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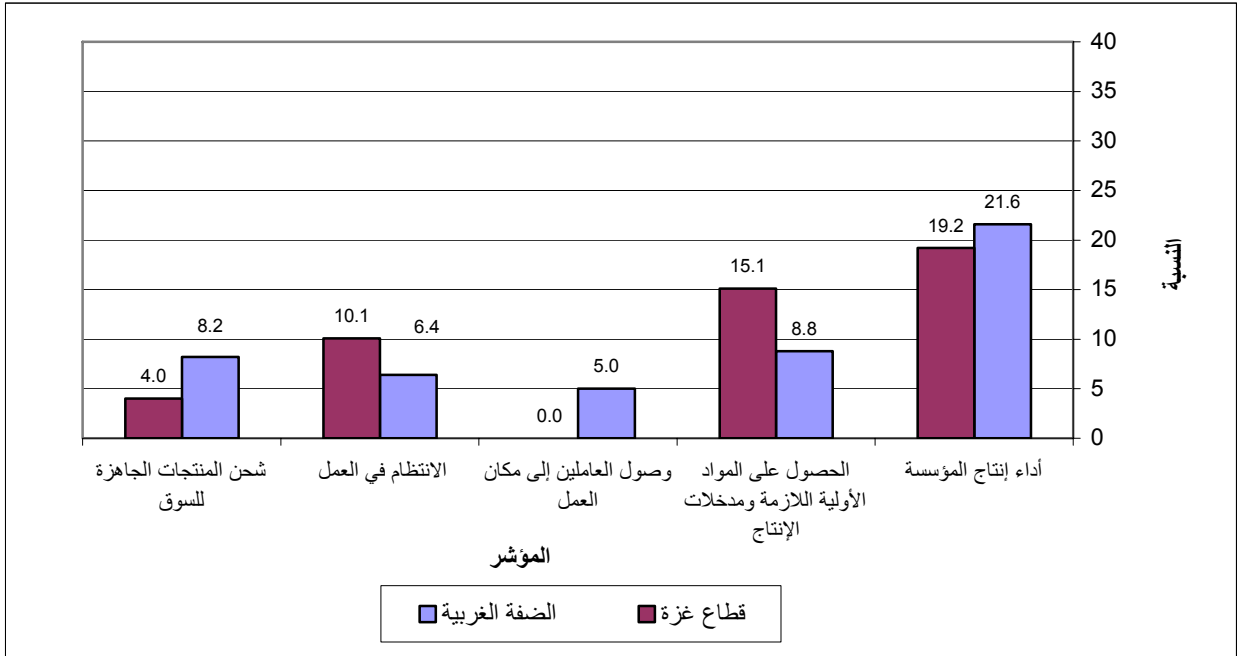
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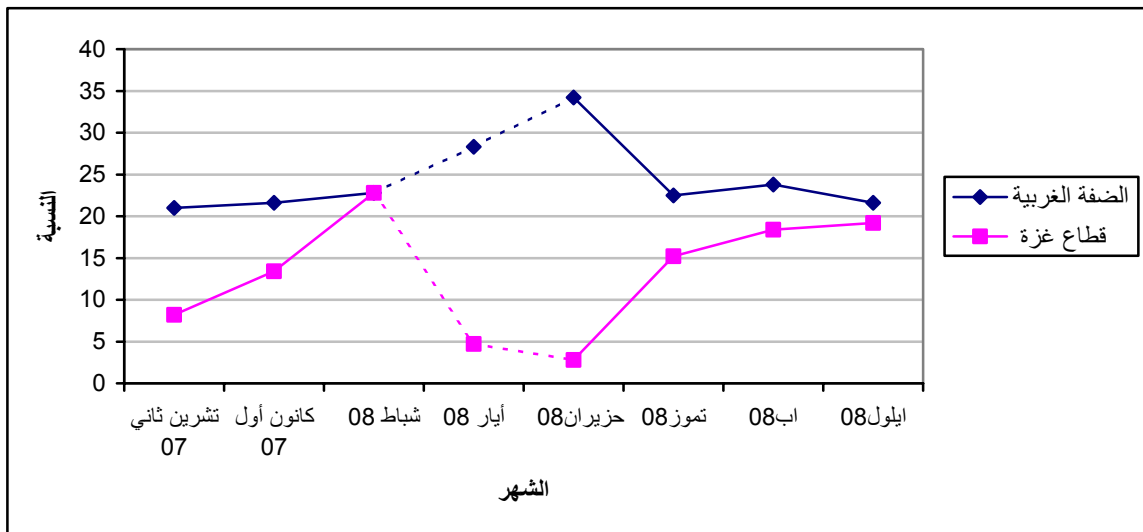
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# Tables

