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TAKING ADVANTAGE OF THE CARIBBEAN BASIN INITIATIVE
IN CENTRAL AMERICA AND PANAMA

Report to ROCAP and LAC/DR
U.S. Agency for International Development

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INTRODUCTION

This report is the result of three separate efforts made during May and June, 1983 in Flagstaff, Guatemala, and Washington:

1. A computer analysis of exports by Central American countries to the United States 1978-82 and a review of 1982 U.S. imports of high tariff goods which might be produced in Central America,
2. A review of potential short-term export capacity of the region based on the ECOAGRO Report of interviews with factories early this year,
3. Interviews in Guatemala, New York, and Washington concerning the present system of assisting and encouraging Central American exports to the U.S. with a view towards suggesting possible improvements to U.S. institutions involved.

PURPOSE

To recommend ways to improve Central American exports to the U.S. taking advantage of the new Caribbean Basin Initiative and of the comparative advantage of Central America to supply exports.

I. SUMMARY AND CONCLUSIONS

A. Traditional Exports and the Caribbean Basin Initiative

1. Analysis of the data attached in Appendix A covering exports of million-dollar items of the Tariff Schedule from Central America and Panama to the U.S. during 1978-1982 shows a very low growth rate of 2.8% per year to \$1723 million due principally to the U.S. recession.

2. If CBI legislation creating a Caribbean Free Trade Area had been in effect in 1982, only about \$180 million (1%) of exports from Central America would have benefitted.

3. Of the benefitted exports, beef would have accounted for \$136 million alone (duty payments \$2.6 million) and tobacco for \$30 million (duty payments \$1.1 million).

4. Savings of \$4.6 million in duty payments would have resulted, representing 2.56% of the value of benefitted products. It is questionable whether there would have been any significant change in exports of these products if they were made duty-free. Accordingly, we estimate the future growth rate of Central American exports to the U.S. at 5.6% per year, the same as overall exports have grown since 1965.

5. In percentage of exports benefitted the leading country would have been Nicaragua (37%) and the least affected would have been El Salvador (1%). In dollar terms duty relief would have been greatest for Honduras (\$1.56 million) followed by Costa Rica (\$1.47 million), and least for El Salvador (\$0.15 million).

6. The reason so few presently exported products will benefit from CBI is that most are already duty-free (e.g. coffee at more than \$400 million), or are restricted in the CBI legislation itself (e.g. sugar at \$125 million and garments at over \$65 million).

B. Non-traditional Exports and the Caribbean Basin Initiative

We suggest three approaches to creation of new exports based in the short term on utilization of existing excess factory capacity, in the medium term on exploiting the advantages of the Caribbean Free Trade Area to produce selected products now entering the U.S. from

third countries under high tariffs, and in the long term on developing a system of private industrial parks to attract production sharing industry based on the region's comparative advantage of unskilled labor supply at low cost.

1. Exporting Excess Capacity

We recommend attempting to export current excess capacity of 68 plants in Guatemala, Honduras, El Salvador, and Costa Rica during the next two years. Based on information available from the ECOAGRO study some \$325 million of three-shift excess capacity is available in 28 industries employing 15,000 workers.

We suggest creation of an ad hoc export promotion program under an "export czar" at ROCAP who would devote his efforts exclusively to working directly with the 68 firms to export such of their present product line as is feasible.

He would a) verify their present ability to export, b) help those needing foreign market knowledge to get training (with assistance from USAID funds), and technical assistance (through IESC, SUSTAIN, and individual consultants at company expense), c) have two professionals to help him full-time, d) operate for 24 months on a budget of \$0.5-1.0 million per year, e) terminate his office after 24 months, and f) be judged on the increased export sales of the 68 companies in the expectation these would grow by 10-20 times the investment made by USAID in the "export czar" program.

2. Attract New High Tariff Products

Total U.S. imports of high-tariff (over 10% ad valorem) products with a minimum value of \$1 million in 1982 were \$21 billion. We analyzed this group seeking new product opportunities for Central America based on the establishment of the Caribbean Free Trade Area under the CBI where such products would enter the U.S. duty-free.

From the \$21 billion total we eliminated a) all goods excluded by CBI legislation, b) all goods entering under the Generalized System of Preferences where any qualified LDC can enter goods duty-free, c) all goods whose production requires complex industries, very high technology, or capital-intensive operations. We arrived at 178 product groups whose imports totalled \$2.15 billion in 1982.

These items would be duty-free only from CB nations, thus the entire tariff margin (10% or more of value) would be available to enhance the feasibility of new investment.

With the exception of tobacco, all top 10 new product groups have never been exported in significant quantity from Central America. They include wines, earthenware products, glassware, clocks and watches, dolls, tomato products, ceramic tile, bicycles, and certain plywood products.

It is suggested that counterpart export promotion agencies, such as GUATEXPRO, be informed about these evident opportunities and encouraged to undertake the required research and contacting of current producers to try to attract them.

3. Production Sharing Promotion Through Private Sector

The potential of a million new industrial jobs in Central America in Production Sharing by the year 2000 is expected because of the need for companies in advanced nations to seek low cost unskilled labor abroad in their own interest.

The mechanism we suggest for development is the private industrial park in the same way pioneered by Mexico to create 100,000 jobs in 400 companies on its northern border during 1965-74. Currently over 80% of the 130,000 workers employed in maquiladoras are in private industrial parks which supply buildings and services competitively and make a profit while generating jobs and foreign exchange -- yet which cost the government nothing.

With the understanding that the current perceived instability in Central America puts serious promotion of Production Sharing 2 years off, we recommend that the next two years be used to prepare for the future. USAID should explore this very complex industrialization method, work out how it could assist its development country by country in Central America, and begin the necessary planning and contacting of the private sector.

C. Evaluation of Support Services Available at U.S. Institutions

There are many organizations, public and private, in the U.S. which have knowledge of, and interest in, trade. The problem is that information is dispersed according to the interest of the person having it -- hence it is up to the seller to integrate information to the point that he can offer a package to the buyer.

USAID has operated a pilot project at the World Trade Institute to help LDC sellers become professional at selling through training programs, research, and buyer contact, an

approach with which we are in accord. In an effort to expand the base of consultants available to assist LDC sellers in this field, USAID has contacted 159 individuals and firms and obtained Expressions of Interest (REI's) from a number of them. We evaluated the REI's returned so far according to their strengths to perform certain export/import tasks and have recommended the lists and systems be made available to USAID missions, and that they be updated from time to time.

D. Caribbean Basin Statistics

Complementing our work on the statistics shown in Appendix A for Central America, we have supplied under separate cover to LAC/DR a printout for the entire Caribbean Basin (ex Suriname). A grand total of \$7764 million was exported to the U.S. in 1982, with compound growth from 1978 having been 6.8% per year. Duty collected on "duty-paid" items was only 0.49% and the inference is that the CBI will have no more effect on exports of traditional products from the CB as a whole than we expect from Central America, although our analysis has not been as detailed as it was for Central America. Notable for their high growth rate in spite of paying relatively high duty were 807 items. These will not be benefitted by the CBI legislation, but they indicate the strength of the drive towards Production Sharing in the Basin as a whole.

II. TRADITIONAL EXPORTS AND THE CBI

We analyzed exports from Central America and Panama to the U.S. for 1978-82 using U.S. Department of Commerce import data tapes supplied by Bureau of the Census. We selected products which achieved 1982 imports of one million dollars at the five-digit TSUSA classification level. These covered over 94% of all Central American exports to the U.S. The printout shown in Appendix A provides a listing for each country of the major items giving the 7-digit TSUSA items comprising the totals for each product group, the value imported 1978-82, the dutiable value, the U.S. value, the calculated duty, and the shipping weight and per-pound cost by air and surface. Under each product group the computer was asked to separate imports according to the following regimen:

1. Duty-paid items are those which arrive in the U.S. from the country of origin or transshipment under the normal tariff and which are not subject to special subsidized tariff rates as 806.30, 807, or GSP described below. For many items, such as coffee, the rate of duty may be zero, but on many others a duty is assessed.
2. Article 806 items are listed separately. Under this Article of the U.S. Tariff U.S. metal goods may be exported for processing abroad. Duty is applied on return to the value added abroad and not to the portion of U.S. origin, provided that at least one further processing step occurs in the U.S. after return. This Article is little used at present.
3. Article 807 permits the export of goods for assembly abroad. Duty is applied on return to the value added abroad and not to the value of the U.S. goods sent abroad. No further steps are required after the product returns to the U.S. Article 807 is widely used -- the less developed countries supplied about \$3.7 billion of value added under this provision in 1981. Most 807 goods imported from LDC's are in the electronics field, while garments and other labor-intensive categories make up the rest.
4. The U.S. Generalized System of Preferences (GSP) permits duty-free entry of some 3000 selected products from developing countries. These products are authorized by the President annually. At least 35% of the export value of the product must originate in the developing country. Limitations are set on GSP value from each country and on

the share of total imports permitted from any one country of any product group. GSP imports in 1981 from developing countries totalled \$8 billion, of which Central America accounted for \$310 million.

5. The average of the annual growth rates of import value calculated for each year during 1978-82 for each product group is shown. If the instantaneous rate exceeded 200% in any year, the computer was instructed to ignore that year and to base its calculation on the remaining years. It should be noted that in the earlier years the totals could be reduced by any change in the TSUSA number designation in comparison to that used for 1982.

