

## APPENDICES

### A. INDUSTRIAL CONCENTRATION

The complete data base for this report consists of 15,041 firms, which represent nearly 6% of the total number of active manufacturing firms in 1978. Exporting firms total 3,562, or roughly two-thirds of the total number of exporters in the manufacturing sector. Those firms which registered virtually no domestic sales were deleted, reducing the sample by 107 to 14,934 firms. Each firm has been allocated to the industry which accounts for the largest proportion of its sales.

It should be emphasized that this is not a stratified sample, for small firms are under-represented. Individual firms are not, of course, identified, and to insure confidentiality four-digit industries with fewer than six firms were not included in the data base. For 179 industries, data are included for all firms with reported 1978 sales in excess of two million cruzeiros or exports greater than one million cruzeiros, i.e. approximately 100 and 50 thousand dollars, respectively.

Table A-1 shows the distribution by industry of the entire sample and the 3,455 exporters. This table reveals the extraordinary diversity of Brazilian exports: all but nine of the 179 four-digit industries registered exports in 1978.

The data have been used to calculate indices of market concentration for each of the 179 industries. This repeats the earlier work of Braga and Mascolo (1982) with two important modifications. First, many firms have a fiscal year which does not coincide with the calendar year. The cruzeiro values of sales for these firms have been inflated by the industrial wholesale price index in order to make the statistics more comparable. Secondly, exports have been deleted from total sales in order to calculate indices of concentration in the domestic market. It has not been possible to take competing imports into account, but these are of minor importance in most industries.

Table A-2 reports the Herfindahl indices of concentration for domestic sales, exports and total sales in each industry. This index is defined as the sum of the squares of market shares, so takes a value between one (a single seller) and zero. As is to be expected, export sales tend to be much more concentrated than domestic sales; in only 13 industries is the index for export sales smaller than that for domestic sales. Most surprisingly, however, in 73 industries total sales are actually less concentrated than domestic sales. This is strong evidence that the largest exporters are not, in general, the largest sellers in the domestic market.

Table A-1

## Distribution of Firms in the Complete Data Base by Industry

Code	Number of Firms Total Exporters	Description
14 934	3 455	-----TOTAL-----
		NON-METALLIC MINERALS
1010	36 8	Stone, marble, granite
1011	23	Crushed rock
1020	24	Limestone
1030	86 1	Brick
1040	100 40	Ceramics
1050	47 5	Cement
1060	117 11	Cement products
1070	55 21	Glass
1080	42 8	Processed non-metallic minerals
1099	41 9	Other non-metallic minerals
		BASIC IRON AND STEEL
1101	30 27	Pig iron
1102	6 3	Primary iron and steel
1103	12 9	Primary iron alloys
1104	45 23	Steel plate, including alloys
1105	33 13	Iron and steel pipe and tubes
1106	88 23	Forged steel
1107	27 8	Steel wire
1109	17 3	Plated steel
		BASIC NON-FERROUS METALS
1111	48 12	Primary non-ferrous metals
1112	13 3	Primary non-ferrous alloys
1113	18 6	Non-ferrous metal plates
1114	7 1	Pipe and tubes of non-ferrous metals
1115	59 8	Forgings of non-ferrous metals
1116	6 1	Non-ferrous metal wire
1117	7 1	Plated non-ferrous metals
1118	10 5	Solder and anodes
1119	7 2	Precious metals
		METAL PRODUCTS
1120	18 8	Metallurgy of powders
1130	81 14	Metallic structures
1140	112 27	Products made of metal bars
1150	101 17	Metal stampings
1160	169 22	Tanks and boilers
1170	80 42	Cutlery, arms, hand tools, etc.
1180	31 1	Metal-working, galvanizing
1199	447 129	Other metal products n.e.s.

Code	Number of Firms Total Exporters	Description
1210	22 8	MACHINERY
1220	189 78	Non-electrical industrial motors
1231	154 75	Heating and plumbing equipment
1232	118 23	Machine tools
1240	140 46	Parts and accessories for ind. machinery
1251	186 93	Agricultural machinery
1253	6 4	Elevators and other commercial machinery
1254	20 9	Office machinery, including electrical
1260	10 2	Domestic appliances
1270	26 16	Clocks and watches
1280	21 2	Tractors and earth-moving equipment
1299	219 103	Machinery and equipment repair Other machinery and equipment n.e.c.
1310	63 35	ELECTRICAL EQUIPMENT
1320	105 40	Electrical generating equipment
1330	6 2	Electrical material
1340	36 20	Lighting
1351	48 17	Electrical material for motor vehicles
1352	113 60	Electrical equipment for domestic use
1353	6 2	Electrical equip. for commerce and ind.
1370	81 26	Electrical equip. for technical uses
1380	87 32	Electronic equipment
1390	10 1	Communications equipment Electrical equipment repair
1411	29 9	TRANSPORT EQUIPMENT
1413	11 1	Shipbuilding
1421	8 7	Ship repair
1432	17 15	Railway vehicles
1433	248 122	Automobiles
1434	19 3	Automobile parts, except rubber, elec.
1440	61 19	Rebuilding of automobiles engines
1450	22 10	Automobile bodies, except chassis
1472	10 1	Bicycles and motorcycles
1480	14 4	Aircraft repair
1490	12 1	Other vehicles Automotive upholstery
1510	301 68	WOOD
1520	89 8	Lumber
1530	63 33	Wood structures
1550	103 18	Plywood and particleboard Other wood articles, except furniture
1610	343 57	FURNITURE
1620	71 16	Wood furniture
1630	37 5	Metal furniture
1699	41 0	Mattresses Other furniture n.e.c. except plastic

Code	Number of Firms Total Exporters		Description
			<b>PULP AND PAPER</b>
			Pulp
1710	34	4	Paper and cardboard
1720	217	44	Paper articles
1730	335	28	Cardboard articles
1740	259	9	Articles of pressed fibers
1790	9	1	
			<b>RUBBER</b>
			Natural rubber
1810	28	8	Tires and tubes
1821	33	1	Tire re-treading
1823	294	7	Rubber hose and sheets
1830	40	4	Foam rubber, except mattresses
1840	22	37	Other rubber articles except clothing or footwear
1899	268		
			<b>LEATHER</b>
			Leather tanning
1910	278	93	Leather finishing
1911	7	3	Luggage
1930	97	11	Other leather goods except clothing or footwear
1999	250	25	
			<b>CHEMICALS</b>
			Organic and inorganic chemicals n.e.c.
2000	91	36	Petroleum fuels and oils
2011	20	3	Basic petrochemicals
2012	26	10	Greases, other petroleum derivatives
2017	11	3	Synthetic fibers
2020	27	8	Explosives
2031	8	4	Essential oils
2040	63	40	Concentrated flavors and aromas
2050	13	5	Insecticides, disinfectants, cleansers
2060	51	15	Paint and varnish
2070	103	28	Fertilizers
2080	62	4	Other chemical products n.e.c.
2099	169	44	
			<b>PHARMACEUTICAL</b>
			Pharmaceutical products
2110	408	58	
			<b>PERFUMES AND SOAPS</b>
			Perfumes
2210	155	13	Soap and detergents
2220	180	13	Candles
2230	58	2	
			<b>PLASTICS</b>
			Plastic sheets
2310	21	6	Plastic articles for industrial use
2320	73	20	Plastic articles for domestic use, except luggage, shoes or clothing
2330	43	10	Plastic furniture
			Plastic packaging
2340	14	4	
2350	127	15	

Code	Number of Firms Total Exporters		Description
2360	19	9	Plastic pipe and fittings
2399	127	21	Other plastic articles n.e.c.
			<b>TEXTILES</b>
			Textile fibers
2410	148	34	Knits and woven fabrics
2420	484	232	Stretch knits, elastic
2430	141	47	Pleating, embroidery, ribbons
2440	35	14	Special textiles
2450	23	12	Finished cloth and yarn
2460	44	10	Other textile products n.e.c.
2499	49	30	
			<b>CLOTHING AND FOOTWEAR</b>
			Clothing
2510	568	78	Hats
2520	9	3	Footwear
2530	275	136	Clothing accessories
2540	55	18	Other fabric articles n.e.c.
2599	38	6	
			<b>PROCESSED FOOD</b>
			Coffee and grain processing plants
2601	431	15	Flour mills
2602	64	5	Coffee roasting and grinding
2603	180	1	Instant coffee and tea
2604	7	7	Maize products, except oils
2605	30	4	Cassava products
2606	16	1	Other grain mill products
2609	78	37	Preserved fruits and vegetables
2610	67	23	Meatpacking plants
2620	207	44	Meat products from meatpacking plants
2621	73	9	Sausage and meat products not produced in meatpacking plants
2622	25		Meat products n.e.c.
2629	8		Fish and fish products
2630	43	24	Dairy products, except ice cream
2640	122	9	Sugar
2651	171	45	Refined sugar
2652	12	4	Chocolates and candies
2660	54	23	Bakeries
2670	129		Macaroni, spaghetti and noodles
2680	101	8	Vegetable oils and lard
2691	72	51	Ice cream
2692	11	3	Salt
2693	11	1	Vinegar
2694	9		Prepared animal feeds
2698	51	3	Other food products, n.e.c.
2699	66	21	

Code	Number of Firms		Description
	Total	Exporters	
			<b>BEVERAGES</b>
2710	147	6	Wine
2720	365	15	Distilled liquor
2730	28	3	Beer and malt beverages
2741	225	7	Non-alcoholic beverages
2742	38		Mineral water
2750	24	1	Alcohol distillation
			<b>TOBACCO</b>
2810	34	8	Tobacco
2820	8	5	Cigarettes
2830	7	2	Cigars
2899	22	9	Other tobacco products
			<b>PRINTING AND PUBLISHING</b>
2910	167	19	Newspapers, magazines and books
2920	187	8	Commercial printing
2999	85	1	Other printing n.e.c.
			<b>OTHER MANUFACTURES</b>
3000	27	10	Technical and scientific instruments
3011	7	1	Artificial limbs, wheelchairs
3012	36	17	Surgical and dental supplies
3021	8	2	Photographic equipment
3023	29	9	Optical instruments
3031	15	9	Lapidary work
3032	32	5	Jewelry
3033	17	4	Costume jewelry
3041	6	4	Musical instruments
3042	15	4	Phonograph records
3050	20	5	Brooms and brushes
3060	20		Moving pictures
3070	21	6	Toys
3080	11	6	Sporting and athletic goods
3099	176	56	Other manufactured goods n.e.c.

Source: 1978 data base.

n.e.c. = not elsewhere classified.

Table A-2

Concentration Indices for Brazilian Industries, 1978.

