Palestinian National Authority
Palestinian Central Bureau of Statistics

Survey on the Perceptions of the Owners/Managers of the Industrial Establishments Towards the Economic Conditions, May 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
May 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 May 2006. The round was conducting during the period of June 2-22, 2006, taking into consideration May, 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 May 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 may 2006 had become worse than in April 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 May 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 May 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 (May 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 June 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 June 2006 but 47.3% of them expected sales to plummet; however, 24.7% expected sales to remain the same as they were in May 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.

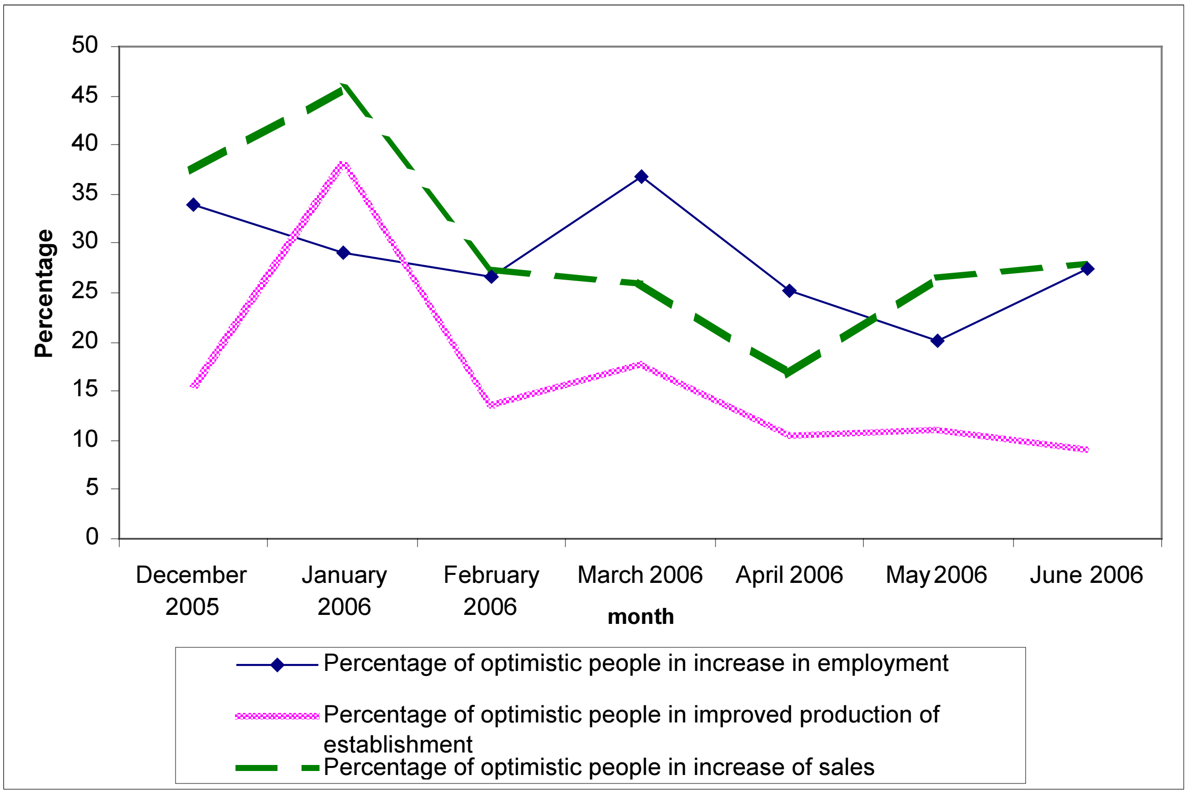
Results varied by geographic area since 58.1% of the owners of the industrial establishments in the Remaining West Bank pointed out the presence of local competition and 41.9% indicated presence of foreign competition. Alternatively, opinions in Gaza stated that 88.9% of the industrial enterprises in 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 May 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 على المدى القصير والمدى المتوسط حول تحسن أداء المنشآت لأهم المؤشرات حسب المنطقة أيار 2006

Table 1: Expectations of Owners/ Managers of the Industrial Establishments at the Short and Medium Terms About the Performance of Their Establishments for the Main Indicators by Region May 2006

