Palestinian National Authority
Palestinian Central Bureau of Statistics

Survey on the Perceptions of the Owners/Managers of the Industrial Establishments Towards the Economic Conditions, June 2006

The press release of the survey results

July, 2006

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Population, Housing and Establishment Census- 2007

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Press Release on
The Findings of the Survey of the Trends of the Owners/Managers of Industries with respect to the Economic Situation
June 2006

The following shows the basic findings of round 16 of the trends of the owners/ managers survey of industrial establishments, concerning the economic situation for June 2006. The round was conducting during the period of July 2-22, 2006, taking into consideration June, 2006 as reference month. The aim of the survey is to observe and monitor the trends of the opinions of the owners/ managers of the industrial establishments. The sample size is 372 industrial establishment (262 in the Remaining West Bank and 110 in Gaza Strip). A purposive two stages sample was designed for this survey; In the first stage the industrial survey 2004 was used as a sampling frame for the survey, while in the second stage: All the industrial establishments that constituted approximately 70% of the total industrial production were selected, establishments that employed less than 20 employees were excluded.

1. Performance of industrial establishments in June 2006

1-1 Overall performance

According to 43.3% of the owners/ managers of the industrial establishments, the performance of their establishments in production in June 2006 had become worse than in May 2006; however, 32.4% of them stated that there had not been any change.

1-2 Determinants production cost

The increase in the prices and **cost of raw materials is the key factor influencing production cost**, according to 89.6% of the opinions of the owners of the industrial establishments (85.2% of the Remaining West Bank and 99.0% of Gaza Strip). Alternatively, 85.5% of the owners/ managers of the industrial establishments pointed out the power of the effect of the political situation; (80.5% for the Remaining West Bank and 96.9% for Gaza Strip). Moreover, 81.5% of the owners/ managers of the industrial establishments identified the impact of **transport expenses** on production cost, (75.2% for the Remaining West Bank and 95.9% for Gaza Strip).

1-3 Borrowing and financing

Survey results show weak borrowing by industrial establishments from operating banks in the Palestinian Territory in June 2006; 93.8% of the owners of industrial establishments stated that they refrained from borrowing from the operating banks while 6.2% of them did apply for bank loans; 2.3% of industrial establishments applied for a bank loan only one time; 2.6% applied 2-5 times and 1.3% applied more than 5 times for bank loans.

1-4 Exporting establishments sales to different markets

According to results, exporting enterprises rely on the Israeli and local markets. The results show that 48.5% of the sales of the products of the Remaining West Bank and Gaza Strip go inside the Green Line, (47.8% of the products of the Remaining West Bank and 53.2% of the products of Gaza Strip); 40.6% is marketed in the Remaining West Bank and Gaza Strip.

The findings of the survey show difference in marketing sales in international markets. According to data, 11.1% of the sales of the industrial establishments operating in the Remaining West Bank went to international markets, whereas 1.1% of Gaza Strip sales went to the same destination in June 2006.

Moreover, results show weak internal trade between the markets of the West Bank and Gaza Strip; the percentage of the sales of the operating industrial establishments in the West Bank to Gaza Strip did not exceed 6.0% whereas the sales of the establishments operating in Gaza Strip to the West Bank reached 25.2%.

1-5 Distribution and marketing channels of exporting

Findings reveal that 33.7% of the owners of the exporting establishments in the Remaining West Bank and Gaza Strip to Israel use direct sale to customer as a channel of delivering exports. According to 76.5% of those owners stated that deliveries were carried out through their offices in the Israeli market. Additionally, 6.7% of the owners of the exporting establishments to Israeli markets pointed out that the transport channel to the Israeli market was carried out through a Palestinian distributor or agent who distributes to the Israeli market; 5.1% of the owners of the establishments use Israeli distributors or agents as channels to reach the Israeli market. However, 18.4% of the owners of the establishments that export to Israel indicated other channels to the Israeli market but refrained from exposing such channels.

1-6 Reaching customers in foreign markets

Findings indicate that the owners of exporting enterprises use more than one method to find customers at the export markets; 90.7% of such owners stated that they found customers through personal relations and contacts, whereas, 69.6% revealed that organizing visits to target market was used as method to find customers; (73.8% for the Remaining West Bank and 27.3% for Gaza Strip). Besides, 67.8% of enterprises owners said that spontaneous contacts from customers initiated reaching export markets. Also, 41.6% of the owners of the exporting enterprises stated that they were able to find customers at export markets through market studies (45.8% in the Remaining West Bank; Gaza Strip business people have not indicated the use of this method). Findings also indicate weak utilization of information technology in finding customers at the export markets; 15.3% said that they had identified customers on the internet, (16.8% for the Remaining West Bank, Gaza Strip did not use this method).

The aforementioned results indicate that self-factors play key role in marketing products and finding customers at the export markets.

2. Expectations

2-1 Short term

The expectations of the owners/ managers of the industrial establishments in the short term, i.e. after one month of the reference month (June 2006), show that 27.5% expected improvement in their production in general; whereas, 48.6% expected bad performance.

The expectations in the Remaining West Bank and Gaza Strip concerning employment in July 2006 indicate pessimism since 21.3% (19.1% in the Remaining West Bank and 26.0% in Gaza Strip) expected drop during June whereas 69.6% (72.3% in the Remaining West Bank and 63.5% in Gaza Strip) expected employment to stay the same as it is.

