Impact of Small and Medium Enterprises SMEs on Rural Development in Sindh

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Abstract

This research investigates the impact of Small and Medium enterprises (SME's) in economic development in general and with reference to Rural Development, in particular, to analyze the export potential of Pakistani's SME's and its impact on the economy of Pakistan. Data were collected from 100 SMEs business exports in Pakistan by using simple random technique and Structural questionnaire is the basic tool for measuring export potential. Data from developing countries were collected through secondary sources and data were analysis by using Gen-Stat-statistical software. The response rate was 90% 180 samples were responded in this research. Gen-Stat statistical software has been used to analyses the data. It was revealed that the export potential of SME's in Pakistan is much better than among third world countries but compare to developing world we are bit slow in developing export markets in the world. The strategic planning and resources should be needed for increasing export through SME's. The results showed that Pakistani' SME's using only small portion in the export of the SME's products where as other developing countries like Malaysia, Thialand, Japan they develop their economy through SME's. A survey was conducted in various districted of Pakistan and specially 60% from the interior Sindh province. Sample size was 200 and using simple random technique. The growth of SME in Pakistan is increasing in last decades and especially in the interior Sindh the women's are more actively participate in developing Small and Medium Enterprises business in Sindh. It was revealed the Government and private sector should encourage women's to participate more in developing SMEs in various parts of Pakistan.

Keywords: SME, Export, Performance, Economy, Pakistan

1. Introduction

Pakistan is the seventh largest population in the world and one of the dense populated country in the world. Pakistan is recently facing lot of problems like unemployment, and slow growth in Agriculture we imported different agriculture related product from the world. Therefore, we have to look at sectors of the economy that have the potential to provide this employment, and simultaneously we have to ensure that the young are provided quality education and training for these more productive sectors of the economy. The greater growth potential lies in the modern high technology industries but it is also present in the labor-intensive industries of the traditional Small Enterprise sector and in the services that support it. "Young people in the future are more likely to end (therefore) should be working in organizations closer to the entrepreneurial mode" (Allan Gibbs).

It is a worldwide phenomenon that Small Enterprises are an important part of a nation's economic and social structure. "Enterprise is the antithesis of command and control". On a global perspective Small Enterprises have acquired a significant stature in the economic development of a country. Globalization has put Small Enterprises directly in the limelight. Small Enterprises are increasingly a major force for national economic growth. The entrepreneurs who drive them are receiving serious attention from economists, planners, multilateral agencies and governments all over the world(Carter,Camille. 1999).

2. Creating Socio-Economic Harmony

Undoubtedly SME's have a significant contribution to make to our economy. In the contemporary environment there are multidimensional and international pressures on SME's to perform effectively and efficiently. The free forces of the market have a tendency to create social and economic imbalances. It is expected that SME's will help to create a balance in ownership and across regions. SME's provide an economic force that will be able to harness available resources and utilize these most efficiently for the betterment of society (Hannah Galvin).

Whereas, the wave of western technology swept aside local skills, appropriate technology, herbal medicines, natural environment and conventional wisdom, SME's have the potential and the capacity to re-harness these and bring them back into the main stream of the economy. SME's can give personalized service and create customer satisfaction. SME's can cater to the niche markets and break the mass production barriers by catering to the smaller production economy.

Increasing pressures brought on by globalization through product or technology obsolescence, information and communication, technology and flow of capital and assets have created the environment for rapid change. This change can be seen in the realignments and creation of strategic alliances, sub-contracting, private public partnerships, deregulation, and privatization; all of which are now recognized as the reasons behind the emerging small enterprise force for socio- economic harmony.

3. The Emergence of the Small Enterprise Force

We need to look into some of the factors that have fostered the emergence of SME's. Our understanding of free markets leads us to believe that privatization must be carried out because the market is the more efficient guide to decision making. Government interference is generally inefficient. Our observation tells us that only private enterprise can be relied upon to innovate, to satisfy customers and to produce efficiently.