Industry	Herfindahl Indices		
	Domestic Sales	Exports	Total Sales
<b>NON-METALLIC MINERALS</b>			
1010	.0653	.3086	.0601
1011	.1844	...	.1844
1020	.1759	...	.1759
1030	.1661	1.0000	.1660
1040	.0254	.0981	.0253
1050	.0555	.7932	.0550
1060	.1082	.2518	.1065
1070	.1209	.2158	.1190
1080	.0648	.2621	.0664
1099	.1672	.7821	.1952
<b>BASIC IRON AND STEEL</b>			
1101	.0991	.2280	.1176
1102	.6660	.5132	.6158
1103	.1143	.1742	.1107
1104	.1479	.1936	.1480
1105	.2157	.1939	.2050
1106	.0695	.4390	.0732
1107	.1842	.4174	.1882
1109	.2359	.5439	.2365
<b>BASIC NON-FERROUS METALS</b>			
1111	.1283	.2347	.1230
1112	.2478	.9761	.2338
1113	.2621	.5198	.2609
1114	.3155	1.0000	.3154
1115	.1175	.3951	.1190
1116	.6378	1.0000	.6382
1117	.3075	1.0000	.3076
1118	.2248	.4292	.2400
1119	.2111	.9485	.2135
<b>METAL PRODUCTS</b>			
1120	.1136	.2243	.1123
1130	.0889	.5422	.1018
1140	.0465	.2310	.0473
1150	.0573	.1623	.0571
1160	.0788	.1181	.0764
1170	.0481	.0789	.0465
1180	.0712	1.0000	.0712
1199	.0110	.0300	.0110

Industry	Herfindahl Indices		
	Domestic Sales	Exports	Total Sales
<b>MACHINERY</b>			
1210	.2492	.3703	.2523
1220	.0170	.1420	.0167
1231	.0303	.1048	.0313
1232	.0358	.3711	.0375
1240	.0900	.2674	.1026
1251	.0249	.0887	.0264
1253	.4391	.4134	.4336
1254	.1729	.2714	.1679
1260	.2058	.9870	.2122
1270	.1246	.2500	.1332
1280	.3225	.7219	.3214
1299	.0202	.0871	.0222
<b>ELECTRICAL EQUIPMENT</b>			
1310	.1382	.1118	.1291
1320	.0281	.0995	.0279
1330	.4266	.7787	.4358
1340	.2450	.5798	.2556
1351	.1689	.7010	.1752
1352	.1230	.3312	.1358
1353	.2940	.8373	.3023
1370	.0906	.2870	.0897
1380	.0870	.2387	.0837
1390	.3377	1.0000	.3371
<b>TRANSPORT EQUIPMENT</b>			
1411	.1761	.3146	.1700
1413	.3450	1.0000	.3607
1421	.2393	.4209	.2465
1432	.1971	.1677	.1888
1433	.0212	.0728	.0219
1434	.0890	.7065	.0900
1440	.0536	.3993	.0615
1450	.1527	.4821	.1563
1472	.2472	1.0000	.2265
1480	.2405	.5640	.2268
1490	.2649	1.0000	.2647
<b>WOOD</b>			
1510	.0112	.0412	.0122
1520	.0322	.4797	.0335
1530	.1017	.1851	.1078
1550	.0243	.1065	.0242
<b>FURNITURE</b>			
1610	.0079	.1634	.0082
1620	.0401	.1445	.0400
1630	.1299	.3541	.1309
1699	.1024	.9094	.1278

Industry	Herfindahl Indices		
	Domestic Sales	Exports	Total Sales
<b>PULP AND PAPER</b>			
1710	.5113	.5175	.3521
1720	.0260	.1888	.0279
1730	.0374	.6219	.0373
1740	.0188	.4354	.0188
1790	.1965	1.0000	.1962
<b>RUBBER</b>			
1810	.1054	...	.1054
1821	.3044	.3945	.3081
1823	.0101	1.0000	.0100
1830	.1055	.1965	.1053
1840	.1231	.3613	.1230
1899	.0249	.2989	.0246
<b>LEATHER</b>			
1910	.0224	.0525	.0245
1911	.3825	.4018	.3729
1930	.0678	.2176	.0640
1999	.0397	.1542	.0437
<b>CHEMICALS</b>			
2000	.0705	.1592	.0661
2011	.9469	.9953	.9485
2012	.1092	.2026	.1079
2017	.6404	.6631	.6398
2020	.1317	.4340	.1326
2031	.2528	.3649	.2557
2040	.0473	.1680	.0700
2050	.3409	.3238	.2837
2060	.0724	.1895	.0723
2070	.0532	.4663	.0528
2080	.0655	.4015	.0655
2099	.0555	.1434	.0535
<b>PHARMACEUTICAL</b>			
2110	.0359	.0871	.0362
<b>PERFUMES AND SOAPS</b>			
2210	.0885	.2585	.0885
2220	.2390	.3740	.2368
2230	.0626	.9940	.0638
<b>PLASTICS</b>			
2310	.2077	.3807	.2094
2320	.0430	.3996	.0430
2330	.1102	.2539	.1106
2340	.1441	.3770	.1447
2350	.0253	.5242	.0252
2360	.1972	.5551	.1992
2399	.0360	.0920	.0360

Industry	Herfindahl Indices		
	Domestic Sales	Exports	Total Sales
<b>TEXTILES</b>			
2410	.0158	.3118	.0172
2420	.0237	.0205	.0210
2430	.0401	.1400	.0422
2440	.0895	.5318	.0964
2450	.1770	.8174	.2481
2460	.0804	.2942	.0871
2499	.1062	.3060	.1134
<b>CLOTHING</b>			
2510	.0102	.0905	.0101
2520	.2457	.5128	.2433
2540	.0416	.2331	.0377
2599	.0535	.5223	.0546
<b>FOOTWEAR</b>			
2530	.0138	.0267	.0119
<b>PROCESSED FOOD</b>			
2601	.0069	.4153	.0082
2602	.0418	.9179	.0433
2603	.0185	1.0000	.0183
2604	.2238	.2097	.2009
2605	.5129	.3634	.4971
2606	.1045	1.0000	.1042
2609	.2872	.2112	.2289
2610	.1667	.1788	.1650
2620	.0152	.1066	.0161
2621	.0678	.2698	.0757
2622	.0145	...	.0145
2629	.2002	...	.2002
2630	.0655	.1607	.0580
2640	.1413	.7779	.1292
2651	.0115	.0658	.0108
2652	.2794	.5512	.2536
2660	.0614	.2886	.0643
2670	.0761	..	.0761
2680	.0404	.7484	.0404
2691	.0644	.0746	.0561
2692	.8191	.7244	.8033
2693	.1662	1.0000	.1590
2694	.2039	...	.2039
2698	.1032	.6242	.1031
2699	.0453	.3145	.0895
<b>BEVERAGES</b>			
2710	.0404	.3155	.0404
2720	.0398	.1238	.0397
2730	.1577	.5133	.1586
2741	.0498	.4643	.0516
2742	.1570	...	.1570
2750	.1812	1.0000	.2064

Industry	Herfindahl Indices		
	Domestic Sales	Exports	Total Sales
<b>TOBACCO</b>			
2810			
2820	.1891	.3094	.2514
2830	.5837	.8051	.5987
2899	.6200	.5159	.5917
	.1475	.2193	.1623
<b>PRINTING</b>			
2910	.0491	.3148	
2920	.0218	.9276	.0494
2999	.0359	1.0000	.0228
			.0360
<b>OTHER MANUFACTURES</b>			
3000	.1106	.3524	.1106
3011	.8402	1.0000	.8465
3012	.0816	.2610	.0857
3021	.8550	.9766	.8683
3023	.0689	.4601	.0752
3031	.3964	.2093	.1686
3032	.1521	.3590	.1533
3033	.1962	.7329	.1895
3041	.2614	.4350	.2670
3042	.2523	.8865	.2670
3050	.2261	.3942	.2293
3060	.1715	...	.1715
3070	.3906	.7516	.4042
3080	.1469	.3334	.1460
3099	.0226	.4567	.0385

Source: 1978 data base.

B. STATISTICAL APPENDIX TO CHAPTER III

Table B-1

Definition of Subsectors

Subsector	Industry Codes
Non-metallic minerals	10
Basic iron and steel	110
Basic non-ferrous	111
Metal products	112-119
Machinery	12
Electrical equipment	13
Transport equipment	14
Wood	15
Furniture	16
Pulp and paper	17
Rubber products	18
Leather	19
Chemicals	20
Pharmaceutical, soaps, cosmetics	21-22
Plastics	23
Textiles	24
Clothing	251-252, 254-259
Footwear	253
Food and tobacco	26-28
Printing	29
Other manufactures	30

Table B-2

Spearman Rank Correlation Coefficients between Volume of Exports and Rate of Fiscal Subsidy, by Industry

Industry	Number of Firms	Rank Correlation between Exports and		
		Total Subsidy(\$)	Export Credit(\$)	Income Tax Exemption(\$)
TOTAL	3 345	.202	.195	.176
NON-METALLIC MINERALS				
1010	8	-	-	-
1040	40	.481	.358	.330
1050	5	-	-	-
1060	11	-	-	-
1070	21	.579	.472	.541
1080	8	-	-	-
1099	9	-	-	-
BASIC IRON AND STEEL				
1101	27	-	-	-
1102	3	-	-	-
1103	9	-	-	-
1104	23	-	-	-
1105	13	-	-	-
1106	23	.591	.615	-
1107	7	-	-	-
1109	3	-	-	-
BASIC NON-FERROUS METALS				
1111	12	-	-	-
1112	3	-	-	-
1113	6	-	-	-
1114-1117	11	-	-	-
1118-1119	7	-	-	-
METAL PRODUCTS				
1120	8	-	-	-
1130	14	-	-	-
1140	27	-	-	-
1150	17	.536	.521	.504
1160	22	-	-	-
1170	42	.542	.549	.528
1180, 1199	130	.182	-	.185
MACHINERY				
1210	8	.738	-	-
1220	77	.304	-	.376
1231	74	-	-	-
1232	23	.460	.432	.510
1240	66	.405	.411	-
1251	93	-	-	-

Industry	Number of Firms	Rank Correlation between Exports and		
		Total Subsidy(S)	Export Credit(S1)	Income Tax Exemption(S2)
1253	4	-	-	-
1254,1260	11	.615	.597	.861
1270	16	-	-	-
1280,1299	103	.195	.251	-
ELECTRICAL EQUIPMENT				
1310	35	-	.335	-
1320,1330	41	-	-	-
1340	20	-	-	-
1351	17	-	-	-
1352-1353	62	.294	-	-
1370	25	.433	-	.425
1380	32	-	-	-
TRANSPORT EQUIPMENT				
1411	9	-	-	-
1421	7	-	-	-
1432	15	-	.618	-
1433	122	.452	.326	.445
1434	3	-	-	-
1440	19	-	-	-
1450	9	-	-	-
WOOD				
1510	65	.406	-	.482
1520	7	-	-	-
1530	33	-	-	-
1550	17	-	-	-
FURNITURE				
1610	57	-	-	-
1620	16	-	-	.634
1630	5	-	-	-
1699	6	-	.880	-
PULP AND PAPER				
1710	4	-	-	-
1720	44	.312	.397	-
1730	27	.382	.491	-
1740,1790	10	-	-	-
RUBBER PRODUCTS				
1821	8	-	-	-
1830	7	-	-	-
1840	4	-	-	-
1899	35	.349	-	.346
LEATHER				
1910-1911	94	.381	.455	-
1930	11	-	-	-
1999	24	.617	.489	.489