The results show that 28.0% of the owners/ managers of the industrial establishments in the Remaining West Bank and Gaza Strip expected sales to increase during July 2006 but 47.3% of them expected sales to plummet; however, 24.7% expected sales to remain the same as they were in June 2006.

2-2 Medium term
The expectations of the owners/ managers of the industrial establishments in the medium term (in the next six months) were as follows: 35.4% of Gaza Strip business people expected improvement in production in the next six months; 22.9% expected no change, and 41.7% expected worse results during the next six months. On the other hand, 36.6% of business owners in the Remaining West Bank expected improved production for the establishments, 39.1% expected drop in establishments production, and 24.3% expected no change in the production of the industrial establishments during the next six months in the Remaining West Bank.

According to expectations concerning employment in the Remaining West Bank and Gaza Strip, 13.4% expect increase in employment and 19.9 expected drop in the employment level in the next six months, and 66.7% expected employment level to remain the same.

Sales during the next six months will rise, according to the expectations of 34.9% of the owners and managers of the industrial establishments in the Remaining West Bank and in Gaza Strip; on the other hand, 22.0% indicated that sales will not change.

3. Challenges

3-1 Drop in sales level
The expectations of 54.4% of the owners/managers of industrial establishments revealed that the main reason for an expected drawback or steady sales level is the plunge in the purchasing power of the consumers; 22.8% believe that the falling or steady sales level is due to other reasons limited to closure of the border crossings and differentiating seasons as well as security reasons and roadblocks; and 6.7% blamed falling or steady sales level on competitive products.

Expectations percentages varied between the Remaining West Bank and Gaza Strip. There is an increase in the percentage of the opinions that blamed declining or fixed sales level on closure of border crossings and different seasons and the security situation and roadblocks in the Remaining West Bank to 30.6%; respondents' opinions in Gaza Strip did not point out this difficulty. However, 79.5% of Gaza Strip owners/managers of industrial establishments indicated that the main reason is the decrease in the purchasing power compared to 46.0% in the Remaining West Bank.

3-2 Exports hindrance
The owners of the industrial establishments indicated a number of difficulties that hinder exports; 63.5% of the owners of the exporting enterprises in the Remaining West Bank indicated that their enterprises face hindrances because of disorganized arrival of raw materials; 77.0% believed that disorganized arrival of exports constituted an obstacle in the face of the exporting process; 57.6% saw that the inability to travel and enter external markets hindered the exports process; and customer lack of payment guarantees constituted yet

another obstacle in the exporting process at 66.9% including 64.5% for the Remaining West Bank and 90.9% for Gaza Strip.

3-3 Local and external competition

In the Remaining West Bank and Gaza Strip, 91.6% of the owners of the industrial establishments indicated that the main product of their establishments faced local or external competition, (92.6% for the Remaining West Bank and 81.8% for Gaza Strip).

According to 67.2% of the owners of the industrial establishments in the Remaining West Bank and Gaza Strip, the main product faced local competition; on the other hand, 32.8% of the owners of the industrial establishments indicated that their main product faced external competition.

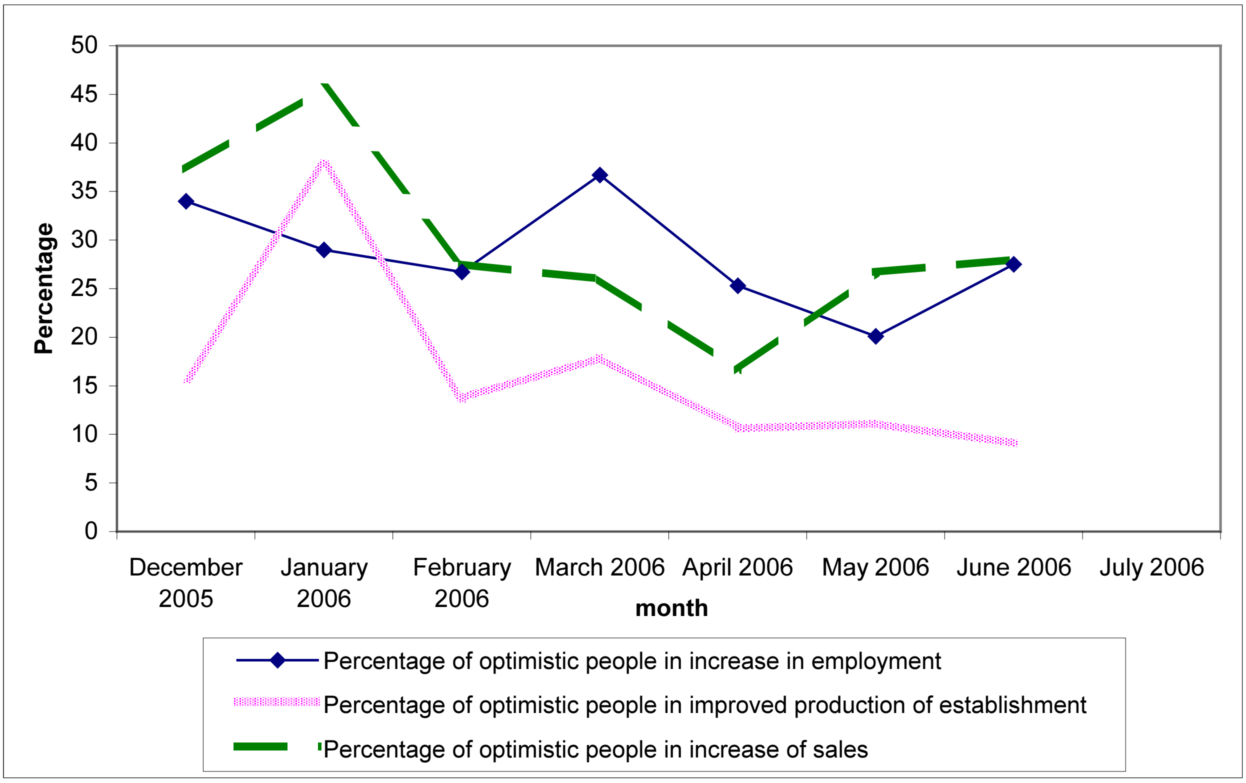
Results varied by geographic area since 58.1% of the owners of the industrial establishments in the Remaining West Bank pointed out the presence of local competition and 41.9% indicated presence of foreign competition. Alternatively, opinions in Gaza stated that 88.9% of the industrial enterprises in Gaza Strip faced local competition compared to 11.1% of enterprises, which faced foreign competition.

