

Flash-EB 58 ..... Sep 1997 ..... ZA 2956

**DESCRIPTION OF THE SURVEY**

The Flash Eurobarometres « Special Targets » are surveys realized by telephone. The "Targets" are defined according to the specific objectives of the Survey, and the samples are drawn from nominative lists provided by Dun & Bradstreet.

In the present case, the targets have been defined by the European Commission (D.G. XV) as : all the European Union companies employing 10 persons or more, and belonging to one of these industrial sectors : construction, manufacturing industries, business services, and trade (hotels, restaurants and cafes excluded).

Dun & Bradstreet prepared the lists of companies which were qualified to be interviewed, by drawing a sample from their european data-bases. This sampling has been made according to three criteria : Country, size of the company, and industrial sector. Within each cell defined by these criteria, the sampling has been made at random.

The total sample size has been distributed by the European Commission (D.G. XV) and EOS GALLUP EUROPE, according to the three keys of the sampling definition : Country, size of the Company, and sector of activity.

The person interviewed in each company is the one who has the responsibility of its intra - EU trade : its imports - exports and/or its activities outside its national frontiers. It is the interviewer which insures the identity of this person, at the same time that he/she controls the accuracy of the enterprise characteristics, as delivered by Dun & Bradstreet, namely : the number of employed persons and the industrial sector.

Interviews have been realized during the month of September 1997, in the fifteen Countries of the European Union, by specialized interviewers of our national Institutes, working in their Country exclusively. This total interview decentralization is allowed by the system of EOS GALLUP EUROPE Institutes, namely :

Belgium	:	DIMARSO - BRUXELLES
Denmark	:	GALLUP - KOBENHAVN
Germany	:	EMNID - BIELEFELD
Greece	:	ICAP - ATHENS
Spain	:	DEMOSCOPIA - MADRID
Finland	:	SUOMEN GALLUP - ESPOO
France	:	B.V.A. - VIROFLAY
Ireland	:	IRISH MKTG SURVEYS - DUBLIN
Italy	:	DOXA - MILANO
Luxembourg	:	ILReS - LUXEMBOURG
Netherland	:	NIPO - AMSTERDAM
Austria	:	ÖSTERREICHISCHES GALLUP - VIENNA
Portugal	:	METRIS - LISBOA
Sweden	:	SIFO - STOCKHOLM
United Kingdom	:	NOP - LONDON



The interviews have been realized by telephone, with utilization of a specific software for the contacts and questionnaire management (CATI system).

The wished structure of the sample has been respected. Therefore it is not necessary to proceed to the "weighting" of the data before processing them.

Hereafter is presented the exact size of each national sample :

- "MAJORS" refer to Companies employing 250 persons or more
- "SME" refer to Companies employing 10 to 249 persons

	MAJORS	SME	TOTAL
Total Basis :.....	553	3028	3581
Belgium.....	20	107	127
Denmark.....	11	62	73
Germany.....	144	867	1011
Ellas.....	7	41	48
Espana.....	59	206	265
Finland.....	15	59	74
France.....	91	548	639
Ireland.....	3	24	27
Italy.....	64	387	451
Luxembourg.....	3	7	10
Netherland.....	24	141	165
Österreich.....	14	84	98
Portugal.....	6	37	43
Sweden.....	22	73	95
United Kingdom.....	70	385	455

**GREAT BRITAIN**

S 2956

NOP Consumer  
Ludgate House  
245 Blackfriars Road  
London SE1 9UL

Job No.	Card		Ser. No.
(1)-(5)	(6)	(7)	(8)-(10)
46522	0	1	

Issue: 2  
Date: 18 September 1997  
Job No.: 46522

**EB FLASH 58**

Questionnaire No. \_\_\_\_\_

COUNTRY: UK

1	5
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Region:

5	8
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Dunn's No. :

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Q.1 SIC CODE

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Q.2 Respondent's Telephone Number : \_\_\_\_\_