Indicator	نسبة المتفائلين بارتفاع قيمة المبيعات **Percentage of Optimistic People in Increase of Sales**			نسبة المتفائلين بارتفاع مستوى التشغيل **Percentage of Optimistic People in Increase in Employment**			نسبة المتفائلين بتحسن وضع إنتاج المنشأة **Percentage of Optimistic People in Improved Production of Establishment**			**المؤشر**
	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West Bank	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	
Next month	29.2	27.5	28.0	10.5	8.6	9.1	30.2	26.4	27.5	الشهر القادم
Next six months	35.4	34.6	34.9	15.6	12.4	13.4	35.4	36.6	36.3	الستة شهور القادمة

جدول 2: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول أداء المنشآت من حيث الإنتاج خلال شهر أيار 2006 بالمقارنة مع شهر نيسان 2006 حسب المنطقة

Table2: Percentage Distribution of Owners/Managers of the Industrial Establishments According to Their Opinions About Establishments' Production During May 2006 Compared With April 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	2.1	2.9	2.6	أفضل بكثير
Somewhat better	15.6	24.4	21.7	أفضل إلى حد ما
About the same/ Unchanged	42.7	27.7	32.4	نفس الشيء/ لم يطرأ تغير يذكر
Somewhat worse	37.5	39.7	39.0	أسوأ إلى حد ما
A lot worse	2.1	5.3	4.3	أسوأ بكثير
Total	**100**	**100**	**100**	**المجموع**

جدول 3: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن وضع إنتاج المنشآت خلال شهر حزيران 2006 والشهور الستة القادمة حسب المنطقة

Table 3: Percentage Distribution of Owners/Managers of the Industrial Establishments According to Their Expectation About Establishments Production During June 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 حزيران 2006 June	خلال الشهور الستة القادمة Next Six Months	خلال شهر حزيران 2006 June	خلال الشهور الستة القادمة Next Six Months	خلال شهر حزيران 2006 June	
A lot better	2.1	1.0	1.4	1.0	1.6	1.0	أفضل بكثير
Somewhat better	33.3	29.2	35.2	25.4	34.7	26.5	أفضل إلى حد ما
About the same/ Unchanged	22.9	25.0	24.3	23.3	23.8	23.9	تقريبا نفس الشيء
Somewhat worse	37.5	42.7	31.0	45.0	33.0	44.3	أسوأ إلى حد ما
A lot worse	4.2	2.1	8.1	5.3	6.9	4.3	أسوأ بكثير
Total	**100**	**100**	**100**	**100**	**100**	**100**	**المجموع**

جدول 4: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن مستوى التشغيل في المنشآت خلال شهر حزيران والشهور الستة القادمة حسب المنطقة

Table 4: Percentage Distribution of Owners/Managers of the Industrial Establishments According to Their Expectation About Level of Employment in the Establishments During June 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		
	الستة شهور القادمة Next Six Months	خلال شهر حزيران 2006 During June 2006	الستة شهور القادمة Next Six Months	خلال شهر حزيران 2006 During June 2006	الستة شهور القادمة Next Six Months	خلال شهر حزيران 2006 During June 2006	
Significantly higher	-	-	1.0	0.5	0.7	0.3	أعلى بكثير
Somewhat higher	15.6	10.5	11.4	8.1	12.7	8.8	أعلى إلى حد ما
About the same	59.4	63.5	70.0	72.3	66.7	69.6	تقريبا نفس المستوى
Somewhat less	24.0	26.0	14.3	17.7	17.3	20.3	أقل بعض الشيء
Significantly less	1.0	-	3.3	1.4	2.6	1.0	أقل 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 حول قيمة المبيعات للمنشآت خلال شهر حزيران والشهور الستة القادمة حسب المنطقة