By the beginning of the nineties the move back to the market based policies and reforms had been accepted globally. Privatization brought with it the techniques of writing off past debts, allocating shares to workers, splitting monopolies, unbundling and creating space and leaving only those core functions to survive that could be sustained by the markets. This generally required downsizing, setting up SME's and creating laws and regulatory measures to cope with the phenomena. It invigorated the ailing economies of the 1980s and thus reinforced the confidence in the market economy.

The growth of SME's cannot be explained by any single ideology (e.g. Thatcherism). Alan Gibbs attributes this phenomena's growth partly to the growth of the service sector and the boom in the information communication technology. Evidence from a cross section of countries from Europe and Asia supports this observation.

Going international" used to be the domain of large firms only but this is no longer so today. Small and Medium-sized enterprises (SME's) that makeup the small industry sector are beginning to penetrate the international market. Going international has allowed SME's to tap new markets, overcome domestic constraints, and keep abreast of new trends in technology. However, these firms do face problems when venturing into foreign markets. These include different languages and cultures, disparate business environments, entry barriers, limited financial resources, lack of marketing information and skills, lack of supportive government policies for small industry, lack of good distribution networks and mental blocks. (Ho Lin Hoon)

4. Export Assistance Programs

There is a need to come out of the export awareness program syndrome. Up gradations of training programs are required. These programs must be designed around the growing need to understand markets and the WTO implication. Repeating the some programs over and over again is shear waste. Export education and assistance are offered to companies through numerous public private sector programs the effectiveness of such program is reduced because of unnecessary duplication of efforts. Often the credibility of such

Program may be perceived by companies to be limited because of their nature e.g. narrow in coverage or not rigorous enough. Similarly coordination between various government agencies in ex-assistance is needed. A healthy partnership must be sought with education institutions, trade associations, chambers of commerce, world trade clubs, business development centers and other groups. SMEs has not always enthusiastically sought out assistance from agencies.

The perceived credibility of the agency has been the barrier. Often when SMEs do not view agencies as providing practical and affordable assistance and prescripts in an effective and timely manner, they have been reluctant to approach them..

5. Developing Countries Policies for, SMEs

1. SME Development in Turkey and Modalities of Intervention as was the practice of most countries; Turkey also practiced a state directed economy from its inception 1923. Hoping to achieve rapid industrialization it followed import substitution policy and relied on State Economic Enterprises, because it was the common belief that economic growth depended on heavy investment in large, capital-intensive industrial projects. Not withstanding the imbalance of such a policy there was considerable growth of approximately 7% per annum. However true to the world pattern the growth declined in the 1970s and a new trend emerged in the 1980s. It was the trend based on free market economy and hence structural reforms were undertaken to give the economy a new shape.

6. Data Collection and Research Methodology

Data were collected from 100 SMEs business exports in Pakistan by using simple random technique and Structural questionnaire is the basic tool for measuring export potential. Data from developing countries were collected through secondary sources and data were analysis by using Gen-Stat-statistical software. The sources of the data are various issues of Economic Survey of Pakistan, database of Small & Medium Enterprises (SMEDA), publication of International Trade Centre (ITC), annual reports of State bank of Pakistan, database of Trade Development Authority of Pakistan (TDAP), publications and databases of Federal Bureau of Statistics, trade polices from Ministry of Commerce of Pakistan, databases of Ministry of Finance, etc. Literature covers the research papers and studies available on the subject on internet and journals and libraries. The study is an attempt to present comparative analysis of the various SME based economies in the world specifically from Asia.

6.1 Leather Industry

(Finished Leather, 2002) stated that world's leading exporters of finished leather were Italy, Republic of Korea, Argentina, USA, Germany and Brazil. Further, Hong Kong, Italy, Germany, Spain and France were important buyers of finished leather from Pakistan in 2002. During 2002, Kasur (223) was main cluster city of finished leather in Pakistan followed by Sialkot (210), Karachi (174), Gujranwala (51), Multan (43), Sheikhupura (28), Lahore (15), Sahiwal (8), Faisalabad (7), Peshawar (6), Sargodha (5) etc.