OVERALL RESULTS

Table 1 shows an overall summary of the data. The very low growth rate of 2.8% per year from 1978-1982 is a reflection of the recession in the United States during the period. The only bright spot was the doubling of GSP imports to a level of about 10% of the total supplied from the region, almost all in agricultural products. Imports under 807 (there were none of significance under 806) crept up slowly from a very small base, principally from El Salvador and Costa Rica ---electronic products from the former and garments from the latter. Considering the problems of terrorism, reduced investor interest, and foreign exchange difficulties, perhaps the modest growth (as measured in current dollars) is all that could have been hoped for. That it failed to cover inflation during the period reflects a world problem, rather than a regional problem alone.

THE CARIBBEAN BASIN INITIATIVE

The CBI now working its way through the Congress contains a series of potential trade benefits for countries in the Caribbean Basin in addition to those now enjoyed. The concept of a Caribbean Free Trade Area where those products now requiring duty, with certain major exceptions, would enter duty-free seems to have important support and is likely to pass. The exceptions include petroleum and its products, footwear, flat leather goods, canned tuna fish, sugar and derivatives, and textiles and garments.

These exceptions are very large, accounting for over 80% of all exports from the Caribbean Basin. Any product which now enters under a quota, such as textiles and garments, is excluded from benefits. Those will continue to enter under regulations as at present. In general the Caribbean Basin countries have a comparative advantage in garment manufacture, --- the elimination of CBI benefits on garments

TABLE 1: CENTRAL AMERICA AND PANAMA EXPORTS TO THE U.S., 1978-82, \$MM

(Million Dollar Products accounting for over 94% of total)

COUNTRY	DUTY PAID		807		GSP		TOTALS	
	1978	1982	1978	1982	1978	1982	1978	1982
GUATEMALA	302	303	-	-	11	25	313	328
EL SALVADOR	171	210	97	78	9	29	277	318
HONDURAS	288	278	4	28	31	56	323	362
NICARAGUA	170	67	10	1	5	21	185	89
COSTA RICA	229	253	34	59	24	39	260	351
PANAMA	123	236	-	1	6	5	129	242
TOTALS	1282	1349	145	166	88	175	1515	1690

AMOUNT OF DUTY PAID, 1982, \$MM (EX SUGAR DUTIES)*

GUATEMALA	1.2	-	-	1.2
EL SALVADOR	1.1	2.0	-	3.1
HONDURAS	1.6	1.3	-	2.8
NICARAGUA	0.8	-	-	0.8
COSTA RICA	1.7	2.4	-	4.0
PANAMA	0.2	0.1	-	0.3
TOTAL	6.7	5.6	-	12.3

*Please note that duties paid on sugar are not shown in Appendix A, hence are not included in the above table. The complexities of duty assessment of sugar are such that U.S. magnetic tapes show sugar and related items at a calculated duty rate of zero, even though the U.S. tariff shows the rate for 1982 at 2.98125 cents per pound less 0.0421875 cents per pound for each degree under 100, but not less than 1.9265625 cents per pound. Guatemala shipped 122 million pounds of sugar in 1982 and probably paid a duty of about \$3 million. Such duties will continue to be paid as sugar is not affected by the CBI.

is due to union pressures in the U.S. Petroleum will continue to enter under a very low duty and accounts for half of all exports from the Caribbean Basin to the U.S. Sugar is another quota item as are footwear and selected leather goods.

The Generalized System of Preferences would no longer apply to the Caribbean Basin countries once the CBI legislation is in place. It would be replaced by the CBI. The effect on those products currently under GSP in the Caribbean Basin would be to replace the zero duty of the GSP with the zero duty of the CBI. However, the competitive need limitation of GSP (maximum import per product group currently at \$55 million per country) would not apply under CBI. Also, the rules of origin under CBI are more lenient than under GSP in that they are expected to permit up to 15% of the required 35% value originating in a CB beneficiary country to come from the U.S. and its possessions, including Puerto Rico. This feature could benefit assembly-type operations where it is often difficult to achieve a full 35% in a developing country. The CBI would protect the benefits now enjoyed under GSP for an extended period --- GSP is scheduled to terminate at the end of 1984 unless extended by the Congress.

IMPACT OF THE CBI ON TRADITIONAL PRODUCT EXPORTS

Appendix A shows all the million dollar 5-digit TSUSA products exported from Central America in 1982. Selecting those which would be affected by CBI legislation (i.e. those not already benefitting from duty-free status and those which are not exceptions in the legislation itself, such as 806/807, petroleum, sugar, garments, etc.) we show in Table 2 the items which now pay duty and which would be duty-free.

Only about 11% of 1982 Central American and Panama exports to the U.S. would have been benefitted by the CBI, amounting to about \$180 million out of a total export of \$1723 million. The duty paid in 1982 on benefitted products amounted to \$4.6 million, or an average of 2.56% of their value. It is questionable whether there would be any significant change in exports of these products if they were made duty-free.

In percentage of 1982 exports affected, the leading country would have been Nicaragua with 37.33% and the least affected would have been El Salvador with 1.25%. In dollar terms, duty relief would have been greatest for Honduras (\$1.56 million) followed by Costa Rica (\$1.47 million), and least for El Salvador (\$150,000).

TABLE 2

CENTRAL AMERICAN MILLION DOLLAR* 1982 EXPORTS TO THE U.S. WHICH WOULD BECOME DUTY-FREE UNDER CBI

NAME	S-91817 TUSA	GUATEMALA		EL SALVADOR		HONDURAS		NICARAGUA		COSTA RICA		PANAMA		TOTAL	
		Value \$ MM	Duty \$000	Value $ MM	Duty $000	Value $ MM	Duty $000	Value $ MM	Duty $000	Value $ MM	Duty $000	Value $ MM	Duty $000	Value $ MM	Duty $000
Beef	10610	7.1	128	2.5	52	35.5	708	32.2	607	53.3	1047	5.3	97	135.9	2679
Fish	11035									1.5	9			1.5	9
Pean	13704	0.1	4											0.1	4
Chevyca	13775									0.8	97			0.8	97
Yucca	13835									1.8	317			1.8	317
Pineapples	14896					5.3	363							5.3	363
Banana Paste	15272					2.2	10							2.2	10
Tobacco Wrapper	17010					5.5	13	0.1	29					5.6	36
Tobacco Cigarette Leaf	17032	3.0	12			2.9	18							5.9	30
Tobacco, Ex Smoking	17080	8.3	491	1.5	98	4.6	333	1.3	4			2.3	96	18.0	1822
Softwood Bowls	20091					3.5	86							3.5	86
Wood Handles	20150					-	1							-	1
Detachable Zinc Content	68220					0.8	30							0.8	30
TOTALS		18.5	635	4.0	150	60.3	1562	33.6	634	57.4	1470	7.6	193	181.4	4644
Duty as % of Value		3.44		3.75		2.59		1.89		2.56		2.54		2.56	
Total 1982 Exports to the U.S. of all products		335		319		365		90		358		256		1723	
Per cent of Total Export value af- fected by CBI		5.52		1.25		16.52		37.33		16.89		2.97		10.53	

* Million dollar items account for over 94% of total exports to the U.S.

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DISCUSSION

The reason that so few presently-exported products will qualify for CBI benefits is that most are already duty-free. Coffee exports from Central America totalled over \$400 million -- yet coffee pays no duty. Other big-ticket items such as sugar (\$125 million) and garments (over \$65 million) will continue to pay duty. Many fruit and vegetable products are now under GSP, hence pay no duty, whereas a few years ago all paid duty.

Clearly, CBI will have only a modest impact, if any, on traditional exports from Central America and Panama.

GROWTH

In view of the above, we do not expect that growth in traditional products exports will be affected by CBI significantly.

From 1965-1980 real growth of total exports in constant dollars has averaged 5.6% per year for Central America and Panama taken together. Projecting at this rate from 1982 to 1985 indicates 1985 exports to the U.S. will be about \$2 billion, up from \$1.7 billion in 1982. This increase appears reasonable assuming the U.S. recovery currently underway continues.

III NON-TRADITIONAL EXPORTS AND THE CBI

In our opinion the key to economic development offered by the CBI is more than currently embodied in emerging legislation -- it is in the political recognition that the Caribbean Basin is important to the future well-being of the United States. Implied in this recognition is that future policies to assist the region economically will include implementation of a broad program of infrastructure investment and other necessary programs, especially involving the private sectors of the U.S. and the Caribbean Basin.

From this point of view the potential of the CBI should be considered broadly -- not merely through analysis of present legislation. The preceding chapter can be seen as proving a point already widely known -- that the tariff-reduction provisions in the presently projected law will have little economic effect since so few traditional products pay duty now.

What about non-traditional products? Are there opportunities for creation of entirely new exports from Central America and Panama? If so, what steps should be taken to see that they are accomplished?

APPROACH

We have undertaken three approaches to finding non-traditional exports:

1. EXPLOIT CURRENT EXCESS CAPACITY

The ECOAGRO study supplies information about excess capacity of existing potential exporters already operating in Guatemala, El Salvador, Honduras, and Costa Rica. These factories, many of which were built to serve regional markets, may in some cases be able to export. Some may not be efficient because they were highly-protected small units, but because they are currently operating and can possibly price marginal production at world competitive levels, they should be studied and then encouraged to export, if this is feasible. An important advantage of this approach is that some positive results may be achieved in 12 - 18 months from now.

