	10	:
	:	:	:	50	:	:	16	:	:	:	:	29	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.2.1

Access to EC-markets and fields of strategy
Export share world less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	32	:	:	:	:	75	:	:	31	33	26	29
b) No difference between EC and other markets	:	32	:	:	:	:	4	:	:	46	15	21	24
c) EC-markets more difficult for us	:	1	:	:	:	:	0	:	:	3	11	8	7
d) Don't know / not applicable	:	35	:	:	:	:	22	:	:	20	41	45	40
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	37	:	:	13	:	:	28	:	21	:
- in countries outside the EC	:	:	:	15	:	:	4	:	:	6	:	6	:
b) Investment in equipment and building													
- in home country	:	:	:	55	:	:	10	:	:	15	:	19	:
- in other EC member countries	:	:	:	1	:	:	:	:	:	7	:	7	:
- in countries outside the EC	:	:	:	1	:	:	:	:	:	2	:	3	:
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:	39	:	:	7	:	:	29	:	16	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	46	:	:	16	:	:	25	:	21	:
	:	:	:	54	:	:	30	:	:	38	:	27	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more' =1; 'somewhat more' =0.5) and those to be lower ('much less' =-1; 'somewhat less' =-0.5).

TABLE 5.2.2

Access to EC-markets and fields of strategy
Export share world 11 to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	: 51	:	:	:	:	:	55	:	:	37	59	36	39
b) No difference between EC and other markets	: 43	:	:	:	:	:	18	:	:	39	24	47	43
c) EC-markets more difficult for us	: 3	:	:	:	:	:	5	:	:	7	13	16	13
d) Don't know / not applicable	: 3	:	:	:	:	:	21	:	:	17	4	1	5
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	42	:	:	26	:	:	21	:	23	:
- in other EC member countries	:	:	:	38	:	:	26	:	:	4	:	7	:
- in countries outside the EC	:	:	:	57	:	:	25	:	:	17	:	22	:
b) Investment in equipment and building	:	:	:	2	:	:	-3	:	:	7	:	16	:
- in home country	:	:	:	1	:	:	-5	:	:	3	:	2	:
- in other EC member countries	:	:	:	43	:	:	29	:	:	26	:	23	:
- in countries outside the EC	:	:	:	65	:	:	28	:	:	21	:	35	:
c) Size of product range	:	:	:	77	:	:	58	:	:	29	:	37	:
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:		:	:		:	:		:		:
d) Research and development	:	:	:		:	:		:	:		:		:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:		:	:		:	:		:		:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.2.3

Access to EC-markets and fields of strategy
Export share world 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	: 46	: :	: :	: :	: :	: :	49	:	:	45	59	44	45
b) No difference between EC and other markets	: 51	: :	: :	: :	: :	: :	41	:	:	41	26	43	42
c) EC-markets more difficult for us	: 2	: :	: :	: :	: :	: :	2	:	:	5	11	10	9
d) Don't know / not applicable	: 1	: :	: :	: :	: :	: :	8	:	:	9	4	3	4
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	: :	: :	: :	37	: :	: :	15	:	:	27	:	21	:
- in other EC member countries	: :	: :	: :	16	: :	: :	-1	:	:	7	:	8	:
- in countries outside the EC	: :	: :	: :	42	: :	: :	24	:	:	15	:	16	:
b) Investment in equipment and building	: :	: :	: :	14	: :	: :	5	:	:	14	:	17	:
- in home country	: :	: :	: :	7	: :	: :	-1	:	:	4	:	2	:
- in other EC member countries	: :	: :	: :	33	: :	: :	26	:	:	27	:	24	:
- in countries outside the EC	: :	: :	: :	44	: :	: :	40	:	:	27	:	27	:
c) Size of product range	: :	: :	: :	57	: :	: :	44	:	:	29	:	33	:
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	: :	: :	: :		: :	: :		:	:		:		:
d) Research and development	: :	: :	: :		: :	: :		:	:		:		:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	: :	: :	: :		: :	: :		:	:		:		:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.3.1

Access to EC-markets and fields of strategy
Export share EUR countries less than 10% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	29	:	:	:	:	78	:	:	41	34	30	34
b) No difference between EC and other markets	:	48	:	:	:	:	7	:	:	36	18	31	31
c) EC-markets more difficult for us	:	3	:	:	:	:	1	:	:	11	13	15	13
d) Don't know / not applicable	:	20	:	:	:	:	14	:	:	13	35	24	22
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	39	:	:	7	:	:	25	:	23	:
- in other EC member countries	:	:	:	22	:	:	12	:	:	6	:	6	:
- in countries outside the EC	:	:	:	50	:	:	8	:	:	14	:	17	:
b) Investment in equipment and building	:	:	:	4	:	:	:	:	:	9	:	11	:
- in home country	:	:	:	3	:	:	1	:	:	2	:	2	:
- in other EC member countries	:	:	:	38	:	:	-2	:	:	24	:	25	:
- in countries outside the EC	:	:	:	48	:	:	16	:	:	19	:	28	:
c) Size of product range	:	:	:	57	:	:	35	:	:	32	:	30	:
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:		:	:		:	:		:		:
d) Research and development	:	:	:		:	:		:	:		:		:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:		:	:		:	:		:		:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.3.2

Access to EC-markets and fields of strategy
Export share EUR countries 11% to 30% (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)	:	:	:	:	:	:	:	:	:	:	:	:	:
a) EC-markets easier for us	58	:	:	:	:	:	22	:	:	36	65	43	43
b) No difference between EC and other markets	39	:	:	:	:	:	61	:	:	42	22	56	51
c) EC-markets more difficult for us	1	:	:	:	:	:	3	:	:	4	8	1	2
d) Don't know / not applicable	2	:	:	:	:	:	13	:	:	18	5	1	4
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	44	:	:	18	:	:	22	:	24	:
- in other EC member countries	:	:	:	27	:	:	-14	:	:	3	:	13	:
- in countries outside the EC	:	:	:		:	:		:	:		:		:
b) Investment in equipment and building	:	:	:	64	:	:	24	:	:	21	:	19	:
- in home country	:	:	:	5	:	:	-2	:	:	10	:	17	:
- in other EC member countries	:	:	:	:	:	:	-3	:	:	1	:	3	:
- in countries outside the EC	:	:	:		:	:		:	:		:		:
c) Size of product range	:	:	:	49	:	:	51	:	:	37	:	14	:
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:		:	:		:	:		:		:
d) Research and development	:	:	:	72	:	:	54	:	:	27	:	29	:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	86	:	:	49	:	:	33	:	36	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.3.3

Access to EC-markets and fields of strategy
Export share EUR countries 31% or more (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	47	:	:	:	:	52	:	:	43	67	68	62
b) No difference between EC and other markets	:	51	:	:	:	:	34	:	:	42	25	23	28
c) EC-markets more difficult for us	:	2	:	:	:	:	2	:	:	3	7	0	1
d) Don't know / not applicable	:	0	:	:	:	:	12	:	:	12	1	9	9
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	30	:	:	23	:	:	25	:	2	:
- in other EC member countries	:	:	:	14	:	:	4	:	:	5	:	1	:
- in countries outside the EC	:	:	:	43	:	:	31	:	:	16	:	27	:
b) Investment in equipment and building	:	:	:	11	:	:	8	:	:	14	:	14	:
- in home country	:	:	:	5	:	:	-1	:	:	5	:	:	:
- in other EC member countries	:	:	:	32	:	:	29	:	:	27	:	7	:
- in countries outside the EC	:	:	:		:	:		:	:		:		:
c) Size of product range	:	:	:		:	:		:	:		:		:
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:		:	:		:	:		:		:
d) Research and development	:	:	:	39	:	:	39	:	:	28	:	16	:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	52	:	:	45	:	:	31	:	39	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.4.1

Access to EC-markets and fields of strategy
Production or sales activities in other EUR countries (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	47	:	:	:	:	48	:	:	47	60	55	53
b) No difference between EC and other markets	:	49	:	:	:	:	39	:	:	40	18	36	36
c) EC-markets more difficult for us	:	2	:	:	:	:	2	:	:	5	12	7	7
d) Don't know / not applicable	:	2	:	:	:	:	12	:	:	7	10	2	4
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	40	:	:	16	:	:	30	:	31	:
- in countries outside the EC	:	:	:	20	:	:	-1	:	:	9	:	13	:
b) Investment in equipment and building													
- in home country	:	:	:	47	:	:	19	:	:	17	:	16	:
- in other EC member countries	:	:	:	7	:	:	5	:	:	13	:	21	:
- in countries outside the EC	:	:	:	3	:	:	-1	:	:	3	:	1	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	33	:	:	26	:	:	31	:	12	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	43	:	:	38	:	:	28	:	22	:
	:	:	:	55	:	:	46	:	:	33	:	35	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.4.2

Access to EC-markets and fields of strategy
No production or sales activities in other EUR countries (total industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	32	:	:	:	:	73	:	:	25	40	28	30
b) No difference between EC and other markets	:	34	:	:	:	:	9	:	:	40	21	44	40
c) EC-markets more difficult for us	:	2	:	:	:	:	3	:	:	3	10	11	9
d) Don't know / not applicable	:	32	:	:	:	:	15	:	:	31	29	17	21
Fields of strategy (coefficient**)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	33	:	:	17	:	:	20	:	27	:
- in countries outside the EC	:	:	:	20	:	:	12	:	:	4	:	7	:
b) Investment in equipment and building													
- in home country	:	:	:	58	:	:	27	:	:	15	:	18	:
- in other EC member countries	:	:	:	5	:	:	-1	:	:	7	:	6	:
- in countries outside the EC	:	:	:	4	:	:	-1	:	:	2	:	2	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	47	:	:	14	:	:	23	:	23	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	61	:	:	23	:	:	17	:	26	:
	:	:	:	70	:	:	35	:	:	29	:	31	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; somewhat more'=0.5) and those to be lower ('much less'=-1; somewhat less'=-0.5).