Following Table shows export of Leather Products during 2001-06. Export of leather Tanned shows variation during 2001-06 as shown in Figure. Exports of leather tanned decreases from US$ 239,934 thousand in 2001-02 to US$ 234,774 thousand in 2002-03 showing fall in exports by 2.15 percent during the same time period. Then, again exports of leather tanned shows increasing trend in two consecutive years of 2003-04 and 2004-05 by 7.21 percent and 20.63 percent respectively. However, it depicts decrease by 3.69 percent in 2005-06.

In the Table 3.6 export of leather gloves from Pakistan shows increasing trend except the year of 2005-06. In 2005-06 export of leather gloves stood at US$ 151,459 thousand as compare to US$ 164,333 thousand in 2004-05 decreased by 7.8 percent during the same time period. Major buyers of Pakistan for the product of leather gloves are USA, Germany and France with their share at 22.99 percent, 11.64 percent and 7.85 percent respectively in 2005-06.

Export of leather products in the category of apparel & clothing increased except 2002-03. The value of Export of Pakistan in this product stood at US$ 501,786 thousand in 2005-06 as compare to US$ 321,341 thousand in 2001-02, with an increase of 56.15 percent over the period. While Pakistan's export of leather manufactures n.s. shows growth of 558.21 percent during 2001-06.

7. Conclusion

The current research highlighted the SMEs business growth and rural development of Sindh. SMEs are the only source of more than 14% of earnings in rural Sindh. This paper has examined the set of policy and strategy alternative for the support of SME's export business in Pakistan and comparison with under developing countries. The Exports are increased through SME specially in the Year 1999-2000. The employment increased in Pakistan as well as in the Sindh that lead to poverty reduction. By primary research we got result that Still there are problems faced by the exporters if they can be solved the export increased to 60% more. In the comparison of other Asian like Japan and Thailand where most of their development progress through SME's. So we will utilize all the possibilities of export different SME's product to the Asian as well develop countries to increase the export as well as strengthening the economy of Pakistan. Globalization has open the windows for the Global SMEs business growth.

8. Recommendations

The overall in-depth sample showed a high degree of concern over economic problems but that concern did vary. The constraint which was most uniformly faced was political instability followed by (the related constraint) uncertainty in the business climate. Those in Sindh were significantly more concerned about their lack of information on their competition and about the lack of market for their products than their peers in Punjab or NWFP. Even more dramatically, all those interviewed in Sindh were severely threatened by uncertainty in the business climate and by climatic disasters while their colleagues elsewhere were much less likely to rank these as serious constraints. More than 80% of them thought that government corruption was serious problem for them as well.

They did not perceive that there was increasing credit available inspite of SMEDA or SBFC or that the government had begun to be interested in their welfare and had begun to devise policies to support them. More than half the respondent entrepreneurs thought that government support had substantially decreased.

Entrepreneurs' concern regarding the changes in Government policies and taxes. What may be seen by economists as having positive effects on SMEs may not be equally valued by entrepreneurs. Thus, most responded strongly that government taxing and pricing policies were serious constraints to their establishments. Very few (12% of the entire set of respondents) felt that government support had increased and in fact, more than 70% felt it had decreased substantially. Entrepreneurs in all provinces share a grave concern about the lack of credit and the conditions required for obtaining what credit there is. Few responded “do not know” to any questions and few took the lukewarm options. Most felt strongly about what they wanted and needed for their businesses.

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Pakistan's Export SME share with compare to world export SME's

Figures in Percentage Of Total Export		
	1990	2005
China	1.85	6.8
Mexico	1.06	3.1
Malaysia	.66	2.5
Thailand	.61	2.01
India	.52	1.08
Maldev	.22	1.0
Srilanka	.33	2.0
Pakistan	.18	.32

Increase in exports.