2. HIGH TARIFF PRODUCTS

CBI legislation currently under consideration offers duty-free entry to Caribbean Basin products. It is useful

to examine products which enter the U.S. at high duty rates of 10% ad valorem or above from all over the world. Those non-traditional products which could enter duty free should be evaluated for opportunities to use comparative advantages available in Central America and Panama. The approach is to analyze U.S. Import data for million dollar high-tariff items, using the computer at The Flagstaff Institute, then eliminate product groups, such as garments, which will not benefit from CBI, and finally analyze the remaining products for opportunities.

3. PRODUCTION SHARING

Opportunities for new exports exist in production sharing with advanced nations such as the United States which could be enhanced through the CBI. Our study of Costa Rica in 1981 showed that while exports under Article 807 to the U.S. in competition with 20 other LDC's covered 10 important product groups in which Costa Rica had an advantage, that country was ignoring a much larger market (over 10 times as large) in 64 other product groups it had not yet begun to produce, yet in which it also would enjoy competitive advantages. The structural changes underway in U.S. industry will present an opportunity in coming years for Central America and Panama to exercise their comparative advantage in unskilled labor. Gaining new exports from production sharing is a difficult task, and will take time to achieve. This approach will require infrastructure investments in industrial parks and transport systems and, in our opinion, further incentives to American manufacturing companies by the U.S. Congress in order to be successful.

Each of the above approaches is covered in a following separate chapter.

IV EXPORTING CURRENT EXCESS CAPACITY

THE SITUATION

The ECOAGRO study completed in 1983 for ROCAP contains data on 73 factories in Guatemala, El Salvador, Honduras, and Costa Rica (we left out those in Nicaragua by agreement with ROCAP) which appear to offer export potential based on (1) importance of exports outside the CACM (Central American Common Market), (2) growth of exports by major categories, (3) estimated profit margins, (4) degree of utilization of labor and domestic materials, and (5) extent of excess capacity.

Rearranging data in the ECOAGRO Appendix, it can be shown that about \$325 million of annual excess capacity (based on three shifts) existed in 1981 in factories employing about 15,000 persons:

COUNTRY	PRODUCTION VALUE, 1981 \$ MILLION	NUMBER OF WORKERS	ESTIMATED EXCESS CAPACITY \$ MILLION	NUMBER OF PLANTS
-----	-----	-----	-----	-----
GUATEMALA	85	3893	107	19
EL SALVADOR	59	4352	39	18
HONDURAS	87	2386	79	13
COSTA RICA	105	4321	100	23
TOTALS	336	14952	325	73

This excess capacity may provide the key to a relatively rapid increase in short-term (12-18 months) exports provided that the products can meet quality and price constraints in export markets, that ample markets can be found, and that companies can become efficient in exporting.

ANALYSIS

Excess Capacity by Product Group

Table 3 shows the relative importance of the various product groups having a 1981 excess capacity over \$1 million each and covering the output of 68 plants. The top five groups (pharmaceuticals, cement, canned fruits and vegetables, miscellaneous food products, and

TABLE 3: SELECTED CENTRAL AMERICAN PRODUCT CATEGORIES WITH

 OVER \$1 MILLION OF ANNUAL EXCESS CAPACITY IN 1981

INDUSTRY CLASSIF. NUMBER	NAME	MILLION DOLLARS PRODUCT IN 1981	DOLLARS EXCESS CAPACITY	NUMBER OF WRKRS PLANTS
3522	Pharmaceuticals	29	65	681 6
3692	Cement, Lime, Gypsum	17	40	491 1
3113	Canned food and vegetables	16	29	741 3
3121	Miscellaneous food products	9	23	345 5
3115	Fats and Oils	19	21	1037 2
3211	Textiles	51	17	3738 5
3412	Paper and Paperboard Boxes	7	13	92 3
3220	Clothing except shoes	14	13	1452 6
3119	Cocoa, chocolate, candy	11	12	967 3
3710	Primary Iron & Steel	17	11	364 5
3839	Electrical Apparatus/Supplies	19	10	490 3
3512	Fertilizer/Insecticide Mixing	34	9	570 1
3240	Footwear	5	7	598 3
3831	Electrical Machinery, indstrl	3	7	181 1
3529	Chemicals, nec	37	7	432 2
3560	Plastics fabrication	1	7	105 1
3829	Machinery, except electrical	1	6	44 1
3720	Primary nonferrous metals	4	5	123 1
3620	Glass	8	4	344 1
3811	Tableware, handtools, hardwr	6	4	211 1
3311	Sawmill products	4	3	245 3
3231	Leather tanneries	6	3	130 1
3215	Cordage mills	5	2	320 1
3140	Tobacco manufactures	7	2	176 1
3319	Wood products	-	2	113 1
3523	Soap, cleaners, cosmetics	2	1	363 3
3233	Leather products, ex shoes	1	1	78 2
3909	Misc. manufactures (pencils)	2	1	92 2
TOTALS		333	324	14523 68

fats and oils) represent over half the total excess capacity available and comprise 17 plants with 3300 workers. Unless a product group has a minimum of a million dollar export potential, efforts to export it are not likely to earn sufficient return.

Export Panorama

Leaving aside exports of commodities like coffee, bananas, and sugar which Central America has been doing well for years, let us look at the newer exports of manufactured products -- including processed food products -- and examine some of the efforts to increase exports now underway.

Very few Central American owned and operated factories have achieved notable success in exporting outside the CACM. One can recall the outstanding growth in export of high quality towels from El Salvador a few years ago, and the recent export of household appliances from Costa Rica (which the Government of Costa Rica effectively squelched by adding a 10% export tax this year). However, for the most part, export to CACM markets was the primary industrialization goal -- and these markets were heavily protected to encourage import substitution. Hence, small and inefficient plants by world standards were able to function profitably without learning about external markets, systems, and methods of competition.

A few foreign-owned plants operating under U.S. Tariff Articles 806/807 exported successfully to their home markets, just as they were designed to do from the beginning. Semiconductors from El Salvador and garments from Costa Rica are examples. These were founded to take advantage of the availability of low-cost unskilled labor in Central America. They never had a marketing problem as their parent firms already controlled shares of foreign markets. This type of plant is expected to become a major source of export growth for Central America -- an opportunity discussed separately in the chapter on Production Sharing.

In the food processing field the export of beef and shellfish and selected fruits and vegetables (pineapples, peas) has been successful. Market access for beef and shellfish is relatively simple given the right price and quality -- and meeting inspection regulations. Pineapple is much more difficult, but in this case it was a foreign firm with market dominance which came seeking a source of fruit, -- a repetition of the reason for the banana business.

It is no exaggeration to say that Central America lacks knowledge of external markets for many products it now makes including many of those in Table 3.

Current Export Institutions

As CACM began to lose its luster, a number of institutions were created throughout Central America to encourage exports. USAID played a role in building, first, export agencies, such as GUATEXPRO, then a special export bank, BANEX, in Costa Rica, and has been moving recently to establish trading companies through private sector groups, such as the "Non-traditional Exporters Guild" in Guatemala. Furthermore, for a number of years USAID has sustained a research and promotion institution in New York, The World Trade Institute, to assist in practical problem-solving in export development. Other international agencies, such as Inter-American Development Bank, Central American Bank for Economic Integration, Organization of American States, UNCTAD and UNIDO have funded research and operations in the export field. The International Executive Service Corps (IESC) has supplied experts to various companies and agencies. A new service, SUSTAIN (Sharing United States Technology to Aid in the Improvement of Nutrition), has recently been added by USAID.

It is beyond the scope of our work to estimate how much money has been spent over the past decade to create and develop an export infrastructure and train individuals in the public and private sectors in export development. But it is clear from the review we made of GUATEXPRO's 1983 budget that quite a bit of export infrastructure is now in place -- available to be used in future export drives. GUATEXPRO has a budget of \$1.2 million for 1983 which covers about 500 man-months of work (42 people full-time equivalent). A bit over \$1 million is accounted for by what we would call overhead functions:

General Management/Administrative Services	\$ 400,000
Contact with Overseas Embassies/Offices	300,000
Market Research	220,000
Cooperation/Training	94,000
Incentives/Financing	54,000

There is not much left for special projects, such as helping to export excess capacity of existing plants, but perhaps some assistance can be derived from the infrastructure now in place.

Export Training and Promotion

The ultimate interest in exporting must rest with the seller -- his gain from the sale of his goods in export is the greatest. None of the transporters, customs agents, bankers, government

officials, or chamber of commerce executives stands to gain -- or, more particularly, lose -- as much as the seller. They must be content with their salaries or thin margins for the tasks they perform in connection with the sale. Taken together, their profits total only a small fraction of what the seller obtains in a successful transaction.

Thus, it is the seller who must be convinced to try to sell in export -- and to accept the responsibility. If he is interested, a seller can obtain a lot of information and training quickly and at low cost from existing programs. For example, The World Trade Institute offers a seminar "Export Market Entry Strategies" which lasts two weeks in New York to international marketing executives for about \$3650 to introduce them in a practical way to the complexities of exporting. Included in the seminar is direct selling experience using the executive's own products in the New York area. Other training programs are held from time to time in Central America -- but they lack the practical "hands on" experience provided by programs in major world marketplaces, such as New York.