3-4 Employment

According to 31.4% of the owners of the industrial establishments in the Remaining West Bank and Gaza Strip, their establishments laid off workers in June 2006; however, 63.7% (13.8% for the Remaining West Bank and 70.8% for Gaza Strip) of the owners of the industrial establishments stated that there had not been any change to the number of workers.

The following figure shows the direction of the levels of optimism among the owners/ managers of the industrial establishments with respect to production status, increase in employment level, and increase in the value of sales in the Remaining West Bank and Gaza Strip.

Figure(1): The Direction of Optimism Among the Owners/ Managers of the Industrial Establishments Performance in the Remaining West Bank and Gaza Strip.



جدول 1: توقعات أصحاب/مدراء المنشآت الصناعية للشهر الذي يلي شهر الإسناد مقارنة مع شهر الإسناد لأهم المؤشرات حسب المنطقة 2005 -2006

Table 1: Expectations of Owners/ Managers of the Industrial Establishments for the Month that Follow the Reference Month Compared With the Reference Month for the Main Indicators by Region 2005- 2006

Indicator and Region	Reference Month						شهر الإسناد						المؤشر والمنطقة
	2006						2005						
	حزيران June	أيار May	نيسان April	آذار March	شباط February	كانون ثاني January	حزيران June	أيار May	نيسان April	آذار March	شباط February	كانون ثاني January	
Percentage of who are expecting better Establishment situation													**نسبة المتفائلين بتحسن وضع إنتاج المنشأة**
Remaining West Bank and Gaza S.	17.3	27.5	20.1	25.3	36.7	26.7	44.2	40.8	46.2	42.1	42.7	46.7	باقي الضفة الغربية وقطاع غزة
Remaining West Bank	22.5	26.7	18.8	32.2	24.9	25.3	45.0	42.2	43.5	47.0	42.3	46.0	باقي الضفة الغربية
Gaza Strip	5.6	30.2	26.6	32.0	52.5	30.4	40.4	36.4	55.8	24.4	44.5	50.0	قطاع غزة
Percentage of who are expecting higher employment level													**نسبة المتفائلين بارتفاع مستوى التشغيل**
Remaining West Bank and Gaza S.	9.6	9.1	11.1	10.6	17.9	13.7	24.9	21.4	24.9	21.1	27.0	37.5	باقي الضفة الغربية وقطاع غزة
Remaining West Bank	13.5	8.6	5.4	14.3	5.4	9.5	18.1	13.0	17.5	18.7	23.5	33.8	باقي الضفة الغربية
Gaza Strip	1.1	10.5	37.5	23.3	30.0	31.2	52.5	50.0	51.1	29.3	41.7	42.8	قطاع غزة
Percentage of who are expecting higher sales volume													**نسبة المتفائلين بارتفاع حجم المبيعات**
Remaining West Bank and Gaza S.	18.3	28.0	26.7	16.6	26.0	27.5	49.5	47.6	48.2	50.0	48.1	45.6	باقي الضفة الغربية وقطاع غزة
Remaining West Bank	23.5	27.5	24.6	26.3	27.3	34.7	54.1	46.2	46.1	54.4	49.0	41.9	باقي الضفة الغربية
Gaza Strip	6.7	29.2	36.6	2.0	25.1	27.9	30.3	52.2	55.8	34.1	44.5	61.1	قطاع غزة

جدول 2: توقعات أصحاب/مدراء المنشآت الصناعية للشهور الستة التي تلي شهر الإسناد مقارنة مع شهر الإسناد لأهم المؤشرات حسب المنطقة 2005 -2006

Table 2: Expectations of Owners/ Managers of the Industrial Establishments for the Six Months that Follow the Reference Month Compared With the Reference Month for the Main Indicators by Region 2005- 2006