1993-94	2063.11
1994-95	2522.64
1995-96	2960.51
1996-97	3279.76
1997-98	3764.55
1998-99	3938.43
1999-00	4471.52
2000-01	5427.81
2001-02	5652.54
2002-03	6552.37
2003-2004	7569.29
2004-2005	8603.40

Economic Importance of SME's Export in Pakistan

Sub-sectors	**Percentage Share**
Cotton Weaving	13 %
Other Textiles	6 %
Metal Products	7 %
Carpets	4 %
Art Silk	5 %
Grain Milling	16 %
Jewelry	4 %
Wood & Furniture	10 %

Source: Economic Survey of Pakistan, 2004-05

Table 3.1 Contribution of SME in Manufacturing and GDP of Pakistan

(Percentage)

Year	**SME as a percentage of GDP**	**Percentage share of SME Manufacturing in Value Addition**	**SME as a percentage of Industrial Labour**
1994-95	5.79	31.26	81
1995-96	5.90	32.8	80
1996-97	4.7	27	80
1997-98	-	35	-
1998-99	5	-	80
1999-00	-	-	80
2000-01	-	-	-
2001-02	30	30	80
2002-03	30		80

Source: Economic Survey of Pakistan, Various Issues

Table 3.3 shows production of automotive sector during last thirteen years.

Table 3.3 Production of Automotive Sector during 1995-06

(No.)

Year	Cars	Trucks	Bus	Jeep & LCV	Pic-Up/LCV	Farm Tractor	Motor Cycles
1995-96	33,419	2,994	474	2,274	2,682	16,093	-
1996-97	37,032	2,917	456	792	4,553	10,417	106,797
1997-98	38,676	1,683	591	657	4,843	14,144	92,978
1998-99	42,927	1,083	1,124	622	3,834	26,644	87,504
1999-00	35,332	913	1,460	380	3,785	24,559	86,959
2000-01	41,556	912	1,326	459	4,982	31,635	108,850
2001-02	42,679	1,134	1,086	564	5,900	23,801	120,627
2002-03	66,432	1,929	1,296	374	7,815	26,240	175,169
2003-04	103,662	2,022	1,380	807	8,888	35,770	303,383
2004-05	133,722	3,204	1,762	1,564	16,294	43,200	416,189
2005-06	170,487	4,518	825	2,472	19,152	48,887	520,124