Table 5: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Expectation About Value of Sales in the Establishments During June 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		
	الستة شهور القادمة Next Six Months	خلال شهر حزيران 2006 During June 2006	الستة شهور القادمة Next Six Months	خلال شهر حزيران 2006 During June 2006	الستة شهور القادمة Next Six Months	خلال شهر حزيران 2006 During June 2006	
Significantly higher	2.1	1.0	1.9	0.5	2.0	0.7	أعلى بكثير
Somewhat higher	33.3	28.2	32.7	27.0	32.9	27.3	أعلى إلى حد ما
About the same	20.9	25.0	22.6	24.5	22.0	24.7	تقريبا نفس المستوى
Somewhat less	40.6	43.7	38.0	43.7	38.8	43.7	أقل بعض الشيء
Significantly less	3.1	2.1	4.8	4.3	4.3	3.6	أقل بكثير
Total	**100**	**100**	**100**	**100**	**100**	**100**	**المجموع**

جدول 6: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن أسباب تراجع أو ثبات المستوى المتوقع للمبيعات حسب المنطقة خلال شهر أيار 2006

Table 6: Percentage Distribution of Owners/Managers of the Industrial Establishments According to Their Expectation About the Expected Sales Level Stability or Decline by Region During May 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	5.1	3.6	4.0	تراجع الطلب على منتجات المنشأة
Lack of credit/finance	-	-	-	نقص التمويل والقدرة على الاقتراض
Difficulties in Exporting Finished goods	7.7	5.4	6.0	صعوبات في التصدير
Difficulties in obtaining needed raw materials or inputs	7.7	-	2.0	صعوبات في وصول مستلزمات الإنتاج للمنشأة
Employees unable reaching place of work	-	-	-	عدم تمكن العاملين من الوصول إلى أماكن عملهم
Decline in the Consumer Purchasing Power	79.5	46.0	54.5	انخفاض القدرة الشرائية للمستهلكين
Obstacles in Marketing	-	5.4	4.0	صعوبة تسويق المنتجات
Competitive Goods	-	9.0	6.7	ظهور سلع منافسة
Other	-	30.6	22.8	أخرى
Total	**100**	**100**	**100**	**المجموع**

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 7: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري أيار وحزيران 2006 حسب المنطقة

Table 7: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Opinions About the Problems Faced the Establishment During May and June 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 حزيران 2006 During June 2006	خلال أيار 2006 During May 2006	خلال حزيران 2006 During June 2006	خلال أيار 2006 During May 2006	خلال حزيران 2006 During June 2006	خلال أيار 2006 During May 2006	خلال حزيران 2006 During June 2006	خلال أيار 2006 During May 2006	خلال حزيران 2006 During June 2006	خلال أيار 2006 During May 2006		
Establishment performance in general	Remaining West bank and Gaza strip	2.6	2.3	29.6	30.0	46.3	48.0	20.8	17.7	0.7	2.0	باقي الضفة الغربية وقطاع غزة	أداء المؤسسة بشكل عام
	Remaining West bank	2.4	2.4	23.8	26.7	56.2	50.5	17.1	18.5	0.5	1.9	باقي الضفة الغربية	
	Gaza Strip	3.1	2.1	42.7	37.5	24.0	42.7	29.2	15.6	1.0	2.1	قطاع غزة	
Obtaining needed raw materials and inputs	Remaining West bank and Gaza strip	1.3	1.3	22.2	27.9	68.0	64.6	7.8	4.9	0.7	1.3	باقي الضفة الغربية وقطاع غزة	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
	Remaining West bank	1.0	1.4	19.6	27.8	76.6	67.5	2.4	2.3	0.5	1.0	باقي الضفة الغربية	
	Gaza Strip	2.1	1.0	28.1	28.1	49.0	58.4	19.8	10.4	1.0	2.1	قطاع غزة	
Problems of employees reaching place of work	Remaining West bank and Gaza strip	-	-	5.3	6.6	93.1	91.4	1.3	1.3	0.3	0.7	باقي الضفة الغربية وقطاع غزة	وصول العاملين إلى مكان العمل
	Remaining West bank	-	-	7.1	9.0	91.0	88.6	1.4	1.9	0.5	0.5	باقي الضفة الغربية	
	Gaza Strip	-	-	1.0	1.0	98.0	98.0	1.0	-	-	1.0	قطاع غزة	
Unable to open/operate/work	Remaining West bank and Gaza strip	1.0	1.0	4.2	4.9	92.1	91.1	2.0	2.0	0.7	1.0	باقي الضفة الغربية وقطاع غزة	تمكن المنشأة من فتح باب/تشغيل/العمل بشكل منتظم.
	Remaining West bank	0.5	0.5	2.4	2.9	93.7	93.2	2.4	2.4	1.0	1.0	باقي الضفة الغربية	
	Gaza Strip	2.1	2.1	8.4	9.4	88.5	86.5	1.0	1.0	-	1.0	قطاع غزة	
Difficulties in transporting finished goods to market	Remaining West bank and Gaza strip	6.2	5.9	27.9	33.2	61.0	57.0	4.2	2.9	0.7	1.0	باقي الضفة الغربية وقطاع غزة	صعوبات في شحن المنتجات الجاهزة للسوق
	Remaining West bank	7.1	7.1	33.8	41.0	56.7	50.0	1.9	1.4	0.5	0.5	باقي الضفة الغربية	
	Gaza Strip	4.2	3.1	14.6	15.6	70.8	73.0	9.4	6.2	1.0	2.1	قطاع غزة	