TABLE 5.5.1

Access to EC-markets and fields of strategy
Industrial main groups: Consumer goods (without food, drink and tobacco industry)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	33	:	:	:	:	44	:	:	35	58	52	48
b) No difference between EC and other markets	:	37	:	:	:	:	19	:	:	38	21	28	29
c) EC-markets more difficult for us	:	2	:	:	:	:	0	:	:	3	8	9	7
d) Don't know / not applicable	:	28	:	:	:	:	36	:	:	25	13	11	16
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	55	:	:	15	:	:	25	:	25	:
- in countries outside the EC	:	:	:	18	:	:	1	:	:	7	:	11	:
b) Investment in equipment and building													
- in home country	:	:	:	53	:	:	24	:	:	17	:	22	:
- in other EC member countries	:	:	:	5	:	:	1	:	:	7	:	11	:
- in countries outside the EC	:	:	:	4	:	:	:	:	:	2	:	2	:
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:	26	:	:	5	:	:	27	:	22	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	66	:	:	31	:	:	20	:	30	:
	:	:	:	74	:	:	42	:	:	34	:	42	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.5.2

Access to EC-markets and fields of strategy
Industrial main groups: Investment goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	34	:	:	:	:	65	:	:	27	39	28	29
b) No difference between EC and other markets	:	63	:	:	:	:	29	:	:	48	22	53	51
c) EC-markets more difficult for us	:	2	:	:	:	:	2	:	:	7	14	13	11
d) Don't know / not applicable	:	1	:	:	:	:	4	:	:	18	25	6	9
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	39	:	:	-7	:	:	25	:	31	:
- in countries outside the EC	:	:	:	10	:	:	6	:	:	7	:	14	:
b) Investment in equipment and building													
- in home country	:	:	:	43	:	:	18	:	:	17	:	13	:
- in other EC member countries	:	:	:	:	:	:	:	:	:	12	:	13	:
- in countries outside the EC	:	:	:	2	:	:	-3	:	:	3	:	2	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	13	:	:	-3	:	:	24	:	11	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	33	:	:	23	:	:	27	:	27	:
	:	:	:	60	:	:	43	:	:	27	:	31	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.5.3

Access to EC-markets and fields of strategy
Industrial main groups: Intermediate goods

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	45	:	:	:	:	68	:	:	43	46	45	45
b) No difference between EC and other markets	:	45	:	:	:	:	17	:	:	34	22	38	36
c) EC-markets more difficult for us	:	2	:	:	:	:	1	:	:	2	8	4	4
d) Don't know / not applicable	:	8	:	:	:	:	14	:	:	20	24	13	15
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	33	:	:	23	:	:	24	:	24	:
- in other EC member countries	:	:	:	22	:	:	14	:	:	3	:	9	:
- in countries outside the EC	:	:	:		:	:		:	:		:		:
b) Investment in equipment and building	:	:	:	48	:	:	14	:	:	12	:	22	:
- in home country	:	:	:	8	:	:	3	:	:	10	:	12	:
- in other EC member countries	:	:	:	3	:	:	1	:	:	2	:	3	:
- in countries outside the EC	:	:	:		:	:		:	:		:		:
c) Size of product range	:	:	:	37	:	:	20	:	:	27	:	20	:
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:		:	:		:	:		:		:
d) Research and development	:	:	:	49	:	:	24	:	:	18	:	23	:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	64	:	:	37	:	:	31	:	33	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; somewhat more'=0.5) and those to be lower ('much less'=-1; somewhat less'=-0.5).

TABLE 5.5.4

Access to EC-markets and fields of strategy
Industrial main groups: Food, drink and tobacco industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	: 66		: :	: :	: :	: :	39	: :	: :	: :	30	41	43
b) No difference between EC and other markets	: 29		: :	: :	: :	: :	48	: :	: :	: :	11	37	36
c) EC-markets more difficult for us	: 1		: :	: :	: :	: :	4	: :	: :	: :	23	13	12
d) Don't know / not applicable	: 4		: :	: :	: :	: :	9	: :	: :	: :	26	9	9
Fields of strategy (coefficient**)													
a) Cooperation agreement(s) with companies	: :	: :	: :	43	: :	: :	31	: :	: :	: :	: :	43	: :
- in other EC member countries	: :	: :	: :	21	: :	: :	-8	: :	: :	: :	: :	1	: :
- in countries outside the EC	: :	: :	: :	59	: :	: :	28	: :	: :	: :	: :	5	: :
b) Investment in equipment and building	: :	: :	: :	5	: :	: :	7	: :	: :	: :	: :	20	: :
- in home country	: :	: :	: :	5	: :	: :	-1	: :	: :	: :	: :	:	: :
- in other EC member countries	: :	: :	: :	57	: :	: :	52	: :	: :	: :	: :	20	: :
- in countries outside the EC	: :	: :	: :	51	: :	: :	54	: :	: :	: :	: :	13	: :
c) Size of product range	: :	: :	: :	46	: :	: :	48	: :	: :	: :	: :	21	: :
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	: :	: :	: :		: :	: :		: :	: :	: :	: :		: :
d) Research and development	: :	: :	: :		: :	: :		: :	: :	: :	: :		: :
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	: :	: :	: :		: :	: :		: :	: :	: :	: :		: :

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.1

Access to EC-markets and fields of strategy
Textile industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	46	:	:	:	:	60	:	:	41	53	22	35
b) No difference between EC and other markets	:	51	:	:	:	:	29	:	:	32	20	64	47
c) EC-markets more difficult for us	:	0	:	:	:	:	11	:	:	0	11	3	5
d) Don't know / not applicable	:	3	:	:	:	:	0	:	:	27	16	11	13
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	41	:	:	16	:	:	10	:	22	:
- in other EC member countries	:	:	:	26	:	:	:	:	:	5	:	11	:
- in countries outside the EC	:	:	:	58	:	:	30	:	:	12	:	19	:
b) Investment in equipment and building	:	:	:	7	:	:	11	:	:	3	:	5	:
- in home country	:	:	:	:	:	:	11	:	:	:	:	8	:
- in other EC member countries	:	:	:	:	:	:	11	:	:	:	:	25	:
- in countries outside the EC	:	:	:	35	:	:	34	:	:	21	:	28	:
c) Size of product range	:	:	:	57	:	:	31	:	:	19	:	28	:
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	70	:	:	36	:	:	21	:	28	:
d) Research and development	:	:	:		:	:		:	:		:		:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:		:	:		:	:		:		:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.2

Access to EC-markets and fields of strategy
Footwear and clothing industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	33	:	:	:	:	42	:	:	36	64	48	48
b) No difference between EC and other markets	:	57	:	:	:	:	0	:	:	36	22	32	31
c) EC-markets more difficult for us	:	0	:	:	:	:	0	:	:	0	0	9	6
d) Don't know / not applicable	:	10	:	:	:	:	58	:	:	27	14	11	15
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	74	:	:	48	:	:	32	:	23	:
- in countries outside the EC	:	:	:	70	:	:	:	:	:	5	:	7	:
b) Investment in equipment and building													
- in home country	:	:	:	68	:	:	62	:	:	:	:	19	:
- in other EC member countries	:	:	:	5	:	:	:	:	:	9	:	4	:
- in countries outside the EC	:	:	:	3	:	:	:	:	:	5	:	1	:
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:	49	:	:	-31	:	:	23	:	18	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	76	:	:	29	:	:	23	:	27	:
	:	:	:	86	:	:	83	:	:	23	:	41	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.3

Access to EC-markets and fields of strategy
Timber and wooden furniture industries

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	36	:	:	:	:	0	:	:	37	61	50	46
b) No difference between EC and other markets	:	43	:	:	:	:	65	:	:	37	6	23	26
c) EC-markets more difficult for us	:	3	:	:	:	:	0	:	:	5	6	4	4
d) Don't know / not applicable	:	18	:	:	:	:	35	:	:	21	27	23	24
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	34	:	:	:	:	:	30	:	45	:
- in countries outside the EC	:	:	:	42	:	:	:	:	:	:	:	24	:
b) Investment in equipment and building													
- in home country	:	:	:	17	:	:	35	:	:	13	:	18	:
- in other EC member countries	:	:	:	:	:	:	:	:	:	-5	:	22	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	17	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	34	:	:	-18	:	:	16	:	23	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	50	:	:	18	:	:	16	:	30	:
	:	:	:	34	:	:	18	:	:	24	:	28	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.4

Access to EC-markets and fields of strategy
Manufacture of paper and paper products, printing and publishing

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	28	:	:	:	:	75	:	:	22	41	53	46
b) No difference between EC and other markets	:	18	:	:	:	:	7	:	:	47	23	30	31
c) EC-markets more difficult for us	:	0	:	:	:	:	0	:	:	3	2	2	2
d) Don't know / not applicable	:	54	:	:	:	:	18	:	:	28	34	16	21
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	44	:	:	-4	:	:	23	:	24	:
- in countries outside the EC	:	:	:	2	:	:	6	:	:	8	:	7	:
b) Investment in equipment and building													
- in home country	:	:	:	54	:	:	6	:	:	16	:	29	:
- in other EC member countries	:	:	:	:	:	:	-1	:	:	10	:	16	:
- in countries outside the EC	:	:	:	2	:	:	-4	:	:	:	:	-2	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	51	:	:	12	:	:	20	:	31	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	54	:	:	18	:	:	11	:	34	:
	:	:	:	72	:	:	20	:	:	30	:	49	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.5

Access to EC-markets and fields of strategy
Leather and leather goods industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	8	:	:	:	:	:	:	:	67	40	30	34
b) No difference between EC and other markets	:	92	:	:	:	:	:	:	:	0	20	70	56
c) EC-markets more difficult for us	:	0	:	:	:	:	:	:	:	0	0	0	0
d) Don't know / not applicable	:	0	:	:	:	:	:	:	:	33	40	0	10
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	:	:	:	:	:	:	34	:	10	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	17	:	5	:
b) Investment in equipment and building													
- in home country	:	:	:	:	:	:	:	:	:	67	:	10	:
- in other EC member countries	:	:	:	:	:	:	:	:	:	17	:	:	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	:	:
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:	:	:	:	:	:	:	34	:	10	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	:	:	:	:	:	:	50	:	35	:
	:	:	:	:	:	:	:	:	:	67	:	40	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.6

Access to EC-markets and fields of strategy
Processing of plastics

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	50	:	:	:	:	26	:	:	25	62	60	54
b) No difference between EC and other markets	:	38	:	:	:	:	74	:	:	38	15	21	25
c) EC-markets more difficult for us	:	12	:	:	:	:	0	:	:	13	8	0	3
d) Don't know / not applicable	:	0	:	:	:	:	0	:	:	25	15	19	18
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	63	:	:	37	:	:	44	:	16	:
- in countries outside the EC	:	:	:	21	:	:	:	:	:	:	:	8	:
b) Investment in equipment and building													
- in home country	:	:	:	80	:	:	20	:	:	25	:	36	:
- in other EC member countries	:	:	:	29	:	:	37	:	:	20	:	5	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	:	:
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:	71	:	:	23	:	:	63	:	25	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	86	:	:	70	:	:	26	:	26	:
	:	:	:	82	:	:	60	:	:	44	:	38	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.7