Source: PAMA

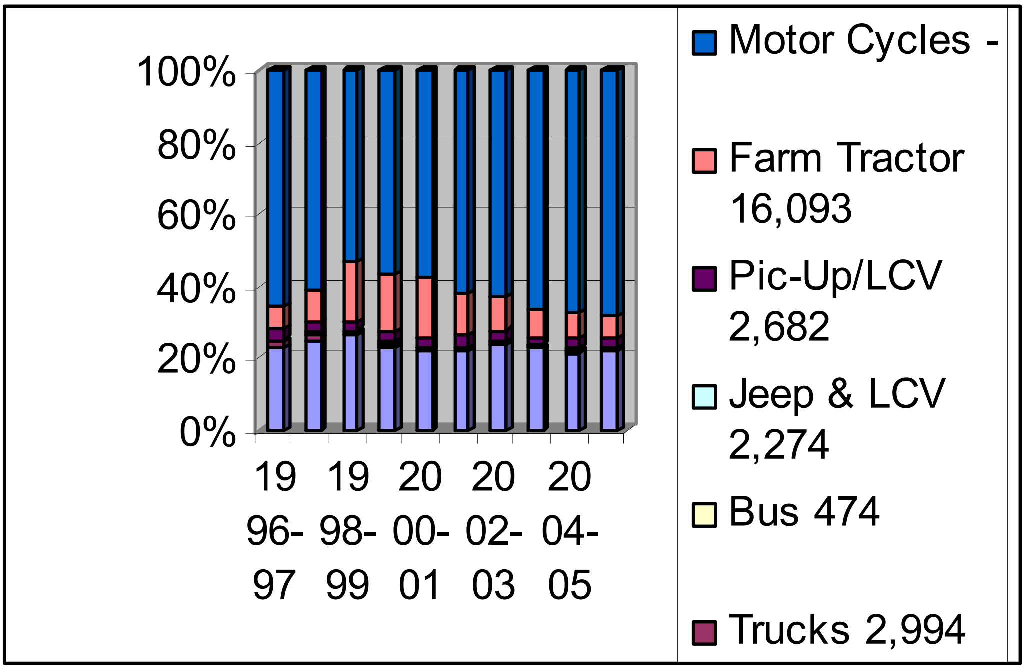


Table 3.4 Export of dairy products from Pakistan during 1999-04

(thousand rupees)

Year	Milk and cream	Butter	Eggs
1999-00	54,517	1,560	18,631
2000-01	79,445	3,621	68,627
2001-02	102,247	5,770	112,072
2002-03	290,488	5,578	90,238
2003-04	444,506	3,003	113,534

Source: Pakistan Statistical Year Book, 2005

Table 3.6 Export of Leather Products from Pakistan during 2001-06

(US$ 000)

Year	Leather Tanned		Leather Gloves		Apparel & Clothing of Leather		Leather Manufactures N.S.	
	Value	Quantity (000 SQM)	Value	Quantity (000 DOZ)	Value	Quantity (000 DOZ)	Value	Quantity
2001-02	239,934	17,290	51,324	2,943	321,341	783	10,530	-
2002-03	234,774	15,349	56,969	2,718	232,316	564	97,262	-
2003-04	251,693	16,050	70,722	2,709	323,656	709	19,965	-
2004-05	303,606	18,435	164,333	5,649	329,272	737	33,169	-
2005-06	292,394	17,377	151,459	4,498	501,786	1,050	69,309	-

Source: Trade Development Authority of Pakistan, TDAP <http://www.epb.gov.pk>

Table 3.7 Export of Sports Goods from Pakistan during 2001-06

(US$ 000)

Year	Sports Goods	% Change
2001-02	304,478	-
2002-03	335,173	10.08
2003-04	324,751	(3.11)*
2004-05	307,129	(5.43)
2005-06	343,329	11.79

** Figures in brackets shows negative values*

Source: Trade Development Authority of Pakistan, TDAP <http://www.epb.gov.pk>

Table 3.8 Export of Fabrics from Pakistan during 2001-06

(US$ 000)

Year	Cotton Fabrics	% Change of Cotton Fabrics	Knitted/Croacheted Fabrics	%Change Knitted/Croacheted Fabrics
2001-02	1,130,828	-	72,420	-
2002-03	1,345,650	19	59,466	(17.89)*
2003-04	1,711,492	27.19	54,923	(7.64)
2004-05	1,862,886	8.85	187,158	240.76
2005-06	2,108,183	13.17	51,378	72.55

** Figures in brackets shows negative values*

Source: Trade Development Authority of Pakistan, TDAP <http://www.epb.gov.pk>

Table 3.9 Export of Garments from Pakistan during 2001-06

(US$ 000)

Year	Ready-Made Garments excl. Leather Garment	% change Ready-Made Garments excl. Leather Garment	Knitwear (Hosiery)	% Change Knitwear (Hosiery)
2001-02	874,954	-	845,943	-
2002-03	1,092,607	24.88	1,146,674	35.55
2003-04	993,322	(9.09)*	1,458,736	27.21
2004-05	1,087,954	9.53	1,635,033	12.09
2005-06	1,309,990	20.41	1,751,494	7.12