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**Table 1-1: Percentage of the Industrial Establishments Encountered Improvement Situation During the Reference Month Compared to that before the Reference Month for the Main Indicators in the Palestinian Territory 2008**

Indicator	Reference Month										
	2008										2007
	Sept.	Aug.	July	June	May	April	Mar.	Feb.	Jan.	Dec.	
Establishment performance in general	21.0	22.2	20.9	27.4	23.7	-	-	22.8	-	19.9	
Obtaining needed raw materials and inputs	10.5	12.4	10.6	29.8	27.9	-	-	21.4	-	17.9	
Problems of employees reaching place of work	3.6	3.9	3.9	26.2	25.2	-	-	16.7	-	16.2	
Regularity of work	7.3	7.8	4.2	12.4	9.4	-	-	6.3	-	6.4	
Transporting finished goods to market	7.1	8.3	11.4	4.5	4.6	-	-	4.0	-	5.7	

(-) No Data Available

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2008 \*

**Table 1-2: Percentage of Industrial Establishments Encountered Improvement Situation During the Reference Month Compared to that before the Reference Month for the Main Indicators in the West Bank\* 2008**

Indicator	Reference Month										
	2008										2007
	Sept.	Aug.	July	June	May	April	Mar.	Feb.	Jan.	Dec.	
Establishment performance in general	21.6	23.8	22.5	34.2	28.3	-	-	22.8	-	21.6	
Obtaining needed raw materials and inputs	8.8	10.6	11.1	37.3	33.6	-	-	21.2	-	19.5	
Problems of employees reaching place of work	5.0	4.8	3.9	32.6	30.1	-	-	15.7	-	17.4	
Regularity of work	6.4	5.2	3.2	15.4	10.9	-	-	6.3	-	5.9	
Transporting finished goods to market	8.2	10.3	13.6	5.4	5.3	-	-	2.8	-	5.1	

(-) No Data Available

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## 2008

**Table 1-3: Percentage of Industrial Establishments Encountered Improvement Situation During the Reference Month Compared to that before the Reference Month for the Main Indicators in Gaza Strip 2008**

Indicator	Reference Month									
	2008									2007
	Sept.	Aug.	July	June	May	April	Mar.	Feb.	Jan.	Dec.
Establishment performance in general	19.2	18.4	15.2	2.8	4.7	-	-	22.8	-	13.4
Obtaining needed raw materials and inputs	15.1	16.7	8.9	2.8	4.7	-	-	22.8	-	11.7
Problems of employees reaching place of work	0.0	1.8	3.8	2.8	4.7	-	-	22.8	-	11.7
Regularity of work	10.1	14.1	7.6	1.4	3.1	-	-	6.8	-	8.3
Transporting finished goods to market	4.0	3.5	3.8	1.4	1.6	-	-	11.4	-	8.3

(-) No Data Available

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**Table 2-1: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Opinions for Main Indicators During September 2008 Compared with August 2008 in the Palestinian Territory**

<b>Problem</b>	<b>Total</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Establishment performance in general	<b>100</b>	6.0	24.9	48.1	17.1	3.9	
Production situation	<b>100</b>	6.6	27.6	45.1	15.5	5.2	
Employees productivity	<b>100</b>	6.0	19.4	57.0	13.1	4.5	
Obtaining needed raw materials and inputs	<b>100</b>	3.1	11.5	74.9	8.4	2.1	
Problems of employees reaching place of work	<b>100</b>	0.5	2.9	93.0	3.1	0.5	
Regularity of work	<b>100</b>	2.9	10.2	79.6	6.0	1.3	
Transporting finished goods to market	<b>100</b>	3.1	13.4	76.4	5.8	1.3	
Financial situations	<b>100</b>	3.9	20.5	60.6	12.1	2.9	
Banks credits & facilities	<b>100</b>	1.1	3.4	91.3	3.9	0.3	
Level of employment	<b>100</b>	2.1	9.7	79.3	7.6	1.3	
Value of sales	<b>100</b>	6.0	29.4	44.4	15.0	5.2	