We were told by the Guild of Non-Traditional Exporters in Guatemala that many sellers interested in exporting were too small to invest in overseas training -- or even in air tickets to visit the United States to seek markets for themselves. Such persons must seek the help of export agencies, such as GUATEXPRO -- but if GUATEXPRO spends too much time with very small potential exporters, it will not increase Guatemala's exports very much. Unless small exporters can group themselves in product-oriented groups to reduce marketing costs, it is unlikely they will be able to export successfully.

SUGGESTED APPROACH

It must be presumed that the 68 factories shown in Table 3 are interested to increase sales and profits. Their litany of problems with credit and government red tape and foreign country tariffs and quotas discussed in the ECOAGRO report could be expected, in part, because of the depressed world economic situation during the period of the interviews. In the rising world market now in prospect, perhaps exports can be increased in spite of the obstacles listed:

1. Problems of quality, volume, reliable availability of agricultural raw materials.
2. Lack of efficiency of production methods.
3. Need to replace old machinery.
4. Scarcity of qualified workers.
5. Limitations imposed by maritime transport systems

In the short term it may not be possible to rectify all of these problems along the lines proposed in the ECOAGRO study. An approach which seeks to build real exports immediately from the best opportunities now available to the 68 candidate factories will have to be taken, in our opinion. Our suggested approach follows:

1. Begin at the top of Table 3 and verify within each product-group whether each factory can export more now.

To do this, it will be necessary to contact those in each company who have the knowledge and power to direct change. In the case of pharmaceuticals, for example, it may be necessary to contact their foreign headquarters for this information.

2. For those companies willing and able to increase exports immediately, but who have no knowledge of foreign markets, seek to provide the assistance and training required to enable them to contact buyers directly and to deal with those buyers adequately.

In this step the strict preparation required by The World Trade Institute of each exporter to supply professional quality information about his product and to know the FOB price he must meet in order to export will be important. Of course, if a foreign market is already available, as it may be to pharmaceutical producers, this step would not be required.

3. For those companies which require some technical assistance in factory operations, seek to provide it through the IESC, SUSTAIN, or by direct consulting contract. The exporting company should be required to assume the financial obligations of these various services completely.

Contact with a qualified buyer may be one of the best ways to find technical help. Then the technical improvements made are directed towards satisfying the buyer as well as keeping costs low.

4. It is likely that relatively few companies' products will turn out to be exportable in the short term. It is very difficult to "impose" a quick export solution on an existing body of "import-substitution" plants and find it viable. But the alternative is to do nothing in the short term with the

existing plant capacity and run the risk that businessmen in Central America will not be able to wait for the longer term solutions suggested in the following chapters.

5. The method we suggest to carry out the above program is to create an ad hoc project, headquartered at ROCAP, and run by a "czar" for a period of 24 months. Performance will be measured by how much the exports of the 68 firms are increased. New products are not to be considered -- and only the 68 firms shown in Table 3 are candidates. No new companies should be accepted -- and the ad hoc project should absolutely terminate at the end of 24 months. (See ECOAGRO for the code as to which firms are actually included in the 68).

The "czar" would be provided the cooperation of the various USAID offices in Central America. The project would have its own funds for travel, communications, consultants, training seminars and programs, and would be staffed by two professionals in addition to the "czar". The professionals would be experienced businessmen from the U.S. private sector, at least one with a background in the food industry, and the other with engineering experience. The project would rely on ROCAP for general services and office space.

The similarity between the above suggestions and those already made by ROCAP for the establishment of the post of Private Sector Advisor is noted. The differences are: (1) that the project is of 24 months duration, (2) that the scope of work is confined to promoting exports of excess capacity already identified in a specific group of 68 firms, (3) that liaison with counterpart institutions in various Central American countries will be the exception, rather than the rule, since contact will normally be made directly with the 68 firms, and (4) that no prior commitment is made to The World Trade Institute or other group to supply services.

Clearly, many services will be needed -- both of a practical "get the buyer and seller together" nature, and of a training type -- for which The World Trade Institute is qualified. But it will be up to the project team to decide the approach to take in each instance, and ultimately to the "czar" to commit research and training funds.

The budget should be in the range of \$ 0.5 - 1 million per year. The measure of success should be that this cost be returned 10 - 20 fold in annual export sales increase of the 68 companies.

It may be argued that the "czar" should also have technical assistance funds available to help the 68 companies make the necessary improvements required in certain cases to qualify to export. We believe that this is not required, that the companies themselves, in their own interest, should make any improvements required. If they need technical advice, they can get it through IESC or SUSTAIN (with the help of the project to set up the contract), or from their customers or consultants, or through counterpart institutions. But little of value will result if the companies do not want to invest their own funds in exporting.

V ATTRACTING NEW HIGH TARIFF PRODUCTS

THE SITUATION

Current draft CBI legislation calls for the elimination of all tariffs on U.S. imports from beneficiary countries of those items not excluded by the legislation itself. Certain nontraditional exports currently entering the U.S. from other countries under high tariffs might be produced efficiently in CB countries, especially given the extra margin created by eliminating the tariff.

ANALYSIS

U.S. import data for 1982 show that about \$21 Billion of million-dollar high tariff goods with duties charged at 10% ad valorem equivalent or more entered from all sources during the year. A breakdown of entries by major product area is shown in Table 4.

Our analysis of this list was based on the following:

1. Eliminate all goods excluded by CBI legislation including goods under quotas.
2. Eliminate all goods currently entering under the GSP program at zero duty rate. The argument for this is that other countries will continue to supply the U.S. market with GSP goods in competition with CB countries, hence the opportunity provided by tariff elimination will not be as great. A second argument is that GSP opportunities have been around since 1976, and if goods are not already supplied from CB countries under GSP, there may be good competitive reasons.
3. Eliminate all high technology goods requiring complex or capital-intensive integrated industries for successful operation. In this way, we eliminated organic chemical intermediates, dyestuffs, alloy steel, complex metal products such as ball bearings, and motor vehicles -- all of which appear beyond the reach of Central America at this time. This is not to say that there will not be opportunities in these items, only that it is unlikely that funds invested in the attraction of these industries will be productive in the short term.

TABLE 4: UNITED STATES 1982 IMPORTS OF HIGH TARIFF GOODS* AND

**-----
 SELECTED OPPORTUNITIES FOR CARIBBEAN BASIN EXPORTS
 -----**

TSUSA RANGE	NAME	IMPORTS 1982, \$MM	SELECTED FOR CB, \$MM
100-199	ANIMAL/VEGETABLE PRODUCTS	1358	745
200-299	WOOD/PAPER/PRINTED MATTER	308	85
300-399	FIBERS, TEXTILES, APPAREL	7436	-
400-499	CHEMICALS	1346	-
500-599	NONMETALLIC MINERAL PRODUCTS	835	518
605-607	PRECIOUS METALS	182	-
607-612	IRON & STEEL	1790	-
612-644	OTHER METAL PRODUCTS	66	-
646-648	NAILS, SCREWS, LOCKS, HDWARE	20	20
648-652	TOOLS, CUTLERY, FORKS, SPOONS	337	43
652-660	MISCELLANEOUS METAL PRODUCTS	56	-
668-682	MACHINES AND PARTS	628	-
682-683	GENERATORS, MOTORS, TRNSFRMRS	59	-
683-684	LIGHTING EQPT, APPLIANCES	31	-
685-686	RADIO/TV TRNSMTTRS/RECEIVERS	43	38
687-688	ELECTRONIC TUBES, SEMICONDUCT	47	36
688-688	WIRING HARNESES	52	-
692-694	MOTOR VEHICLES	1439	-
700-706	FOOTWEAR, HEADWEAR, GLOVES	1879	-
708-715	OPTICAL, MEDICAL, INSTRUMENTS	683	2
715-722	WATCHES/CLOCKS/TIMING DEV.	157	153
722-728	PHOTO EQ, MUSICAL INST, FURNTR	143	-
730-731	ARMS AND AMMUNITION	46	30
731-732	FISHING TACKLE	95	78
732-734	WHEEL GOODS	85	82
734-737	GAMES AND SPORTING GOODS	29	-
737-740	MODELS, DOLLS, TOYS	564	143
740-745	JEWELRY, BEADS	360	34
745-748	BUTTONS, BUCKLES, FASTENERS	22	20
748-791	MISCELLANEOUS	259	112
	OTHER	584	12
	TOTALS	20931	2151

* MILLION DOLLAR MINIMUM IMPORT, EFFECTIVE DUTY RATE 10% AD VALOREM OR GREATER.

We are left with a group of products which currently pay high duty to enter the U.S., which only the CB countries will be able to supply at zero duty, which are not too complex or capital-hungry to be produced in the near future, and which have an import volume over \$1 million per year each (a level large enough to justify research into whether they might be viable). These are summarized in Table 4 and shown in detail in Table 5. The total of these products is \$2.1 billion, or 10% of the total U.S. import of high-tariff goods in 1982.