جدول 7 (تابع): التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري أيار وحزيران 2006 حسب المنطقة

Table 7 (Cont.): Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Opinions About the Problems Faced the Establishment During May and June 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 حزيران 2006 During June 2006	خلال أيار 2006 During May 2006	خلال حزيران 2006 During June 2006	خلال أيار 2006 During May 2006	خلال حزيران 2006 During June 2006	خلال أيار 2006 During May 2006	خلال حزيران 2006 During June 2006	خلال أيار 2006 During May 2006	خلال حزيران 2006 During June 2006	خلال أيار 2006 During May 2006		
Financial problems or unable to obtain bank loans	Remaining West bank and Gaza strip	7.5	8.9	20.2	24.5	66.8	62.1	5.5	3.9	-	0.6	باقي الضفة الغربية وقطاع غزة	الأوضاع المالية الخاصة، والتسهيلات من البنوك
	Remaining West bank	9.0	11.4	18.6	26.2	70.0	60.5	2.4	1.9	-	-	باقي الضفة الغربية	
	Gaza Strip	4.2	3.1	24.0	20.8	59.3	65.6	12.5	8.4	-	2.1	قطاع غزة	

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 8: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول العوامل المؤثرة على تكاليف الإنتاج خلال شهر أيار 2006 حسب المنطقة

Table 8: Percentage Distribution of Owners/Managers of the Industrial Establishments Opinion About the Factors Affecting Production Cost During May 2006 by Region

Factors		Opinion				الرأي		العوامل
		لا تأثير No effect	تأثير ضعيف إلى حد ما Relatively weak effect	تأثير ضعيف Weak effect	تأثير قوي إلى حد ما Relatively large effect	تأثير قوي Large effect		
Foreign competition	Remaining West bank and Gaza strip	50.1	7.4	9.2	13.2	20.1	باقي الضفة الغربية وقطاع غزة	المنافسة الأجنبية
	Remaining West bank	40.5	3.3	9.5	18.1	28.6	باقي الضفة الغربية	
	Gaza strip	71.9	16.7	8.3	2.1	1.0	قطاع غزة	
Informal Sector	Remaining West bank and Gaza strip	53.0	16.8	9.8	11.2	9.2	باقي الضفة الغربية وقطاع غزة	القطاع غير المنظم
	Remaining West bank	57.0	4.3	11.0	14.8	12.9	باقي الضفة الغربية	
	Gaza strip	43.7	44.9	7.3	3.1	1.0	قطاع غزة	
Local Competition	Remaining West bank and Gaza strip	19.6	22.9	14.1	19.7	23.7	باقي الضفة الغربية وقطاع غزة	المنافسة المحلية
	Remaining West bank	21.0	8.1	14.3	23.3	33.3	باقي الضفة الغربية	
	Gaza strip	16.7	56.2	13.5	11.5	2.1	قطاع غزة	
Transport cost	Remaining West bank and Gaza strip	4.6	3.3	10.6	37.1	44.4	باقي الضفة الغربية وقطاع غزة	مصاريف النقل
	Remaining West bank	6.2	4.3	14.3	39.5	35.7	باقي الضفة الغربية	
	Gaza strip	1.1	1.1	2.1	31.6	64.3	قطاع غزة	
Political situation	Remaining West bank and Gaza strip	7.2	1.3	5.9	13.8	71.7	باقي الضفة الغربية وقطاع غزة	الأوضاع السياسية الحالية
	Remaining West bank	9.5	1.9	8.1	18.6	61.9	باقي الضفة الغربية	
	Gaza strip	2.1	-	1.0	3.1	93.8	قطاع غزة	
Costs of raw materials and inputs	Remaining West bank and Gaza strip	3.3	-	7.3	16.9	72.7	باقي الضفة الغربية وقطاع غزة	ارتفاع أسعار وتكاليف المواد الخام
	Remaining West bank	4.8	-	10.0	23.9	61.3	باقي الضفة الغربية	
	Gaza strip	-	-	1.0	1.0	98.0	قطاع غزة	