Access to EC-markets and fields of strategy
Mineral oil refining

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	0	:	:	:	:	:	:	:	100	:	27	37
b) No difference between EC and other markets	:	55	:	:	:	:	:	:	:	0	:	73	61
c) EC-markets more difficult for us	:	0	:	:	:	:	:	:	:	0	:	0	0
d) Don't know / not applicable	:	45	:	:	:	:	:	:	:	0	:	0	2
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	:	:	:	:	:	:	100	:	49	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	100	:	:	:
b) Investment in equipment and building													
- in home country	:	:	:	50	:	:	:	:	:	:	:	11	:
- in other EC member countries	:	:	:	:	:	:	:	:	:	:	:	11	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	:	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	:	:	:	:	:	:	50	:	11	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	:	:	:	:	:	:	50	:	2	:
	:	:	:	50	:	:	:	:	:	:	:	18	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.8

Access to EC-markets and fields of strategy
Production and preliminary processing of metals

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	: 36	: 50	: 50	: 50	: 50	: 50	: 50	: 50	: 50	: 50	: 50	: 50	: 50
b) No difference between EC and other markets	: 64	: 64	: 64	: 64	: 64	: 64	: 64	: 64	: 64	: 64	: 64	: 64	: 64
c) EC-markets more difficult for us	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0
d) Don't know / not applicable	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0	: 0
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	: 21	: 21	: 21	: 21	: 21	: 21	: 21	: 21	: 21	: 21	: 21	: 21	: 21
- in countries outside the EC	: 75	: 75	: 75	: 75	: 75	: 75	: 75	: 75	: 75	: 75	: 75	: 75	: 75
b) Investment in equipment and building													
- in home country	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29
- in other EC member countries	: 13	: 13	: 13	: 13	: 13	: 13	: 13	: 13	: 13	: 13	: 13	: 13	: 13
- in countries outside the EC	: 4	: 4	: 4	: 4	: 4	: 4	: 4	: 4	: 4	: 4	: 4	: 4	: 4
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29	: 29
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	: 18	: 18	: 18	: 18	: 18	: 18	: 18	: 18	: 18	: 18	: 18	: 18	: 18
	: 23	: 23	: 23	: 23	: 23	: 23	: 23	: 23	: 23	: 23	: 23	: 23	: 23

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.9

Access to EC-markets and fields of strategy
Manufacture of non-metallic mineral products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	33	:	:	:	:	47	:	:	33	43	41	39
b) No difference between EC and other markets	:	49	:	:	:	:	33	:	:	44	29	17	24
c) EC-markets more difficult for us	:	3	:	:	:	:	0	:	:	0	8	12	9
d) Don't know / not applicable	:	15	:	:	:	:	21	:	:	22	20	31	28
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	40	:	:	50	:	:	28	:	13	:
- in countries outside the EC	:	:	:	16	:	:	47	:	:	11	:	9	:
b) Investment in equipment and building													
- in home country	:	:	:	31	:	:	11	:	:	11	:	21	:
- in other EC member countries	:	:	:	22	:	:	:	:	:	6	:	6	:
- in countries outside the EC	:	:	:	15	:	:	:	:	:	:	:	5	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	29	:	:	23	:	:	6	:	17	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	41	:	:	46	:	:	17	:	27	:
	:	:	:	60	:	:	46	:	:	33	:	24	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.10

Access to EC-markets and fields of strategy
Chemical industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	51	:	:	:	:	83	:	:	53	40	59	58
b) No difference between EC and other markets	:	43	:	:	:	:	5	:	:	37	17	33	32
c) EC-markets more difficult for us	:	1	:	:	:	:	0	:	:	0	6	3	2
d) Don't know / not applicable	:	5	:	:	:	:	11	:	:	11	37	5	8
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	30	:	:	13	:	:	32	:	25	:
- in countries outside the EC	:	:	:	43	:	:	3	:	:	2	:	17	:
b) Investment in equipment and building													
- in home country	:	:	:	58	:	:	10	:	:	13	:	18	:
- in other EC member countries	:	:	:	1	:	:	1	:	:	18	:	12	:
- in countries outside the EC	:	:	:	2	:	:	:	:	:	6	:	-1	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	44	:	:	13	:	:	45	:	28	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	55	:	:	10	:	:	29	:	21	:
	:	:	:	77	:	:	29	:	:	40	:	39	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.11

Access to EC-markets and fields of strategy
Man-made fibres industry

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)	:	:	:	:	:	:	100	:	:	100	50	100	92
a) EC-markets easier for us	:	:	:	:	:	:	0	:	:	0	25	0	4
b) No difference between EC and other markets	:	:	:	:	:	:	0	:	:	0	25	0	4
c) EC-markets more difficult for us	:	:	:	:	:	:	0	:	:	0	0	0	0
d) Don't know / not applicable	:	:	:	:	:	:	0	:	:	0	0	0	0
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	:	:	:	50	:	:	25	:	3	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	3	:
b) Investment in equipment and building													
- in home country	:	:	:	:	:	:	100	:	:	50	:	3	:
- in other EC member countries	:	:	:	:	:	:	:	:	:	:	:	3	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	3	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement, (+) or specialization (-))	:	:	:	:	:	:	100	:	:	-25	:	2	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	:	:	:	100	:	:	50	:	5	:
	:	:	:	:	:	:	100	:	:	50	:	5	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.12

Access to EC-markets and fields of strategy
Manufacture of metal articles

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	40	:	:	:	:	100	:	:	25	43	16	22
b) No difference between EC and other markets	:	47	:	:	:	:	0	:	:	39	30	53	48
c) EC-markets more difficult for us	:	4	:	:	:	:	0	:	:	8	16	12	11
d) Don't know / not applicable	:	9	:	:	:	:	0	:	:	28	11	19	19
Fields of strategy (coefficient#)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	33	:	:	:	:	:	19	:	28	:
- in countries outside the EC	:	:	:	5	:	:	:	:	:	4	:	5	:
b) Investment in equipment and building													
- in home country	:	:	:	35	:	:	50	:	:	12	:	16	:
- in other EC member countries	:	:	:	5	:	:	:	:	:	13	:	9	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	1	:	1	:
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:	36	:	:	100	:	:	20	:	26	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	62	:	:	100	:	:	16	:	32	:
	:	:	:	63	:	:	100	:	:	28	:	27	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.13

Access to EC-markets and fields of strategy
Mechanical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	25	:	:	:	:	55	:	:	28	47	34	33
b) No difference between EC and other markets	:	71	:	:	:	:	45	:	:	49	20	50	51
c) EC-markets more difficult for us	:	2	:	:	:	:	0	:	:	8	10	12	11
d) Don't know / not applicable	:	2	:	:	:	:	0	:	:	15	23	4	5
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	79	:	:	52	:	:	25	:	26	:
- in countries outside the EC	:	:	:	15	:	:	3	:	:	2	:	13	:
b) Investment in equipment and building													
- in home country	:	:	:	57	:	:	35	:	:	21	:	13	:
- in other EC member countries	:	:	:	:	:	:	18	:	:	10	:	11	:
- in countries outside the EC	:	:	:	:	:	:	-11	:	:	3	:	3	:
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:	15	:	:	24	:	:	35	:	20	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	60	:	:	26	:	:	35	:	25	:
	:	:	:	88	:	:	31	:	:	32	:	31	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.14

Access to EC-markets and fields of strategy
Manufacture of office machinery and data-processing machinery

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	79	:	:	:	:	70	:	:	25	0	71	66
b) No difference between EC and other markets	:	21	:	:	:	:	23	:	:	50	0	14	20
c) EC-markets more difficult for us	:	0	:	:	:	:	2	:	:	0	100	0	0
d) Don't know / not applicable	:	0	:	:	:	:	5	:	:	25	0	14	14
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	:	:	:	-26	:	:	13	:	:	:
- in countries outside the EC	:	:	:	:	:	:	2	:	:	25	:	:	:
b) Investment in equipment and building													
- in home country	:	:	:	:	:	:	12	:	:	13	:	7	:
- in other EC member countries	:	:	:	:	:	:	-5	:	:	38	:	:	:
- in countries outside the EC	:	:	:	:	:	:	-2	:	:	25	:	:	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	:	:	:	-29	:	:	38	:	-7	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	:	:	:	1	:	:	25	:	-7	:
	:	:	:	:	:	:	36	:	:	50	:	15	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.15

Access to EC-markets and fields of strategy
Electrical engineering

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	40	:	:	:	:	16	:	:	26	56	26	28
b) No difference between EC and other markets	:	57	:	:	:	:	40	:	:	51	19	62	58
c) EC-markets more difficult for us	:	3	:	:	:	:	4	:	:	3	11	8	7
d) Don't know / not applicable	:	0	:	:	:	:	40	:	:	20	14	3	7
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	60	:	:	7	:	:	26	:	41	:
- in other EC member countries	:	:	:	3	:	:	2	:	:	13	:	27	:
- in countries outside the EC	:	:	:	62	:	:	10	:	:	20	:	18	:
b) Investment in equipment and building	:	:	:	:	:	:	5	:	:	9	:	26	:
- in home country	:	:	:	6	:	:	-1	:	:	5	:	2	:
- in other EC member countries	:	:	:	9	:	:	27	:	:	20	:	:	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	:	:
c) Size of product range	:	:	:	:	:	:	:	:	:	:	:	:	:
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	70	:	:	27	:	:	29	:	37	:
d) Research and development	:	:	:	67	:	:	31	:	:	22	:	49	:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	:	:	:	:	:	:	:	:	:	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.16

Access to EC-markets and fields of strategy
Manufacture of motor-vehicles, motor-vehicle parts and accessories

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	35	:	:	:	:	:	:	:	50	33	71	67
b) No difference between EC and other markets	:	65	:	:	:	:	:	:	:	17	17	7	9
c) EC-markets more difficult for us	:	0	:	:	:	:	:	:	:	17	8	12	12
d) Don't know / not applicable	:	0	:	:	:	:	:	:	:	17	42	10	12
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	67	:	:	:	:	:	34	:	14	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	9	:	2	:
b) Investment in equipment and building													
- in home country	:	:	:	17	:	:	:	:	:	25	:	20	:
- in other EC member countries	:	:	:	:	:	:	:	:	:	:	:	18	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	1	:
c) Size of product range													
- number of products/product-variants within the product range (enlargement (+) or specialization (-))	:	:	:	1	:	:	:	:	:	17	:	7	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	50	:	:	:	:	:	34	:	17	:
	:	:	:	67	:	:	:	:	:	17	:	45	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.17

Access to EC-markets and fields of strategy
Manufacture of other means of transport

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	34	:	:	:	:	:	:	:	21	29	11	15
b) No difference between EC and other markets	:	66	:	:	:	:	:	:	:	50	36	59	56
c) EC-markets more difficult for us	:	0	:	:	:	:	:	:	:	7	14	30	24
d) Don't know / not applicable	:	0	:	:	:	:	:	:	:	21	21	0	5
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	28	:	:	:	:	:	29	:	19	:
- in countries outside the EC	:	:	:	17	:	:	:	:	:	11	:	:	:
b) Investment in equipment and building													
- in home country	:	:	:	50	:	:	:	:	:	29	:	11	:
- in other EC member countries	:	:	:	:	:	:	:	:	:	7	:	4	:
- in countries outside the EC	:	:	:	:	:	:	:	:	:	:	:	:	:
c) Size of product range													
- number of products/product- variants within the product- range (enlargement (+) or specialization (-))	:	:	:	1	:	:	:	:	:	18	:	5	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	17	:	:	:	:	:	22	:	17	:
	:	:	:	55	:	:	:	:	:	25	:	14	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; somewhat more'=0.5) and those to be lower ('much less'=-1; somewhat less'=-0.5).