\*

**Table 2-2: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Opinions for Main Indicators During September 2008 Compared with August 2008 in the West Bank**

<b>Problem</b>	<b>Total</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Establishment performance in general	<b>100</b>	4.6	31.9	41.9	18.8	2.8	
Production situation	<b>100</b>	5.3	35.8	37.6	17.0	4.3	
Employees productivity	<b>100</b>	4.6	24.8	53.2	14.2	3.2	
Obtaining needed raw materials and inputs	<b>100</b>	1.4	14.5	75.3	7.4	1.4	
Problems of employees reaching place of work	<b>100</b>	0.7	3.9	90.4	4.3	0.7	
Regularity of work	<b>100</b>	1.8	12.4	79.4	5.7	0.7	
Transporting finished goods to market	<b>100</b>	2.8	17.7	71.3	7.1	1.1	
Financial situations	<b>100</b>	3.9	25.2	55.3	13.5	2.1	
Banks credits & facilities	<b>100</b>	1.4	4.6	88.3	5.3	0.4	
Level of employment	<b>100</b>	1.1	12.4	76.9	8.9	0.7	
Value of sales	<b>100</b>	4.6	37.6	37.2	16.3	4.3	

**Table 2-3: : Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Opinions for Main Indicators During September 2008 Compared with August 2008 in Gaza Strip**

Problem	Total	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better	
Establishment performance in general	100	10.1	5.1	65.6	12.1	7.1	
Production situation	100	10.1	4.0	66.7	11.1	8.1	
Employees productivity	100	10.1	4.0	67.7	10.1	8.1	
Obtaining needed raw materials and inputs	100	8.1	3.0	73.8	11.1	4.0	
Problems of employees reaching place of work	100	0.0	0.0	100.0	0.0	0.0	
Regularity of work	100	6.1	4.0	79.8	7.1	3.0	
Transporting finished goods to market	100	4.0	1.0	91.0	2.0	2.0	
Financial situations	100	4.0	7.1	75.7	8.1	5.1	
Banks credits & facilities	100	0.0	0.0	100.0	0.0	0.0	
Level of employment	100	5.1	2.0	85.9	4.0	3.0	
Value of sales	100	10.1	6.1	64.6	11.1	8.1	

**Table 3: Percentage of Industrial Establishments Encountered Improvement Situation During the Reference Month (September 2008) Compared to that before the Reference Month for the Main Indicators by Region**

Indicator	Gaza Strip	* West Bank*	Palestinian Territory	
Employees productivity	18.2	17.4	17.6	
Financial situations	13.2	15.6	15.0	
Banks credits & facilities	0.0	5.7	4.2	
Level of employment	7.0	9.6	8.9	
Value of sales	19.2	20.6	20.2	

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**Table 4: Percentage Distribution of Owners/Managers of the Active Industrial Establishments According to the Reasons for Sales Level Stability or Decline by Region During September 2008**

Reason	Gaza Strip	* West Bank*	Palestinian Territory	
Decrease in demand	6.3	15.9	14.7	
Difficulties in exporting finished goods	0.0	2.7	2.3	
Decline in the consumer purchasing power	12.5	33.6	31.0	
Product Marketing Obstacles	0.0	0.9	0.9	( )
Competence product	12.4	4.5	5.4	
Seasonally related	0.0	10.6	9.3	
Military check points/ israeli actions/ closures	43.8	4.4	9.3	/ /
Other	25.0	27.4	27.1	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

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**Table 5: Percentage Distribution of the Active Industrial Establishments According to the Employment Mobility During September 2008 by Region**