Q.No	Question	Answer	Code	Skip to																																																																																
<b>A. GENERAL DESCRIPTION OF THE COMPANY (READ OUT)</b>																																																																																				
A.1	<p>At the moment, to which or in which European Union countries, other than the United Kingdom does your company ...</p> <p>a. export goods or services?</p> <p>b) directly source goods or services?</p> <p>c) have a manufacturing production or provide services locally?</p> <p><b>DO NOT READ OUT</b></p>																																																																																			
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<p><b>INSTRUCTIONS:</b></p> <p>• IF "NONE" AT QUESTION 1A AND 1B AND 1C, ASK Q.1D</p>																																																																																				
A1d	<p>You said that you are neither trading with other European Union countries nor producing anything in those countries. Is this due to insurmountable barriers that impede your trade?</p>	<p>Yes</p> <hr/> <p>No</p>	<p>1</p> <hr/> <p>2</p>	<p>Ask QB2a THEN CLOSE</p> <hr/> <p>CLOSE</p>																																																																																

Q.No	Question	Answer	Code	Skip to																																																															
A.2	<p>Amongst the European Union countries where your company is active, in which, since January 1993 have your activities...</p> <p>a) notably increased?</p> <p>b) not developed much or remained as before?</p> <p>c) declined?</p> <p><b>[ DO NOT READ OUT!]</b></p> <table border="0"> <thead> <tr> <th></th> <th>a.</th> <th>b.</th> <th>c.</th> </tr> </thead> <tbody> <tr><td>- Belgium</td><td>1</td><td>1</td><td>1</td></tr> <tr><td>- Denmark</td><td>2</td><td>2</td><td>2</td></tr> <tr><td>- Germany</td><td>3</td><td>3</td><td>3</td></tr> <tr><td>- Greece</td><td>4</td><td>4</td><td>4</td></tr> <tr><td>- Spain</td><td>5</td><td>5</td><td>5</td></tr> <tr><td>- Finland</td><td>6</td><td>6</td><td>6</td></tr> <tr><td>- France</td><td>7</td><td>7</td><td>7</td></tr> <tr><td>- Ireland</td><td>8</td><td>8</td><td>8</td></tr> <tr><td>- Italy</td><td>9</td><td>9</td><td>9</td></tr> <tr><td>- Luxembourg</td><td>0</td><td>0</td><td>0</td></tr> <tr><td>- Netherlands</td><td>X</td><td>X</td><td>X</td></tr> <tr><td>- Austria</td><td>V</td><td>V</td><td>V</td></tr> <tr><td>- Portugal</td><td>1</td><td>1</td><td>1</td></tr> <tr><td>- Sweden</td><td>2</td><td>2</td><td>2</td></tr> <tr><td>- (none)</td><td>3</td><td>3</td><td>3</td></tr> </tbody> </table>		a.	b.	c.	- Belgium	1	1	1	- Denmark	2	2	2	- Germany	3	3	3	- Greece	4	4	4	- Spain	5	5	5	- Finland	6	6	6	- France	7	7	7	- Ireland	8	8	8	- Italy	9	9	9	- Luxembourg	0	0	0	- Netherlands	X	X	X	- Austria	V	V	V	- Portugal	1	1	1	- Sweden	2	2	2	- (none)	3	3	3		A3
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	Be it for export, import, production or services, nowadays, compared to 1993, is the share of your company's <b>TURNOVER</b> generated outside of the United Kingdom but within the European Union....	<p>much larger</p> <p>larger</p> <p>at the same level</p> <p>smaller</p> <p>much smaller?</p> <p>(Don't know)</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p>	A4a																																																															
A.4a	Nowadays, compared to 1993, is the share of your company's <b>PRODUCTION</b> generated outside of the United Kingdom but within the European Union....	<p>much larger</p> <p>larger</p> <p>at the same level</p> <p>smaller</p> <p>much smaller?</p> <p>(No production generated outside of the UK)</p> <p>(Don't know)</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p>	<p>Q.4b</p> <p>GO TO SECTION B</p>																																																															