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 9: التوزيع النسبي لعدد طلبات الاقتراض المقدمة للبنوك من قبل أصحاب/مدراء المنشآت الصناعية خلال شهر أيار 2006 حسب المنطقة

Table 9: 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	93.8	93.8	93.8	لم يكن هناك طلب اقتراض
Once	2.1	2.4	2.3	مرة واحدة
2-5	3.1	2.4	2.6	5-2
More than 5 times	1.0	1.4	1.3	اكثر من خمس مرات
Total	**100**	**100**	**100**	**المجموع**

جدول 10: التوزيع النسبي لمبيعات المنشآت الصناعية للأسواق المختلفة خلال شهر أيار 2006 حسب المنطقة

Table 10: Percentage Distribution of the Exporting industrial Establishments Sales to the Different Market During May 2006 by Region

Market	من قطاع غزة Gaza Strip	من باقي الضفة الغربية Remaining West Bank	من باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip	السوق
Remaining West Bank	25.2	35.3	34.4	باقي الضفة الغربية
Gaza Strip	20.5	4.7	6.0	قطاع غزة
Israel	53.2	47.8	48.5	إسرائيل
International Market	1.1	12.2	11.1	باقي الأسواق العالمية
Total	**100**	**100**	**100**	**المجموع**

جدول 11: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول العوائق التي واجهت عملية التصدير خلال شهر أيار2006 حسب المنطقة

Table 11: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Views About the Export Obstacles During May 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	4.2	0.8	3.4	4.2	11.8	75.6	باقي الضفة الغربية وقطاع غزة	الالتزام بمتطلبات و مواصفات المنتج للأسواق العالمية
	Remaining West bank	4.7	0.9	3.7	4.7	10.3	75.7	باقي الضفة الغربية	
	Gaza strip	–	–	–	–	27.3	72.7	قطاع غزة	
Commitment to export market Packaging requirements	Remaining West bank and Gaza strip	5.9	0.8	2.5	1.7	5.9	83.2	باقي الضفة الغربية وقطاع غزة	الالتزام بمتطلبات التغليف في السوق التصديري
	Remaining West bank	6.5	0.9	2.8	1.9	5.6	82.3	باقي الضفة الغربية	
	Gaza strip	–	–	–	–	9.1	90.9	قطاع غزة	
Price competition in the export market	Remaining West bank and Gaza strip	5.1	–	17.8	13.5	15.2	48.4	باقي الضفة الغربية وقطاع غزة	قدرة الشركة التنافسية من حيث الأسعار في الأسواق الخارجية
	Remaining West bank	5.6	–	19.6	12.1	15.0	47.7	باقي الضفة الغربية	
	Gaza strip	–	–	–	27.3	18.2	54.5	قطاع غزة	
Compliance to quantity demanded and delivery time	Remaining West bank and Gaza strip	–	–	6.6	5.9	16.1	71.4	باقي الضفة الغربية وقطاع غزة	قدرة الشركة على تلبية الطلبات من حيث الكمية والالتزام بمواعيد التسليم
	Remaining West bank	–	–	0.9	5.6	15.0	78.5	باقي الضفة الغربية	
	Gaza strip	–	–	63.6	9.1	27.3	–	قطاع غزة	
Export financing	Remaining West bank and Gaza strip	1.7	0.8	5.1	9.3	19.4	63.7	باقي الضفة الغربية وقطاع غزة	قدرة الشركة على تمويل الصادرات
	Remaining West bank	1.9	0.9	5.6	8.4	15.9	67.3	باقي الضفة الغربية	
	Gaza strip	–	–	–	18.2	54.5	27.3	قطاع غزة	
Marketing ability	Remaining West bank and Gaza strip	3.4	–	3.4	12.7	28.8	51.7	باقي الضفة الغربية وقطاع غزة	قدرة الشركة على ترويج الصادرات و البيع
	Remaining West bank	3.7	–	3.7	12.1	28.0	52.5	باقي الضفة الغربية	
	Gaza strip	–	–	–	18.2	36.4	45.4	قطاع غزة	
Regular achievement of Raw materials	Remaining West bank and Gaza strip	4.3	–	16.0	11.9	35.6	32.2	باقي الضفة الغربية وقطاع غزة	انتظام وصول المواد الخام
	Remaining West bank	4.7	–	11.2	13.1	37.4	33.6	باقي لضفة الغربية	
	Gaza strip	–	–	63.6	–	18.2	18.2	قطاع غزة	
Regular achievement of Export	Remaining West bank and Gaza strip	0.9	–	20.2	21.2	35.6	22.1	باقي الضفة الغربية وقطاع غزة	انتظام وصول الصادرات
	Remaining West bank	0.9	–	15.0	23.4	36.4	24.3	باقي لضفة الغربية	
	Gaza strip	–	–	72.7	–	27.3	–	قطاع غزة	