<b>Employment Mobility</b>	<b>Gaza Strip</b>	<b>* West Bank*</b>	<b>Palestinian Territory</b>	
Hiring employees	8.2	6.9	7.1	
Firing employees	8.2	8.7	8.7	
No change	83.6	84.4	84.2	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

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**Table 6: Percentage Distribution of the Existing of Competence of the Main Product According to the Owners\ Managers of the Active Industrial Establishments During September 2008 by Region**

<b>Competence existence</b>	<b>Gaza Strip</b>	<b>* West Bank*</b>	<b>Palestinian Territory</b>	
There is competition	83.9	92.4	90.8	
There is no competition	16.1	7.6	9.2	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

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**Table 7: Percentage Distribution of the Type of Competence According to the Owners\ Managers of the Active Industrial Establishments During September 2008 by Region**

<b>Type of competence</b>	<b>Gaza Strip</b>	<b>* West Bank*</b>	<b>Palestinian Territory</b>	
Local	84.6	71.6	73.9	
Foreign	15.4	28.4	26.1	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	



**Table 8: Expectations of Owners/ Managers of the Active Industrial Establishments for the Month that Follow the Reference Month Compared With the Reference (September, 2008) Month for the Main Indicators by Region**

Indicator	Reference Month											
	2008											2007
	Sept.	August	July	June	May	April	Mar.	Feb.	Jan.	Dec.		
<b>Percentage of who are expecting better establishment situation</b>												
Palestinian Territory	33.0	28.0	30.3	32.5	32.8	-	-	31.8	28.7	18.2		
West Bank*	29.8	21.6	26.3	29.6	29.4	36.0	35.4	31.5	26.2	19.5	*	
Gaza Strip	46.8	58.9	53.2	54.3	46.9	-	-	34.1	56.5	13.3		
<b>Percentage of who are expecting higher employment level</b>												
Palestinian Territory	16.1	15.6	10.1	11.9	15.2	-	-	7.3	6.9	5.4		
West Bank*	10.3	8.5	3.7	6.2	8.0	10.3	10.5	5.1	4.7	5.1	*	
Gaza Strip	40.3	50.0	46.8	54.3	45.4	-	-	20.5	30.4	6.8		
<b>Percentage of who are expecting higher sales volume</b>												
Palestinian Territory	33.9	28.6	28.7	32.0	33.2	-	-	33.3	31.2	19.9		
West Bank*	30.9	22.3	24.5	29.0	29.9	38.9	37.1	33.1	28.9	21.2	*	
Gaza Strip	46.8	58.9	53.2	54.3	46.9	-	-	34.1	56.5	15.0		

(-) No Data Available

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**Table 9: Expectations of Owners/ Managers of the Active Industrial Establishments for the Six Months that Follow the Reference Month Compared With the Reference Month (September, 2008) for the Main Indicators by Region**

Indicator	Reference Month										
	2008									2007	
	Sept.	August	July	June	May	April	Mar.	Feb.	Jan.	Dec.	
<b>Percentage of who are expecting better establishment situation</b>											
Palestinian Territory	38.8	39.9	34.5	35.7	41.6	-	-	61.7	59.6	33.5	
West Bank*	35.0	35.7	30.4	32.9	38.5	49.4	57.2	62.2	58.2	36.5	*
Gaza Strip	54.8	60.7	58.7	57.1	54.7	-	-	58.4	78.9	20.3	
<b>Percentage of who are expecting higher employment level</b>											
Palestinian Territory	21.6	19.2	15.1	15.4	22.3	-	-	25.2	22.7	13.2	
West Bank*	14.8	12.9	8.5	9.7	14.8	15.8	22.9	23.2	20.5	11.9	*
Gaza Strip	50.0	50.0	54.4	57.1	53.1	-	-	38.9	52.6	18.6	
<b>Percentage of who are expecting higher sales volume</b>											
Palestinian Territory	42.5	40.9	35.1	36.6	43.9	-	-	67.6	64.1	36.5	
West Bank*	39.5	36.8	31.1	34.1	41.3	53.8	59.8	68.9	63.0	39.8	*
Gaza Strip	54.8	60.7	58.7	55.9	54.7	-	-	58.4	78.9	22.0	