Q No	Question	Answer	Code	Skip to
A4b	<p><b>IF CODE 1 OR 2 AT Q.4a</b></p> <p>In which European Union country (countries) has your company created or bought up a local based activity since 1993?</p> <p><b>DO NOT READ OUT</b></p>	Belgium Denmark Germany Greece Spain Finland France Ireland Italy Luxembourg Netherlands Austria  Portugal Sweden (None)	1 2 3 4 5 6 7 8 9 0 X V  1 2 3	

Q No	Question	Answer	Code	Skip to
<b>B. OPENING OF NATIONAL BORDERS TO INTRA-COMMUNITY TRADE and FREE CIRCULATION OF PRODUCTS AND SERVICES (READ OUT)</b>				
B1a	Regarding your import and export of PRODUCTS within the European Union, and the legal, administrative and regulatory obstacles which may have hindered those imports/exports, have they now, compared to 1993.... <b>SINGLE CODE ONLY</b>	- totally disappeared, - been significantly reduced. - remained practically the same, - or on the contrary, have they tended to increase? - (there have never been any for our company) - (do not have PRODUCTS) - (DK)	1 2 3 4 5 6 7	*See Inst After B1b
	And regarding your import and export of SERVICES within the European Union, compared to 1993, have those obstacles now .... <b>SINGLE CODE ONLY</b>	- totally disappeared, - been significantly reduced. - remained practically the same, - or on the contrary, have they tended to increase? - (there have never been any for our company) - (do not have SERVICES) - (DK)	1 2 3 4 5 6 7	*See Inst After B1b
	<b>INSTRUCTION:</b> <ul style="list-style-type: none"> <li>• IF CODE 1 "TOTALLY DISAPPEARED" OR "NEVER BEEN ANY" (CODE 5) OR CODE 6 ("NO PRODUCTS" AND "NO SERVICES") BOTH AT Q.B1a AND B1b CODED GO DIRECTLY TO SECTION C</li> <li>• IN ALL OTHER CASES CONTINUE WITH Q.B2a</li> </ul>			

Q No	Question	Answer	Code	Skip to																																																																																																		
B2a	<p>I am going to list some legal or regulatory obstacles which may hamper the trade of products and services within the European Union, in certain cases and with certain countries.</p> <p>Please indicate which of these obstacles, according to your experience from concrete cases, hamper trade for your company and specify whether this is the case for your products, for your services or for both.</p> <p><b>ROTATE ORDER OF READING OUT</b></p>																																																																																																					
<input type="checkbox"/> Tick Start (✓)		<table border="1"> <thead> <tr> <th></th> <th>Prod. Yes</th> <th>Service Yes</th> <th>Prod &amp; Serv Yes</th> <th>No</th> <th>(DK)</th> <th></th> </tr> </thead> <tbody> <tr> <td>a) the refusal by public authorities to market products or services which are accepted in other European Union countries?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>b) the obligation to modify your products or services because of national specifications concerning their characteristics, their presentation or their contents?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>c) stricter regulations with respect to : health and safety?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>d) stricter regulations with respect to : protection of consumers and of public interest?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>e) stricter regulations with respect to environmental protection?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>f) unusual testing, certification or approval procedures?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>g) restrictions concerning the advertising, promotion or fixing of sales prices?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>h) poor protection of patents and industrial property rights?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>i) poor protection of intellectual property rights and copyrights?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>j) too heavy procedures and complexity of VAT rules?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>k) differences in labour legislation or social legislation?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>l) restrictions placed on market access, due to the existence of exclusive or special rights or mandatory licences?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> <tr> <td>m) off-putting or discriminatory tax obligations?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>0</td> </tr> </tbody> </table>		Prod. Yes	Service Yes	Prod & Serv Yes	No	(DK)		a) the refusal by public authorities to market products or services which are accepted in other European Union countries?	1	2	3	4	5	0	b) the obligation to modify your products or services because of national specifications concerning their characteristics, their presentation or their contents?	1	2	3	4	5	0	c) stricter regulations with respect to : health and safety?	1	2	3	4	5	0	d) stricter regulations with respect to : protection of consumers and of public interest?	1	2	3	4	5	0	e) stricter regulations with respect to environmental protection?	1	2	3	4	5	0	f) unusual testing, certification or approval procedures?	1	2	3	4	5	0	g) restrictions concerning the advertising, promotion or fixing of sales prices?	1	2	3	4	5	0	h) poor protection of patents and industrial property rights?	1	2	3	4	5	0	i) poor protection of intellectual property rights and copyrights?	1	2	3	4	5	0	j) too heavy procedures and complexity of VAT rules?	1	2	3	4	5	0	k) differences in labour legislation or social legislation?	1	2	3	4	5	0	l) restrictions placed on market access, due to the existence of exclusive or special rights or mandatory licences?	1	2	3	4	5	0	m) off-putting or discriminatory tax obligations?	1	2	3	4	5	0		
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B2b	<p>Are there certain other obstacles which hamper the trade of your products and services with certain European Union countries?</p>																																																																																																					
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	<p><b>INSTRUCTIONS:</b></p> <ul style="list-style-type: none"> <li>IF NOT A SINGLE "YES" ANSWER (CODES 1 OR 2 OR 3) TO Q. B2a AND B2b: GO DIRECTLY TO SECTION C</li> <li>(IN ALL OTHER CASES : CONTINUE AND ASK Q.B3 FOR EACH OBSTACLE INDICATED)</li> </ul>																																																																																																					