Indicator and Region	Reference Month 2006 June حزيران	May أيار	April نيسان	March آذار	February شباط	January كانون ثاني	شهر الإسناد 2005 June حزيران	May أيار	April نيسان	March آذار	February شباط	January كانون ثاني	المؤشر والمنطقة
Percentage of who are expecting better Establishment situation													**نسبة المتفائلين بتحسن وضع إنتاج المنشأة**
Remaining West Bank and Gaza S.	18.3	36.3	31.4	36.2	42.8	59.0	52.8	53.9	60.4	62.2	66.5	77.2	باقي الضفة الغربية وقطاع غزة
Remaining West Bank	24.5	36.6	27.6	34.5	48.3	41.7	49.9	59.1	59.8	62.4	67.7	74.5	باقي الضفة الغربية
Gaza Strip	4.5	35.4	49.9	40.4	71.7	81.4	64.3	52.4	62.8	60.9	61.2	88.9	قطاع غزة
Percentage of who are expecting higher employment level													**نسبة المتفائلين بارتفاع مستوى التشغيل**
Remaining West Bank and Gaza S.	10.0	13.4	10.8	14.1	23.5	31.8	27.4	27.2	34.0	37.9	46.4	59.8	باقي الضفة الغربية وقطاع غزة
Remaining West Bank	14.0	12.4	5.1	17.9	6.0	13.1	18.8	15.0	26.0	28.2	40.3	42.7	باقي الضفة الغربية
Gaza Strip	1.1	15.6	37.5	31.5	43.3	86.3	62.8	68.2	62.8	73.2	72.2	88.9	قطاع غزة
Percentage of who are expecting higher sales volume													**نسبة المتفائلين بارتفاع حجم المبيعات**
Remaining West Bank and Gaza S.	20.4	34.9	33.7	29.8	32.8	60.3	56.7	61.8	63.5	68.4	69.7	77.7	باقي الضفة الغربية وقطاع غزة
Remaining West Bank	27.1	34.6	33.2	31.1	50.4	44.9	55.6	57.8	63.0	65.1	67.7	73.0	باقي الضفة الغربية
Gaza Strip	5.6	35.4	36.5	23.3	38.8	81.3	60.8	75.0	65.1	80.5	72.2	97.2	قطاع غزة

جدول 3: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول أداء المنشآت من حيث الإنتاج خلال شهر حزيران 2006 بالمقارنة مع شهر أيار 2006 حسب المنطقة

Table3: Percentage Distribution of Owners/Managers of the Industrial Establishments According to Their Opinions About Establishments' Production During June 2006 Compared With May 2006 by Region

Attitude	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	الاتجاه
A lot better	4.5	1.0	2.1	أفضل بكثير
Somewhat better	18.0	19.0	18.7	أفضل إلى حد ما
About the same/ Unchanged	28.1	36.5	33.9	نفس الشيء/ لم يطرأ تغير يذكر
Somewhat worse	49.4	39.0	42.2	أسوأ إلى حد ما
A lot worse	0.0	4.5	3.1	أسوأ بكثير
Total	**100**	**100**	**100**	**المجموع**

جدول 4: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن وضع إنتاج المنشآت خلال شهر تموز 2006 والشهور الستة القادمة حسب المنطقة

Table 4: Percentage Distribution of Owners/Managers of the Industrial Establishments According to Their Expectation About Establishments Production During July 2006 and Next Six Months by Region

Attitude	Time Period and Region				المنطقة والفترة الزمنية		الاتجاه
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	
A lot better	1.1	1.1	0.5	-	0.7	0.3	أفضل بكثير
Somewhat better	3.4	4.5	24.0	22.5	17.6	17.0	أفضل إلى حد ما
About the same/ Unchanged	6.7	5.6	36.0	31.5	27.0	23.5	تقريبا نفس الشيء
Somewhat worse	82.1	79.8	34.5	41.5	49.2	53.3	أسوأ إلى حد ما
A lot worse	6.7	9.0	5.0	4.5	5.5	5.9	أسوأ بكثير
Total	**100**	**100**	**100**	**100**	**100**	**100**	**المجموع**

(-) Number of observations is too small **(-) تعني عدد المشاهدات قليل**

جدول 5: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن مستوى التشغيل في المنشآت خلال شهر تموز والشهور الستة القادمة حسب المنطقة

Table 5: Percentage Distribution of Owners/Managers of the Industrial Establishments According to Their Expectation About Level of Employment in the Establishments During July 2006 and Next Six Months by Region

Level of employment	Time Period and Region المنطقة والفترة الزمنية						مستوى التشغيل
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	
Significantly higher	-	-	1.5	0.5	1.0	0.3	أعلى بكثير
Somewhat higher	1.1	1.1	12.5	13.0	9.0	9.3	أعلى إلى حد ما
About the same	34.8	34.8	61.5	62.0	53.3	53.6	تقريبا نفس المستوى
Somewhat less	61.8	59.6	20.0	21.0	32.9	32.9	أقل بعض الشيء
Significantly less	2.2	4.5	4.5	3.5	3.8	3.8	أقل بكثير
Total	**100**	**100**	**100**	**100**	**100**	**100**	**المجموع**

(-) Number of observations is too small **(-) تعني عدد المشاهدات قليل**

جدول 6: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم حول قيمة المبيعات للمنشآت خلال شهر تموز والشهور الستة القادمة حسب المنطقة

Table 6: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Expectation About Value of Sales in the Establishments During July 2006 and Next Six Months by Region

Value of sales	Time Period and Region المنطقة والفترة الزمنية						قيمة المبيعات
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	خلال الشهور الستة القادمة Next Six Months	خلال شهر تموز 2006 July	
Significantly higher	1.1	1.1	1.0	0.5	1.0	0.7	أعلى بكثير
Somewhat higher	4.5	5.6	26.1	23.0	19.4	17.6	أعلى إلى حد ما
About the same	5.6	4.5	36.2	34.0	26.7	24.9	تقريبا نفس المستوى
Somewhat less	79.8	77.6	31.2	39.0	46.3	50.9	أقل بعض الشيء
Significantly less	9.0	11.2	5.5	3.5	6.6	5.9	أقل بكثير
Total	**100**	**100**	**100**	**100**	**100**	**100**	**المجموع**