The size of the potential market for the top ten product groups (many with more than one TSUSA number) is shown below:

ITEM	U.S. IMPORTS, 1982 \$MM
-----	-----
1. WINES, CHAMPAGNE	225
2. EARTHENWARE PRODUCTS, CHINA	210
3. GLASSWARE	177
4. CLOCKS/WATCHES	153
5. DOLLS	137
6. TOMATO PRODUCTS	112
7. CERAMIC TILE	105
8. BICYCLES AND PARTS	98
9. PLYWOOD PRODUCTS	74
10. TOBACCOS	69
TOTAL	1360

OR 63% OF SELECTED U.S. IMPORTS

SUGGESTED APPROACH

What is wholly new about CBI is illustrated in the above ten product groups. With the exception of tobacco, none of the product groups has been exported in appreciable quantities before from CB countries. Now, because of an increase in the margin available for production by the amount of reduction in the duty (at least 10% of value, fob, and frequently more), it is necessary to consider the feasibility of manufacturing them in CB countries.

While it is true that the new margin may be insufficient to justify local manufacture, given other variables in the competitive equation, and, even if it is sufficient, manufacturers

SELECTED HIGH TARIFF IMPORTS INTO THE UNITED STATES IN 1982 WHICH MAY PROVIDE OPPORTUNITY TO CARIBBEAN NATIONS UNDER THE CBI

Prepared by The Flagstaff Institute for International Parks, Inc.

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TSUSA	NAME	GENERAL CUSTOMS VALUE OF IMPORTS, 1982, \$	EFFECTIVE DUTY RATE % AD VALOREM
1129400	FISH IN OIL, NES PREPARED/PRESERVED	1184654	10.85
1132000	FISH STICKS, BREADED, NOT COOKED, N/OIL	1612749	10.00
1142840	CRABMEAT, EX SNOW CRAB, PREPD, CANNED	13347039	11.56
1178875	CHEESES AND SUBSTIT., NSPF, OVER \$0.25/LB	23145740	10.13
1369300	ONIONS, NSPF, FRESH, CHILLED, OR FROZEN	24324556	11.79
1379520	ASPARAGUS, FRESH OR CHILLED, NOT FROZEN	10591912	25.00
1379575	VEGETABLES, FRESH OR CHILLED, NSPF	1021086	25.00
1416540	TOMATO SAUCE, INCLUDING PULP	5396005	13.61
1416600	TOMATOES PREPARED/PRSRVD, EX PASTE/SAUCE	32867783	14.70
1418300	CORN IN AIRTIGHT CONTAINERS	2060218	15.60
1418610	POTATOES, FROZEN	4398970	14.70
1419200	ARTICHOKEs, PREPARED/PRSRVD, EX FROZEN	10741963	17.50
1419300	ASPARAGUS, PREPARED/PRSRVD, EX FROZEN	3642477	17.64
1442809	STRAW MUSHROOMS, PREPD/PRSRVD EX FROZEN	2211440	15.33
1442827	MUSHROOMS, WHOLE, PREPD, EX FROZEN, NOV 90Z	3186635	20.32
1442831	MUSHROOMS, SLICED, PRPD, EX FROZEN, NOV 90Z	8414547	19.99
1442837	MUSHROOMS, PREP, EX FROZEN, NOV 9 OUNCES	6293667	23.26
1442843	MUSHROOMS, WHOLE, PREPD, EX FROZEN, OV 9 OZ	1532720	20.30
1442847	MUSHROOMS, SLICED, PREPD, EX FROZEN, OV 9 OZ	1000142	21.43
1442853	MUSHROOMS, PREP, EX FROZEN, NSPF, OVER 9 OZ	18887206	25.25
1454600	FILBERTS, SHELLED, BLANCHED, OTHERWISE PRPD	2641314	17.30
1472200	LIMES, FRESH OR IN BRINE	1917100	12.29
1473140	MANDARINS, TANGERINES AND TANGELINES, FRESH	5077474	10.17
1477700	GRAPES, PREPD, EXCEPT DRIED	1614440	13.70
1480200	MANGOES, FRESH, ENTERING JUNE 1-AUGUST 31	14500471	10.70
1482000	WATERMELONS, FRESH, ENTRD APRIL 1-NOV 30	6510661	20.00
1482100	WATERMELONS, FRESH, ENTRD APRIL 1-NOV 30	1442457	17.77
1500500	FRUIT MIXTURES, PREP/PRES, NSPF	2043944	17.77
1516520	TOMATO PASTE	73907006	13.71
1525000	FIG PASTE AND PULP	3712099	12.00
1653000	CITRUS JUICE, NES, NOT CONCD, NOV 1Z ALCOHL	5799078	10.69
1653540	ORANGE JCE, CONCD, UNFLAVD, NOV 1Z ALCOHL	59635097	232.57
1653570	CITRUS JUICES, NSPF, CONCD, NOV 1Z ALCOHL	6761391	50.31
1654400	PINEAPPLE JUICE, NOT CONCD, NOV 1Z ALCOHL	8944867	18.24
1671020	CHAMPAGNE, OT SPKLG WINES, 86 OR LESS/GAL	3969009	35.18
1671040	CHAMPAGNE, OT SPKLG WINES, OVER 86/GALLON	82005635	10.19
1673020	WINE, NOV 14Z ALC, CONTS NOV 1 GAL, NOV 84/	143361910	14.10
1673520	SHERRY, IN CONTAINERS OF 1 GAL OR LESS	17044383	12.10
1687000	BRANDY, NES, NOV 1 GAL, NOV 81Z/GALLON	2677909	24.32
1687000	BRANDY, NES, NOV 1 GAL, OV 81Z PER GALLON	30254233	12.17
1688000	BRANDY, NES, CONTNRS OV 1 GAL, NOV 89/GAL	3752909	15.08
1691400	RM, IN CONTAINERS OVER 1 GAL JM	1177992	83.90
1693000	VOONA, IN CONTS NOV 1 GAL, OV 87.75/GAL.	2882638	198.24
1702000	CIGARTE LEAF, NOT STMD, ORNTL/TURK, NOV 8.5	10788538	212.21
1703210	CIGRTE LEAF TOB, NOT STMD, FLUE CURED	6841573	15.28
1703230	CIGARTE LEAF TOB, NOT STMD, BURLEY	1208116	65.15
1703240	CIGARTE LEAF TOB, NOT STMD, NES	1558355	21.18
1704210	CIGAR LEAF SCRAP TOBACCO	3445026	104.18
1704240	SCRAP TOBACCO, EX CIGAR LEAF	1249124	244.12
1706500	CIGARETTES	4185771	35.96
1708045	TOBACCO, EX SMOKING TOB, MCTD OR NOT, NSPF	39383128	48.40
1718000	FLAXSEED, LINSEED	13402084	14.17

SELECTED HIGH TARIFF IMPORTS INTO THE UNITED STATES IN 1982 WHICH MAY PROVIDE OPPORTUNITY TO CARIBBEAN NATIONS UNDER THE CBI