Industry	Number of Firms	Rank Correlation between Exports and		
		Total Subsidy(S)	Export Credit(S1)	Income Tax Exemption(S2)
CHEMICALS				
2000		-	-	-
2011	36	-	-	-
2012	3	-	-	-
2017	10	-	-	-
2020	3	-	-	-
2031	8	-	-	-
2040	4	-	-	-
2050	39	-	-	-
2060	5	-	-	.373
2070	15	-	-	-
2080	28	.453	-	.600
2099	3	-	-	.620
	43	.344	-	-
PHARMACEUTICAL, COSMETICS AND SOAPS				
2110		-	-	.405
2210	58	.386	-	-
2220,2230	13	-	.379	.349
	15	-	-	-
PLASTICS				
2310		-	-	-
2320	6	-	-	-
2330	20	-	-	-
2340	10	.784	-	-
2350	4	-	-	.725
2360	14	-	-	-
2399	9	-	-	-
	21	-	-	-
TEXTILES				
2410		-	-	-
2420	32	-	-	-
2430	232	.228	-	.403
2440	47	-	.165	.199
2450	14	-	-	-
2460	12	-	-	-
2499	10	-	-	-
	30	-	-	-
CLOTHING				
2510,2520		-	-	-
2540	80	-	-	-
2599	18	.543	-	.380
	6	-	.491	.702
FOOTWEAR				
2530		-	-	-
	136	.538	-	-
FOOD				
2601		-	-	.314
2602	8	-	-	-
2603,2604	4	-	-	-
2605,2606	8	.833	.949	-
2609	5	-	-	.810
	35	-	-	-



Industry	Number of Firms	Rank Correlation between Exports and		
		Total Subsidy(S)	Export Credit(S1)	Income Tax Exemption(S2)
2610	22	.562	.532	-
2620	32	.401	.401	-
2621	9	-	-	-
2630	19	-	-	-
2640	9	-	-	-
2651,2652	36	-	-	.477
2660	23	.486	.482	-
2680	6	-	-	.411
2691	51	-	-	-
2692	3	-	-	-
2698	3	-	-	.602
2699	19	-	-	-
BEVERAGES				
2710	6	-	-	-
2720	15	-	-	-
2730	3	-	-	-
2741	6	-	-	-
TDBACCO				
2810,2820,2830,2899	10	-	-	-
PRINTING				
2910	8	-	.785	-
2920,2999	9	-	-	-
OTHER MANUFACTURES				
3000	10	-	.524	-
3011-3012	18	-	-	-
3021,3023	11	-	-	-
3031	9	-	-	-
3032	5	-	-	-
3033	4	-	-	-
3041	4	-	-	1.000
3042	4	-	-	-
3050	5	-	-	-
3070	6	.943	.812	.366
3080	6	-	-	-
3099	56	-	-	-

Note: A dash (-) indicates that the coefficient is not significantly different from zero at the five per cent level of confidence in a two-tailed test.

S1 = ratio of export credit (credito premio) to subsidy-inclusive export revenue.

S2 = ratio of subsidy equivalent of the income tax reduction to subsidy-inclusive export revenue.

S = S1 + S2.

Source: 1978 data base.

### C. STATISTICAL APPENDIX TO CHAPTER IV

Table C-1

Mean Values by Subsector of Variables in Logit Regression

	lnS	lnK	ADV	lnHK	lnPNK
TOTAL	16.984	12.154	0.007	10.959	11.560
nonexporters	16.418	12.077	0.006	10.868	11.448
exporters	18.521	12.365	0.010	11.207	11.864
Non-metallic minerals	17.288	12.070	0.006	10.936	11.471
nonexporters	16.812	12.018	0.005	10.875	11.374
exporters	18.638	12.216	0.010	11.111	11.744
Basic iron and steel	18.258	12.287	0.004	11.218	11.440
nonexporters	17.565	12.185	0.002	11.170	11.113
exporters	19.208	12.426	0.007	11.282	11.885
Basic non-ferrous	17.546	12.351	0.004	11.146	11.849
nonexporters	17.067	12.287	0.003	11.065	11.763
exporters	19.108	12.562	0.005	11.408	12.129
Metal products	17.061	12.170	0.005	11.067	11.581
nonexporters	16.575	12.125	0.004	10.997	11.508
exporters	18.448	12.297	0.008	11.267	11.787
Machinery	17.414	12.516	0.009	11.451	11.840
nonexporters	16.677	12.474	0.007	11.357	11.713
exporters	18.303	12.566	0.011	11.564	11.992
Electrical equipment	17.814	12.389	0.009	11.270	11.782
nonexporters	17.068	12.356	0.008	11.190	11.699
exporters	18.749	12.431	0.011	11.370	11.886
Transport equipment	18.056	12.265	0.006	11.261	11.627
nonexporters	17.181	12.187	0.005	11.182	11.535
exporters	18.946	12.343	0.007	11.342	11.721
Wood	16.439	11.864	0.003	10.590	11.327
nonexporters	15.967	11.804	0.002	10.555	11.232
exporters	18.008	12.065	0.006	10.708	11.640
Furniture	16.505	11.843	0.007	10.741	11.319
nonexporters	16.195	11.794	0.006	10.703	11.250
exporters	17.970	12.074	0.011	10.919	11.644
Pulp and paper	16.229	11.873	0.003	10.749	11.220
nonexporters	15.941	11.807	0.002	10.683	11.131
exporters	18.678	12.436	0.005	11.306	11.971
Rubber products	15.807	12.016	0.005	10.798	11.379
nonexporters	15.381	11.971	0.005	10.727	11.302
exporters	18.260	12.275	0.004	11.209	11.815

	lnS	lnK	ADV	lnHK	lnPHK
Leather	15.483	11.683	0.004	10.478	10.478
nonexporters	14.874	11.595	0.002	10.402	10.402
exporters	17.678	11.999	0.013	10.753	10.753
Chemicals	18.071	12.951	0.007	11.510	12.474
nonexporters	17.690	12.909	0.006	11.467	12.406
exporters	18.815	13.033	0.008	11.593	12.607
Pharmaceutical, cosmetics	16.034	12.182	0.021	10.851	11.601
nonexporters	15.678	12.119	0.019	10.758	11.519
exporters	18.741	12.660	0.033	11.552	12.223
Plastics	17.245	12.144	0.005	10.985	11.534
nonexporters	16.949	12.079	0.004	10.936	11.445
exporters	18.418	12.402	0.008	11.179	11.891
Textiles	17.829	12.129	0.003	10.897	11.609
nonexporters	17.179	12.077	0.002	10.843	11.490
exporters	18.661	12.196	0.004	10.965	11.761
Clothing	16.598	11.895	0.006	10.713	11.312
nonexporters	16.348	11.881	0.004	10.684	11.291
exporters	17.881	11.970	0.011	10.860	11.420
Footwear	17.020	11.594	0.007	10.637	10.994
nonexporters	16.255	11.646	0.004	10.626	11.013
exporters	17.785	11.542	0.010	10.649	10.974
Food and tobacco	17.103	12.175	0.009	10.827	11.554
nonexporters	16.622	12.082	0.008	10.751	11.416
exporters	19.103	12.560	0.014	11.145	12.128
Printing	16.488	12.185	0.004	11.146	11.617
nonexporters	16.336	12.162	0.004	11.120	11.589
exporters	19.013	12.580	0.010	11.582	12.069
Other manufactures	16.911	12.380	0.012	11.084	11.889
nonexporters	16.229	12.360	0.009	11.033	11.871
exporters	18.118	12.414	0.018	11.175	11.921

Source: 1978 data base.

Table C-2

Estimated Regression Coefficients of the Subsector  
Dummy Variables

Subsector	Regression Model			
	02	03	05	06
Non-metallic minerals	-4.167 (0.306)	-14.500 (1.472)	-3.953 (0.304)	-14.841 (1.538)
Basic iron and steel	-3.690 (0.315)	-14.006 (1.465)	-3.404 (0.314)	-14.346 (1.538)
Basic non-ferrous	-4.227 (0.347)	-14.462 (1.523)	-4.019 (0.346)	-14.840 (1.593)
Metal products	-3.843 (0.287)	-14.062 (1.425)	-3.577 (0.285)	-14.406 (1.499)
Machinery	-2.825 (0.287)	-13.122 (1.405)	-2.487 (0.287)	-13.450 (1.488)
Electrical equipment	-3.328 (0.296)	-13.629 (1.424)	-3.067 (0.294)	-13.962 (1.498)
Transport equipment	-3.248 (0.302)	-13.480 (1.428)	-2.893 (0.302)	-13.784 (1.507)
Wood	-3.690 (0.292)	-13.607 (1.406)	-3.626 (0.288)	-13.983 (1.464)
Furniture	-4.207 (0.299)	-14.215 (1.428)	-4.013 (0.297)	-14.562 (1.493)
Pulp and paper	-4.777 (0.299)	-14.783 (1.462)	-4.496 (0.297)	-15.097 (1.535)
Rubber products	-3.935 (0.318)	-13.883 (1.456)	-3.722 (0.316)	-14.224 (1.526)
Leather	-3.229 (0.285)	-12.814 (1.363)	-3.092 (0.282)	-13.176 (1.427)
Chemicals	-3.624 (0.310)	-14.400 (1.490)	-3.597 (0.304)	-14.797 (1.551)
Pharmaceutical, cosmetics	-4.668 (0.309)	-15.117 (1.508)	-4.529 (0.304)	-15.477 (1.575)
Plastics	-4.294 (0.306)	-14.549 (1.460)	-4.091 (0.304)	-14.888 (1.526)
Textiles	-3.412 (0.286)	-13.586 (1.413)	-3.280 (0.282)	-13.959 (1.476)
Clothing	-4.347 (0.293)	-14.406 (1.426)	-4.153 (0.290)	-14.743 (1.492)
Footwear	-2.928 (0.298)		-2.609 (0.297)	
Food and tobacco	-4.480 (0.286)	-14.935 (1.471)	-4.438 (0.281)	-15.330 (1.531)
Printing	-5.433 (0.384)	-15.535 (1.628)	-5.101 (0.383)	-15.867 (1.699)
Other manufactures	-3.070 (0.303)	-13.307 (1.426)	-2.936 (0.299)	-13.688 (1.491)

Note: The statistics in parentheses are the asymptotic standard errors of the coefficients. All coefficients are significantly different from zero at the .01 level of confidence.