جدول 7: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن أسباب تراجع أو ثبات المستوى المتوقع للمبيعات حسب المنطقة خلال شهر حزيران 2006

Table 7: Percentage Distribution of Owners/Managers of the Industrial Establishments According to Their Expectation About the Expected Sales Level Stability or Decline by Region During June 2006

Reason	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	السبب
Decrease in Demand	-	8.6	4.0	تراجع الطلب على منتجات المنشأة
Difficulties in Exporting Finished goods	3.8	7.1	5.4	صعوبات في التصدير
Decline in the Consumer Purchasing Power	92.4	40.1	67.7	انخفاض القدرة الشرائية للمستهلكين
Obstacles in Marketing	-	5.7	2.7	صعوبة تسويق المنتجات
Competitive Goods	-	7.1	3.4	ظهور سلع منافسة
Other	3.8	31.4	16.8	أخرى
Total	**100**	**100**	**100**	**المجموع**

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 8: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري حزيران وتموز 2006 حسب المنطقة

Table 8: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Opinions About the Problems Faced the Establishment During June and July 2006 by Region

Problem		Time period and Opinion الرأي والفترة الزمنية										المشكلة	
		أسوأ بكثير Much Worse		أسوأ إلى حد ما Somewhat Worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر About the Same/ Unchanged		افضل الى حد ما Somewhat Better		افضل بكثير Much Better			
		خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006	خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006	خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006	خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006	خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006		
Establishment performance in general	Remaining West bank and Gaza strip	4.5	1.7	43.9	36.0	39.4	42.9	11.4	17.6	0.7	1.7	باقي الضفة الغربية وقطاع غزة	أداء المؤسسة بشكل عام
	Remaining West bank	3.0	2.5	27.5	30.0	54.5	49.5	14.5	17.5	0.5	0.5	باقي الضفة الغربية	
	Gaza Strip	7.9	-	80.9	49.4	5.6	28.1	4.5	18.0	1.1	4.5	قطاع غزة	
Obtaining needed raw materials and inputs	Remaining West bank and Gaza strip	4.2	0.7	40.8	34.9	52.2	56.4	2.8	6.9	-	1.0	باقي الضفة الغربية وقطاع غزة	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
	Remaining West bank	2.5	1.0	26.0	29.5	69.5	67.0	2.0	2.5	-	-	باقي الضفة الغربية	
	Gaza Strip	7.9	-	74.2	47.2	13.5	32.6	4.5	16.9	-	3.4	قطاع غزة	
Problems of employees reaching place of work	Remaining West bank and Gaza strip	0.3	-	9.7	7.6	88.6	91.3	1.4	1.0	-	-	باقي الضفة الغربية وقطاع غزة	وصول العاملين إلى مكان العمل
	Remaining West bank	-	-	5.5	7.5	92.5	91.0	2.0	1.5	-	-	باقي الضفة الغربية	
	Gaza Strip	1.1	-	19.1	7.9	79.8	92.1	-	-	-	-	قطاع غزة	
Unable to open/operate/work	Remaining West bank and Gaza strip	0.7	-	9.3	6.9	88.9	92.0	1.0	1.0	-	-	باقي الضفة الغربية وقطاع غزة	تمكن المنشأة من فتح باب/تشغيل/العمل بشكل منتظم.
	Remaining West bank	-	-	6.0	7.0	92.5	92.0	1.5	1.0	-	-	باقي الضفة الغربية	
	Gaza Strip	2.2	-	16.9	6.7	80.9	92.1	-	1.1	-	-	قطاع غزة	
Difficulties in transporting finished goods to market	Remaining West bank and Gaza strip	6.9	4.8	42.6	37.7	49.5	54.3	1.0	2.8	-	0.3	باقي الضفة الغربية وقطاع غزة	صعوبات في شحن المنتجات الجاهزة للسوق
	Remaining West bank	9.0	7.0	40.5	47.5	49.0	43.5	1.5	2.0	-	-	باقي الضفة الغربية	
	Gaza Strip	2.2	-	47.2	15.7	50.6	78.7	-	4.5	-	1.1	قطاع غزة	

جدول 8 (تابع): التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري حزيران وتموز 2006 حسب المنطقة

Table 8 (Cont.): Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Opinions About the Problems Faced the Establishment During June and July 2006 by Region

Problem		Time period and Opinion الرأي والفترة الزمنية										المشكلة	
		أسوأ بكثير Much Worse		أسوأ إلى حد ما Somewhat Worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر About the Same/ Unchanged		افضل الى حد ما Somewhat Better		افضل بكثير Much Better			
		خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006	خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006	خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006	خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006	خلال تموز 2006 During July 2006	خلال حزيران 2006 During June 2006		
Financial problems or unable to obtain bank loans	Remaining West bank and Gaza strip	9.0	6.6	35.6	32.9	52.9	53.6	2.4	6.2	-	0.7	باقي الضفة الغربية وقطاع غزة	الأوضاع المالية الخاصة، والتسهيلات من البنوك
	Remaining West bank	9.5	9.5	16.0	25.0	73.0	64.0	1.5	1.5	-	-	باقي الضفة الغربية	
	Gaza Strip	7.9	-	79.8	50.6	7.9	30.3	4.5	16.9	-	2.2	قطاع غزة	