TABLE 5.6.18

Access to EC-markets and fields of strategy
Manufacture of rubber products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	91	:	:	:	:	52	:	:	67	50	50	52
b) No difference between EC and other markets	:	0	:	:	:	:	48	:	:	33	17	18	19
c) EC-markets more difficult for us	:	0	:	:	:	:	0	:	:	0	17	0	1
d) Don't know / not applicable	:	9	:	:	:	:	0	:	:	0	16	32	28
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies													
- in other EC member countries	:	:	:	:	:	:	10	:	:	34	:	25	:
- in countries outside the EC	:	:	:	:	:	:	5	:	:	:	:	22	:
b) Investment in equipment and building													
- in home country	:	:	:	:	:	:	3	:	:	17	:	54	:
- in other EC member countries	:	:	:	:	:	:	13	:	:	17	:	19	:
- in countries outside the EC	:	:	:	:	:	:	16	:	:	17	:	3	:
c) Size of product range													
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	50	:	:	13	:	:	34	:	32	:
d) Research and development													
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	:	:	:	16	:	:	34	:	35	:
	:	:	:	50	:	:	18	:	:	34	:	63	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

TABLE 5.6.19

Access to EC-markets and fields of strategy
Manufacture of rubber products

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Access to EC-markets (% share of companies)													
a) EC-markets easier for us	:	72	:	:	:	:	69	:	:	33	50	41	44
b) No difference between EC and other markets	:	28	:	:	:	:	31	:	:	56	0	50	48
c) EC-markets more difficult for us	:	0	:	:	:	:	0	:	:	0	50	4	3
d) Don't know / not applicable	:	0	:	:	:	:	0	:	:	11	0	4	5
Fields of strategy (coefficient*)													
a) Cooperation agreement(s) with companies	:	:	:	:	:	:	0	:	:	+28	:	+48	:
- in other EC member countries	:	:	:	:	:	:	+35	:	:	+22	:	+16	:
- in countries outside the EC	:	:	:	:	:	:		:	:		:		:
b) Investment in equipment and building	:	:	:	:	:	:	+4	:	:	+11	:	+27	:
- in home country	:	:	:	:	:	:	-4	:	:	0	:	+27	:
- in other EC member countries	:	:	:	:	:	:	-4	:	:	+6	:	+9	:
- in countries outside the EC	:	:	:	:	:	:		:	:		:		:
c) Size of product range	:	:	:	:	:	:	+13	:	:	+22	:	+35	:
- number of products/product- variants within the product range (enlargement (+) or specialization (-))	:	:	:	:	:	:		:	:		:		:
d) Research and development	:	:	:	:	:	:	+47	:	:	0	:	+39	:
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	:	:	:	:	:	:	+50	:	:	+22	:	+44	:

* The coefficient is calculated as difference of share of companies considering the requirements to be higher ('much more'=1; 'somewhat more'=0.5) and those to be lower ('much less'=-1; 'somewhat less'=-0.5).

Annex (III)

Tables 6

TABLE 6.A.1

Removal of barriers / Coefficient of importance*
Differences in national standards and regulations (technical, safety, environment, etc.)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Total industry	63	47	49	46	46	49	55	60	60	39	58	48	51
Less than 50 persons employed (tot.ind)	44	45	38	49	42	41	30	74	:	42	56	:	48
50 to 199 persons employed (tot.ind.)	47	39	46	59	45	46	44	59	:	40	56	46	49
200 to 499 persons employed (tot.ind.)	59	52	50	38	47	45	68	62	:	48	60	46	51
500 to 999 persons employed (tot.ind.)	46	:	55	52	51	46	64	59	:	:	58	48	52
1000 or more persons employed (tot.ind.)	73	:	55	43	58	58	36	54	:	:	63	51	56
Expt.share world less than 10% (tot.ind.)	44	29	44	41	45	51	36	64	:	34	59	32	47
Expt.share world 11 to 30% (tot.ind.)	63	41	47	52	53	48	37	53	:	35	62	64	52
Expt.share world 31% or more (tot.ind.)	67	56	55	47	45	58	64	59	:	53	54	42	54
Expt.share EUR less than 10% (tot.ind.)	74	32	45	44	43	50	47	62	:	39	58	36	49
Expt.share EUR 11% to 30% (tot.ind.)	61	48	52	41	48	57	68	54	:	43	63	50	53
Expt.share EUR 31% or more (tot.ind.)	66	64	52	51	50	47	55	68	:	50	52	45	53
Prod.or sales act. in other EUR states	70	53	56	52	56	54	64	59	:	55	61	50	56
No prod.or sales act. in other EUR states	37	26	45	34	43	50	35	63	:	28	56	44	48

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.B.1

Removal of barriers / Coefficient of importance*
Differences in national standards and regulations (technical, safety, environment, etc.)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Ind.main grps: Consumer goods (excl. IV	72	35	39	48	44	70	12	58	:	33	63	52	52
II Ind.main grps: Investment goods	79	62	59	58	51	56	83	77	:	44	61	53	59
III Ind.main grps: Intermediate good	58	40	44	47	43	46	38	51	:	41	56	41	45
IV Ind.main grps: Food, drink and tobacco	48	43	47	34	51	:	66	71	:	:	54	40	52
Textile industry	28	36	30	44	34	33	44	44	:	35	62	28	38
Footware and clothing industry	76	26	29	41	46	27	21	47	:	14	62	17	37
Timber and wooden furniture industries	38	23	38	25	50	29	0	58	:	24	56	42	44
Manuf. of paper... , prnt. and publish.	32	26	33	41	25	48	8	49	:	14	48	28	35
Leather and leather goods industry	:	27	22	:	52	58	:	62	:	67	60	30	51
Processing of plastics	47	42	51	58	44	28	34	56	:	38	50	44	47
Mineral oil refining	77	53	:	0	67	0	:	73	:	100	:	22	37
Prod. and prelim. proc. of metals	74	52	48	71	34	22	50	44	:	25	71	38	41
Manuf. of non-metallic mineral products	67	33	41	30	52	68	4	67	:	39	56	50	56
Chemical industry	81	76	63	35	47	63	57	43	:	71	53	68	60
Man-made fibres industry	43	:	:	:	25	15	0	46	:	75	50	0	31
Manufacture of metal articles	22	46	45	44	43	53	100	63	:	35	66	47	50
Mechanical engineering	62	72	63	20	56	60	70	80	:	48	60	56	63
Manuf. of office and data-proc. mach.	47	100	:	:	50	51	80	7	:	50	50	30	41
Electrical engineering	98	56	67	44	62	65	14	90	:	46	59	54	66
Manuf. of motor-veh., parts and access.	72	79	65	83	59	79	:	60	:	59	59	71	68
Manufacture of other means of transport	40	32	43	56	42	54	:	69	:	43	61	61	55
Manufacture of rubber products	100	5	:	50	70	46	14	17	:	50	67	72	50
Precision engineering, optics etc.	30	89	60	:	50	33	81	47	:	11	25	36	50

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.A.2

Removal of barriers / Coefficient of importance*
Restrictions on open competition for government procurement

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Total industry	43	19	24	27	33	26	32	63	15	19	62	32	35
Less than 50 persons employed (tot.ind)	39	15	19	37	31	25	20	43	:	23	46	:	29
50 to 199 persons employed (tot.ind.)	24	18	24	43	33	24	25	58	:	15	63	22	31
200 to 499 persons employed (tot.ind.)	23	21	25	32	34	22	43	60	:	27	65	22	33
500 to 999 persons employed (tot.ind.)	21	:	27	28	34	19	35	55	:	:	71	31	33
1000 or more persons employed (tot.ind.)	58	:	29	16	45	32	0	53	:	:	52	43	40
Expt.share world less than 10% (tot.ind.)	22	17	22	22	33	24	30	52	:	18	58	12	28
Expt.share world 11 to 30% (tot.ind.)	34	20	25	47	39	27	16	57	:	21	58	19	33
Expt.share world 31% or more (tot.ind.)	48	22	26	21	37	31	34	49	:	21	68	36	35
Expt.share EUR less than 10% (tot.ind.)	35	17	23	30	31	32	33	60	:	21	57	25	34
Expt.share EUR 11% to 30% (tot.ind.)	72	22	27	39	35	28	15	54	:	25	66	25	35
Expt.share EUR 31% or more (tot.ind.)	43	23	23	15	48	19	37	48	:	18	72	13	29
Prod.or sales act. in other EUR states	49	21	29	28	36	29	33	53	:	23	69	32	35
No prod.or sales act. in other EUR states	31	16	21	26	34	27	25	60	:	15	59	29	33

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6. B. 2

Removal of barriers / Coefficient of importance*
Restrictions on open competition for government procurement

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Ind. main grps: Consumer goods (excl. IV	51	16	22	34	31	10	5	59	:	11	65	31	30
II Ind. main grps: Investment goods	61	27	29	9	33	48	53	59	:	25	60	55	43
III Ind. main grps: Intermediate good	41	17	21	30	35	22	32	59	:	18	61	18	31
IV Ind. main grps: Food, drink and tobacco	8	13	14	26	34	:	23	64	:	:	59	1	26
Textile industry	51	27	27	38	27	26	5	54	:	12	73	11	38
Footwear and clothing industry	46	20	15	21	29	15	12	50	:	5	58	13	30
Timber and wooden furniture industries	6	11	24	26	51	19	0	57	:	13	64	15	35
Manuf. of paper..., print. and publish.	14	3	19	33	35	21	5	57	:	11	55	27	28
Leather and leather goods industry	:	0	14	:	43	33	:	81	:	33	30	10	51
Processing of plastics	17	10	24	18	36	13	33	65	:	25	66	9	29
Mineral oil refining	9	0	:	0	50	0	:	95	:	50	:	3	29
Prod. and prelim. proc. of metals	73	16	18	9	33	29	50	21	:	25	65	15	30
Manuf. of non-metallic mineral products	16	23	21	25	33	20	3	65	:	22	52	18	31
Chemical industry	15	31	26	46	32	31	48	81	:	3	61	41	39
Man-made fibres industry	43	:	:	:	13	0	0	0	:	25	75	42	18
Manufacture of metal articles	53	27	26	39	39	20	0	50	:	23	67	20	30
Mechanical engineering	36	17	29	41	32	28	21	49	:	29	54	35	34
Manuf. of office and data-proc. mach.	0	100	33	:	100	69	61	50	:	50	50	41	59
Electrical engineering	80	25	33	28	32	49	45	73	:	20	56	74	50
Manuf. of motor-veh., parts and access.	63	37	16	0	40	9	:	55	:	34	71	32	25
Manufacture of other means of transport	80	37	29	6	38	49	:	54	:	33	61	83	53
Manufacture of rubber products	0	50	:	0	48	20	42	22	:	50	59	50	33
Precision engineering, optics etc.	0	28	35	:	0	21	72	44	:	0	75	57	37