جدول 11 (تابع): التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول العوائق التي واجهت عملية التصدير خلال شهر أيار2006 حسب المنطقة

Table 11 (Cont.): Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Views About the Export Obstacles During May 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 Employee	Remaining West bank and Gaza strip	-	-	1.7	5.1	17.0	76.2	باقي الضفة الغربية وقطاع غزة	انتظام وصول العاملين
	Remaining West bank	-	-	1.9	4.7	18.7	74.7	باقي لضفة الغربية	
	Gaza strip	-	-	-	9.1	-	90.9	قطاع غزة	
Palestinian export regulation and License	Remaining West bank and Gaza strip	1.7	0.8	2.6	7.7	12.0	75.2	باقي الضفة الغربية وقطاع غزة	إجراءات الترخيص و التصدير
	Remaining West bank	1.9	0.9	2.8	7.5	12.3	74.6	باقي لضفة الغربية	
	Gaza strip	-	-	-	9.1	9.1	81.8	قطاع غزة	
Information Access to the foreign market	Remaining West bank and Gaza strip	5.1	0.9	4.2	11.9	25.5	52.4	باقي الضفة الغربية وقطاع غزة	توفـــر معلومـــات و جهات وصل في الأسواق الخارجية
	Remaining West bank	5.6	0.9	4.7	12.1	28.0	48.7	باقي لضفة الغربية	
	Gaza strip	-	-	-	9.1	-	90.9	قطاع غزة	
Traveling problems imposed on entering foreign markets	Remaining West bank and Gaza strip	8.5	-	16.9	18.6	22.1	33.9	باقي الضفة الغربية وقطاع غزة	إمكانـــية الســـفر و الدخول للأسواق الخارجية
	Remaining West bank	9.3	-	15.0	16.8	24.3	34.6	باقي لضفة الغربية	
	Gaza strip	-	-	36.4	36.4	-	27.2	قطاع غزة	
Import regulation in the foreign market	Remaining West bank and Gaza strip	5.9	0.9	9.3	12.7	33.9	37.3	باقي الضفة الغربية وقطاع غزة	إجـــراءات الـــتوريد المفروضـــة في الأسواق الخارجية
	Remaining West bank	6.5	0.9	9.3	11.2	34.6	37.4	باقي لضفة الغربية	
	Gaza strip	-	-	9.0	27.3	27.3	36.4	قطاع غزة	
Costumer payment guarantee	Remaining West bank and Gaza strip	0.8	-	19.5	20.3	27.1	32.3	باقي الضفة الغربية وقطاع غزة	توفر ضمانات الدفع من قبل الزبون
	Remaining West bank	0.9	-	20.6	19.6	24.3	34.6	باقي لضفة الغربية	
	Gaza strip	-	-	9.1	27.3	54.5	9.1	قطاع غزة	