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TSUSA	NAME	GENERAL CUSTOMS VALUE OF IMPORTS, 1912, \$	EFFECTIVE DUTY RATE % AD VALOREM
1782000	HYDROGENATED OILS, FATS, ETC., NSPF	4858447	11.78
1829200	EDIBLE PREP NSPF, CONTNG OV 5.5% BUTTERFT	1164712	18.58
2866700	WOOD BLINDS, SHUTTERS, NES, M/WO HARDWARE	11216867	11.85
2482360	PLYWOOD, FACE OF HARDWOOD, NO FINSH O CLR	66461216	18.00
2482520	PLYWOOD WITH FACE PLY OF HARDWOOD	6123211	15.50
2482540	PLYWOOD WITH FACE PLY OF SOFTWOOD	1132874	15.50
2453010	HARDBOARD, FACE FINSHD, M PRESSD SURFACE T	1188987	13.40
5322020	CERAMIC MOSAIC TILE, BLK SHEETS, NOV 300 T	11441898	23.12
5322400	CERAMIC FLOOR AND WALL TILE, GLAZED	185142145	22.61
5322700	CERAMIC FLR/WALL TILES, EX MOSAIC, NT GLZ	13543852	23.76
5332000	FG ERTHMWR, HOTEL/REST, NOT HOUSEHOLD	4386249	24.99
5332200	ERTHMWR FG HSEHLD TABLMR, NOV 838/SET	4588876	19.21
5332900	STEINS W/PERM ATTCHD PENTER LIDS, NO SETS	1835127	18.68
5333000	MUGS & OTH STEINS N AVAIL IN SETS, NSPF	36986561	13.95
5333200	ERTHMWR CANDY BOXES, PUNCH BALS, DISHES	4755433	18.78
5333900	ARTCLS OF FINE GRAINED EARTHENWARE, NSPF	24697185	19.52
5335200	HOTEL, RESTRNT WARE OF NON BONE CHINA, ETC	6548888	44.31
5336200	CHINAWARE, NON BONE, SPEC SETS NOV 656	9878631	49.29
5336400	CHINAWARE, NON BONE, SPEC SETS V OVER 656	73678538	14.78
5337400	MUGS & OTHER STEINS NT AVAIL IN SETS	7175722	28.97
5337600	CANDY BXES, DECONTR, BOWLS, NSPF, NT SETS	2629834	17.58
5337800	NONBONE CHINA TBLWR, SPEC HIGH VALUE	13312272	15.27
5337900	NONBONE CHINA TBLWR, NSPF, SPEC MDN VALUE	21399639	27.29
5403000	GLASS GLOBULES/BALLS NOV 1 MM DIAM, SOLID	1632786	18.00
5404300	GLASS RODS, TUBES, TUBING, NT PROCSSD, NES	1265741	12.87
5461120	TUMBLERS, GOBLET, STMWR, NT OVER 81 EACH	3892742	21.38
5461140	GLASSWARE, NSPF, VALUED NT OVER 81 EACH	7087319	28.07
5461160	TUMBLRS, GOBLTS, STMWR A TBLWR VALUE 81-3	1267540	14.42
5461340	GLASSWARE, NSPF, VALUED 81-3 EACH	9637398	14.38
5461820	TUMBLRS, GOBLTS, STMWR A TBLWR VALUED 83-5 E	5845519	11.19
5461840	GLASSWARE, NSPF, VALUED 83-5 EACH	4578859	18.98
5463540	GLASSWARE, COLORED, NSPF, WTH BUBBLES, SEEDS	2395588	28.88
5463800	GLASSWARE, NES, PRESSD, TEMPRD, H-HOLD, 83/BEV	24317255	12.53
5465220	TUMBLRS, GOBLTS, STMWR, VAL NOV 88.38 EACH	1317275	46.38
5465260	GLASSWARE, NSPF, EX TABLE, VALUE NOV 88.38E	1229924	47.15
5466020	TUMBLRS, GOBLTS, STMWR, VAL 88.38-3.88 EA	37895658	33.97
5466040	TABLE, KITCHEN, COOKWR VAL 88.38-3.88 EA	12945229	33.35
5466060	GLASSWARE, NSPF, VALUE 88.38-3.88 EACH	17359282	31.14
5466220	TUMBLRS, GOBLTS, STMWR, CUT 0 ENGRVD, V 83-5E	1878665	22.94
5466240	TABLE, KITCHEN, COOKWR, GLASS CT/ENGR V83-5E	1539242	18.32
5466260	GLASS TBL KIT COOKWR, CUT/ENGR, V 83-5 EA	1237458	26.39
5466440	TELE KITCH COOKWR GLASS CUT/ENGR, V OV 85	1171667	22.34
5466460	GLASSWARE, CUT/ENGR, NSPF, VAL OV 85 EACH	1525872	48.26
5466620	TUMBLRS, GOBLTS, STMWR NT CUT/ENGR, V 83-5 E	2361688	15.88
5466640	GL TBL KIT COOKWR NT CUT/ENGR, V 83-5 EA	3382567	19.85
5466660	GLSWR NSPF NT CUT/ENGR, VAL 83-5 EACH	5886271	15.96
5466820	TUMBLRS, GOBLTS, STMWR, VAL 83-5 EACH	1818328	15.16
5466840	GL TBL KIT COOKWR NT CUT/ENGR, V OV 85NSP	3824121	21.68
5466860	GLASSWARE, NSPF, NT CUT/ENGR, V OVER 85 EA	9147781	15.15
6464920	LAG SCREWS OR BOLTS OF IRON AND STEEL	6173876	12.67
6464940	WOOD SCREWS OF IRON OR STEEL, NES	13593848	12.68
6488200	SLIP-JOINT PLIERS, NSPF	18154431	17.81

SELECTED HIGH TARIFF IMPORTS INTO THE UNITED STATES IN 1982 WHICH MAY PROVIDE OPPORTUNITY TO CARIBBEAN NATIONS UNDER THE CBI

Prepared by The Flagstaff Institute for International Parks, Inc.

Tue Jul 5 1983 TABLE 5-3

TSUSA	NAME	GENERAL CUSTOMS VALUE OF IMPORTS, 1982, \$	EFFECTIVE DUTY RATE % AD VALOREM
650820	KNIVES,STST HDL,NO NI,NOV 18ZIN,U \$8.25	5631892	22.88
650820	FORKS,STST HDL,NO NI,NOV 18Z IN,U \$8.25	11638108	24.30
6505420	SPOONS,STST HDL,UNDER \$8.25,NOV 18.2 IN	15293111	19.11
6852725	CITIZENS BAND TRANSCEIVERS,EX HDHLD,DC	31796852	18.66
6852735	CITIZENS BAND TRANSCEIVERS,EX HDHLD,AC/DC	6239737	24.96
6873512	TV PICTURE TUBES,COLOR, 12 INCHES A UNDR	5181269	14.99
6873513	COLOR TV TUBES,13 INCHES	9253737	15.00
6873514	COLOR TV TUBES, 14/15 INCHES	4286845	15.00
6873518	COLOR TV TUBES, 18/19 INCHES	11216410	14.52
6873520	COLOR TV TUBES, 20 INCHES AND OVER	6411449	14.97
6874300	OTHER TV PICT TUBES, LARGER THAN 16.4 IN	10883734	12.09
7119300	BICYCLE SPEEDOMETERS AND PARTS THEREOF	1653769	24.30
7152950	CLOCKS,NES,OV \$2.25-5.00,NONELECTRIC	2192185	23.15
7153385	CLOCKS,NES,OV \$10,BATTERY OPERATED	1847889	16.89
7153325	CLOCKS,NES,OV \$10,ELECTRIC,EXCEPT BATTERY	1163332	15.36
7153350	CLOCKS,NES,OVER \$10,NONELECTRIC	18925994	15.81
7155700	CLOCKWORK MECHANISMS,NSPF,VAL OV \$10 EA	5011268	14.53
7156400	TIME SWITCHES, VAL OV \$2.25-5.00 EACH	2350838	11.14
7156000	TIME SWITCHES,VAL OV \$10 EACH	2879400	17.76
7161040	MATCH MOVEMENTS,NOV 0.6 INCH, 0-1 JEWEL	11910919	20.82
7161810	MATCH MOVEMENTS,OV 0.6 NOV 0.9 IN,0-1 JW	3519259	14.35
7161830	MATCH MOVEMENTS,OV 0.6 NOV 0.9 IN,0-1 JW	3269290	10.16
7161870	MATCH MOVEMENTS,OV 0.9 NOV 1.77 IN,0-1 J	7910000	11.70
7162040	MATCH MOVEMENTS,NOV 0.6 INCH,2-7 JEWELS	0736555	11.70
7162740	MATCH MOVEMENTS,OV 0.6 NOV 0.9 IN,2-7 JW	5197054	13.71
7200210	CLOCK MOVNTS,UND 1.77 IN.,NOV 47HR BAIKY	10940461	13.04
7200210	CLOCK MOVNTS,U 1.77 IN.,NOV 47 HR NES	2245000	10.77
7201400	CLOCK MOVNTS,NES,OV \$2.25-5.00,ELECT,NES	1499793	21.10
7201625	CLOCK MOVNTS,NES,05-10,ELECTRIC,NES	1759287	20.51
7201825	CLOCK MOVNTS,NES,OV \$10,ELECTRIC,NEG	7334407	17.12
7201850	CLOCK MOVNTS,NES,OV \$10, NONELECTRIC	16623529	15.24
7202000	MATCH CASES,OF GOLD OR PLATINUM OR BOTH	1239641	12.61
7202400	MATCH CASES, OF SILVER, PART PRECIOUS MT	6288977	27.43
7202800	MATCH CASES,NSPF	4834440	13.89
7202900	MATCH BEZELS,BACKS, AND CENTERS,NSPF	4835137	11.55
7203420	CLOCK CASES,NSPF	2950312	11.28
7203440	CLOCK CASE PARTS NSPF	1843409	11.52
7204040	MATCH AND CLOCK DIALS, U 1.77 IN.,NSPF	2155167	19.72
7204200	CLOCK DIALS 1.77 IN. OR MORE WIDE	2487513	10.45
7207540	MATCH ASSEMBLIES AND SUBS BWH,DUT 22.5%	1962336	17.21
7208600	ASSEMBLIES AND SUBS NES FOR CLOCKS,NES	1485314	12.56
7209000	MATCH PARTS, NSPF	4990783	21.40
7209400	CLOCK PARTS,NSPF	4202516	12.24
7301900	PISTOLS AND REVOLVERS, VAL OV \$8 EACH	22557122	12.72
7306100	PISTOL OR REVOLVER PARTS	7274148	16.96
7311520	FISHING RODS	39143896	14.27
7311540	FISHING ROD PARTS, NES	4680810	12.73
7312200	FISHING REELS, VAL OV \$2.70 NOV \$8.45 EA	23875837	10.45
7316500	ARTIFICIAL BAITS AND FLIES	11512678	10.60
7320600	BICYCLES NOV 19 INCH WHEELS,VAL OV \$8.33	6652776	11.42
7321220	BICYCLES,19-21 IN. WHEELS,VAL OV \$13.333	23158700	10.94
7321240	BICYCLES,21-25 IN. WHEELS,VAL OV \$13.333	4436904	11.00

RESTRICTED HIGH TARIFF IMPORTS INTO THE UNITED STATES IN 1961 WHICH MAY PROVIDE OPPORTUNITY TO EXPORTERS/IMPORTERS UNDER THE COT

Prepared by The Flagstaff Institute for International Parks, Inc.