Q No	Question	Answer	Code	Skip to
B3	<p>You say your trade is hampered by ...  <b>(READ OUT ONE BY ONE THE OBSTACLES FOR WHICH THE RESPONDENT HAS ANSWERED "YES" TO QUESTIONS B2a AND B2b.</b>            With which countries is this the case?</p>		B2b	
	<b>DO NOT READ OUT</b>			
	- Belgium	(a) 1 (b) 1 (c) 1 (d) 1 (e) 1 (f) 1 (g) 1 (h) 1 (i) 1 (j) 1 (k) 1 (l) 1 (m) 1	(n) 1	
	- Denmark	2 2 2 2 2 2 2 2 2 2 2 2 2 2	2	
	- Germany	3 3 3 3 3 3 3 3 3 3 3 3 3 3	3	
	- Greece	4 4 4 4 4 4 4 4 4 4 4 4 4 4	4	
	- Spain	5 5 5 5 5 5 5 5 5 5 5 5 5 5	5	
	- Finland	6 6 6 6 6 6 6 6 6 6 6 6 6 6	6	
	- France	7 7 7 7 7 7 7 7 7 7 7 7 7 7	7	
	- Ireland	8 8 8 8 8 8 8 8 8 8 8 8 8 8	8	
	- Italy	9 9 9 9 9 9 9 9 9 9 9 9 9 9	9	
	- Luxembourg	0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	
	- Netherlands	X X X X X X X X X X X X X X	X	
	- Austria	V V V V V V V V V V V V V V	V	
	- Portugal	1 1 1 1 1 1 1 1 1 1 1 1 1 1	1	
	- Sweden	2 2 2 2 2 2 2 2 2 2 2 2 2 2	2	
	- (none particularly)	3 3 3 3 3 3 3 3 3 3 3 3 3 3	3	
	- (DK)	4 4 4 4 4 4 4 4 4 4 4 4 4 4	4	