(-) No Data Available

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**Table 10: Expectations of Owners/ Managers of the Active Industrial Establishments about Better Expectations for their Establishments for the Month that Follow the Reference Month (September, 2008) Compared With the Reference Month by Region**

<b>Indicator</b>	<b>Gaza Strip</b>	<b>* West Bank*</b>	<b>Palestinian Territory</b>	
Establishment performance in general	46.8	28.2	31.8	
Employees productivity	45.1	24.0	28.1	
Obtaining needed raw materials and inputs	38.7	7.3	13.3	
Problems of employees reaching place of work	4.8	6.5	6.1	
Regularity of work	37.1	7.7	13.3	
Transporting finished goods to market	17.8	9.2	10.8	
Financial situations	43.6	22.2	26.3	
Banks credits & facilities	1.6	5.0	4.3	

**Table 11: Expectations of Owners/ Managers of the Active Industrial Establishments about Better Expectations for their Establishments for the Six Months that Follow the Reference Month (September,2008) Compared With the Reference Month for the Main Indicators by Region**

Indicator	Gaza Strip	* West Bank*	Palestinian Territory	
Establishment performance in general	54.8	32.7	36.9	
Employees productivity	53.2	27.0	32.0	
Obtaining needed raw materials and inputs	48.4	11.0	18.2	
Problems of employees reaching place of work	11.3	8.0	8.6	
Regularity of work	48.4	10.7	17.9	
Transporting finished goods to market	24.2	13.7	15.6	
Financial situations	50.0	28.9	32.9	
Banks credits & facilities	4.8	7.3	6.8	

**Table 12-1: Percentage Distribution of Owners/ Managers of the Active Industrial Establishments According to Their Opinions for Main Indicators for the Month that Follow the Reference Month (September, 2008) Compared With the Reference Month in the Palestinian Territory**

<b>Problem</b>	<b>Total</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Establishment performance in general	100	1.9	20.1	46.2	28.1	3.7	
Production situation	100	1.5	23.1	42.4	29.0	4.0	
Volume of sales	100	1.9	23.8	40.4	29.9	4.0	
Employees productivity	100	1.5	15.4	55.0	24.1	4.0	
Obtaining needed raw materials and inputs	100	1.2	8.6	76.9	11.1	2.2	
Problems of employees reaching place of work	100	1.2	1.9	90.8	5.2	0.9	
Regularity of work	100	1.2	5.9	79.6	11.1	2.2	
Level of employment	100	1.2	8.0	74.7	13.6	2.5	
Transporting finished goods to market	100	1.5	11.1	76.6	9.3	1.5	
Financial situations	100	1.5	21.3	50.9	23.8	2.5	
Banks credits & facilities	100	0.6	2.5	92.6	4.3	0.0	

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**Table 12-2: Percentage Distribution of Owners/ Managers of the Active Industrial Establishments According to Their Opinions for Main Indicators for the Month that Follow the Reference Month (September, 2008) Compared With the Reference Month in the West Bank\***

<b>Problem</b>	<b>Total</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Establishment performance in general	100	2.3	21.8	47.7	26.7	1.5	
Production situation	100	1.9	25.6	42.7	27.9	1.9	
Volume of sales	100	2.3	26.3	40.5	29.4	1.5	
Employees productivity	100	1.9	16.0	58.1	22.5	1.5	
Obtaining needed raw materials and inputs	100	1.5	7.6	83.6	6.9	0.4	
Problems of employees reaching place of work	100	1.5	0.8	91.2	6.1	0.4	
Regularity of work	100	1.5	4.6	86.2	6.9	0.8	
Level of employment	100	1.5	7.3	80.9	9.9	0.4	
Transporting finished goods to market	100	1.9	12.2	76.7	8.8	0.4	
Financial situations	100	1.9	23.3	52.6	21.4	0.8	
Banks credits & facilities	100	0.8	2.3	91.9	5.0	0.0	

**Table 12-3: Percentage Distribution of Owners/ Managers of the Active Industrial Establishments According to Their Opinions for Main Indicators for the Month that Follow the Reference Month (September, 2008) Compared With the Reference Month in Gaza Strip**