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 9: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول العوامل المؤثرة على تكاليف الإنتاج خلال شهر حزيران 2006 حسب المنطقة

Table 9: Percentage Distribution of Owners/Managers of the Industrial Establishments Opinion About the Factors Affecting Production Cost During June 2006 by Region

Factors		Opinion لا تأثير No effect	تأثير ضعيف إلى حد ما Relatively weak effect	تأثير ضعيف Weak effect	تأثير قوي إلى حد ما Relatively large effect	الرأي تأثير قوي Large effect		العوامل
Foreign competition	Remaining West bank and Gaza strip	53.3	4.8	9.0	13.5	19.4	باقي الضفة الغربية وقطاع غزة	المنافسة الأجنبية
	Remaining West bank	40.0	2.0	11.0	19.5	27.5	باقي الضفة الغربية	
	Gaza strip	83.1	11.2	4.5	-	1.1	قطاع غزة	
Informal Sector	Remaining West bank and Gaza strip	63.0	8.0	9.7	9.3	10.0	باقي الضفة الغربية وقطاع غزة	القطاع غير المنظم
	Remaining West bank	54.5	5.5	12.0	13.5	14.5	باقي الضفة الغربية	
	Gaza strip	82.0	13.5	4.5	-	-	قطاع غزة	
Local Competition	Remaining West bank and Gaza strip	17.6	27.3	15.6	20.4	18.7	باقي الضفة الغربية وقطاع غزة	المنافسة المحلية
	Remaining West bank	20.5	4.5	18.5	29.5	26.5	باقي الضفة الغربية	
	Gaza strip	11.2	78.7	9.0	-	1.1	قطاع غزة	
Transport cost	Remaining West bank and Gaza strip	4.2	2.4	12.1	37.7	43.6	باقي الضفة الغربية وقطاع غزة	مصاريف النقل
	Remaining West bank	6.0	3.5	16.0	42.5	32.0	باقي الضفة الغربية	
	Gaza strip	-	-	3.4	27.0	69.7	قطاع غزة	
Political situation	Remaining West bank and Gaza strip	3.1	0.7	2.8	20.1	73.4	باقي الضفة الغربية وقطاع غزة	الأوضاع السياسية الحالية
	Remaining West bank	4.5	1.0	4.0	29.0	61.5	باقي الضفة الغربية	
	Gaza strip	-	-	-	-	100.0	قطاع غزة	
Costs of raw materials and inputs	Remaining West bank and Gaza strip	4.5	0.3	6.6	14.9	73.4	باقي الضفة الغربية وقطاع غزة	ارتفاع أسعار وتكاليف المواد الخام
	Remaining West bank	6.5	0.5	9.5	21.5	61.5	باقي الضفة الغربية	
	Gaza strip	-	-	-	-	100.0	قطاع غزة	

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 10: التوزيع النسبي لعدد طلبات الاقتراض المقدمة للبنوك من قبل أصحاب/مدراء المنشآت الصناعية خلال شهر حزيران 2006 حسب المنطقة

Table 10: Percentage Distribution of the Frequency of Loans Requested From the Banks According to the Owners/Managers of the Industrial Establishments Opinion During June 2006 by Region

Frequency	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	عدد المرات
No loan request	94.4	95.5	95.2	لم يكن هناك طلب اقتراض
Once	3.4	4.0	3.8	مرة واحدة
2-5	1.1	0.5	0.7	5-2
More than 5 times	1.1	-	0.3	اكثر من خمس مرات
Total	**100.0**	**100.0**	**100.0**	**المجموع**

(-) Number of observations is too small **(-) تعني عدد المشاهدات قليل**

جدول 11: التوزيع النسبي لمبيعات المنشآت الصناعية للأسواق المختلفة خلال شهر حزيران 2006 حسب المنطقة

Table 11: Percentage Distribution of the Exporting industrial Establishments Sales to the Different Market During June 2006 by Region

Market	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	السوق
Remaining West Bank	-	34.2	31.9	باقي الضفة الغربية
Gaza Strip	-	4.2	4.3	قطاع غزة
Israel	-	51.6	54.9	إسرائيل
International Market	-	10.0	9.0	باقي الأسواق العالمية
Total	**-**	**100.0**	**100.0**	**المجموع**

(-) Number of observations is too small **(-) تعني عدد المشاهدات قليل**

جدول 12: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول العوائق التي واجهت عملية التصدير خلال شهر حزيران 2006 حسب المنطقة

Table 12: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Views About the Export Obstacles During June 2006 by Region