**STOP - CLOSE INTERVIEW IF CODE 1 AT SECTION A1d**

Q No	Question	Answer	Code	Skip to																			
<b>C. COMPETITIVE CONDITIONS IN ALL EUROPEAN UNION COUNTRIES (READ OUT)</b>																							
<b>[INT: READ OUT INTRODUCTION]:</b>																							
<p>The impact of the Single Market upon competition can be felt on both national and other markets within the European Union. It can be experienced UPSTREAM of production i.e. between the different suppliers of a company as well as DOWNSTREAM i.e. when a company wants to sell its production. This means that companies which only import can feel the effects upon competition in their sourcing from within the European Union and in their national markets from national or from foreign companies.</p>																							
C1a	<p>How is the competition faced by your company nowadays, as compared to 1993? Is there less competition, is the competition stable or is there more competition regarding ....</p> <table border="1" data-bbox="177 779 1299 1010"> <thead> <tr> <th></th> <th>Less</th> <th>Stab.</th> <th>More</th> <th>(DK)</th> </tr> </thead> <tbody> <tr> <td>a) competition from national firms?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>b) competition from European Union firms?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>c) competition from firms outside the European Union?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </tbody> </table>		Less	Stab.	More	(DK)	a) competition from national firms?	1	2	3	4	b) competition from European Union firms?	1	2	3	4	c) competition from firms outside the European Union?	1	2	3	4		C1b
	Less	Stab.	More	(DK)																			
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C1b	<p>And since 1993 have you observed in your markets...</p> <table border="1" data-bbox="177 1061 1299 1272"> <thead> <tr> <th></th> <th>Low.</th> <th>Stab.</th> <th>High</th> <th>(DK)</th> </tr> </thead> <tbody> <tr> <td>a) that prices are lower, stable or higher?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>b) a smaller, stable or greater choice?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>c) a lower, stable or higher quality?</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </tbody> </table>		Low.	Stab.	High	(DK)	a) that prices are lower, stable or higher?	1	2	3	4	b) a smaller, stable or greater choice?	1	2	3	4	c) a lower, stable or higher quality?	1	2	3	4		C1c
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C1c	<p>For your company, would you say that the development of competition since 1993 has been in overall balance ....</p>	<ul style="list-style-type: none"> <li>- very positive</li> <li>- positive</li> <li>- neutral</li> <li>- negative</li> <li>- very negative?</li> <li>- (DK)</li> </ul>	<ul style="list-style-type: none"> <li>1</li> <li>2</li> <li>3</li> <li>4</li> <li>5</li> <li>6</li> </ul>	C2																			
C2	<p>As far as activities within the European Union are concerned, certain issues may distort the normal play of competition. In your sector, would you say that, since January 1993 distortions of competition within the European Union: ....</p>	<ul style="list-style-type: none"> <li>- have totally disappeared,</li> <li>- have been significantly reduced,</li> <li>- have remained practically the same,</li> <li>- have on the contrary tended to increase?</li> <li>- (there have never been any for our company)</li> <li>- DK</li> </ul>	<ul style="list-style-type: none"> <li>1</li> <li>2</li> <li>3</li> <li>4</li> <li>5</li> <li>6</li> </ul>	<p>Go to Section D</p> <p>C3a</p> <p>Go to Section D</p>																			