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.A.3

Removal of barriers / Coefficient of importance*
Administrative barriers (excessive customs formalities)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Total industry	64	37	46	77	65	40	58	65	95	48	75	47	51
Less than 50 persons employed (tot. ind.)	78	37	43	86	62	46	28	61	:	44	65	:	52
50 to 199 persons employed (tot. ind.)	57	35	49	81	69	43	63	64	:	51	73	40	51
200 to 499 persons employed (tot. ind.)	62	38	45	85	66	40	71	68	:	55	77	44	52
500 to 999 persons employed (tot. ind.)	58	:	49	71	73	45	48	72	:	:	81	38	55
1000 or more persons employed (tot. ind.)	65	:	42	70	72	42	51	62	:	:	81	60	53
Expt. share world less than 10% (tot. ind.)	61	26	42	77	67	39	48	70	:	48	72	28	48
Expt. share world 11 to 30% (tot. ind.)	53	27	48	71	74	41	47	56	:	53	69	49	52
Expt. share world 31% or more (tot. ind.)	64	44	50	80	64	46	64	69	:	59	81	48	55
Expt. share EUR less than 10% (tot. ind.)	57	29	43	77	63	39	43	67	:	51	72	37	50
Expt. share EUR 11% to 30% (tot. ind.)	39	37	49	72	71	44	61	56	:	54	74	51	52
Expt. share EUR 31% or more (tot. ind.)	70	47	50	77	78	47	71	69	:	60	84	50	57
Prod. or sales act. in other EUR states	65	41	49	82	78	45	65	65	:	59	76	51	56
No prod. or sales act. in other EUR states	51	23	45	68	63	36	46	64	:	40	74	41	49

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6. B. 3

Removal of barriers / Coefficient of importance*
Administrative barriers (excessive customs formalities)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Ind. main grps: Consumer goods (excl. IV	73	45	48	84	68	45	34	66	:	42	84	65	57
II Ind. main grps: Investment goods	54	31	44	74	61	47	67	63	:	46	73	37	48
III Ind. main grps: Intermediate good	62	33	41	75	67	39	53	64	:	50	73	41	50
IV Ind. main grps: Food, drink and tobacco	64	47	55	79	59	:	69	65	:	:	68	51	58
Textile industry	65	49	59	91	72	53	52	75	:	48	82	62	67
Footwear and clothing industry	87	53	49	93	69	52	60	73	:	54	86	59	64
Timber and wooden furniture industries	64	27	43	58	68	27	35	59	:	37	75	40	49
Manuf. of paper..., prnt. and publish.	77	39	40	80	72	45	25	66	:	36	69	54	52
Leather and leather goods industry	:	50	40	:	79	41	:	77	:	67	50	80	67
Processing of plastics	54	16	47	69	73	32	67	49	:	50	74	24	43
Mineral oil refining	97	28	:	100	84	50	:	100	:	100	:	43	69
Prod. and prelim. proc. of metals	76	25	61	79	65	11	25	60	:	50	62	27	49
Manuf. of non-metallic mineral products	38	15	39	66	59	33	17	70	:	33	68	44	48
Chemical industry	52	58	45	68	69	54	69	38	:	64	74	62	53
Man-made fibres industry	57	:	:	:	63	0	50	54	:	100	88	87	63
Manufacture of metal articles	40	36	38	78	59	35	100	61	:	33	87	33	44
Mechanical engineering	54	42	49	100	61	40	80	67	:	56	70	36	49
Manuf. of office and data-proc. mach.	88	100	45	:	100	74	51	44	:	88	100	37	61
Electrical engineering	71	22	45	75	74	34	38	65	:	49	73	41	49
Manuf. of motor-veh., parts and access.	83	62	43	67	63	47	:	57	:	59	76	78	53
Manufacture of other means of transport	56	11	22	73	84	33	:	64	:	40	79	31	42
Manufacture of rubber products	100	55	:	100	90	45	65	82	:	50	59	50	66
Precision engineering, optics etc.	30	40	46	:	100	34	97	92	:	73	50	37	52

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.A.4

Removal of barriers / Coefficient of importance*
Physical frontier delays and costs

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Total industry	61	31	38	68	64	32	48	62	55	43	68	35	45
Less than 50 persons employed (tot.ind)	83	32	35	76	58	41	28	59	:	40	68	:	47
50 to 199 persons employed (tot.ind.)	59	33	42	69	68	40	60	58	:	48	65	33	47
200 to 499 persons employed (tot.ind.)	59	31	35	68	67	35	51	61	:	46	72	39	46
500 to 999 persons employed (tot.ind.)	52	:	40	60	67	37	28	65	:	:	62	38	48
1000 or more persons employed (tot.ind.)	58	:	36	75	75	32	66	56	:	:	73	35	45
Expt.share world less than 10% (tot.ind.)	56	26	35	65	67	33	46	62	:	44	66	22	43
Expt.share world 11 to 30% (tot.ind.)	40	24	42	70	71	35	40	54	:	52	68	35	45
Expt.share world 31% or more (tot.ind.)	58	34	40	71	65	34	50	61	:	50	70	40	47
Expt.share EUR less than 10% (tot.ind.)	53	23	36	66	62	37	29	59	:	49	67	30	44
Expt.share EUR 11% to 30% (tot.ind.)	22	29	43	72	74	30	61	55	:	52	67	34	45
Expt.share EUR 31% or more (tot.ind.)	66	40	37	71	78	36	57	56	:	51	71	46	48
Prod.or sales act. in other EUR states	59	34	41	66	74	34	51	58	:	54	69	37	47
No prod.or sales act. in other EUR states	50	21	38	73	62	31	40	62	:	35	68	33	44

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.B.4

Removal of barriers / Coefficient of importance*
Physical frontier delays and costs

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Ind.main grps: Consumer goods (excl.IV	71	37	41	66	68	22	41	60	:	39	77	51	46
II Ind.main grps: Investment goods	38	19	35	72	58	38	34	61	:	45	62	20	38
III Ind.main grps: Intermediate good	59	34	33	69	66	35	54	63	:	46	69	36	46
IV Ind.main grps: Food, drink and tobacco	56	44	49	68	54	:	59	64	:	:	56	39	52
Textile industry	80	48	48	91	68	38	57	70	:	53	74	53	61
Footwear and clothing industry	83	36	45	78	63	48	60	54	:	41	75	57	54
Timber and wooden furniture industries	83	26	41	58	70	33	35	59	:	22	60	32	49
Manuf. of paper... , prnt. and publish.	82	38	33	36	69	48	25	66	:	26	63	55	49
Leather and leather goods industry	:	50	40	:	91	60	:	71	:	67	60	75	68
Processing of plastics	69	23	40	52	77	11	84	66	:	57	81	36	44
Mineral oil refining	94	41	:	50	100	50	:	85	:	100	:	21	62
Prod. and prelim. proc. of metals	71	19	39	58	64	5	50	72	:	63	62	23	44
Manuf. of non-metallic mineral products	25	19	36	57	61	37	31	61	:	44	72	38	44
Chemical industry	51	35	38	75	72	52	67	40	:	58	69	58	50
Man-made fibres industry	57	:	:	:	63	0	50	100	:	100	75	87	73
Manufacture of metal articles	38	35	30	67	59	30	100	53	:	33	80	28	37
Mechanical engineering	43	19	37	81	62	28	83	57	:	56	64	28	39
Manuf. of office and data-proc. mach.	54	100	:	72	50	70	8	94	:	63	100	23	57
Electrical engineering	53	15	38	72	80	31	33	68	:	43	66	23	42
Manuf. of motor-veh., parts and access.	77	55	32	67	62	15	:	53	:	42	67	38	35
Manufacture of other means of transport	17	11	29	73	89	23	:	49	:	32	54	2	31
Manufacture of rubber products	100	100	34	100	64	50	63	90	:	34	67	19	58
Precision engineering, optics etc.	30	33	34	:	50	27	25	79	:	17	50	23	37

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.A.5

Removal of barriers / Coefficient of importance*
Differences in Value added tax (VAT) and sales taxes

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Total industry	32	20	32	59	45	37	34	47	20	18	40	20	35
Less than 50 persons employed (tot.ind.)	49	19	30	75	47	46	56	42	:	19	43	:	40
50 to 199 persons employed (tot.ind.)	21	22	31	67	47	41	34	47	:	18	40	14	34
200 to 499 persons employed (tot.ind.)	31	20	34	61	43	34	46	44	:	24	40	18	34
500 to 999 persons employed (tot.ind.)	30	:	31	51	42	33	22	51	:	:	33	12	34
1000 or more persons employed (tot.ind.)	39	:	35	59	64	40	49	62	:	:	40	39	45
Expt.share world less than 10% (tot.ind.)	34	17	31	58	48	40	36	46	:	18	40	19	36
Expt.share world 11 to 30% (tot.ind.)	22	15	35	56	44	37	39	72	:	23	35	13	38
Expt.share world 31% or more (tot.ind.)	37	23	32	62	60	39	32	42	:	21	40	14	36
Expt.share EUR less than 10% (tot.ind.)	22	14	33	61	44	35	23	46	:	17	40	16	33
Expt.share EUR 11% to 30% (tot.ind.)	18	22	32	54	48	44	43	68	:	24	39	17	40
Expt.share EUR 31% or more (tot.ind.)	41	24	31	57	50	31	38	34	:	20	41	6	30
Prod.or sales act. in other EUR states	37	22	35	64	48	37	32	55	:	22	37	21	38
No prod.or sales act. in other EUR states	27	15	32	51	44	43	37	50	:	16	41	18	36