Problems	Region	لا ينطبق Not applicable	لا اعرف I don't know	صعوبة كبيرة Large difficulty	صعوبة متوسطة Medium difficulty	صعوبة بسيطة Small difficulty	لا توجد صعوبة No difficulty	المنطقة	المشاكل
Commitment to international Market requirements	Remaining West bank and Gaza strip	10.1	-	1.7	4.2	7.6	76.5	باقي الضفة الغربية وقطاع غزة	الالــتزام بمتطلــبات و مواصفات المنتج للأسواق العالمية
	Remaining West bank	11.2	-	1.9	4.7	7.5	74.8	باقي الضفة الغربية	
	Gaza strip	-	-	-	-	8.3	91.7	قطاع غزة	
Commitment to export market Packaging requirements	Remaining West bank and Gaza strip	9.2	-	-	0.8	11.8	78.2	باقي الضفة الغربية وقطاع غزة	الالــتزام بمتطلــبات التغليف في السوق التصديري
	Remaining West bank	10.3	-	-	0.9	11.2	77.6	باقي الضفة الغربية	
	Gaza strip	-	-	-	-	16.7	83.3	قطاع غزة	
Price competition in the export market	Remaining West bank and Gaza strip	5.0	0.8	13.4	16.0	21.8	42.9	باقي الضفة الغربية وقطاع غزة	قــدرة الشــركة التنافسية من حيث الأسعار في الأسواق الخارجية
	Remaining West bank	5.6	0.9	15.0	16.8	17.8	43.9	باقي الضفة الغربية	
	Gaza strip	-	-	-	8.3	58.3	33.3	قطاع غزة	
Compliance to quantity demanded and delivery time	Remaining West bank and Gaza strip	-	0.8	10.1	3.4	17.6	68.1	باقي الضفة الغربية وقطاع غزة	قدرة الشركة على تلبية الطلبات من حيــث الكمــية والالتزام بمواعيد التسليم
	Remaining West bank	-	0.9	1.9	2.8	19.6	74.8	باقي الضفة الغربية	
	Gaza strip	-	-	83.3	8.3	-	8.3	قطاع غزة	
Export financing	Remaining West bank and Gaza strip	1.7	-	12.6	10.9	15.1	59.7	باقي الضفة الغربية وقطاع غزة	قــدرة الشــركة علــى تمويــل الصادرات
	Remaining West bank	1.9	-	8.4	9.3	15.9	64.5	باقي الضفة الغربية	
	Gaza strip	-	-	50.0	25.0	8.3	16.7	قطاع غزة	
Marketing ability	Remaining West bank and Gaza strip	3.4	-	9.2	8.4	26.1	52.9	باقي الضفة الغربية وقطاع غزة	قــدرة الشــركة علــى تــرويج الصادرات و البيع
	Remaining West bank	3.7	-	4.7	7.5	26.2	57.9	باقي الضفة الغربية	
	Gaza strip	-	-	50.0	16.7	25.0	8.3	قطاع غزة	
Regular achievement of Raw materials	Remaining West bank and Gaza strip	7.6	-	21.0	16.0	20.2	35.3	باقي الضفة الغربية وقطاع غزة	انتظام وصول المواد الخام
	Remaining West bank	8.4	-	13.1	17.8	21.5	39.3	باقي لضفة الغربية	
	Gaza strip	-	-	91.7	-	8.3	-	قطاع غزة	

جدول 12(تابع): التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول العوائق التي واجهت عملية التصدير خلال شهر حزيران 2006 حسب المنطقة

Table 12 (Cont): Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Views About the Export Obstacles During June 2006 by Region

Problems	Region	لا ينطبق Not applicable	لا اعرف I don't know	صعوبة كبيرة Large difficulty	صعوبة متوسطة Medium difficulty	صعوبة بسيطة Small difficulty	لا توجد صعوبة No difficulty	المنطقة	المشاكل
Regular achievement of Export	Remaining West bank and Gaza strip	0.8	-	22.7	20.2	29.4	26.9	باقي الضفة الغربية وقطاع غزة	انتظام وصول الصادرات
	Remaining West bank	0.9	-	16.8	20.6	32.7	29.0	باقي لضفة الغربية	
	Gaza strip	-	-	75.0	16.7	-	8.3	قطاع غزة	
Regular achievement of Employee	Remaining West bank and Gaza strip	2.5	-	-	2.5	20.2	74.8	باقي الضفة الغربية وقطاع غزة	انتظام وصول العاملين
	Remaining West bank	2.8	-	-	2.8	20.6	73.8	باقي لضفة الغربية	
	Gaza strip	-	-	-	-	16.7	83.3	قطاع غزة	
Palestinian export regulation and License	Remaining West bank and Gaza strip	1.7	-	2.5	6.7	13.4	75.6	باقي الضفة الغربية وقطاع غزة	إجراءات الترخيص و التصدير
	Remaining West bank	1.9	-	2.8	7.5	13.1	74.8	باقي لضفة الغربية	
	Gaza strip	-	-	-	-	16.7	83.3	قطاع غزة	
Information Access to the foreign market	Remaining West bank and Gaza strip	5.0	-	4.2	12.6	26.1	52.1	باقي الضفة الغربية وقطاع غزة	توفر معلومات و جهات وصل في الأسواق الخارجية
	Remaining West bank	5.6	-	4.7	14.0	26.2	49.5	باقي لضفة الغربية	
	Gaza strip	-	-	-	-	25.0	75.0	قطاع غزة	
Traveling problems imposed on entering foreign markets	Remaining West bank and Gaza strip	6.7	-	15.1	14.3	31.9	31.9	باقي الضفة الغربية وقطاع غزة	إمكانية السفر و الدخول للأسواق الخارجية
	Remaining West bank	7.5	-	14.0	15.0	31.8	31.8	باقي لضفة الغربية	
	Gaza strip	-	-	25.0	8.3	33.3	33.3	قطاع غزة	
Import regulation in the foreign market	Remaining West bank and Gaza strip	6.7	-	11.8	14.3	21.0	46.2	باقي الضفة الغربية وقطاع غزة	إجراءات التوريد المفروضة في الأسواق الخارجية
	Remaining West bank	7.5	-	10.3	15.9	19.6	46.7	باقي لضفة الغربية	
	Gaza strip	-	-	25.0	-	33.3	41.7	قطاع غزة	
Costumer payment guarantee	Remaining West bank and Gaza strip	-	-	16.8	13.4	26.1	43.7	باقي الضفة الغربية وقطاع غزة	توفر ضمانات الدفع من قبل الزبون
	Remaining West bank	-	-	18.7	14.0	23.4	43.9	باقي لضفة الغربية	
	Gaza strip	-	-	-	8.3	50.0	41.7	قطاع غزة	