Q.No	Question	Answer	Code	Skip to																																																																																																																														
C3a	<p><b>IF CODES 2,3,4 OR 6 AT Q.C2</b>            More specifically, is there any European Union country where distortions of competition for your sector originate from ....</p> <p><b>ROTATE (TICK START)</b></p> <p>a) - a lack of control of the markets by the responsible authorities?      Yes      No      (DK)</p> <p>b) - aid or subsidies favouring local competitors?      1      2      3</p> <p>c) - anti-competitive practices and behaviour from the local companies?      1      2      3</p> <p>d) - conditions of their social legislation?      1      2      3</p> <p>e) - conditions of their tax legislation?      1      2      3</p>		C3b																																																																																																																															
C3b	<p>Are there, for your sector, other sources of competition distortion within European Union countries?</p> <p>f) (others)      Yes      No      (DK)</p> <p>Please specify which other source(s)      1      2      3</p>		*See Insts																																																																																																																															
	<p><b>INSTRUCTIONS:</b></p> <ul style="list-style-type: none"> <li>IF NOT A SINGLE "YES" ANSWER (CODE 1) TO Q.C3a AND C3b, GO DIRECTLY TO SECTION D).</li> <li>IN ALL OTHER CASES: CONTINUE AND ASK Q.C4 FOR EACH DISTORTION INDICATED</li> </ul>																																																																																																																																	
C4	<p>You say that competition can be distorted within the European Union by ... ..  <b>(READ OUT ONE BY ONE THE ITEMS FOR WHICH THE RESPONDENT HAS ANSWERED "YES" TO Q.C3a AND C3b.</b>            For which countries is this the case?</p> <p><b>DO NOT READ OUT</b></p> <table border="0"> <thead> <tr> <th></th> <th>(a)</th> <th>(b)</th> <th>(c)</th> <th>(d)</th> <th>(e)</th> <th>(f)</th> </tr> </thead> <tbody> <tr><td>- Belgium</td><td>1</td><td>1</td><td>1</td><td>1</td><td>1</td><td>1</td></tr> <tr><td>- Denmark</td><td>2</td><td>2</td><td>2</td><td>2</td><td>2</td><td>2</td></tr> <tr><td>- Germany</td><td>3</td><td>3</td><td>3</td><td>3</td><td>3</td><td>3</td></tr> <tr><td>- Greece</td><td>4</td><td>4</td><td>4</td><td>4</td><td>4</td><td>4</td></tr> <tr><td>- Spain</td><td>5</td><td>5</td><td>5</td><td>5</td><td>5</td><td>5</td></tr> <tr><td>- Finland</td><td>6</td><td>6</td><td>6</td><td>6</td><td>6</td><td>6</td></tr> <tr><td>- France</td><td>7</td><td>7</td><td>7</td><td>7</td><td>7</td><td>7</td></tr> <tr><td>- Ireland</td><td>8</td><td>8</td><td>8</td><td>8</td><td>8</td><td>8</td></tr> <tr><td>- Italy</td><td>9</td><td>9</td><td>9</td><td>9</td><td>9</td><td>9</td></tr> <tr><td>- Luxembourg</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr><td>- Netherlands</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td></tr> <tr><td>- Austria</td><td>V</td><td>V</td><td>V</td><td>V</td><td>V</td><td>V</td></tr> <tr><td>- Portugal</td><td>1</td><td>1</td><td>1</td><td>1</td><td>1</td><td>1</td></tr> <tr><td>- Sweden</td><td>2</td><td>2</td><td>2</td><td>2</td><td>2</td><td>2</td></tr> <tr><td>- United