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.B.5

Removal of barriers / Coefficient of importance*
Differences in Value added tax (VAT) and sales taxes

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Ind.main grps: Consumer goods (excl.IV	55	24	36	81	47	76	43	52	:	19	42	30	48
II Ind.main grps: Investment goods	11	13	32	36	43	32	19	42	:	16	38	10	28
III Ind.main grps: Intermediate good	38	11	27	62	46	31	30	46	:	21	39	10	30
IV Ind.main grps: Food,drink and tobacco	21	38	35	56	38	:	45	55	:	:	39	44	42
Textile industry	48	28	42	69	49	37	21	57	:	17	49	19	46
Footware and clothing industry	23	16	40	55	69	53	41	44	:	18	36	25	44
Timber and wooden furniture industries	13	24	25	42	46	40	35	45	:	17	39	16	34
Manuf.of paper... , prnt. and publish.	44	18	30	56	33	44	16	65	:	14	40	17	35
Leather and leather goods industry	:	3	52	:	53	43	:	63	:	17	30	45	54
Processing of plastics	49	8	32	64	55	15	27	40	:	44	39	13	30
Mineral oil refining	69	45	:	50	67	50	:	69	:	100	:	0	48
Prod. and prelim. proc. of metals	45	0	35	79	52	6	0	38	:	0	44	5	30
Manuf. of non-metallic mineral products	23	6	28	60	42	26	14	46	:	0	42	12	30
Chemical industry	35	16	38	57	44	38	41	24	:	29	36	4	30
Man-made fibres industry	0	:	:	:	38	0	50	4	:	50	25	0	22
Manufacture of metal articles	24	11	31	57	43	35	50	43	:	18	36	10	32
Mechanical engineering	4	12	33	91	44	29	16	37	:	17	35	6	26
Manuf. of office and data-proc. mach.	0	100	:	:	100	28	2	57	:	25	50	20	33
Electrical engineering	27	12	29	81	52	36	54	42	:	16	28	5	30
Manuf. of motor-veh., parts and access.	77	16	38	17	55	77	:	78	:	17	55	73	60
Manufacture of other means of transport	8	9	15	22	54	40	:	29	:	7	22	29	30
Manufacture of rubber products	50	0	:	100	45	24	71	50	:	34	34	6	33
Precision engineering, optics etc.	0	11	28	:	50	15	47	36	:	11	0	7	24

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.A.6

Removal of barriers / Coefficient of importance*
 Regulations of freight transport which increase transport costs (e.g. quotas)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Total industry	44	24	32	59	53	28	41	41	35	34	55	30	36
Less than 50 persons employed (tot. ind.)	49	23	30	47	52	35	35	52	:	27	52	:	40
50 to 199 persons employed (tot. ind.)	34	23	33	58	55	36	60	40	:	37	56	24	36
200 to 499 persons employed (tot. ind.)	35	26	34	60	53	32	51	37	:	41	57	30	36
500 to 999 persons employed (tot. ind.)	36	:	32	63	70	29	17	40	:	:	50	28	36
1000 or more persons employed (tot. ind.)	53	:	31	57	66	33	18	41	:	:	64	40	39
Expt. share world less than 10% (tot. ind.)	37	26	33	50	56	29	45	40	:	29	55	19	34
Expt. share world 11 to 30% (tot. ind.)	36	18	34	76	57	32	32	40	:	34	50	30	37
Expt. share world 31% or more (tot. ind.)	48	28	31	59	56	34	39	40	:	43	59	27	37
Expt. share EUR less than 10% (tot. ind.)	21	20	32	58	53	29	28	32	:	32	55	21	32
Expt. share EUR 11% to 30% (tot. ind.)	25	27	32	67	58	35	29	44	:	38	57	31	38
Expt. share EUR 31% or more (tot. ind.)	56	29	33	58	64	33	54	41	:	41	56	40	40
Prod. or sales act. in other EUR states	50	26	31	60	63	34	41	41	:	45	57	34	39
No prod. or sales act. in other EUR states	27	22	33	57	52	27	38	41	:	25	55	27	34

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.B.6

Removal of barriers / Coefficient of importance*
 Regulations of freight transport which increase transport costs (e.g. quotas)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Ind.main grps: Consumer goods (excl.IV	72	26	32	52	59	12	45	45	:	29	56	42	36
II Ind.main grps: Investment goods	14	16	26	50	48	35	28	41	:	35	44	22	31
III Ind.main grps: Intermediate good	52	23	44	65	55	36	52	39	:	35	57	31	40
IV Ind.main grps: Food, drink and tobacco	22	39	39	53	52	:	37	37	:	:	55	29	39
Textile industry	28	24	33	69	54	43	46	32	:	39	58	28	38
Footware and clothing industry	28	21	27	73	75	31	77	41	:	14	60	33	41
Timber and wooden furniture industries	20	24	42	42	50	37	35	41	:	19	63	21	38
Manuf. of paper... , prnt. and publish.	40	25	36	42	62	45	25	41	:	20	48	28	37
Leather and leather goods industry	:	19	20	:	67	18	:	34	:	0	30	45	35
Processing of plastics	37	22	37	71	76	7	67	54	:	51	70	26	37
Mineral oil refining	66	4	:	50	52	50	:	45	:	50	:	46	49
Prod. and prelim. proc. of metals	68	6	53	59	71	23	25	38	:	25	53	24	43
Manuf. of non-metallic mineral products	57	8	37	48	55	34	17	55	:	28	68	33	41
Chemical industry	61	28	35	74	52	55	66	27	:	58	53	54	46
Man-made fibres industry	0	:	:	:	63	0	100	46	:	50	50	0	44
Manufacture of metal articles	35	24	32	69	54	0	100	35	:	23	48	19	26
Mechanical engineering	17	11	27	91	46	23	28	39	:	42	39	26	29
Manuf. of office and data-proc. mach.	38	90	:	:	50	69	2	94	:	38	100	23	55
Electrical engineering	34	17	25	41	57	23	38	41	:	42	49	17	29
Manuf. of motor-veh., parts and access.	75	55	28	50	63	9	:	47	:	42	63	54	32
Manufacture of other means of transport	17	27	22	44	84	9	:	38	:	25	36	31	30
Manufacture of rubber products	100	55	:	100	32	32	63	46	:	34	67	25	36
Precision engineering, optics etc.	0	6	17	:	50	12	59	36	:	22	75	13	20

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.A.7

Removal of barriers / Coefficient of importance*
Restriction in the capital market (e.g. exchange controls)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Total industry	45	23	31	74	47	23	38	58	45	20	53	24	36
Less than 50 persons employed (tot.ind)	63	15	24	75	39	32	22	55	:	17	51	:	37
50 to 199 persons employed (tot.ind.)	34	18	30	66	51	32	46	53	:	22	48	17	35
200 to 499 persons employed (tot.ind.)	47	27	32	82	47	29	40	58	:	24	57	19	37
500 to 999 persons employed (tot.ind.)	41	:	39	71	51	36	31	58	:	:	55	17	41
1000 or more persons employed (tot.ind.)	42	:	33	71	65	26	50	57	:	:	60	42	42
Expt.share world less than 10% (tot.ind.)	29	18	24	74	45	24	27	60	:	15	50	14	33
Expt.share world 11 to 30% (tot.ind.)	40	36	32	73	55	30	44	52	:	19	50	14	36
Expt.share world 31% or more (tot.ind.)	43	24	39	76	55	29	40	60	:	28	59	24	41
Expt.share EUR less than 10% (tot.ind.)	19	20	25	77	44	31	30	57	:	19	51	16	33
Expt.share EUR 11% to 30% (tot.ind.)	26	29	35	61	51	23	43	52	:	18	51	22	36
Expt.share EUR 31% or more (tot.ind.)	49	27	42	74	62	35	41	59	:	29	61	29	44
Prod.or sales act. in other EUR states	42	28	37	80	58	28	36	58	:	32	55	27	40
No prod.or sales act. in other EUR states	44	15	28	63	42	30	40	54	:	11	53	20	35

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.B.7

Removal of barriers / Coefficient of importance*
Restriction in the capital market (e.g. exchange controls)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Ind.main grps: Consumer goods (excl. IV	60	23	31	81	42	19	33	60	:	16	55	28	36
II Ind.main grps: Investment goods	30	18	33	54	45	46	44	62	:	25	49	27	38
III Ind.main grps: Intermediate good	39	17	27	76	51	21	35	57	:	18	55	17	33
IV Ind.main grps: Food, drink and tobacco	41	37	27	76	47	:	37	53	:	:	49	18	37
Textile industry	80	16	31	90	50	30	78	61	:	23	58	24	48
Footwear and clothing industry	56	24	29	75	49	36	53	52	:	18	58	19	42
Timber and wooden furniture industries	66	20	29	42	36	16	35	56	:	0	49	14	36
Manuf. of paper..., prnt. and publish.	65	19	28	34	48	36	19	54	:	8	46	20	33
Leather and leather goods industry	:	28	38	:	55	27	:	64	:	17	10	35	50
Processing of plastics	44	20	30	80	47	10	27	45	:	32	57	22	30
Mineral oil refining	45	4	:	100	33	10	:	54	:	50	:	18	31
Prod. and prelim. proc. of metals	25	10	53	100	56	6	50	55	:	25	53	10	39
Manuf. of non-metallic mineral products	30	4	25	53	53	27	19	67	:	0	54	10	36
Chemical industry	39	25	36	73	47	15	42	62	:	39	58	29	37
Man-made fibres industry	75	:	:	:	50	0	0	46	:	0	75	84	44
Manufacture of metal articles	33	23	25	71	42	24	50	50	:	15	55	16	30
Mechanical engineering	25	15	41	98	43	35	62	51	:	27	46	24	37
Manuf. of office and data-proc. mach.	80	90	:	:	50	98	39	57	:	25	100	16	61
Electrical engineering	34	3	28	87	24	30	24	68	:	24	55	33	36
Manuf. of motor-veh., parts and access.	85	60	39	50	52	16	:	56	:	33	63	56	39
Manufacture of other means of transport	50	41	22	39	58	9	:	66	:	32	46	31	33
Manufacture of rubber products	50	55	:	100	79	16	13	72	:	34	50	0	42
Precision engineering, optics etc.	0	12	33	:	100	19	50	68	:	6	25	18	34