<b>Problem</b>	<b>Total</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Establishment performance in general	100	0.0	12.9	40.3	33.9	12.9	
Production situation	100	0.0	12.9	40.3	33.9	12.9	
Volume of sales	100	0.0	12.9	40.3	32.3	14.5	
Employees productivity	100	0.0	12.9	42.0	30.6	14.5	
Obtaining needed raw materials and inputs	100	0.0	12.9	48.4	29.0	9.7	
Problems of employees reaching place of work	100	0.0	6.5	88.7	1.6	3.2	
Regularity of work	100	0.0	11.3	51.6	29.0	8.1	
Level of employment	100	0.0	11.3	48.4	29.0	11.3	
Transporting finished goods to market	100	0.0	6.5	75.7	11.3	6.5	
Financial situations	100	0.0	12.9	43.5	33.9	9.7	
Banks credits & facilities	100	0.0	3.2	95.2	1.6	0.0	

**Table 13-1: Percentage Distribution of Owners/ Managers of the Active Industrial Establishments According to Their Opinions for Main Indicators During the Next Six Months Compared with Reference Month (September, 2008) in the Palestinian Territory**

<b>Problem</b>	<b>Total</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Establishment performance in general	100	3.1	21.8	38.2	32.6	4.3	
Production situation	100	4.6	24.0	32.6	34.2	4.6	
Volume of sales	100	5.2	24.6	27.7	38.2	4.3	
Employees productivity	100	4.6	16.0	47.4	28.6	3.4	
Obtaining needed raw materials and inputs	100	2.5	9.2	70.1	15.7	2.5	
Problems of employees reaching place of work	100	1.5	3.4	86.5	8.0	0.6	
Regularity of work	100	3.4	6.8	71.9	15.1	2.8	
Level of employment	100	2.5	9.2	66.7	18.8	2.8	
Transporting finished goods to market	100	2.2	12.0	70.2	13.8	1.8	
Financial situations	100	3.1	20.9	43.1	29.5	3.4	
Banks credits & facilities	100	0.6	2.8	89.8	6.5	0.3	



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**Table 13-2: Percentage Distribution of Owners/ Managers of the Active Industrial Establishments According to Their Opinions for Main Indicators During the Next Six Months Compared with Reference Month (September, 2008) in the West Bank\***

<b>Problem</b>	<b>Total</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Establishment performance in general	100	2.3	24.3	40.7	30.8	1.9	
Production situation	100	4.2	27.0	33.8	32.7	2.3	
Volume of sales	100	4.9	27.8	27.8	38.0	1.5	
Employees productivity	100	4.2	17.9	50.9	26.2	0.8	
Obtaining needed raw materials and inputs	100	1.5	9.5	78.0	10.6	0.4	
Problems of employees reaching place of work	100	1.5	3.0	87.5	7.6	0.4	
Regularity of work	100	2.7	6.5	80.1	9.9	0.8	
Level of employment	100	1.5	9.5	74.2	14.4	0.4	
Transporting finished goods to market	100	1.9	13.3	71.1	12.9	0.8	
Financial situations	100	2.3	23.6	45.2	27.8	1.1	
Banks credits & facilities	100	0.8	3.1	88.8	7.3	0.0	

**Table 13-3: Percentage Distribution of Owners/ Managers of the Active Industrial Establishments According to Their Opinions for Main Indicators During the Next Six Months Comparing with Reference Month (September, 2008) in Gaza Strip**

<b>Problem</b>	<b>Total</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Establishment performance in general	100	6.5	11.3	27.4	40.3	14.5	
Production situation	100	6.5	11.3	27.4	40.3	14.5	
Volume of sales	100	6.5	11.3	27.4	38.7	16.1	
Employees productivity	100	6.5	8.1	32.2	38.7	14.5	
Obtaining needed raw materials and inputs	100	6.5	8.1	37.0	37.1	11.3	
Problems of employees reaching place of work	100	1.6	4.8	82.3	9.7	1.6	
Regularity of work	100	6.5	8.1	37.1	37.1	11.3	
Level of employment	100	6.5	8.1	35.5	37.1	12.9	
Transporting finished goods to market	100	3.2	6.5	66.1	17.7	6.5	
Financial situations	100	6.5	9.7	33.9	37.1	12.9	
Banks credits & facilities	100	0.0	1.6	93.5	3.2	1.6	