D. STATISTICAL APPENDIX TO CHAPTER V

Table D-1

Concentration Indices, Implicit Tariff Protection and Industry Dummies (variables H, T and D1-D139)

Industry	Number of Exporters	Herfindahl Index	Implicit Tariff (%)	Industry Dummy
<b>NON-METALLIC MINERALS</b>				
1010	8	.0653	-15.5	D1
1040	40	.0254	-27.5	D2
1050	5	.0555	-34.1	D3
1060	11	.1082	-34.1	D4
1070	21	.1209	19.5	D5
1080	8	.0648	-27.5	D6
1099	9	.1672	-27.5	D7
<b>BASIC IRON AND STEEL</b>				
1101	27	.0991	-32.9	D8
1102	3	.6660	-8.9	D9
1103	9	.1143	-8.9	D10
1104	23	.1479	-9.9	D11
1105	13	.2157	-22.2	D12
1106	23	.0695	31.3	D13
1107	7	.1842	-16.4	D14
1109	3	.2359	15.7	D15
<b>BASIC NON-FERROUS METALS</b>				
1111	12	.1283	-16.5	D16
1112	3	.2478	-16.5	D17
1113	6	.2621	-16.5	D18
1114	1	.3155	-16.5	D19
1115	8	.1175	-16.5	D19
1116	1	.6378	-16.5	D19
1117	1	.3075	-16.5	D20
1118	5	.2248	-16.5	D20
1119	2	.2111	-16.5	D20
<b>METAL PRODUCTS</b>				
1120	8	.1136	-16.5	D21
1130	14	.0889	15.7	D22
1140	27	.0465	15.7	D23
1150	17	.0573	15.7	D24
1160	22	.0788	15.7	D25
1170	42	.0481	15.7	D26
1180	1	.0712	15.7	D27
1199	129	.0110	15.7	D27

Industry	Number of Exporters	Herfindahl Index	Implicit Tariff (%)	Industry Dummy
<b>MACHINERY</b>				
1210	8	.2492	17.1	D28
1220	77	.0170	29.5	D29
1231	74	.0303	85.1	D30
1232	23	.0358	85.1	D31
1240	66	.0900	-18.3	D32
1251	93	.0269	29.5	D33
1253	4	.4391	-18.3	D34
1254	9	.1729	-5.8	D35
1260	2	.2058	-5.8	D35
1270	16	.1246	-47.8	D36
1280	2	.3225	29.5	D37
1299	101	.0202	29.5	D37
<b>ELECTRICAL EQUIPMENT</b>				
1310	35	.1382	-11.3	D38
1320	39	.0281	52.9	D39
1330	2	.4266	52.9	D39
1340	20	.2450	52.9	D40
1351	17	.1689	34.7	D41
1352	60	.1230	34.7	D42
1353	2	.2940	34.7	D42
1370	25	.0906	96.4	D43
1380	32	.0870	63.2	D44
<b>TRANSPORT EQUIPMENT</b>				
1411	9	.1761	19.6	D45
1421	7	.2393	-6.4	D46
1432	15	.1971	-6.4	D47
1433	122	.0212	-23.2	D48
1434	3	.0890	-15.5	D49
1440	19	.0536	-15.5	D50
1450	9	.1527	-15.5	D51
<b>WOOD</b>				
1510	65	.0112	33.6	D52
1520	7	.0322	-8.9	D53
1530	33	.1017	33.6	D54
1550	17	.0243	-23.1	D55
<b>FURNITURE</b>				
1610	57	.0079	20.0	D56
1620	16	.0401	20.0	D57
1630	5	.1299	20.0	D58
1699	6	.1024	20.0	D59
<b>PULP AND PAPER</b>				
1710	4	.5113	-37.7	D60
1720	44	.0260	-9.0	D61
1730	27	.0374	-32.4	D62
1740	9	.0188	-32.4	D63
1790	1	.1965	-32.4	D63

Industry	Number of Exporters	Herfindahl Index	Implicit Tariff(%)	Industry Dummy
<b>RUBBER PRODUCTS</b>				
1821	8	.3044	-20.9	D64
1830	7	.1055	-28.2	D65
1840	4	.1231	-28.2	D66
1899	35	.0249	-28.2	D67
<b>LEATHER</b>				
1910	92	.0224	10.0	D68
1911	2	.3825	10.0	D68
1930	11	.0678	10.0	D69
1999	24	.0397	10.0	D70
<b>CHEMICALS</b>				
2000	36	.0705	55.1	D71
2011	3	.9469	0.0	D72
2012	10	.1092	24.9	D73
2017	3	.6404	11.9	D74
2020	8	.1317	63.6	D75
2031	4	.2528	84.4	D76
2040	39	.0473	-46.5	D77
2050	5	.3409	84.4	D78
2060	15	.0724	84.4	D79
2070	28	.0532	42.1	D80
2080	3	.0655	17.8	D81
2099	43	.0555	84.4	D82
<b>PHARMACEUTICAL, COSMETICS AND SOAPS</b>				
2110	58	.0359	79.0	D83
2210	13	.0885	28.5	D84
2220	13	.2390	28.5	D85
2230	2	.0626	28.5	D85
<b>PLASTICS</b>				
2310	6	.2077	14.3	D86
2320	20	.0430	14.3	D87
2330	10	.1102	14.3	D88
2340	4	.1441	14.3	D89
2350	14	.0253	14.3	D90
2360	9	.1972	14.3	D91
2399	21	.0360	14.3	D92
<b>TEXTILES</b>				
2410	32	.0158	-5.0	D93
2420	232	.0237	12.9	D94
2430	47	.0401	26.0	D95
2440	14	.0895	26.0	D96
2450	12	.1770	30.0	D97
2460	10	.0804	35.0	D98
2499	30	.1062	26.0	D99

Industry	Number of Exporters	Herfindahl Index	Implicit Tariff(%)	Industry Dummy
<b>CLOTHING</b>				
2510	77	.0102		
2520	3	.2457	23.1	D100
2540	18	.0416	23.1	D100
2599	6	.0535	23.1	D102 D103
<b>FOOTWEAR</b>				
2530	136	.0138	27.5	D101
<b>FOOD</b>				
2601	8	.0069		
2602	4	.0418	-38.6	D104
2603	1	.0185	-28.3	D105
2604	7	.2238	-41.7	D106
2605	4	.5129	-41.7	D106
2606	1	.1045	21.4	D107
2609	35	.2872	21.4	D107
2610	22	.1667	21.4	D108
2620	32	.0152	24.3	D109
2621	9	.0678	-25.4	D110
2630	19	.0655	55.1	D111
2640	9	.1413	-2.4	D112
2651	33	.0115	64.2	D113
2652	3	.2794	3.1	D114
2660	23	.0614	3.1	D114
2680	6	.0404	-45.8	D115
2691	51	.0644	-45.8	D116
2692	3	.8191	3.1	D117
2698	3	.1032	92.7	D118
2699	19	.0453	-33.5	D119
			-21.8	D120
<b>BEVERAGES</b>				
2710	6	.0404		
2720	15	.0398	-9.9	D121
2730	3	.1577	-9.9	D122
2741	6	.0498	-9.9	D123 D124
<b>TOBACCO</b>				
2810	1	.1891		
2820	5	.5837	-3.6	D125
2830	2	.6200	-3.6	D125
2899	2	.1475	-3.6	D125 D125
<b>PRINTING</b>				
2910	8	.0491		
2920	8	.0218	18.1	D126
2999	1	.0359	18.1	D127 D127

Industry	Number of Exporters	Herfindahl Index	Implicit Tariff (%)	Industry Dummy
OTHER MANUFACTURES			73.9	D128
3000	10	.1106	73.9	D129
3011	1	.8402	73.9	D129
3012	17	.0816	73.9	D130
3021	2	.8550	73.9	D130
3023	9	.0689	73.9	D131
3031	9	.3964	73.9	D132
3032	5	.1521	73.9	D133
3033	4	.1962	73.9	D134
3041	4	.2614	73.9	D135
3042	4	.2523	73.9	D136
3050	5	.2261	73.9	D137
3070	6	.3906	73.9	D138
3080	6	.1469	73.9	D139
3099	56	.0226		

Source: 1978 data base and W.G. Tyler, "Politica comercial e industrial no Brasil: uma analise sob a otica de protecao efetiva para vendas no mercado domestico, 1980/81," IPEA/INPES, mimeo, July 1981.

Table D-2

Estimated Regression Coefficients of the Industry Dummy Terms in Equations 02 and 05

Variable	Equation_02		Equation_05	
	coefficient	standard_error	coefficient	standard_error
D1	7.219**	1.023	9.055**	1.040
D2	6.354**	0.835	8.134**	0.859
D3	6.629**	1.174	8.531**	1.180
D4	6.424**	0.959	8.231**	0.971
D5	6.344**	0.894	8.145**	0.920
D6	6.989**	1.032	8.888**	1.054
D7	5.834**	1.016	7.676**	1.038
D8	8.486**	0.849	10.329**	0.859
D9	7.425**	1.507	9.198**	1.536
D10	8.872**	1.027	10.733**	1.037
D11	7.146**	0.923	8.982**	0.944
D12	6.922**	0.980	8.776**	1.002
D13	6.312**	0.873	8.099**	0.905
D14	5.975**	1.102	7.842**	1.120
D15	6.237**	1.371	8.108**	1.391
D16	7.673**	0.979	9.541**	0.989
D17	6.876**	1.357	8.741**	1.370
D18	4.253**	1.127	6.094**	1.152
D19	4.563**	0.986	6.380**	1.015
D20	6.722**	1.078	8.560**	1.095
D21	6.452**	1.032	8.272**	1.054
D22	6.823**	0.948	8.656**	0.966
D23	6.235**	0.869	8.069**	0.892
D24	5.813**	0.898	7.579**	0.922
D25	7.243**	0.886	9.063**	0.910
D26	7.289**	0.832	9.071**	0.858
D27	5.808**	0.802	7.619**	0.827
D28	6.575**	1.069	8.415**	1.094
D29	6.655**	0.822	8.494**	0.849
D30	7.265**	0.827	9.115**	0.859
D31	6.354**	0.881	8.145**	0.908
D32	6.335**	0.821	8.156**	0.845
D33	6.752**	0.811	8.577**	0.845
D34	7.628**	1.319	9.549**	1.346
D35	7.446**	0.981	9.237**	0.995
D36	7.244**	0.938	9.118**	0.959
D37	6.627**	0.815	8.466**	0.845
D38	7.171**	0.862	9.018**	0.890
D39	6.081**	0.845	7.876**	0.869
D40	6.196**	0.911	7.957**	0.942
D41	6.407**	0.922	8.168**	0.943
D42	6.331**	0.830	8.141**	0.859
D43	6.894**	0.878	8.741**	0.900
D44	6.594**	0.862	8.376**	0.886
D45	9.476**	1.048	11.352**	1.056
D46	7.824**	1.110	9.643**	1.133
D47	9.175**	0.958	11.207**	0.991