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6.A.8

Removal of barriers / Coefficient of importance*
Implementation and application of Community law (e.g. too costly and takes too long)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
Total industry	38	24	41	53	47	26	26	47	30	29	52	27	37
Less than 50 persons employed (tot.ind.)	40	19	35	50	51	33	64	39	:	26	50	:	37
50 to 199 persons employed (tot.ind.)	23	20	41	62	46	34	36	46	:	28	53	21	37
200 to 499 persons employed (tot.ind.)	32	27	43	46	50	28	34	48	:	39	52	19	38
500 to 999 persons employed (tot.ind.)	28	:	44	51	46	24	14	49	:	:	54	25	38
1000 or more persons employed (tot.ind.)	42	:	39	58	56	30	0	27	:	:	51	41	37
Expt.share world less than 10% (tot.ind.)	42	11	37	45	48	30	39	45	:	24	52	17	30
Expt.share world 11 to 30% (tot.ind.)	25	21	42	67	50	22	21	27	:	28	49	33	33
Expt.share world 31% or more (tot.ind.)	38	30	44	53	49	33	23	41	:	37	54	24	39
Expt.share EUR less than 10% (tot.ind.)	21	17	38	51	48	29	28	49	:	24	51	21	36
Expt.share EUR 11% to 30% (tot.ind.)	19	22	42	74	49	29	13	26	:	34	51	34	35
Expt.share EUR 31% or more (tot.ind.)	44	37	47	47	55	31	31	37	:	36	56	9	37
Prod.or sales act. in other EUR states	39	27	46	54	50	29	24	34	:	39	50	31	37
No prod.or sales act. in other EUR states	23	15	38	53	48	31	32	38	:	21	54	24	35

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

TABLE 6. B. 8

Removal of barriers / Coefficient of importance*
Implementation and application of Community law (e.g. too costly and takes too long)

	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK	EUR
I Ind.main grps: Consumer goods (excl.IV	55	19	39	54	52	43	38	42	:	23	60	34	41
II Ind.main grps: Investment goods	24	23	42	36	39	31	7	50	:	30	47	20	35
III Ind.main grps: Intermediate good	35	18	38	56	47	24	33	48	:	26	51	24	35
IV Ind.main grps: Food,drink and tobacco	27	37	47	53	55	:	33	50	:	:	51	41	46
Textile industry	23	20	42	47	45	21	45	48	:	21	61	28	39
Footware and clothing industry	47	17	43	33	59	23	48	36	:	14	61	21	37
Timber and wooden furniture industries	26	25	40	42	56	20	68	52	:	8	48	22	40
Manuf.of paper..., prnt. and publish.	12	7	32	51	36	28	16	52	:	13	38	28	32
Leather and leather goods industry	:	45	36	:	65	33	:	48	:	17	30	35	44
Processing of plastics	41	10	40	51	55	8	27	41	:	32	65	28	33
Mineral oil refining	50	16	:	0	50	10	:	34	:	50	:	30	27
Prod. and prelim. proc. of metals	71	19	55	79	52	16	50	48	:	25	53	7	41
Manuf. of non-metallic mineral products	37	10	35	56	44	30	2	56	:	33	49	18	37
Chemical industry	21	43	46	63	48	34	36	54	:	42	51	40	42
Man-made fibres industry	22	:	:	:	63	0	100	96	:	50	50	45	62
Manufacture of metal articles	16	16	36	57	46	26	0	43	:	19	56	17	32
Mechanical engineering	20	27	45	91	44	30	36	45	:	41	51	22	37
Manuf. of office and data-proc. mach.	38	79	42	46	0	48	2	44	:	25	50	23	35
Electrical engineering	44	16	47	50	48	32	46	56	:	39	45	18	39
Manuf. of motor-veh., parts and access.	61	36	36	22	47	4	:	17	:	43	58	45	44
Manufacture of other means of transport	1	26	36	100	57	4	:	53	:	22	40	32	30
Manufacture of rubber products	50	9	:	:	51	29	3	22	:	34	50	9	29
Precision engineering, optics etc.	0	26	45	:	0	14	0	48	:	17	25	17	34

* The coefficient ranks responses from 0 -all companies consider a particular reason to be of little or no importance, to 100 -all companies consider a particular reason to be very important.

Annex

(IV) Questionnaire

Final version of the questionnaire on internal market

(The questionnaire should be directed to the manager in charge of the product line the company is providing the monthly business survey results for. The questions should be answered with regard to this product line only, i.e. in cases of a company engaged in several product lines not for the establishment as a whole)

A) Characteristics of company (only with regard to the specified branch/ product line)

- Branch/ product line
- Number of persons employed (domestic part)
- Total export share and export share to EC countries (in % of domestic production)
- Production plants in other EC countries (yes/no)
- Own sales offices in other EC countries (yes/no)
- Formal cooperation agreements with companies in other EC countries (yes/no)

B) Main questions (to be asked regardless if company exports to EC countries or not)

1) Removal of barriers

How desirable would you consider for your company the need to remove the following barriers to a completely open Common Market in the European Community *?

(voluntary)

	very important	important	not so important	we are satisfied with present situation
a) Differences in national standards and regulations (technical, safety, environment, etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) Restrictions on open competition for government procurement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) Administrative barriers (excessive customs formalities)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) Physical frontier delays and costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) Differences in Value added tax (VAT) and sales taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) Regulations of freight transport which increase transport costs (e.g. quotas)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g) Restriction in the capital market (e.g. exchange controls)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h) Implementation and application of Community law (e.g. too costly and takes too long)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i) Other barriers, please specify	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

* EC member countries : Belgium, Denmark, Federal Republic of Germany, Greece, Spain, France, Ireland, Italy, Luxembourg, Netherlands, Portugal, United Kingdom.

(Voluntary)

1A) Access to EC markets

How would you assess the access to the EC-markets compared with the access to the average of the other Non-EC industrial markets at present ?

- EC-markets easier for us
- No difference between EC and other markets
- EC-markets more difficult for us, because of
.....(please specify)
- Don't know/not applicable

2) Cost effects of barriers

In the event that all these barriers (question 1) were removed :

2A) How large a change would you expect in costs per unit for your company's typical or average product

<u>Cost reduction</u>		<u>No effect</u>	<u>Cost increase</u>	
very significant	slightly significant		very significant	slightly significant
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

v o l u n t a r y	Our <u>cost per unit</u> would <u>fall</u> by		Our <u>cost per unit</u> would <u>increase</u> by	
	less than 2%	<input type="checkbox"/>	less than 2%	<input type="checkbox"/>
	2 - 5%	<input type="checkbox"/>	2 - 5%	<input type="checkbox"/>
	6 - 10%	<input type="checkbox"/>	6 - 10%	<input type="checkbox"/>
	more than 10% (please specify)	<input type="checkbox"/> ...%	more than 10% (please specify)	<input type="checkbox"/> ...%

2B) In case you expect cost reduction
In which areas this effect will be most pronounced

	very important	quite important	little or no importance
a) Production process (increase in productivity, e.g. thanks to the effects of economy of scale and thanks to better access to technical information, more efficient research and development)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) Banking costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) Distribution costs (including transport costs)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) Marketing costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) Lower costs and greater availability of <u>imported</u> material	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) Insurance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g) Other areas, please specify	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2C) In case you expect cost increase

Please specify reasons or areas where this effect will be most pronounced

.....
.....

3) Sales effects of internal market

3A) Consider the situation that would arise if a true internal market were established in the European Community and all trade barriers were removed or substantially reduced. Do you think that your company would in these circumstances, be likely to experience (after a period of adjustment) a change in its sales volume?
(Please tick one box on each line below)

	Increase substantially	Increase somewhat	Remain unchanged	Decrease somewhat	Decrease substantially
(i) Our <u>home sales</u> would	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(ii) Our <u>exports to</u> <u>EEC countries</u> would	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(iii) Our <u>exports to non-</u> <u>EEC countries</u> would	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(iv) Our <u>total sales to</u> <u>all markets</u> would	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

→ If you expect any positive or negative impact on total sales
(questions 3B and 3C)

3B) By about what percentage would your total order volume be higher or lower than without the completion of the internal market

<u>Higher</u>		<u>Lower</u>
by about	<input style="width: 40px; height: 20px;" type="text"/> %	by about
		<input style="width: 40px; height: 20px;" type="text"/> %

3C) What are your main reasons for this expected change in sales volume (if possible please tick the single most important reason only)

In case of
an expected positive
effect on sales volume

In case of
an expected negative
effect on sales volume

- a) Reduction of product price in existing markets
- b) Withdrawal of competitors
- c) Improvement in non-price competitiveness (e.g. changes in the product range, delivery times, after sales service, marketing)
- d) Ability to enter new (regional) markets
- e) Generally faster growing product market thanks to the completion of the internal market
- f) Other reasons, please specify
.....
.....

- a) Increased price competition from existing competitors
- b) Appearance of new competitors
- c) Withdrawal from the market
- d) Other reasons, please specify
.....
.....
.....

4) Taking into account all the possible positive and negative effects of a completely open Common Market in the European Community by 1992. Would you expect that for your company and for the economy of your country as a whole the chances for more growth and economic dynamism outweigh the risks of more competition or the loss of market share ?

	Your firm	Economy of your country
(a) Chances much higher than risks	<input type="checkbox"/>	<input type="checkbox"/>
(b) Chances somewhat higher than risks	<input type="checkbox"/>	<input type="checkbox"/>
(c) Chances and risks about the same	<input type="checkbox"/>	<input type="checkbox"/>
(d) Risks somewhat higher than chances	<input type="checkbox"/>	<input type="checkbox"/>
(e) Risks much higher than chances	<input type="checkbox"/>	<input type="checkbox"/>

(Voluntary)

5) What changes to your company strategy would be needed within the next years in order to meet the requirements of a completely open Common Market in the European Community ?

Fields of strategy	Much more	Some-what more	No change present state fully sufficient	Some-what less	Much less
a) Cooperation agreement(s) with companies					
- in other EC member countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- in countries outside the EC	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) Investment in equipment and building					
- in home country	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- in other EC member countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- in other countries outside the EC	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) Size of product range					
- number of products/product variants within product range (enlargement of specialization)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) Research and development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) Measures to improve productivity (applying new production techniques, exploiting the economy of scale and economy of scope)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) Other fields, please specify					

ANNEX V

PRESENTATION OF
THE "RESEARCH ON THE COST OF NON-EUROPE"

Annex 1: The structure of the Research

Annex 2: The publication programme

ANNEX V.1.

THE RESEARCH ON THE "COST OF NON-EUROPE"

The purpose of the research was to provide a solid body of scientific analysis regarding the costs of European market fragmentation, and thus the benefits on offer following the removal of barriers targetted by the Commission's White Paper on "Completing the internal market", which was adopted by the European Community summit in 1985.

A preliminary to embarking on the research was the establishment of a steering committee, bringing together the multi-faceted expertise needed to effectively oversee the project and the reports undertaken for it by independent consultants. As its name suggests, the committee helped to steer a course through the uncharted seas of inexistent basic data and methodologies. Its combination of Commission civil servants, mainly drawn from the two most directly concerned departments (directorates-general II and III), and leading outside experts proved to be a determining asset in the success of the operation.