Kingdom</td><td>3</td><td>3</td><td>3</td><td>3</td><td>3</td><td>3</td></tr> <tr><td>- (none particularly)</td><td>4</td><td>4</td><td>4</td><td>4</td><td>4</td><td>4</td></tr> <tr><td>- (DK)</td><td>5</td><td>5</td><td>5</td><td>5</td><td>5</td><td>5</td></tr> </tbody> </table>		(a)	(b)	(c)	(d)	(e)	(f)	- Belgium	1	1	1	1	1	1	- Denmark	2	2	2	2	2	2	- Germany	3	3	3	3	3	3	- Greece	4	4	4	4	4	4	- Spain	5	5	5	5	5	5	- Finland	6	6	6	6	6	6	- France	7	7	7	7	7	7	- Ireland	8	8	8	8	8	8	- Italy	9	9	9	9	9	9	- Luxembourg	0	0	0	0	0	0	- Netherlands	X	X	X	X	X	X	- Austria	V	V	V	V	V	V	- Portugal	1	1	1	1	1	1	- Sweden	2	2	2	2	2	2	- United Kingdom	3	3	3	3	3	3	- (none particularly)	4	4	4	4	4	4	- (DK)	5	5	5	5	5	5			
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Q No	Question	Answer	Code	Skip to
<b>D. THE OPENING OF NATIONAL PUBLIC PROCUREMENT MARKETS TO ALL EUROPEAN UNION COMPANIES (READ OUT)</b>				
D1	Since January 1993, has your company, or its subsidiaries taken part, or would have liked to take part, in public procurement "calls for tender" in at least one of the European Union countries?	Yes No	1 2	Cont. Go to Section E
D2	<b>(IF CODE 1 AT Q.D1)</b> As far as conditions of access to public procurement markets outside of the United Kingdom are concerned, how have they evolved since January 1993? Would you say that regulatory restrictions and difficulties which could close these public procurement markets to non-national companies...	- have totally disappeared, - have been significantly reduced. - have remained practically the same, - have on the contrary, tended to increase? - (there have never been any for our company) - (DK)	1 2 3 4 5 6	*See Inst
<b>INSTRUCTIONS:</b> • IF CODE 2,3,4 OR 6 AT Q.2 ASK Q.3A • REST GO DIRECTLY TO SECTION E				
D3a	More specifically, is there any European Union country, outside the United Kingdom where restricted access to public procurement markets for your sector arises from...			
Tick Start (✓)	<b>ROTATE ORDER OF ASKING</b>	<b>Yes</b>	<b>No</b>	<b>(DK)</b>
a)	a lack of publication of "calls for tender"?	1	2	3
b)	the awarding procedures followed?	1	2	3
c)	contracts being awarded on criteria other than price or quality?	1	2	3
Tick Start (✓)	<b>ROTATE ORDER OF ASKING</b>	<b>Yes</b>	<b>No</b>	<b>(DK)</b>
d)	linguistic or cultural barriers?	1	2	3
e)	local preferences for certain types of products and services?	1	2	3
f)	the resistance of awarding authorities to changing suppliers?	1	2	3
g)	a lack of means of appeal?	1	2	3
h)	the need to ensure a local presence?	1	2	3
i)	other factors? Please specify which one(s)	1	2	3