Variable	Equation 02		Equation 05	
	coefficient	standard_error	coefficient	standard_error
D48	5.937**	0.803	7.750**	0.830
D49	6.399**	1.351	8.302**	1.369
D50	6.385**	0.896	8.207**	0.923
D51	6.021**	1.012	7.829**	1.029
D52	8.149**	0.799	9.951**	0.803
D53	5.797**	1.039	7.852**	1.052
D54	7.628**	0.839	9.380**	0.855
D55	6.840**	0.882	8.619**	0.897
D56	5.875**	0.806	7.637**	0.824
D57	5.355**	0.917	7.158**	0.936
D58	5.593**	1.150	7.397**	1.158
D59	6.655**	1.087	8.398**	1.100
D60	8.215**	1.328	10.072**	1.352
D61	6.053**	0.836	7.865**	0.856
D62	5.127**	0.862	6.972**	0.884
D63	5.642**	1.002	7.556**	1.011
D64	6.365**	1.080	8.221**	1.100
D65	5.711**	1.057	7.526**	1.079
D66	4.187**	1.220	6.014**	1.232
D67	5.722**	0.839	7.541**	0.865
D68	7.186**	0.783	8.987**	0.794
D69	6.649**	0.948	8.337**	0.966
D70	6.884**	0.837	8.623**	0.860
D71	6.693**	0.868	8.617**	0.885
D72	6.395**	1.694	8.426**	1.719
D73	5.814**	1.043	7.764**	1.058
D74	5.682**	1.486	7.611**	1.493
D75	6.079**	1.069	7.940**	1.085
D76	8.530**	1.249	10.328**	1.263
D77	8.627**	0.834	10.540**	0.826
D78	7.685**	1.212	9.575**	1.235
D79	5.384**	0.944	7.220**	0.957
D80	5.135**	0.879	6.973**	0.894
D81	7.420**	1.370	9.366**	1.378
D82	6.119**	0.853	7.948**	0.874
D83	6.169**	0.844	7.973**	0.869
D84	5.510**	0.950	7.311**	0.968
D85	6.219**	0.934	8.001**	0.945
D86	6.288**	1.130	8.129**	1.153
D87	5.600**	0.886	7.472**	0.909
D88	5.336**	0.994	7.129**	1.002
D89	5.519**	1.220	7.288**	1.238
D90	5.102**	0.934	6.922**	0.949
D91	4.624**	1.029	6.457**	1.049
D92	5.695**	0.883	7.483**	0.898
D93	7.428**	0.846	9.256**	0.853
D94	7.407**	0.789	9.196**	0.805
D95	6.755**	0.818	8.509**	0.837
D96	5.668**	0.920	7.417**	0.939
D97	6.834**	0.973	8.638**	0.990
D98	7.823**	0.978	9.587**	0.993
D99	6.929**	0.864	8.624**	0.885

Variable	Equation 02		Equation 05	
	coefficient	standard_error	coefficient	standard_error
D100	6.185**	0.796		
D101	8.169**	0.749	7.957**	0.816
D102	6.811**	0.873	9.879**	0.777
D103	6.899**	1.084	8.571**	0.891
D104	8.487**	1.052	8.672**	1.095
D105	5.494**	1.219	10.445**	1.058
D106	10.996**	1.060	7.303**	1.231
D107	7.798**	1.222	12.967**	1.070
D108	8.876**	0.864	9.618**	1.227
D109	6.972**	0.873	10.654**	0.871
D110	8.168**	0.857	8.720**	0.885
D111	9.173**	1.004	10.001**	0.871
D112	8.470**	0.875	10.910**	1.014
D113	7.604**	1.019	10.219**	0.891
D114	9.948**	0.895	9.343**	1.032
D115	6.720**	0.867	11.914**	0.908
D116	4.498**	1.090	8.503**	0.885
D117	9.540**	0.852	6.278**	1.106
D118	5.500**	1.551	11.416**	0.845
D119	3.845**	1.346	7.209**	1.573
D120	8.506**	0.883	5.722**	1.365
D121	5.235**	1.089	10.335**	0.890
D122	5.291**	0.929	7.063**	1.081
D123	5.990**	1.365	7.146**	0.935
D124	6.400**	1.090	7.811**	1.381
D125	8.046**	1.082	8.222**	1.105
D126	5.630**	1.051	10.087**	1.110
D127	5.157**	1.010	7.470**	1.077
D128	6.415**	0.979	6.978**	1.029
D129	6.842**	0.910	8.160**	1.005
D130	6.562**	0.980	8.705**	0.937
D131	8.362**	1.083	8.325**	0.999
D132	6.795**	1.181	10.285**	1.078
D133	6.280**	1.234	8.623**	1.194
D134	7.522**	1.253	8.057**	1.261
D135	6.713**	1.295	9.286**	1.272
D136	6.961**	1.160	8.639**	1.308
D137	6.397**	1.159	8.688**	1.177
D138	7.181**	1.088	8.129**	1.177
D139	7.116**	0.814	8.905**	1.106
			8.885**	0.833

Note: All coefficients are statistically significant at the .01 level.

Table D-3

Estimated Regression Coefficients of the Industry Dummy Terms  
in Equations 03 and 06

Variable	Equation 03		Equation 06	
	coefficient	standard error	coefficient	standard error
D1	37.079**	10.072	39.318**	10.072
D2	10.415*	5.036	11.690*	5.050
D3	32.244	58.746	30.304	58.798
D4	22.040**	3.996	23.709**	3.996
D5	3.533	4.930	5.379	4.936
D6	15.366	8.169	17.374*	8.185
D7	3.827	6.071	5.431	6.077
D8	-0.436	6.945	0.367	6.955
D9	-3.423	8.676	-1.886	8.692
D10	-0.865	7.173	0.649	7.177
D11	-10.361	5.514	-8.620	5.534
D12	-10.734	8.464	-8.964	8.474
D13	-6.365	5.456	-4.683	5.467
D14	-17.317	14.022	-15.010	14.033
D15	17.453	17.914	19.253	17.929
D16	13.578	7.305	15.183*	7.323
D17	28.793**	7.113	30.785**	7.127
D18	24.531*	11.653	25.834*	11.674
D19	1.115	9.461	3.119	9.477
D20	4.592	14.039	5.877	14.050
D21	17.547	13.509	18.666	13.519
D22	-4.657	5.043	-3.640	5.054
D23	3.372	5.516	5.133	5.523
D24	5.916	6.299	7.061	6.308
D25	15.700**	4.651	17.571**	4.651
D26	0.928	4.296	2.884	4.320
D27	3.327	2.701	4.901	2.724
D28	4.540	11.381	6.046	11.404
D29	9.962*	3.971	12.019**	3.975
D30	2.226	3.896	4.802	3.923
D31	-1.528	7.638	-0.431	7.648
D32	-4.313	3.186	-2.836	3.199
D33	1.263	2.711	2.898	2.735
D34	3.508	10.852	4.171	10.864
D35	-2.297	6.227	-0.394	6.223
D36	-5.211	6.054	-3.223	6.067
D37	3.208	2.904	4.976	2.918
D38	-1.518	4.556	0.144	4.564
D39	2.429	5.816	4.181	5.839
D40	3.934	4.996	5.441	5.001
D41	-5.249	5.566	-3.964	5.582
D42	1.077	3.197	3.112	3.215
D43	10.807**	4.170	14.533**	4.295
D44	-6.409	4.270	-4.759	4.289
D45	9.715	6.387	11.378	6.394
D46	-12.616	9.261	-10.790	9.273
D47	-5.428	3.811	-2.679	3.850

Variable	Equation 03		Equation 06	
	coefficient	standard error	coefficient	standard error
D48	-2.591	2.368		
D49	-39.677	76.748	-0.875	2.367
D50	10.662	6.549	-38.696	76.847
D51	-12.476	7.775	12.412	6.554
D52	6.059*	3.053	-10.763	7.786
D53	-21.941	25.162	8.618**	3.068
D54	15.406**	4.197	-20.806	25.186
D55	9.642	9.515	16.577**	4.196
D56	12.069**	3.273	11.557	9.519
D57	10.987	10.962	13.542**	3.281
D58	2.884	14.630	12.383	10.964
D59	-18.281	14.589	4.851	14.635
D60	28.144	15.121	-16.502	14.603
D61	9.692**	3.634	29.465	15.144
D62	2.442	3.248	11.079**	3.641
D63	5.478	12.121	4.326	3.244
D64	-3.878	7.054	9.234	12.098
D65	13.914	12.985	-2.385	7.067
D66	18.779	16.978	15.487	13.004
D67	7.008	4.743	19.872	16.998
D68	7.765*	3.040	8.635	4.745
D69	-5.940	5.261	10.146**	3.052
D70	1.786	4.215	-5.008	5.265
D71	17.690**	2.925	3.251	4.225
D72	-10.551	8.134	19.705**	2.922
D73	35.255**	12.075	-8.456	8.177
D74	12.809	8.823	35.960**	12.087
D75	6.023	5.952	13.605	8.845
D76	11.008	19.254	7.904	5.980
D77	10.135**	2.594	12.002	19.270
D78	23.461*	10.674	11.842**	2.619
D79	2.331	5.479	25.036*	10.677
D80	0.679	5.974	3.931	5.477
D81	8.064	4.431	2.406	5.979
D82	13.145**	4.027	9.897*	4.448
D83	-3.230	3.179	14.660**	4.040
D84	8.605	4.706	-1.837	3.186
D85	6.474	3.850	10.262*	4.725
D86	8.266	11.744	7.811*	3.848
D87	-1.572	5.968	9.861	11.758
D88	-1.260	7.071	2.549	6.028
D89	-4.758	19.964	0.520	7.068
D90	5.959	9.670	-3.462	19.985
D91	-12.255	8.299	7.623	9.669
D92	0.637	5.942	-10.268	8.310
D93	19.326**	4.042	2.631	5.951
D94	6.587**	1.955	20.881**	4.032
D95	9.123*	4.077	8.460**	1.950
D96	-12.675	11.268	10.852**	4.086
D97	-5.339	8.368	-10.764	11.285
D98	4.181	9.834	-2.998	8.364
D99	-2.687	5.028	5.816	9.846
			-1.088	5.036

Variable	Equation 03		Equation 06	
	coefficient	standard_error	coefficient	standard_error
D100	3.370	2.873	5.486	2.880
D101	15.461**	1.566	17.134**	1.599
D102	21.695**	5.051	23.558**	5.051
D103	-9.477	16.199	-7.154	16.215
D104	9.516	10.292	11.743	10.303
D105	-2.582	11.912	-1.405	11.925
D106	6.000	15.344	6.975	15.381
D107	9.124	8.517	10.136	8.526
D108	13.184**	2.325	14.771**	2.327
D109	13.083**	4.211	14.619**	4.214
D110	17.832**	4.605	19.608**	4.609
D111	5.511	6.867	7.014	6.877
D112	11.785*	5.593	13.678*	5.593
D113	18.862**	4.544	20.419**	4.559
D114	22.203**	4.942	24.713**	4.953
D115	1.304	6.412	2.857	6.414
D116	0.124	14.525	1.193	14.538
D117	7.412	4.224	8.913*	4.218
D118	29.406*	12.542	30.889*	12.553
D119	47.343	51.036	52.861	51.088
D120	13.907*	5.522	15.270**	5.531
D121	9.402	10.420	10.858	10.430
D122	18.305**	4.425	19.993**	4.434
D123	-7.587	69.520	-6.339	69.585
D124	5.953	7.750	7.062	7.762
D125	8.130*	3.867	9.355*	3.853
D126	-14.884	10.542	-13.587	10.550
D127	5.519	9.803	7.063	9.808
D128	-5.701	9.518	-3.766	9.529
D129	-11.997	7.960	-10.309	7.966
D130	-8.036	8.350	-6.946	8.373
D131	11.023	6.667	13.801*	6.659
D132	-32.176*	13.476	-30.522*	13.495
D133	34.627	19.311	37.668	19.344
D134	-3.587	30.805	-1.132	30.835
D135	-21.708	24.836	-19.922	24.868
D136	2.675	12.464	4.069	12.472
D137	-9.519	9.911	-7.899	9.920
D138	13.004	43.748	15.960	43.793
D139	12.380**	2.291	14.283**	2.299

Notes: (\*) indicates significance at the .05 level of confidence and (\*\*) at the .01 level.