**Table 14: Percentage Distribution of Owners/Managers of the Industrial Establishments Opinion About the Factors Affecting Production Cost During the Third Quarter 2008 by Region**

Factors		Opinion						
		No effect	Relatively weak effect	Weak effect	Relatively large effect	Large effect		
Foreign competition	Palestinian Territory	37.9	6.5	11.4	16.7	27.5		
	West bank	30.4	8.0	12.9	19.8	28.9		
	Gaza strip	70.5	0.0	4.9	3.3	21.3		
Informal Sector	Palestinian Territory	30.4	4.0	11.4	26.2	28.0		
	West bank	23.6	4.9	13.3	31.2	27.0		
	Gaza strip	59.7	0.0	3.2	4.8	32.3		
Local Competition	Palestinian Territory	13.0	3.1	7.4	29.0	47.5		
	West bank	11.1	3.4	8.0	31.7	45.8		
	Gaza strip	21.1	1.6	4.8	17.7	54.8		
Transport cost	Palestinian Territory	12.6	1.8	7.4	35.1	43.1		
	West bank	7.6	1.9	7.2	39.2	44.1		
	Gaza strip	33.9	1.6	8.1	17.7	38.7		
Political situation	Palestinian Territory	6.4	3.4	6.8	28.3	55.1		
	West bank	6.5	3.8	8.4	34.2	47.1		
	Gaza strip	6.5	1.6	0.0	3.2	88.7		
Costs of raw materials and inputs	Palestinian Territory	4.0	0.6	3.7	24.6	67.1		
	West bank	3.7	0.8	4.6	29.3	61.6		
	Gaza strip	4.9	0.0	0.0	4.8	90.3		

**Table 15: Percentage Distribution of the Frequency of Loans Requested From the Banks According to the Owners/Managers of the Industrial Establishments Opinion During the Third Quarter 2008 by Region**

<b>Frequency</b>	<b>Gaza Strip</b>	<b>West Bank</b>	<b>Palestinian Territory</b>	
No loan request	100.0	94.3	95.4	
Once	0.0	4.2	3.4	
2-5	0.0	1.5	1.2	5-2
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

**Table 16: Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Views About the Export Obstacles During the Third Quarter 2008 by Region**

Problems	Region	Not applicable	I don't know	Large difficulty	Medium difficulty	Small difficulty	No difficulty		
Commitment to international market requirements	Palestinian Territory	1.0	0.0	5.3	4.4	26.5	62.8		
	West bank	0.9	0.0	5.8	4.8	26.0	62.5		
	Gaza strip	0.0	0.0	0.0	0.0	33.3	66.7		
Commitment to export market packaging requirements	Palestinian Territory	3.5	0.0	2.7	0.0	27.4	66.4		
	West bank	0.9	0.0	2.9	0.0	27.9	68.3		
	Gaza strip	33.3	0.0	0.0	0.0	22.2	44.4		
Price competition in the export market	Palestinian Territory	0.9	0.0	10.6	10.6	35.4	42.5		
	West bank	1.1	0.0	9.6	11.5	36.5	41.3		
	Gaza strip	0.0	0.0	22.2	0.0	22.2	55.6		
Compliance to quantity demanded and delivery time	Palestinian Territory	0.9	0.0	7.1	5.3	27.4	59.3		
	West bank	1.0	0.0	2.9	5.8	28.8	61.5		
	Gaza strip	0.0	0.0	55.6	0.0	11.1	33.3		
Export financing	Palestinian Territory	0.8	0.0	6.2	8.0	24.8	60.2		
	West bank	0.9	0.0	2.9	8.7	26.0	61.5		
	Gaza strip	0.1	0.0	44.4	0.0	11.1	44.4		
Marketing ability	Palestinian Territory	1.8	0.0	8.8	8.8	31.0	49.6		
	West bank	1.9	0.0	4.8	9.6	32.7	51.0		
	Gaza strip	0.0	0.0	55.6	0.0	11.1	33.3		
Regular achievement of raw materials	Palestinian Territory	8.9	0.0	9.7	11.5	29.2	40.7		
	West bank	9.6	0.0	4.8	12.5	29.8	43.3		
	Gaza strip	0.0	0.0	66.7	0.0	22.2	11.1		