** Figures in brackets shows negative values*

Source: Trade Development Authority of Pakistan, TDAP <http://www.epb.gov.pk>

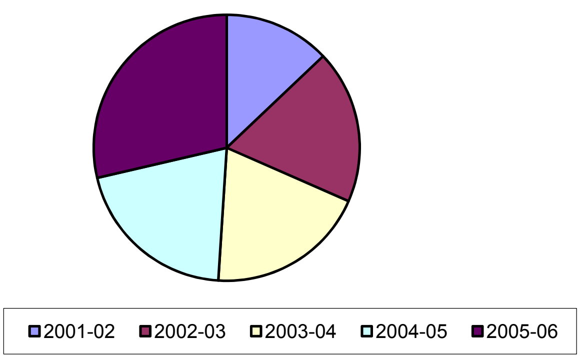
Table 3.10 Export of Bed Wear from Pakistan during 2001-06

(US$ 000)

Year	Bed Wear	% Change Bed Wear
2001-02	918,558	-
2002-03	1,329,064	44.69
2003-04	1,383,334	4.08
2004-05	1,449,533	4.79
2005-06	2,038,064	40.60

Source: Trade Development Authority of Pakistan, TDAP <http://www.epb.gov.pk>

Figure 3.6: Export of Bed Wear from Pakistan During 2001-06



5.1 SPSS RESULTS and analysis

5.1.1. PART-1

	Frequency	Percent
Missing System	51	100.0

Nature of the Business

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Bicycles	3	5.9	5.9	5.0
	Fabrication/M'facture	11	21.6	21.6	27.0
	Food Processing	7	13.7	13.7	41.0
	Footwear	4	7.8	7.8	49.0
	Fruits & vegetables	4	7.8	7.8	56.0
	Jewellery & Gems	4	7.8	7.8	64.0
	Knitwear	5	9.8	9.8	74.0
	OEM	5	98	9.8	84.0
	Sports goods	3	5.9	5.9	90.0
	Surgical	5	9.8	9.8	100.0
	Total	51	100.0	100.0	

Type of Ownership

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Proprietorship	23	45.1	45.1	45.1
	Partnership	8	15.7	15.7	60.8
	Private Ltd	18	35.3	35.3	96.1
	Public Ltd	2	3.9	3.9	100.0
	Total	51	100.0	100.0	

Local Share

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	30%	1	2.0	2.0	2.0
	50%	2	3.9	3.9	5.9
	100%	48	94.1	94.1	100.0
	Total	51	100.0	100.0	

Foreign Share

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	50%	2	3.9	100.0	100.0
Missing	System	49	96.1		
Total		51	100.0		

What percentage of Your Materials and Parts are Imported?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	50-80%	6	11.8	13.0	13.0
	30-50%	13	25.5	28.3	41.0
	10-30%	7	13.7	15.2	56.0
	Less than 10%	19	37.3	41.3	97.0
	Nil	1	2.0	2.2	100.0
	Total	46	90.2	100.0	
Missing	System	5	9.8		
Total		51	100.0		

Do you have Your Own Brand Name?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	16	31.4	33.3	33.3
	No	32	62.7	66.7	100.0
	Total	48	94.1	100.0	
Missing	System	3	5.9		
Total		51	100.0		

5.1.2. PART-2

		Frequency	Percent
Missing	System	51	100.0

Difficulty in obtaining the Financing

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Severe	18	35.3	36.0	36.0
	Moderate	19	37.3	38.0	74.0
	Slight or None	13	25.5	26.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Increased Overall Production Costs

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Severe	24	47.1	48.0	48.0
	Moderate	17	33.3	34.0	82.0
	Slight or None	9	17.6	18.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Increased Costs of Materials and Parts

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Severe	25	49.0	50.0	50.0
	Moderate	14	27.5	28.0	78.0
	Slight or None	11	21.6	22.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Availability of Skilled Workers

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Severe	12	23.5	24.0	24.0
	Moderate	23	45.1	46.0	70.0
	Slight or None	15	29.4	30.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Availability of Unskilled Workers

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Severe	11	21.6	22.0	22.0
	Moderate	1	37.3	38.0	60.0
	Slight or None	20	39.2	40.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Labor Relation/Union Actions

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Severe	15	29.4	30.0	30.0
	Moderate	12	23.5	24.0	54.0
	Slight or None	23	45.1	46.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Production Technology