Table D-4

Estimated Regression Coefficients of the Industry-Domestic Sales Interaction Terms in Equations 03 and 06

Variable	Equation 03		Equation 06	
	coefficient	standard_error	coefficient	standard_error
<b>NON-METALLIC MINERALS</b>				
lnDS*D1	-2.548**	0.586		
lnDS*D2	-1.019**	0.269	-2.565**	0.587
lnDS*D3	-2.111	3.014	-0.986**	0.269
lnDS*D4	-1.657**	0.216	-1.908	3.016
lnDS*D5	-0.649*	0.260	-1.643**	0.216
lnDS*D6	-1.270**	0.457	-0.644*	0.261
lnDS*D7	-0.686*	0.337	-1.270**	0.457
			-0.665*	0.338
<b>BASIC IRON AND STEEL</b>				
lnDS*D8	-0.293	0.388		
lnDS*D9	-0.223	0.436	-0.228	0.389
lnDS*D10	-0.282	0.378	-0.202	0.436
lnDS*D11	0.061	0.268	-0.257	0.378
lnDS*D12	0.132	0.442	0.072	0.268
lnDS*D13	-0.105	0.296	0.143	0.443
lnDS*D14	0.365	0.697	-0.093	0.297
lnDS*D15	-1.374	0.926	0.350	0.698
			-1.364	0.927
<b>BASIC NON-FERROUS METALS</b>				
lnDS*D16	-1.094**	0.371		
lnDS*D17	-2.028**	0.394	-1.074**	0.371
lnDS*D18	-1.839**	0.601	-2.029**	0.394
lnDS*D19	-0.607	0.518	-1.804**	0.601
lnDS*D20	-0.675	0.752	-0.610	0.518
			-0.638	0.753
<b>METAL PRODUCTS</b>				
lnDS*D21	-1.411	0.744		
lnDS*D22	-0.183	0.270	-1.365	0.745
lnDS*D23	-0.644*	0.291	-0.132	0.270
lnDS*D24	-0.807*	0.344	-0.635*	0.292
lnDS*D25	-1.267**	0.253	-0.766*	0.344
lnDS*D26	-0.454*	0.231	-1.263**	0.254
lnDS*D27	-0.664**	0.145	-0.457*	0.231
			-0.644**	0.145
<b>MACHINERY</b>				
lnDS*D28	-0.687	0.605		
lnDS*D29	-0.978**	0.214	-0.662	0.606
lnDS*D30	-0.517*	0.215	-0.983**	0.214
lnDS*D31	-0.360	0.424	-0.551*	0.216
lnDS*D32	-0.211	0.173	-0.315	0.425
lnDS*D33	-0.492**	0.147	-0.186	0.173
lnDS*D34	-0.580	0.546	-0.475**	0.147
lnDS*D35	-0.298	0.315	-0.508	0.547
lnDS*D36	-0.159	0.305	-0.297	0.316
lnDS*D37	-0.609**	0.158	-0.158	0.306
			-0.598**	0.158



Variable	Equation 03		Equation 06	
	coefficient	standard error	coefficient	standard error
<b>ELECTRICAL EQUIPMENT</b>				
lnDS*D38	-0.330	0.242	-0.313	0.242
lnDS*D39	-0.604*	0.305	-0.595	0.305
lnDS*D40	-0.673*	0.268	-0.652*	0.268
lnDS*D41	-0.207	0.281	-0.176	0.282
lnDS*D42	-0.507**	0.172	-0.512**	0.172
lnDS*D43	-1.004**	0.218	-1.097**	0.222
lnDS*D44	-0.103	0.226	-0.089	0.226
<b>TRANSPORT EQUIPMENT</b>				
lnDS*D45	-0.809*	0.328	-0.791*	0.328
lnDS*D46	0.258	0.474	0.265	0.475
lnDS*D47	-0.087	0.181	-0.115	0.181
lnDS*D48	-0.339**	0.123	-0.327**	0.124
lnDS*D49	1.747	4.248	1.805	4.253
lnDS*D50	-1.023**	0.344	-1.013**	0.344
lnDS*D51	0.217	0.425	0.229	0.426
<b>WOOD</b>				
lnDS*D52	-0.675**	0.174	-0.713**	0.175
lnDS*D53	0.751	1.405	0.793	1.406
lnDS*D54	-1.222**	0.228	-1.183**	0.229
lnDS*D55	-0.956	0.539	-0.957	0.539
<b>FURNITURE</b>				
lnDS*D56	-1.150**	0.182	-1.127**	0.182
lnDS*D57	-1.109	0.599	-1.080	0.601
lnDS*D58	-0.646	0.796	-0.648	0.796
lnDS*D59	0.574	0.803	0.579	0.804
<b>PULP AND PAPER</b>				
lnDS*D60	-1.807*	0.768	-1.772*	0.769
lnDS*D61	-0.990**	0.190	-0.961**	0.191
lnDS*D62	-0.650**	0.174	-0.646**	0.174
lnDS*D63	-0.790	0.688	-0.889	0.688
<b>RUBBER PRODUCTS</b>				
lnDS*D64	-0.285	0.346	-0.260	0.347
lnDS*D65	-1.265	0.733	-1.245	0.734
lnDS*D66	-1.674	1.016	-1.624	1.017
lnDS*D67	-0.871**	0.262	-0.854**	0.262
lnDS*D68	-0.829**	0.172	-0.856**	0.172
lnDS*D69	-0.073	0.302	-0.022	0.303
lnDS*D70	-0.496*	0.249	-0.474	0.249

Variable	Equation 03		Equation 06	
	coefficient	standard error	coefficient	standard error
<b>CHEMICALS</b>				
lnDS*D71	-1.404**	0.157	-1.402**	0.157
lnDS*D72	0.011	0.373	0.017	0.374
lnDS*D73	-2.236**	0.592	-2.169**	0.593
lnDS*D74	-1.163*	0.475	-1.094*	0.474
lnDS*D75	-0.793**	0.294	-0.787**	0.295
lnDS*D76	-0.921	1.015	-0.871	1.017
lnDS*D77	-0.884**	0.148	-0.866**	0.148
lnDS*D78	-1.666**	0.593	-1.641**	0.594
lnDS*D79	-0.635*	0.294	-0.616*	0.295
lnDS*D80	-0.562	0.310	-0.550	0.310
lnDS*D81	-0.845**	0.230	-0.832**	0.230
lnDS*D82	-1.174**	0.215	-1.150**	0.216
<b>PHARMACEUTICAL, COSMETICS AND SOAPS</b>				
lnDS*D83	-0.305	0.166	-0.277	0.166
lnDS*D84	-0.975**	0.254	-0.961**	0.254
lnDS*D85	-0.810**	0.210	-0.779**	0.210
<b>PLASTICS</b>				
lnDS*D86	-0.893	0.588	-0.873	0.588
lnDS*D87	-0.405	0.326	-0.522	0.329
lnDS*D88	-0.437	0.386	-0.430	0.387
lnDS*D89	-0.234	1.096	-0.201	1.097
lnDS*D90	-0.843	0.518	-0.828	0.519
lnDS*D91	0.104	0.439	0.103	0.440
lnDS*D92	-0.520	0.327	-0.525	0.327
<b>TEXTILES</b>				
lnDS*D93	-1.465**	0.224	-1.444**	0.225
lnDS*D94	-0.753**	0.100	-0.751**	0.100
lnDS*D95	-0.931**	0.223	-0.923**	0.223
lnDS*D96	0.215	0.620	0.213	0.620
lnDS*D97	-0.131	0.453	-0.153	0.453
lnDS*D98	-0.599	0.531	-0.586	0.531
lnDS*D99	-0.288	0.264	-0.276	0.264
<b>CLOTHING</b>				
lnDS*D100	-0.644**	0.157	-0.657**	0.157
lnDS*D102	-1.689**	0.298	-1.689**	0.298
lnDS*D103	0.141	0.929	0.116	0.930
<b>FOOTWEAR</b>				
lnDS*D101	-1.238**	0.087	-1.229**	0.087

Variable	Equation 03		Equation 06	
	coefficient	standard error	coefficient	standard error
<b>FOOD</b>				
lnDS*D104	-0.856	0.569	-0.865	0.570
lnDS*D105	-0.381	0.612	-0.342	0.613
lnDS*D106	-0.513	0.880	-0.449	0.880
lnDS*D107	-0.859	0.457	-0.808	0.457
lnDS*D108	-1.046**	0.131	-1.028**	0.131
lnDS*D109	-1.138**	0.232	-1.119**	0.232
lnDS*D110	-1.292**	0.232	-1.283**	0.232
lnDS*D111	-0.613	0.340	-0.595	0.340
lnDS*D112	-0.986**	0.311	-0.988**	0.312
lnDS*D113	-1.382**	0.231	-1.366**	0.232
lnDS*D114	-1.452**	0.258	-1.475**	0.258
lnDS*D115	-0.509	0.344	-0.490	0.345
lnDS*D116	-0.574	0.766	-0.530	0.767
lnDS*D117	-0.684**	0.220	-0.659**	0.220
lnDS*D118	-2.018**	0.640	-1.998**	0.641
lnDS*D119	-2.957	2.540	-3.131	2.542
lnDS*D120	-1.102**	0.313	-1.069**	0.313
<b>BEVERAGES</b>				
lnDS*D121	-1.032	0.584	-1.005	0.584
lnDS*D122	-1.552**	0.251	-1.536**	0.251
lnDS*D123	-0.170	3.206	-0.136	3.209
lnDS*D124	-0.776	0.439	-0.729	0.439
<b>TOBACCO</b>				
lnDS*D125	-0.806**	0.205	-0.756**	0.207
<b>PRINTING</b>				
lnDS*D126	0.254	0.538	0.289	0.539
lnDS*D127	-0.819	0.527	-0.798	0.528
<b>OTHER MANUFACTURES</b>				
lnDS*D128	-0.128	0.524	-0.131	0.525
lnDS*D129	0.257	0.445	0.273	0.445
lnDS*D130	0.009	0.463	0.054	0.463
lnDS*D131	-0.963*	0.427	-1.013*	0.427
lnDS*D132	1.298	0.724	1.314	0.725
lnDS*D133	-2.432*	1.111	-2.498*	1.112
lnDS*D134	-0.194	1.678	-0.225	1.679
lnDS*D135	0.613	1.231	0.626	1.232
lnDS*D136	-0.559	0.691	-0.534	0.691
lnDS*D137	0.050	0.526	0.063	0.526
lnDS*D138	-1.126	2.457	-1.188	2.459
lnDS*D139	-1.098**	0.124	-1.099**	0.124

Note: (\*) indicates significance at the .05 level of confidence and (\*\*) at the .01 level.