**Table 16 (Cont): Percentage Distribution of Owners/ Managers of the Industrial Establishments According to Their Views About the Export Obstacles During the Third Quarter 2008 by Region**

Problems	Region	Not applicable	I don't know	Large difficulty	Medium difficulty	Small difficulty	No difficulty		
Regular achievement of export	Palestinian Territory	1.8	0.0	10.7	15.2	38.4	33.9		
	West bank	2.0	0.0	5.8	16.5	39.8	35.9		
	Gaza strip	0.0	0.0	66.7	0.0	22.2	11.1		
Regular achievement of employee	Palestinian Territory	0.0	0.0	0.9	2.7	15.9	80.5		
	West bank	0.0	0.0	1.0	2.9	17.3	78.8		
	Gaza strip	0.0	0.0	0.0	0.0	0.0	100.0		
Palestinian export regulation and license	Palestinian Territory	1.8	0.0	2.7	5.3	32.7	57.5		
	West bank	1.9	0.0	1.9	5.8	34.6	55.8		
	Gaza strip	0.0	0.0	11.1	0.0	11.1	77.8		
Information access to the foreign market	Palestinian Territory	1.8	0.0	8.9	6.3	38.4	44.6		
	West bank	1.9	0.0	4.9	6.8	39.8	46.6		
	Gaza strip	0.0	0.0	55.6	0.0	22.2	22.2		
Traveling problems imposed on entering foreign markets	Palestinian Territory	1.8	0.0	16.8	10.6	30.1	40.7		
	West bank	2.0	0.0	11.5	11.5	32.7	42.3		
	Gaza strip	0.0	0.0	77.8	0.0	0.0	22.2		
Import regulation in the foreign market	Palestinian Territory	0.9	0.0	12.5	13.4	32.1	41.1		
	West bank	0.9	0.0	7.8	14.6	35.0	41.7		
	Gaza strip	0.0	0.0	66.7	0.0	0.0	33.3		
Customer payment guarantee	Palestinian Territory	1.0	0.0	22.1	8.8	27.4	40.7		
	West bank	1.0	0.0	18.3	9.6	29.8	41.3		
	Gaza strip	0.0	0.0	66.7	0.0	0.0	33.3		

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Table 17: Percentage of Mechanism of Finding Customers in the Export Market During the Third Quarter 2008 by Region

<b>Approaching Customers</b>	<b>Gaza Strip</b>	<b>West Bank</b>	<b>Palestinian Territory</b>
Market researches	0.0	38.5	35.4
Information gathered from commerce chamber industrial union etc...	0.0	16.3	15.0
Participate in international exhibitions and organized business missions	11.1	33.7	31.9
Self-organized visits to the export market	11.1	55.8	52.2
Personal relationships and contacts	88.9	91.3	91.2
Through internet	0.0	15.4	14.2
Customer self initiative	11.1	64.4	60.2

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**Table 18: Percentage of Distribution and Marketing Channels of Export Products to Israel Markets and Other Markets During the Third Quarter 2008 by Region**

Achievement channel	Region and Market						
	Gaza Strip		West Bank		Palestinian Territory		
	Other market	Israeli market	Other market	Israeli market	Other market	Israeli market	
Direct sales to the customer	77.8	55.6	25.3	75.0	29.8	73.5	
Through establishment agency in this market	0.0	0.0	8.4	2.9	7.7	2.7	
Through palestinian agency	11.1	11.1	16.8	7.7	16.3	8.0	
Through Israeli agency as a local seller or exporter	0.0	11.1	3.2	17.3	2.9	16.8	
Through the row material provider company (reproduce)	0.0	0.0	0.0	8.7	0.0	8.0	( )
No exports reported to this market	11.1	11.1	1.1	0.0	1.9	0.9	
Other	0.0	0.0	20.0	2.9	18.3	2.7	