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	20	39.2	40.0	40.1
	About the same as Competitors	24	47.1	48.0	88.0
	Not so Good as Competitors	4	7.8	8.0	96.1
	Not sure	2	3.9	4.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Product Quality

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	22	43.1	44.0	44.1
	About the same as Competitors	21	41.2	42.0	86.1
	Not so Good as Competitors	4	7.8	8.0	94.0
	Not sure	3	5.9	6.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Product Design/Development

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	19	37.3	38.0	38.0
	About the same as Competitors	25	49.0	50.0	88.0
	Not so Good as Competitors	4	7.8	8.0	96.1
	Not sure	2	33.9	4.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Product Range / Diversity

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	19	37.3	38.0	38.1
	About the same as Competitors	26	51.0	52.0	90.0
	Not so Good as Competitors	3	5.9	6.0	96.1
	Not sure	2	3.9	4.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Product Image / Brand Image

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	18	35.3	37.5	37.0
	About the same as Competitors	21	41.2	43.8	81.1
	Not so Good as Competitors	5	9.8	10.4	91.0
	Not sure	4	7.8	8.3	100.0
	Total	48	94.1	100.0	
Missing	System	3	5.9		
Total		51	100.0		

Pricing / Value for Money

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	12	23.5	24.0	24.0
	About the same as Competitors	29	56.9	58.0	82.0
	Not so Good as Competitors	2	3.9	4.0	86.0
	Not sure	7	13.7	14.0	100.0
	Total	50	98.0	100.0	
Missing	System	1	2.0		
Total		51	100.0		

Productivity / Unit Costs / Profit Margins

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	19	23.5	24.0	38.0
	About the same as Competitors	25	56.9	58.0	89.0
	Not so Good as Competitors	2	2.9	4.0	93.0
	Not sure	3	13.7	14.0	100.0
	Total	49	98.0	100.0	
Missing	System	2	2.0		
Total		51	100.0		

Access to Domestic Markets

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	11	21.6	23.9	23.0
	About the same as Competitors	27	52.9	58.7	82.0
	Not so Good as Competitors	5	9.8	10.9	93.0
	Not sure	3	5.9	6.5	100.0
	Total	46	90.2	100.0	
Missing	System	5	9.8		
Total		51	100.0		

Access to Export Markets

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	18	23.5	36.7	36.0
	About the same as Competitors	24	47.1	49.0	85.1
	Not so Good as Competitors	5	9.8	10.2	95.1
	Not sure	2	3.9	4.1	100.0
	Total	49	96.1	100.0	
Missing	System	2	3.9		
Total		51	100.0		

Access to Technology

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	12	23.5	24.5	24.0
	About the same as Competitors	30	58.8	61.2	85.1
	Not so Good as Competitors	4	7.8	8.2	93.0
	Not sure	3	5.9	6.1	100.0
	Total	49	96.1	100.0	
Missing	System	2	3.9		
Total		51	100.0		

Access to Finance

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	11	21.6	22.4	22.0
	About the same as Competitors	28	54.9	57.1	79.0
	Not so Good as Competitors	6	11.8	12.2	91.0
	Not sure	4	7.8	8.2	100.0
	Total	49	96.1	100.0	
Missing	System	2	3.9		
Total		51	100.0		

Workers Skills

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	17	33.2	34.7	34.0
	About the same as Competitors	26	51.0	53.1	87.0
	Not so Good as Competitors	4	7.8	8.2	95.1
	Not sure	2	3.9	4.1	100.0
	Total	49	96.1	100.0	
Missing	System	2	3.9		
Total		51	100.0		

Ability to Use Information Technology

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Better than Competitors	12	23.5	24.5	24.0
	About the same as Competitors	31	60.8	63.3	87.1
	Not so Good as Competitors	3	5.9	6.1	93.1
	Not sure	3	5.9	6.1	100.0
	Total	49	96.1	100.0	
Missing	System	2	3.9		
Total		51	100.0		

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