Estimated Regression Coefficient in Equation

Variable	coefficient	standard error	t-statistic	probability >  t
D1	6.779**	1.022	6.634	0.0001
D2	5.879**	0.846	6.949	0.0000
D3	6.212**	1.149	5.398	0.0001
D4	6.006**	0.958	6.269	0.0000
D5	5.881**	0.895	6.569	0.0000
D6	6.553**	1.029	6.368	0.0000
D7	5.865**	1.037	5.656	0.0001
D8	7.842**	0.851	9.214	0.0000
D9	6.639**	0.501	13.251	0.0000
D10	8.263**	1.026	8.052	0.0000
D11	6.472**	0.930	6.959	0.0000
D12	6.364**	0.980	6.494	0.0001
D13	5.810**	0.873	6.655	0.0000
D14	5.375**	1.099	4.890	0.0002
D15	5.669**	1.364	4.156	0.0004
D16	7.325**	0.977	7.498	0.0000
D17	6.352**	1.350	4.704	0.0003
D18	3.790**	1.123	3.375	0.0008
D19	4.049**	0.999	4.053	0.0004
D20	6.476**	1.111	5.828	0.0000
D21	5.935**	1.030	5.762	0.0000
D22	6.344**	0.948	6.691	0.0000
D23	5.693**	0.870	6.544	0.0000
D24	5.276**	0.898	5.875	0.0000
D25	6.552**	0.888	7.381	0.0000
D26	6.748**	0.833	8.099	0.0000
D27	5.381**	0.805	6.683	0.0000
D28	6.063**	1.067	5.682	0.0000
D29	6.200**	0.825	7.514	0.0000
D30	6.796**	0.830	8.188	0.0000
D31	5.785**	0.883	6.551	0.0000
D32	5.704**	0.826	6.905	0.0000
D33	6.230**	0.814	7.653	0.0000
D34	6.908**	1.315	5.253	0.0001
D35	6.783**	0.981	6.915	0.0000
D36	6.568**	0.939	7.005	0.0000
D37	6.152**	0.818	7.521	0.0000
D38	6.674**	0.864	7.724	0.0000
D39	5.577**	0.847	6.583	0.0000
D40	5.718**	0.912	6.270	0.0000
D41	5.889**	0.922	6.388	0.0000
D42	5.849**	0.833	7.021	0.0000
D43	6.259**	0.880	7.101	0.0000
D44	6.022**	0.863	6.978	0.0000
D45	8.988**	1.047	8.584	0.0000
D46	7.202**	1.108	6.499	0.0000
D47	8.406**	0.959	8.765	0.0000

Variable	Equation 08		Equation 11	
	coefficient	standard_error	coefficient	standard_error
D48	5.438**	0.806	7.764**	1.657
D49	5.886**	1.344	9.055**	2.009
D50	5.858**	0.896	11.235**	2.042
D51	5.384**	1.011	7.668**	2.149
D52	7.744**	0.801	10.346**	1.646
D53	5.280**	1.036		
D54	6.940**	0.842	10.761**	1.816
D55	6.363**	0.881	8.650**	2.014
D56	5.422**	0.808	8.969**	1.600
D57	4.854**	0.922	8.776**	1.928
D58	4.900**	1.147		
D59	6.168**	1.083	8.806**	1.941
D60	7.948**	1.322		
D61	5.452**	0.838	8.671**	1.698
D62	4.553**	0.864	7.554**	1.714
D63	4.947**	1.005	8.286**	2.097
D64	5.667**	1.080	9.890**	2.178
D65	5.103**	1.055	9.816**	1.952
D66	3.581**	1.215	7.508**	2.106
D67	5.210**	0.841	8.559**	1.673
D68	6.951**	0.784	9.063**	1.617
D69	6.097**	0.946		
D70	6.300**	0.839	8.157**	1.673
D71	6.296**	0.869	8.806**	2.191
D72	5.704**	1.688	12.736**	3.541
D73	5.388**	1.042		
D74	5.472**	1.659		
D75	5.434**	1.068	9.222**	2.137
D76	8.004**	1.244		
D77	8.219**	0.836	11.634**	1.703
D78	7.158**	1.209		
D79	4.970**	0.944	8.737**	1.764
D80	4.688**	0.880	8.140**	1.779
D81	6.995**	1.363	10.317**	2.165
D82	5.584**	0.857	8.018**	1.789
D83	5.848**	0.845	9.374**	1.699
D84	5.074**	0.949	8.188**	1.871
D85	5.927**	0.951	11.014**	1.901
D86	5.654**	1.127		
D87	5.133**	0.893	9.087**	1.757
D88	4.718**	0.993	8.266**	1.953
D89	5.311**	1.213		
D90	4.560**	0.934	8.134**	1.942
D91	4.095**	1.028	8.790**	2.164
D92	5.106**	0.885	9.096**	1.799
D93	6.809**	0.848	10.459**	1.751
D94	6.602**	0.795	9.027**	1.652
D95	5.978**	0.822	9.701**	1.656
D96	4.762**	0.936	8.816**	2.115
D97	5.848**	0.978		
D98	7.001**	0.979		
D99	6.140**	0.870	8.373**	1.930

Variable	Equation 08		Equation 11	
	coefficient	standard_error	coefficient	standard_error
D100	5.498**	0.802		
D101	7.840**	0.750	8.458**	1.630
D102	6.152**	0.880	7.355**	1.614
D103	6.258**	1.081	8.255**	1.831
D104	7.928**	1.051	9.424**	1.909
D105	4.945**	1.213	11.375**	1.845
D106	10.705**	1.058	7.895**	2.043
D107	7.694**	1.217	14.655**	2.014
D108	8.370**	0.870		
D109	6.418**	0.874	12.474**	2.070
D110	7.672**	0.857	8.746**	1.864
D111	8.618**	1.002	11.070**	1.697
D112	8.078**	0.875	14.046**	2.003
D113	7.266**	1.017	11.442**	1.782
D114	9.536**	0.896	12.651**	1.952
D115	6.555**	0.870	12.708**	1.829
D116	4.100**	1.086	9.057**	1.724
D117	9.272**	0.853	7.113**	1.953
D118	5.276**	1.542	13.254**	1.705
D119	3.331**	1.338		
D120	8.282**	0.888	7.903**	2.163
D121	4.846**	1.085	11.233**	2.074
D122	4.783**	0.929	8.605**	1.950
D123	5.447**	1.357	8.409**	1.745
D124	5.960**	1.086		
D125	7.517**	1.081	7.231**	2.031
D126	4.917**	1.050	11.990**	2.307
D127	4.599**	1.008		
D128	5.918**	0.978	7.551**	1.830
D129	6.212**	0.912	8.962**	2.010
D130	5.908**	0.980	8.052**	1.991
D131	8.039**	1.081	10.432**	2.071
D132	6.329**	1.176		
D133	5.741**	1.228		
D134	6.804**	1.249		
D135	6.225**	1.290		
D136	6.392**	1.156	9.309**	2.379
D137	5.751**	1.156		
D138	6.651**	1.085	10.313**	2.167
D139	6.691**	0.816	9.078**	1.704

Note: All coefficients are statistically significant at the .01 level of confidence.

Table D-6

Estimated Regression Coefficients of the Industry Dummy Terms  
in Equations 09 and 12

Variable	Equation 09		Equation 12	
	coefficient	standard_error	coefficient	standard_error
D1	36.317**	9.961	34.037**	11.512
D2	9.820*	4.980	16.721	15.850
D3	35.157	58.090	24.764**	6.233
D4	22.081**	3.953	7.439	10.953
D5	2.568	4.878	22.046*	11.107
D6	14.338	8.079	20.380	10.807
D7	2.121	6.014		
D8	-0.884	6.868		
D9	-1.423	8.583		
D10	0.688	7.100		
D11	-10.560	5.737		
D12	-11.430	8.371	2.641	10.878
D13	-5.848	5.397		
D14	-17.795	13.866		
D15	16.361	17.714		
D16	13.758	7.224	29.804**	7.121
D17	28.443**	7.035		
D18	24.047*	11.523		
D19	-0.203	10.590		
D20	4.794	14.018		
D21	16.869	13.358	-4.147	6.076
D22	-4.591	4.987	68.237**	20.243
D23	3.928	5.456	12.512	11.335
D24	4.887	6.230	15.530	14.697
D25	14.409**	4.604	8.810	8.458
D26	0.682	4.251	-3.581	5.229
D27	2.635	2.691		
D28	5.083	11.254	14.641	8.256
D29	9.539*	3.933	23.815*	10.021
D30	1.190	3.865	-29.933	22.891
D31	-1.508	7.553	1.661	7.935
D32	-4.299	3.212	3.485	5.240
D33	0.458	2.697		
D34	2.406	10.731		
D35	-2.344	6.159		
D36	-4.892	5.989	10.138	7.487
D37	2.442	2.876	17.903	33.357
D38	-2.400	4.508	88.224*	38.142
D39	1.684	5.753	34.835	20.962
D40	3.750	4.941	2.539	26.804
D41	-5.619	5.505	13.621*	5.506
D42	2.190	3.286	33.731**	12.626
D43	10.087*	4.126	-0.045	9.758
D44	-7.002	4.225		
D45	9.570	6.316		
D46	-12.04	9.158		
D47	-5.443	3.770		

Variable	Equation 09		Equation 12	
	coefficient	standard_error	coefficient	standard_error
D48	-2.891	2.349	6.819	7.466
D49	-37.938	75.887	-35.168	74.960
D50	11.407	6.478		
D51	-13.006	7.689		
D52	6.075*	3.022	6.660	7.574
D53	-28.267	24.893		
D54	15.067**	4.152	34.001**	10.013
D55	9.172	9.410		
D56	10.599**	3.282	8.236	4.345
D57	10.807	11.170	1.783	49.014
D58	2.426	14.467		
D59	-17.715	14.426	-20.018	50.687
D60	30.961*	14.955		
D61	9.454**	3.595	32.609**	6.553
D62	2.431	3.215	6.982	4.130
D63	-7.616	13.561		
D64	-4.074	6.977	16.075	121.027
D65	14.454	12.840	12.348	22.225
D66	19.470	16.788		
D67	6.570	4.691	5.300	7.442
D68	6.389*	3.013	17.786**	6.057
D69	-5.766	5.208		
D70	1.297	4.170	10.547	12.679
D71	16.867**	2.899		
D72	-10.515	8.044	-11.028	9.225
D73	36.512**	11.940		
D74	15.307	9.970		
D75	5.886	5.887		
D76	9.207	19.040		
D77	9.418**	2.569	15.837**	4.653
D78	22.136*	10.556		
D79	0.999	5.422	-7.584	6.895
D80	-0.571	5.911	4.355	12.543
D81	7.838	4.384		
D82	11.138**	4.291	17.858	11.382
D83	-3.369	3.145	0.861	5.935
D84	7.115	4.659	10.585	7.292
D85	7.056	3.988	4.315	5.222
D86	7.506	11.613		
D87	-1.285	5.925	2.268	7.424
D88	-1.620	6.994	-1.274	14.417
D89	-2.859	19.742		
D90	4.459	9.564	-53.602	48.408
D91	-12.723	8.208		
D92	0.829	5.877	-5.886	19.280
D93	18.844**	3.999	12.572	8.617
D94	5.938**	1.941	15.390*	6.525
D95	9.643*	4.033	10.926	6.833
D96	-21.887	12.225		
D97	-6.342	8.277		
D98	3.008	9.726		
D99	0.141	5.467	-0.658	44.632