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 12: نسبة الطرق التي استخدمتها المنشآت/ المؤسسات الصناعية إيجاد الزبائن في الأسواق المصدر إليها خلال شهر أيار 2006 حسب المنطقة

Table 12: Percentage of Mechanism of Finding Customers in the Export Market During May 2006 by Region

Approaching Customers	قطاع غزة Gaza Strip	باقي الضفة الغربية Remaining West bank	باقي الضفة الغربية وقطاع غزة Remaining west bank & Gaza Strip	الوصول الى الزبائن
Market researches	-	45.8	41.6	القيام بدراسات السوق
Information gathered from commerce chamber industrial union etc…	27.3	32.7	32.2	الحصول على المعلومات اللازمة من الغرفة التجارية والاتحادات الصناعية
Participate in international exhibitions and organized business missions	54.5	46.7	47.4	المشاركة في المعارض الدولية و البعثات التجارية المنظمة
Self-organized visits to the export market	27.3	73.8	69.6	تنظيم ذاتي من قبل الشركة لزيارات تجارية للأسواق المستهدفة
Personal relationships and contacts	90.9	90.7	90.7	بواسطة علاقات واتصالات شخصية
Through Internet	-	16.8	15.3	التعرف على الزبون من خلال شبكة الإنترنت
Customer self initiative	54.5	69.2	67.8	اتصال بادر إليه الزبون بشكل تلقائي

(-) Number of observations is too small

(-) تعني عدد المشاهدات قليل

جدول 13: نسبة إستخدام قنوات التوصيل للأسواق الإسرائيلية و الأسواق الأخرى خلال شهر أيار 2006 حسب المنطقة

Table 13: Percentage of Distribution and marketing Channels of Export Products to Israel Markets and Other Markets During May 2006 by Region

Achievement channel	Export market and Region المنطقة و سوق التصدير						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	18.2	81.8	29.9	75.9	28.8	76.5	البيع المباشر للزبون
Through establishment agency in this market	9.1	9.1	14.0	6.5	13.6	6.7	من خلال مكتب المنشأة داخل هذه السوق
Through Palestinian agency	9.1	-	14.0	5.6	13.6	5.1	من خلال موزع أو وكيل فلسطيني يقوم بالتوزيع في هذه السوق
Through Israeli agency as a local seller or exporter	-	18.2	3.7	21.3	3.4	21.0	من خلال موزع أو وكيل إسرائيلي يقوم بالتوزيع أو التصدير للخارج
No exports reported to this market	63.6	9.1	43.9	36.1	45.7	33.7	المنشأة لا تصدر لهذه الأسواق
Other	-	-	5.6	19.4	5.3	18.4	أخرى

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

جدول 14: التوزيع النسبي لآراء أصحاب/مدراء المنشآت حول وجود منافسة للمنتج الرئيسي للمنشأة خلال شهر أيار 2006 حسب المنطقة

Table 14: Percentage Distribution of the Existing of Competence of the Main Product According to the Owners\ Managers of the industrial Establishments During May 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	81.8	92.6	91.6	توجد منافسة
There is no competition	18.2	7.4	8.4	لا توجد منافسة
Total	**100**	**100**	**100**	**المجموع**

جدول 15: التوزيع النسبي لآراء أصحاب/مدراء المنشآت حول نوع المنافسة التي تواجهها المنشأة خلال شهر أيار 2006 حسب المنطقة

Table 15: Percentage Distribution of the Type of Competence According to the Owners\ Managers of the industrial Establishments During May 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	88.9	58.1	67.2	محلية
Foreign	11.1	41.9	32.8	أجنبية
Total	**100**	**100**	**100**	**المجموع**

جدول 16: التوزيع النسبي لآراء أصحاب/مدراء المنشآت حول عملية تشغيل العاملين خلال شهر أيار 2006 حسب المنطقة

Table 16: Percentage Distribution of the Hiring Employment Situation According to the Owners\ Managers of the industrial Establishments During May 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	6.7	4.9	تم تشغيل عاملين
Discharging employee	70.8	13.8	31.4	تم تسريح عاملين
No change on number of employee	28.1	79.5	63.7	لم يطرأ أي تغيير على عدد العاملين
Total	**100**	**100**	**100**	**المجموع**