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 13: نسبة الطرق التي استخدمتها المنشآت/ المؤسسات الصناعية إيجاد الزبائن في الأسواق المصدر إليها خلال شهر حزيران 2006 حسب المنطقة

Table 13: Percentage of Mechanism of Finding Customers in the Export Market During June 2006 by Region

Approaching Customers	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	الوصول إلى الزبائن
Market researches	25.0	42.6	40.8	القيام بدراسات السوق
Information gathered from commerce chamber industrial union etc…	8.3	28.7	26.7	الحصول على المعلومات اللازمة من الغرفة التجارية والاتحادات الصناعية
Participate in international exhibitions and organized business missions	16.7	38.0	35.8	المشـــاركة فـــي المعارض الدولية و البعثات التجارية المنظمة
Self-organized visits to the export market	25.0	74.1	69.2	تنظـــيم ذاتي من قبل الشركة لزيارات تجارية للأسواق المستهدفة
Personal relationships and contacts	91.7	96.3	95.8	بواسطة علاقات واتصالات شخصية
Through Internet	-	22.2	20.0	الـــتعرف على الزبون من خلال شبكة الإنترنت
Customer self initiative	91.7	83.3	84.2	اتصال بادر إليه الزبون بشكل تلقائي

(-) Number of observations is too small **(-) تعني عدد المشاهدات قليل**

جدول 14: نسبة إستخدام قنوات التوصيل للأسواق الإسرائيلية و الأسواق الأخرى خلال شهر حزيران 2006 حسب المنطقة

Table 14: Percentage of Distribution and marketing Channels of Export Products to Israel Markets and Other Markets During June 2006 by Region

Achievement channel	Time Period and Region المنطقة والفترة الزمنية						قناة التوصيل
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	الأسواق الأخرى Other market	السوق الإسرائيلي Israeli market	الأسواق الأخرى Other market	السوق الإسرائيلي Israeli market	الأسواق الأخرى Other market	السوق الإسرائيلي Israeli market	
Direct sales to the customer	66.7	16.7	45.8	32.7	47.9	31.1	البيع المباشر للزبون
Through establishment agency in this market	8.3	100.0	24.0	76.6	22.4	79.0	من خلال مكتب المنشأة داخل هذه السوق
Through Palestinian agency	-	-	10.6	6.5	9.5	5.9	من خلال موزع أو وكيل فلسطيني يقوم بالتوزيع في هذه السوق
Through Israeli agency as a local seller or exporter	8.3	-	13.5	8.4	12.9	7.6	من خلال موزع أو وكيل إسرائيلي يقوم بالتوزيع أو التصدير للخارج
No exports reported to this market	-	8.3	4.8	21.5	4.3	20.2	المنشأة لا تصدر لهذه الأسواق
Other	-	-	6.3	8.8	6.0	8.5	أخرى

(-) Number of observations is too small **(-) تعني عدد المشاهدات قليل**

جدول 15: التوزيع النسبي لآراء أصحاب/مدراء المنشآت حول وجود منافسة للمنتج الرئيسي للمنشأة خلال شهر حزيران 2006 حسب المنطقة

Table 15: Percentage Distribution of the Existing of Competence of the Main Product According to the Owners\ Managers of the industrial Establishments During June 2006 by Region

Competence existence	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	وجود المنافسة
There is competition	95.5	88.0	90.3	توجد منافسة
There is no competition	4.5	12.0	9.7	لا توجد منافسة
Total	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 16: التوزيع النسبي لآراء أصحاب/مدراء المنشآت حول نوع المنافسة التي تواجهها المنشأة خلال شهر حزيران 2006 حسب المنطقة

Table 16: Percentage Distribution of the Type of Competence According to the Owners\ Managers of the industrial Establishments During June 2006 by Region

Type of competence	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	نوع المنافسة
local	96.5	58.5	70.9	محلية
Foreign	3.5	41.5	29.1	أجنبية
Total	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 17: التوزيع النسبي لآراء أصحاب/مدراء المنشآت حول عملية تشغيل العاملين خلال شهر حزيران 2006 حسب المنطقة

Table 17: Percentage Distribution of the Hiring Employment Situation According to the Owners\ Managers of the industrial Establishments During June 2006 by Region

Employment situation	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	عملية التشغيل
Hiring employees	1.1	8.5	6.2	تم تشغيل عاملين
Discharging employee	50.6	14.5	25.6	تم تسريح عاملين
No change on number of employee	48.3	77.0	68.2	لم يطرأ أي تغيير على عدد العاملين
Total	**100.0**	**100.0**	**100.0**	**المجموع**