Due Jul 5 1963 TABLE 5-4

TSUSA	NAME	GENERAL CUSTOMS VALUE OF IMPORTS, 1961, \$	EFFECTIVE DUTY RATE % AD VALOREM
7322400	BICYCLES, OV 25 IN. WHEELS, NES, OV \$16.66	4893859	11.80
7324130	BICYCLE DERAILLEURS, COMPLETE SETS,	6647193	11.69
7324150	OTHER BICYCLE PARTS NESF IN FOREGOING	6,751,67	11.72
7324200	BICYCLE SADDLES	4253791	14.20
7324210	BICYCLE PEDALS	3786400	14.22
7324220	BICYCLE HUBS, NSPF	3706400	14.22
7324230	BICYCLE PARTS NSPF	19898367	14.23
7372415	DOLLS, EX STUFFED, OV 13 IN., W/NO APPAREL	27101385	11.36
7372425	DOLLS, EX STUFFED, UP TO 13 IN., W/NO APPAR	118867515	12.27
7372700	PARTS OF DOLLS, NSPF	5388496	11.56
7403500	WATCH BRACELETS OF MTL NSPF, V OV 65/DOZ	31892074	29.73
7400000	CHAINS OF BASE MTL FOR JMLRY OV \$8.38/YD	1637750	21.30
7453200	BUTTONS, ACRYLIC A/O POLYESTER RESINS	4843185	18.97
7456100	PLASTIC FASTENING BARBS, NOV \$0.20/DOZEN	2851364	24.94
7457200	SLIDE FASTENERS VAL OV \$8.84 EACH	9673833	18.32
7457450	SLIDERS, W/NO PULLS	2191540	30.00
7457490	PARTS OF SLIDR FASTENERS, NSPF	2521957	31.17
7553500	FERROCERIUM AND OTHER PYROPHORIC ALLOYS	1883625	11.54
7600520	BALL-POINT PENS AND BALL-POINT PENCILS	20184803	15.36
7600540	FOUNTAIN PENS, INCL. STYLOGRAPHIC PENS	5242921	12.81
7723000	WEARING APPAREL NSPF OF RUBBER/PLASTICS	63176495	12.00
7725700	BICYCLE TUBES	15491438	15.81
		2151234878	

RECORDS SELECTED 00178

must be convinced to invest rather than stay where they are, it is also true that the CBI will force a reappraisal of the competitive structures of the above industries, as well as others.

To force such reappraisal should be the main goal of any efforts to promote new industry by CB countries. Those firms which already enjoy the U.S. market are the prime prospects for promotion. One or more of them in each industry might be persuaded to establish a new facility in Central America, for example, in order to gain an advantage over competition. They know the market, know how to produce the product, and represent the most rapid way to build new enterprise in CB countries.

The suggested approach, therefore, is to contact firms in each of the above industries with an explanation of how the CBI will affect the potential for their business. The existing counterpart promotion institutions, such as GUATEXPRO, should be used to establish this contact, carry out the necessary research as to whether the new tariff margin will, indeed, make it possible for a firm to compete from Central America, and move ahead to attract firms to their respective countries in competition with each other.

Following contact with a few of the most important firms in each industry, it may become clear that there are obstacles to be overcome in local infrastructure, or in transport, in order to make the investment worthwhile in certain cases. This is the bread and butter of promotion organizations -- problem solving to capture a potential customer -- and should be carried out by them, perhaps with occasional support from ROCAP for research on general infrastructure problems.

VI PRODUCTION SHARING OPPORTUNITIES *

THE SITUATION

The growing need by advanced industrialized nations for increased access to unskilled labor supplies was never more evident. The entry-level industrial wage in the United States and Japan is now \$6 per hour actually worked including all fringe benefits. This is about \$1.50 per hour above the U.S. minimum wage, but the truth is that you cannot attract qualified workers to industrial jobs in sufficient numbers at the minimum wage any more.

The reason for this is the disappearance of unskilled labor (defined as those persons in the workforce with an education level of 8 years or less) during the past 40 years. In 1940 unskilled labor formed half of the U.S. labor force of 50 million persons. Today, it is about 6% of a 100-million person labor force. By the year 2010, it will be about 1% of a labor force of 140 million.

Manufacturers are selectively damaged by the disappearance of unskilled labor in America. They employ about one out of each three unskilled workers -- by far the largest single employer of unskilled labor. Commerce and services taken together employ a second worker (almost), and the third works for all other employers in the economy. If manufacturers increase wages to attract unskilled labor from hospitals or garbage collection, they will lose out to foreign competition. And the hospital or city sanitary system will hire the worker back at \$10 per hour if they have to, simply because services are vitally necessary in the city -- they cannot be moved -- and customers can be forced to pay higher rates easily.

Increasingly, those manufacturers dependent on unskilled labor have moved operations requiring it overseas during the past two decades. The advanced nations, taken together, created one to two million manufacturing jobs in the developing countries during the period 1960-1980 we estimate. The esteemed management philosopher, Peter F. Drucker, has estimated that this trickle will turn into a flood during 1980-2000. Because of the U.S. demand for "knowledge-workers" to operate its computer-based industries, Drucker forecasts that major structural changes will occur in the demand for

* PRODUCTION SHARING -- "Using the labor, wherever the labor is, to serve the market, wherever the market is" -- Peter Drucker, Seminar, The Flagstaff Institute, Flagstaff, Arizona, July 14, 1978

labor in U.S. industry. All products requiring 50% or more labor in their manufacturing cost will either be automated or sent overseas by 2000. He guesses that half will be automated and the other half exported. The implication is that the U.S. will create seven to nine million new unskilled jobs overseas by 2000. If the rest of the advanced nations are included (and all face the same problem), a total of 10- 20 million new jobs in industry will become available to the developing nations during the next 20 years or so. This is ten times the number created during 1960-80 and represents a major revolution in world industrial structure.

The principal suppliers of unskilled labor values to the U.S. can be shown best by the imports of goods under Tariff Articles 806/807 defined earlier. These are the export-and-return provisions for charging duty only on value added abroad when U.S. components are sent overseas for assembly or processing. In Table 6 the top 15 LDC supplier-countries are shown for 1980-81. Table 7 gives a review of changes between 1980 and 1981 and is of value because it shows the types of products for which 806/807 provisions are utilized.

ANALYSIS

Estimate of Present Employment

In 1981, total value-added (dutiabale value) under 806/807 by LDC's amounted to \$3.65 billion. Of this total, Caribbean Basin countries added about \$200 million. If the CB were a single country, it would rank in sixth place, just ahead of the Philippines. Actually, two-thirds of the CB total was added in the Islands (principally Haiti, Dominican Republic, and Barbados), and only one-third in Central America (principally El Salvador and Costa Rica).

Growth during 1980-81 in the CB was only 5% -- very low in proportion to the 14% exhibited by all developing countries -- and well below the 11% growth of Western Hemisphere suppliers as a whole.

Under the U.S. Generalized System of Preferences, the CB grew 8% from 1980 to 1981 to about \$750 million of exports which were duty-free into the U.S. Only a few of these were labor-intensive manufactured products -- some 80% were agricultural.

As a guess, we would estimate that some 40-50,000 manufacturing jobs in the CB depend on 806/807/GSP. Of these, some 15,000 are in Central America.

----- Estimate of Possible Future Employment -----

If the American need for labor-intensive manufactures expands as Professor Drucker believes it will, and if the CB increases its 806/807 market share from 5% at present to 22% in the expanded future market --- as it should because of its nearness to the U.S. ---, the implication is that the number of Caribbean Basin jobs in manufacturing would increase to 1.5 - 2.0 million by the year 2000. Of these, the Central American total could reach half, or 0.7 - 1.0 million. Taking into account the growing markets for similar goods in Europe and Japan, the Central American total may be over a million export manufacturing jobs by 2000.

It is a generally accepted rule-of-thumb by development economists that in a developing country one new direct manufacturing job automatically results in two additional new jobs elsewhere in the economy. So the potential for Production Sharing in Central America is a total of three million new jobs throughout the economy.

The obvious benefits to Central America of realizing this potential merit close, supportive, continuous activity by ROCAP and USAID in general.

----- Reasons for Considering Production Sharing Possible -----

The reasons for optimism regarding Production Sharing in Central America are:

1. The entry level wage in the region is \$0.40-0.80 per hour actually worked including fringes. This is lower than Hong Kong, Taiwan, Singapore, Malaysia, and the Mexican Border today. Because of the ample supply of unskilled labor, it is likely that this wage will rise only slowly in real terms, and Central America will remain competitive over the next several years.
2. The U.S. economy is recovering from the recession and manufacturers are beginning to consider overseas expansion once again.

3. El Salvador and Costa Rica have a decade of experience in working successfully with U.S. factories under 806/807 -- including survival during very difficult times. This reservoir of experience, narrow as it is, can enhance the rate of acceptance by new companies.

4. There is a small but growing cadre of experienced managers, supervisors, engineers, and technicians who have already been trained in world class competitive plants. Their services will continue in high demand as export industry expands and becomes more complex.

5. An important advantage is that Central America is close to the United States -- two or three hours by air, three or four days by ship -- in contrast to Asia which at a minimum is twenty hours by air and seventeen days by ship.

Characteristics of Production Sharing -- to 2000

The probable nature of new industries which might be attracted in the future and the implications for Central America are discussed below:

1. Companies offering the best prospects will be those pressed by competition to seek lower labor costs, not only at the unskilled level, but, increasingly, at higher levels of skill -- including engineering.

2. These firms will represent a growing wave of transfer of technology on a regular basis from the developed countries.

3. Capital requirements per worker will be higher than in the past, and worker output per hour will be higher because of this capital. Singapore has recently set a minimum of \$25,000 per year value-added-per-worker in order for new firms to qualify for its attractive incentives program. This may be compared with Mexico's average value-added-per-worker per year of under \$8000 in its border industrialization program in 1981.