Variable	Equation 09		Equation 12	
	coefficient	standard error	coefficient	standard error
D100	2.959	2.979	-0.212	5.872
D101	15.275**	1.553	3.040	7.262
D102	22.200**	5.275	-9.761	35.868
D103	-6.806	16.023	-12.161	24.089
D104	9.096	10.178	8.354	10.623
D105	-1.182	11.780		
D106	7.215	15.173	18.695	20.058
D107	7.966	8.423		
D108	12.226**	2.315	-10.287	17.474
D109	12.156**	4.167	41.478**	12.832
D110	17.678**	4.556	20.424**	6.077
D111	5.379	6.791	20.567**	7.946
D112	11.804*	5.532	-5.994	18.080
D113	18.535**	4.495	20.899**	5.402
D114	22.319**	4.890	22.822**	6.353
D115	-1.969	6.418	-7.127	10.886
D116	0.452	14.362	5.232	17.792
D117	5.454	4.186	-8.182	9.118
D118	27.114*	12.406		
D119	47.166	50.466		
D120	10.748*	5.483		
D121	10.870	10.305	9.276	12.726
D122	17.677**	4.378	9.021	6.166
D123	-16.296	68.749		
D124	3.941	7.668		
D125	7.136	3.827	11.926*	4.734
D126	-14.292	10.426		
D127	6.125	9.694	32.128	16.748
D128	-5.051	9.413	-24.531	21.036
D129	-13.178	7.873	34.729	72.978
D130	-7.759	8.259		
D131	9.711	6.598		
D132	-33.718*	13.327		
D133	39.077*	19.104		
D134	-4.188	30.459		
D135	-23.749	24.560		
D136	0.574	12.328		
D137	-9.609	9.802		
D138	11.675	43.257		
D139	12.555**	2.286	-9.711	13.131

Note: (\*) indicates significance at the .05 level of confidence and (\*\*) at the .01 level.

Table D-7

Estimated Regression Coefficients of the Industry-Domestic Sales Interaction Terms in Equations 09 and 12

Variable	Equation 09		Equation 12	
	coefficient	standard error	coefficient	standard error
<b>NON-METALLIC MINERALS</b>				
lnDS*D1	-2.515**	0.579		
lnDS*D2	-0.999**	0.266	-2.302**	0.668
lnDS*D3	-2.269	2.981	-1.385	0.882
lnDS*D4	-1.669**	0.213		
lnDS*D5	-0.609*	0.257	-1.777**	0.373
lnDS*D6	-1.223**	0.452	-0.829	0.594
lnDS*D7	-0.574	0.335	-1.546*	0.666
<b>BASIC IRON AND STEEL</b>				
lnDS*D8	-0.290	0.384		
lnDS*D9	-0.353	0.431		
lnDS*D10	-0.382	0.374		
lnDS*D11	0.048	0.277		
lnDS*D12	0.153	0.437		
lnDS*D13	-0.147	0.293		
lnDS*D14	0.372	0.689	-0.581	0.622
lnDS*D15	-1.334	0.915		
<b>BASIC NON-FERROUS METALS</b>				
lnDS*D16	-1.108**	0.366		
lnDS*D17	-2.024**	0.389		
lnDS*D18	-1.825**	0.594	-1.989**	0.384
lnDS*D19	-0.552	0.575		
lnDS*D20	-0.686	0.749		
<b>METAL PRODUCTS</b>				
lnDS*D21	-1.388	0.736		
lnDS*D22	-0.198	0.267		
lnDS*D23	-0.690*	0.288	-0.119	0.342
lnDS*D24	-0.766*	0.340	-4.223**	1.138
lnDS*D25	-1.219**	0.251	-1.159	0.621
lnDS*D26	-0.456*	0.228	-1.197	0.818
lnDS*D27	-0.635**	0.145	-0.877	0.475
<b>MACHINERY</b>				
lnDS*D28	-0.730	0.598		
lnDS*D29	-0.966**	0.211		
lnDS*D30	-0.470*	0.214	-1.193**	0.439
lnDS*D31	-0.378	0.420	-1.688**	0.551
lnDS*D32	-0.233	0.175	1.287	1.281
lnDS*D33	-0.462**	0.146	-0.532	0.451
lnDS*D34	-0.547	0.540	-0.490	0.288
lnDS*D35	-0.315	0.312		
lnDS*D36	-0.196	0.302		
lnDS*D37	-0.578**	0.156		

-0.950\*

Variable	Equation 09		Equation 12	
	coefficient	standard error	coefficient	standard error
<b>ELECTRICAL EQUIPMENT.</b>				
lnDS*D38	-0.295	0.239	-1.364	1.870
lnDS*D39	-0.577	0.302	-5.134*	2.009
lnDS*D40	-0.676*	0.265	-2.404*	1.205
lnDS*D41	-0.201	0.278	-0.584	1.371
lnDS*D42	-0.582**	0.177	-1.150**	0.302
lnDS*D43	-0.985**	0.216	-2.131**	0.635
lnDS*D44	-0.088	0.223	-0.338	0.529
<b>TRANSPORT EQUIPMENT</b>				
lnDS*D45	-0.814*	0.324		
lnDS*D46	0.210	0.469		
lnDS*D47	-0.109	0.179		
lnDS*D48	-0.335**	0.122	-0.851*	0.409
lnDS*D49	1.637	4.201	1.553	4.151
lnDS*D50	-1.077**	0.340		
lnDS*D51	0.225	0.420		
<b>WOOD</b>				
lnDS*D52	-0.686**	0.172	-0.678	0.441
lnDS*D53	1.090	1.389		
lnDS*D54	-1.227**	0.226	-2.208**	0.555
lnDS*D55	-0.942	0.533		
<b>FURNITURE</b>				
lnDS*D56	-1.079**	0.183	-0.857**	0.244
lnDS*D57	-1.114	0.612	-0.502	2.787
lnDS*D58	-0.644	0.787		
lnDS*D59	0.530	0.794	0.762	2.921
<b>PULP AND PAPER</b>				
lnDS*D60	-1.953*	0.760		
lnDS*D61	-0.994**	0.188	-2.264**	0.365
lnDS*D62	-0.667**	0.172	-0.864**	0.224
lnDS*D63	-0.074	0.767		
<b>RUBBER PRODUCTS</b>				
lnDS*D64	-0.296	0.343	-1.231	6.473
lnDS*D65	-1.316	0.725	-1.052	1.278
lnDS*D66	-1.738	1.005		
lnDS*D67	-0.861**	0.259	-0.714	0.420
lnDS*D68	-0.751**	0.170	-1.408**	0.356
lnDS*D69	-0.100	0.299		
lnDS*D70	-0.487*	0.246	-1.046	0.773

Variable	Equation 09		Equation 12	
	coefficient	standard error	coefficient	standard error
<b>CHEMICALS</b>				
lnDS*D71	-1.366**	0.185		
lnDS*D72	-0.012	0.369		
lnDS*D73	-2.305**	0.586		
lnDS*D74	-1.279*	0.518		
lnDS*D75	-0.804**	0.291		
lnDS*D76	-0.840	1.004		
lnDS*D77	-0.852**	0.146		
lnDS*D78	-1.608**	0.586	-1.134**	0.259
lnDS*D79	-0.571*	0.291		
lnDS*D80	-0.506	0.306	0.022	0.378
lnDS*D81	-0.841**	0.227	-0.691	0.666
lnDS*D82	-1.079**	0.229		
<b>PHARMACEUTICAL, COSMETICS AND SOAPS</b>				
lnDS*D83	-0.301	0.164		
lnDS*D84	-0.903**	0.251	-0.437	0.319
lnDS*D85	-0.844**	0.215	-1.030**	0.393
			-0.519	0.278
<b>PLASTICS</b>				
lnDS*D86	-0.873	0.581		
lnDS*D87	-0.432	0.324		
lnDS*D88	-0.437	0.382	-0.529	0.406
lnDS*D89	-0.338	1.084	-0.367	0.818
lnDS*D90	-0.777	0.513		
lnDS*D91	0.115	0.434	2.567	2.708
lnDS*D92	-0.548	0.323		
<b>TEXTILES</b>				
lnDS*D93	-1.458**	0.222		
lnDS*D94	-0.746**	0.010	-1.003*	0.475
lnDS*D95	-0.988**	0.220	-1.247**	0.348
lnDS*D96	0.680	0.669	-0.968*	0.385
lnDS*D97	-0.114	0.448		
lnDS*D98	-0.565	0.525		
lnDS*D99	-0.466	0.286		
<b>CLOTHING</b>				
lnDS*D100	-0.645**	0.163	-0.369	2.611
lnDS*D102	-1.751**	0.314		
lnDS*D103	-0.035**	0.919	-0.420	0.321
			0.152	2.087
			0.357	1.398
<b>FOOTWEAR</b>				
lnDS*D101	-1.233**	0.086		
			-0.656	0.415

Variable	Equation 09		Equation 12	
	coefficient	standard error	coefficient	standard error
<b>FOOD</b>				
lnDS*D104	-0.849	0.563	-0.715	0.586
lnDS*D105	-0.467	0.606		
lnDS*D106	-0.585	0.870	-1.117	1.144
lnDS*D107	-0.791	0.452		
lnDS*D108	-1.005**	0.130	0.368	0.968
lnDS*D109	-1.103**	0.230	-2.771**	0.731
lnDS*D110	-1.296**	0.230	-1.369**	0.300
lnDS*D111	-0.620	0.336	-1.230**	0.397
lnDS*D112	-0.996**	0.308	0.056	0.993
lnDS*D113	-1.369**	0.229	-1.356**	0.286
lnDS*D114	-1.466**	0.255	-1.420**	0.314
lnDS*D115	-0.327	0.345	-0.005	0.598
lnDS*D116	-0.598	0.758	-0.800	0.924
lnDS*D117	-0.582**	0.218	0.263	0.490
lnDS*D118	-1.901**	0.633		
lnDS*D119	-2.960	2.511		
lnDS*D120	-0.921**	0.311		
<b>BEVERAGES</b>				
lnDS*D121	-1.122	0.577	-0.927	0.690
lnDS*D122	-1.530**	0.248	-0.929**	0.356
lnDS*D123	-0.220	3.171		
lnDS*D124	-0.673	0.434		
<b>TOBACCO</b>				
lnDS*D125	-0.768**	0.203	-0.897**	0.245
<b>PRINTING</b>				
lnDS*D126	0.202	0.532		
lnDS*D127	-0.868	0.521	-2.285*	0.944
<b>OTHER MANUFACTURES</b>				
lnDS*D128	-0.177	0.519	1.049	1.219
lnDS*D129	0.302	0.440	-2.473	4.283
lnDS*D130	-0.028	0.458		
lnDS*D131	-0.886*	0.422		
lnDS*D132	1.369	0.716		
lnDS*D133	-2.707*	1.099		
lnDS*D134	-0.186	1.659		
lnDS*D135	0.703	1.217		
lnDS*D136	-0.461	0.683		
lnDS*D137	0.034	0.520		
lnDS*D138	-1.067	2.429		
lnDS*D139	-1.117**	0.123	0.180	0.745

Note: (\*) indicates significance at the .05 level of confidence and (\*\*) at the .01 level.

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