At the outset, the committee opted to make two key choices :

- to limit the scope of the "non-Europe" research to the market and trade barriers to be eliminated by the White Paper programme;

- to ensure that the coverage of the individual studies, which were to be launched in the course of the project, included the four major Community countries, while leaving open the possibility of extending this geographical scope on a case by case basis.

In carrying out the research, whose structure and main participants are outlined below, these two choices have been applied with due flexibility. In particular, the need to achieve as broad a geographical coverage as possible has been satisfied both in many of the individual studies and in the industrial survey in which 11,000 enterprises across the Community actively participated; and, perhaps more significantly still, by the aggregate economic estimates to be found in Part II. In addition, to ensure maximum coherence in the methodological approach adopted by the project and in the presentation of its results, two symposia were held between the Commission and the independent consultants in respectively May and October 1987.

Since the outset of the research, the steering committee gave special emphasis to the need to develop analytic tools which would enable identification and quantitative evaluation of the dynamic effects generated by the elimination of non-tariff barriers - effects which, it was strongly felt, would provide the most significant contribution to the resultant welfare benefits. These tools were developed in the early months of the research, when the first sketch of what was to become the methodology used in the macro-economic analysis was outlined. The same effort was made for the micro-economic analysis, starting with a round table of leading economists on economies of scale.

This book represents the most visible part of the results of the research project. In the interests of wider circulation, it does not treat in detail the methodology used to obtain the results, nor does it report all the findings of the basic studies carried out by the consultants. Appendix II supplies the list of publications in which the detailed results of the research can be found.

Criticism is expected and welcome. Such an enterprise cannot be immune to imperfection and even perhaps error. However the overall outcome of the research, which points to very significant gains to be derived from European market integration, seem to be both, accurate and reasonable. It is highly unlikely that the intellectual input of so many leading consultants, academics, officials and independent experts would be unanimously pointing in the wrong direction.

THE RESEARCH ON THE "COST OF NON-EUROPE"

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BOOK

John ROBINSON European Research Associates, Brussels

-
- 1) methodology
2) econometric modelling
3) industrial business survey

STUDIES AND CONSULTANCIES

<u>BASIC INFORMATION</u>	<u>CONSULTANT</u>	<u>SUPERVISION</u>	<u>DG</u>
The "Cost of Non-Europe" in Public Sector Procurement	WS ATKINS MANAGEMENT CONSULTANTS, Epsom/Surrey	Philippe GOYBET	II.B.3
		Pierre BUIGUES	II.B.3
		Fabienne ILZKOVITZ	II.B.1
		Robert COLEMAN	III.F
		Reginald SPENCE	III.A-Co
		David WHITE	III.F.1
		Gerhard LOHAN	III.F.1
		George W. O'BRIEN	III.F.1
The "Cost of Non-Europe": Border Related Controls and Administrative Formalities	ERNST & WHINNEY Management Consultants, London	Peter HOLMES	
		Michel AUJEAN	II.B.1
		Pierre BUIGUES	II.B.3
		Morten JUNG-OLSEN	II.B.1
		Michel AYRAL	III.A.2
		Jean-Arnold VINOIS	III.A.2
		Gaspard FRONTINI	III.A.3
		Dominique PAVARD	VII-PCU
		Christian BOURGIN	VII-PCU
		Raoul PRADO	XIX.B
The "Cost of Non-Europe": An illustration in the Road Haulage Sector	"	Nikolaus VAULONT	XXI.B.3
		Max KRAEMER	XXI.C.2
		Pierre FAUCHERAND	XXI.B.1
		Geralyn DONALDSON	XXI.B.1
		Graham SIMS	XXI.C.2
		Paul CHAMPSAUR	
		The Cost of Non-Europe: Obstacles to transborder business activity	EUROPEAN RESEARCH ASSOCIATES, Bruxelles/PROGNOS, Basel
Michel AYRAL	III.A.2		
Jean-Arnold VINOIS	III.A.2		
Karl GLEICHMANN	XV.B.3		
Carlo SECCHI			
Technical Barriers in the EC: Illustration in six Industries	GROUPE MAC, Paris	Marc VANHEUKELEN	II.B.1
		Thomas GARVEY	III.B
		Ernesto PREVIDI	III.B.1
The "Cost of Non-Europe": Some Case Studies on Technical Barriers	GWIPLAN GMBH Gesellschaft für Wirtschaftsförderung und Marktplanung, Frankfurt	Wolfgang GERSTENBERGER	
		Marc VANHEUKELEN	II.B.1
		Karlheinz ZACHMANN	III.B.3
		Jean-Charles JANSEN	III.B.3
		Pablo AYALA FERNANDEZ	III.B.3
The Cost of "Non-Europe" in Financial Services	PRICE WATERHOUSE, London	Wolfgang GERSTENBERGER	
		Michael GREEN	II.B.3
		Richard CAWLEY	II.B.1
		Peter SMITH	III.A.4
		Olivier RUYSSSEN	III.A.4
		Jean-Pierre DE LAET	IV.A.3
		Peter TROBERG	XV.A.4
		Will. HARRIS-BURLAND	XV.A.4
		Volker HEYDT	XV.A.4
		Manfred WEGNER	

<u>BASIC INFORMATION</u>	<u>CONSULTANT</u>	<u>SUPERVISION</u>	<u>DG</u>
The Cost of Non-Europe for Business Services	PEAT, MARWICK & McLINTOCK, London	Michael GREEN Vict. POU-SERRADELL Peter SMITH Olivier RUYSSSEN Carlo SECCHI	II.B.3 III.A.4 III.A.4 III.A.4
The Benefits of Completing the Internal Market for Telecommunication - Services and - Equipment in the Community	INSEAD-Institut Européen d'Administration des Affaires, Fontainebleau	Brendan CARDIFF Marianne KLINGBEIL Christian GARRIC Joel LE QUEMENT Alison BIRKETT Peter HOLMES	II.B.3 II.B.1 XIII.D.1 XIII.E.3 XIII-Exp.
The Cost of "Non-Europe" in the Foodstuffs industry	GROUPE MAC, Paris	Pierre BUIGUES Dorian PRINCE Gwenole COZIGOU Jacques PELKMANS	II.B.3 III.B.2 III.B.2
The EC92 Automobile Sector	LUDVIGSEN ASSOCIATES LIMITED, London	Angelo REATI Marianne KLINGBEIL Daniele VERDIANI Roger PEETERS Dorian PRINCE Paul VIGIER Jean-Michel CHARPIN	II.B.3 II.B.1 III.C III.C.1 III.B.2 III.C.1
The Cost of Non-Europe in the Pharmaceutical Industry	EAG-Economists Advisory Group, London	Angelo REATI Fernand SAUER Jacques PELKMANS	II.B.3 III.B.6
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The economics of 1992: an assessment of the potential economic effects of completing the internal market of the European Community

EUROPEAN ECONOMY, n° 35, March 1988
ISSN 0379.0991

1992: Une Nouvelle Economie Européenne. Une évaluation des effets économiques potentiels de l'achèvement du Marché intérieur de la Communauté Européenne

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ISSN 0379.0991

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BINNENMARKT 1992

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ISSN 0379.0991

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ECONOMIA EUROPEA, no. (in preparation)
ISSN 0379.0991

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The "Cost of Non-Europe": Obstacles to Transborder Business Activity

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Proposed breakdown by branches

Industrial Classification

*Industry survey*¹

- 0 Industry as a whole²
- I Consumer goods
- II Investment goods
- III Intermediate goods
- 1 Textile industry (43)
 - a Wool industry B (431)
 - b Cotton industry B (432)
 - c Knitting industry B (436)
- 2 Footwear and clothing industry (45)
 - a Manufacture of footwear C (451/452)
 - b Clothing C (453/454)
- 3 Timber and wooden furniture industries (46)
 - a Wood B (461-466)
 - b Wooden furniture C (467)
- 4 Manufacture of paper and paper products; printing and publishing (47)
 - a Manufacture of paper B (471)
 - b Processing of paper B (472)
 - c Printing and publishing C (473/474)
- 5 Leather and leather goods industry (44)
- 6 Processing of plastics B (483)
- 7 Mineral oil refining B (14)
- 8 Production and preliminary processing of metals B (22 : 221-224)
- 9 Manufacture of non-metallic mineral products (24)
 - a Products for construction purposes, ceramic products for the building sector and for industry, flat glass B (241-246; except 247.2-4/247.7; 248 except 248.6/248.7)
 - b Fine ceramic products and hollow glass C (247.2-247.7 248.6-7)
- 10 Chemical industry (25)
 - a Basic industrial chemicals B (251)
 - b Chemical products for industrial and agricultural purposes B (256)
 - c Other chemical products C (255/257-259)
- 11 Man-made fibres industry B (26)
- 12 Manufacture of metal articles (31)
 - I (314/315/316.6)
 - C (316.5)
 - B (311/313/319/remainder of 316)
- 13 Mechanical engineering I (32)
 - a Agricultural machinery and tractors (321)
 - b Machine-tools (322)
 - c Textile machinery and accessories (323)
 - d Engines, compressors, pumps (328)
- 14 Manufacture of office machinery and data-processing machinery I (33)
- 15 Electrical engineering I (34)
 - a Manufacture of electrical machinery I (341-344)
 - b Household electrical appliances, radio and television receivers C (345/346)
 - c Electric lamps and other electric lighting equipment, assembly and installation of electrical equipment and apparatus I (347/348)
- 16 Manufacture of motor vehicles, motor-vehicle parts and accessories (35)
 - a Manufacture and assembly of motor vehicles (including road tractors) and manufacture of motor-vehicle engines C + I (351)
 - b Manufacture of bodies for motor vehicles and of motor-drawn trailers and caravans I (352)
 - c Manufacture of parts and accessories for motor vehicles B (353)
- 17 Manufacture of other means of transport (36)
 - a Shipbuilding I (361)
 - b Manufacture of cycles, motor-cycles and parts and accessories thereof C (362-365)
- 18 Manufacture of rubber products B (481/482)
- 19 Precision engineering, optics and the like (37)
- 20 Food, drink and tobacco industry (41/42)

¹ The classification of the industrial sectors in terms of the three major groups is indicated by C = consumer goods, I = investment goods, B = intermediate goods. N.A.C.E. (general industrial classification of the European Community) references are given in brackets.

² Food, drink and tobacco are not included in "industry as a whole" figures in the industrial survey, but are so included in the investment survey.

Research on the "Cost of non-Europe" — Basic findings

Vol. 3: The completion of the internal market — A survey of European industry's perception of the likely effects

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