**INSTRUCTIONS:**

- IF NOT A SINGLE "YES" ANSWER (CODE 1) TO Q.D3a AND D3b GO DIRECTLY TO SECTION E
- IN ALL OTHER CASES: CONTINUE AND ASK Q.D4 FOR EACH RESTRICTION INDICATED.

Q No	Question	Answer	Code	Skip to																																																																																																																																																																										
D4	<p>You say that access to public procurement markets within the European Union can be restricted by ...</p> <p><b>(READ OUT ONE BY ONE THE ITEMS FOR WHICH THE RESPONDENT HAS ANSWERED "YES" TO QS D3a AND D3b.</b></p> <p>In which countries is this the case?</p>																																																																																																																																																																													
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<b>E. RECOURSES AVAILABLE IN THE CASE OF POOR FUNCTIONING OF THE SINGLE MARKET. (READ OUT)</b>																					
We have just gone through the different types of potential obstacles to the normal course of events and to the development of company activities in other European Union countries.																					
E1a	Has your company, since January 1993, found itself one or more times in a situation which would allow a legitimate complaint about obstacles to the good functioning of the Single European Market?	- yes, several times - yes, once - no, never - (DK)	1 2 3 4	Cont END Cont																	
E1b	Have you ever introduced complaints in this respect...	<table border="0"> <tr> <td></td> <td style="text-align: right;">Yes</td> <td style="text-align: right;">No</td> </tr> <tr> <td>(a) with your national authorities?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(b) with the local authorities of the country where the obstacle arose?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(c) with the European Commission?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(d) with the European Parliament?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(e) (other bodies: Specify) _____</td> <td style="text-align: right;">1</td> <td></td> </tr> </table>		Yes	No	(a) with your national authorities?	1	2	(b) with the local authorities of the country where the obstacle arose?	1	2	(c) with the European Commission?	1	2	(d) with the European Parliament?	1	2	(e) (other bodies: Specify) _____	1		*See Insts
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<b>INSTRUCTIONS:</b> <ul style="list-style-type: none"> <li>• IF AT LEAST ONE "YES" ANSWER (CODE 1) - GO TO Q.E2</li> <li>• IF NOT A SINGLE "YES" ANSWER (CODE 1) ASK Q.E1C AND THEN THANK AND CLOSE.</li> </ul>																					
E1c	If your company has never introduced a complaint in this respect, was it, yes or no...?	<table border="0"> <tr> <td></td> <td style="text-align: right;">Yes</td> <td style="text-align: right;">No</td> </tr> <tr> <td>(a) because it would have meant too many efforts for too few advantages?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(b) because the complaint looked too costly and too complex?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(c) because you do not know the procedure to follow?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(d) (OTHER REASONS: SPECIFY) _____</td> <td style="text-align: right;">1</td> <td></td> </tr> </table>		Yes	No	(a) because it would have meant too many efforts for too few advantages?	1	2	(b) because the complaint looked too costly and too complex?	1	2	(c) because you do not know the procedure to follow?	1	2	(d) (OTHER REASONS: SPECIFY) _____	1		THANK & CLOSE			
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(d) (OTHER REASONS: SPECIFY) _____	1																				
E2	<b>IF AT LEAST ONE "YES" ANSWER (CODE 1) TO QUESTION E1b</b> Have any of your complaints led to the introduction of legal proceedings? Yes            1 <b>GO TO QE3 AND THEN THANK AND CLOSE</b> No              2 <b>GO TO QE4 AND THEN THANK AND CLOSE</b>																				
E3a	<b>IF CODE 1 AT QE2</b> With which public authorities were these legal proceedings lodged? Was it...	<table border="0"> <tr> <td></td> <td style="text-align: right;">Yes</td> <td style="text-align: right;">No</td> </tr> <tr> <td>(a) with an administrative tribunal?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(b) with a civil court?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(c) with the European Commission?</td> <td style="text-align: right;">1</td> <td style="text-align: right;">2</td> </tr> <tr> <td>(d) (OTHER BODIES: SPECIFY) _____</td> <td style="text-align: right;">1</td> <td></td> </tr> </table>		Yes	No	(a) with an administrative tribunal?	1	2	(b) with a civil court?	1	2	(c) with the European Commission?	1	2	(d) (OTHER BODIES: SPECIFY) _____	1		E3B			
	Yes	No																			
(a) with an administrative tribunal?	1	2																			
(b) with a civil court?	1	2																			
(c) with the European Commission?	1	2																			
(d) (OTHER BODIES: SPECIFY) _____	1																				

Q.No	Question	Answer	Code	Skip to
E3b	Whatever the outcome of this action for your company, do you feel that the procedure followed for the preliminary investigation and the treatment of your case was efficient on the whole?	- Yes, efficient ----- - No, not efficient	1 ----- 2	CLOSE ----- QE3c
E3c	<b>ASK IF "NOT EFFICIENT" (CODE 2):</b> For what reason do you deem this procedure to be inefficient/ Is it, yes or no, because....	Yes	No	THANK & CLOSE
	(a) of excessive cost?	1	2	
	(b) of the length of the procedure?	1	2	
	(c) of the complexity of the procedure?	1	2	
	(d) of the non-enforcement of the decision?	1	2	
	(e) (other bodies: Specify) _____	1		
E4	<b>ASK IF CODE 2 AT Q.E2:</b> If your complaint did not lead to the introduction of legal proceedings, was it, yes or no, because.....	Yes	No	THANK & CLOSE
	(a) the complaint itself was enough to solve the problem?	1	2	
	(b) you do not know the existing legal procedures?	1	2	
	(c) you do not trust the existing procedures?	1	2	
	(d) a legal procedure seemed: too complex?	1	2	
	(e) : too costly?	1	2	
	(f) : too lengthy?	1	2	
	(g) (other reasons: Specify) _____	1		

Finally, would you please give us your name so that we may contact you again in case we would have some additional questions. Of course we guarantee absolute confidentiality as in no case your answers will be linked to your name.

Respondent's name: **(WRITE IN)** \_\_\_\_\_

**(STOP - END OF INTERVIEW)**  
**THANK AND CLOSE**

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