4. As technology expands and as more companies are established in Central America, there will arise ample

opportunity for Central American firms to become suppliers to industry. This creation of economic linkages will take place because international firms will promote it in their own interest. The export learning process will, thereby, be accelerated and spread throughout the Central American economy.

5. Implications of Production Sharing for Central America are a doubling of the present manufacturing labor force (in establishments over 5 workers each), and greatly increased foreign exchange earnings. A million new industrial export jobs with each job representing \$10,000 of exported value added per year means \$10 billion of annual foreign exchange earnings for the region as a whole.

SUGGESTED APPROACH

What is Needed to Attract Industry

At a given time relatively few unskilled workers in the developing world are available to the manufacturer seeking offshore facilities. This is because of the lack of industrial infrastructure and initiative in many poor countries which have not yet begun to organize themselves to attract manufacturing investment. It is also because of constraints of geography, market access, and relative wage level which a given manufacturer seeks. Not every location is, therefore, fully competitive with every other location from a given manufacturer's point of view.

Included in the list of industrial infrastructure requirements are: ample supply of unskilled labor, a few laborers of higher skills (mechanics, electricians), supervisory trainees, repair and maintenance shops and services, a good plant site with expansion possibilities, reliable public utilities and communications at reasonable cost, a building ready for immediate occupancy which can be fitted up to the manufacturer's specifications access to reliable frequent low cost transport by air and surface, economic and political stability, a good business climate, good living conditions for managers and technicians sent to operate the plant initially (including schools for their children), a red-tape free system of duty-free import/export of raw materials, machinery and equipment, finished products, and a competitive set of incentives.

Most of all, there should be a perception on the part of government at top levels that attracting manufacturing industry is of

high priority to the country, a willingness to support and enhance the investment-attraction process, and a publicly-expressed favorable attitude towards industry, including foreign industry.

Central America's Situation

To a great extent Central America lacks industrial infrastructure and initiative to carry out an investment-attraction program. The program undertaken by El Salvador beginning a decade ago was the only notable success in bringing electronics firms to Central America, but political instability and terrorism have brought the program to a halt. Furthermore, work needs to be done to improve transport frequency, reliability, and cost throughout the Caribbean Basin as a whole -- we have seen a number of examples where the transport cost from Asia has been lower for a given product to the U.S. than from the Caribbean.

Where to Begin -- The Private Sector

It may seem revolutionary to suggest that the Central American private sector become the focus of industrial development under production sharing, but in the sense of accomplishing government objectives, and providing capital and management to the investment-attraction process, we believe the private sector holds the development key.

One has only to examine Mexico's Border Industrialization Program during the period 1965-74 to see the efficacy of letting private industrial park developers along the Border carry out a few simple policies established by Government to reduce unemployment in the region. In ten years, private industrial parks created 100,000 new manufacturing jobs in over 400 companies, without the use of any government funds, and with only one simple rule to go by: If the product was to be exported 100%, all raw materials, machinery and equipment, and supplies could enter duty-free in-bond, and no taxes would be levied on exports. No income tax exemptions applied -- nor did the government enter the investment-attraction process except when invited by the private sector to speak at a seminar, or cut the ribbon at a new plant. Today, the program stands at 130,000 jobs, over 80% of which are in private industrial parks built with loans from private banks in Mexico and the U.S. and costing the government nothing. Several of the industrial parks have been quite profitable, and the rental rates charged are competitive with those in industrial parks elsewhere.

Based on the Mexican experience, we estimate it costs about \$3000 to create a new industrial job at a private industrial park. This is measured over ten years and includes infrastructure, buildings, and administrative and promotional costs. It does not include land ownership, since land should be leased at agricultural rental costs for 30 - 50 years, if possible. And, it does not include the cost of machinery and equipment which the manufacturer brings with him.

A typical industrial park would employ 10,000 after ten years and would be exporting value-added at the rate of \$50-100 million per year. Ten such parks are needed in El Salvador today to change the business climate -- If they were privately operated, and helped, rather than interfered with by government, they would learn how to attract investment as the Mexican industrial parks did in direct competition with each other. And they would generate more exports than El Salvador's leading crop -- coffee.

A system of funding the development of such industrial parks should be worked out -- including guarantees to assure that rent for the full period of the lease (5-10 years) is paid even though a company decides to leave before its lease is up. Such assurance makes it less difficult to borrow funds to build industrial parks.

Finally, each industrial park should begin with a minimum investment and expand only as demand requires -- staying 6 months ahead of demand for shell buildings, limiting infrastructure additions to the immediate needs of the shell buildings actually built and under construction (no vast paved, lighted areas waiting for customers). Construction of infrastructure and buildings should cease when demand dries up temporarily -- then begin again when rising demand permits. The industrial park management groups will achieve success by being effective intermediaries for their clients with government -- and making sure that clients stay profitable.

The flexibility required in dealing with many types of clients and the need for rapidity of response to their demands makes the private industrial park a much better industrial developer than government. But government has been the leader in El Salvador and Costa Rica in attracting industry -- it could get money to construct buildings -- and it had the initiative to do something. We believe it is time for a change to a more effective investment-attraction system to take advantage of the production sharing opportunity. Governments would continue to set policy, establish incentives, and work to smooth the investment-attraction process.

At present it is difficult to attract new industry to Central America because of the widespread perception among industrialists

of instability throughout the region. It may take several years before even the most stable country in the region can mount an effective industrial park development program. Meanwhile, existing programs in Panama and Costa Rica are likely to continue, but without significant effect.

However, unless research and planning for eventual industrial park development programs take place now, there will be further delays later when the promotion ambient is more favorable.

USAID and ROCAP should undertake preliminary analyses of how each Central American country might be assisted by a private industrial park development program. Such analysis would include developing a thorough understanding of the nature of the modern industrial park in LDC's and how it has evolved into a powerful instrument for industry attracti n and management.

VII UNITED STATES INSTITUTIONS PROMOTING INTERNATIONAL TRADE

As part of our work we have undertaken to identify U.S. institutions which are currently in the business of promoting international trade and/or identifying import/export opportunities. In addition, we have reviewed responses to Requests for Expressions of Interest made by USAID from a number of consultants and, based on these, have devised a system for linking their specific expertise to problems found in the field.

Institutions

The institutions offering services in foreign trade are listed in the book, FOREIGN TRADE MARKETPLACE, published in 1977 by Gale Research Company, Book Tower, Detroit, Michigan 48226. A shorter list, more directly related to Caribbean interests was published in 1983 by the U.S. Department of Commerce, International Trade Administration, as the "Caribbean Basin Business Information Starter Kit". The lists contain names, addresses, and telephone numbers of embassies, consulates, trade offices, world trade centers, steamship lines, railroads, trucking companies, airlines, ports, permanent trade expositions, advertising firms, public relations firms, trade journals, banks, U.S. Department of Commerce offices, U.S. Customs offices, customhouse brokers, importers, exporters, trade negotiators, industry associations, and chambers of commerce.

An excellent source for state agencies and local contacts throughout the U.S., Canada, and the U.K is "1983 Site Seekers Guide" published by the Business Facilities Publishing Company, Inc. This 250 page document lists state and city industrial development agencies, railroads, port authorities, foreign trade zones, associations, and site location consultants.

The more-than 500 pages of material in the above lists is too much to reproduce here. Furthermore, while it may be useful as a reference for starting a search for information about new exports from Central America, it is far from complete in providing a map for further investigation. One can cite Thomas' Register, the Dun and Bradstreet Million Dollar Directory, and Moody's Industrials as sources which supplement the above by providing the names and data about companies producing various products -- these are found on the shelves of every U.S. Embassy library in Central America.

In the sense that all the above sources have an interest in trade, the information is valuable. But one will find that each unit

described has a narrow knowledge of trade in the areas of its immediate interest. Steamship companies know about steamships, but not very much about railroads. Customhouse brokers know about the rules and systems of importing/exporting but little about financing. Banks know about financing trade, and are quite good at getting buyers and sellers they happen to know together, but their knowledge about other aspects of trade is modest. This puts the ultimate responsibility for seeking new markets on the seller -- and on the seller alone. It is he who must integrate the information from all of the above into a particular package to interest a buyer. Some buyers already have foreign trade experience with other sellers and can be helpful to a new seller with respect to some aspects of trade, but it depends on their own interest as to how much they will tell of what they know.

Trade Consultants

As a result of this need to integrate information, some firms specialize in import/export consulting in fairly narrow areas of product lines. Trade associations in some cases can be of help in the lines their members trade in. Full line consulting firms can research a particular proposed new export and conduct pre-feasibility studies which integrate the information required. In the end, the most useful information is learned by contact between seller and buyer, and then by conducting successful trades over many years.

USAID recognized that in developing countries it is difficult for possible sellers to find out about the U.S. market. It has supported a pilot project at the World Trade Institute in New York since 1976 to try to train LDC sellers how to become professional about selling, to do research, and to establish contact with buyers. The budgets available have been modest, but it is our impression that the approach is fundamentally correct.

In an effort to broaden the consulting base available to LDC sellers, USAID in 1983 undertook to establish contact with consulting firms interested to supply research and promotion services to LDC exporters. Appendix B lists the 159 firms/individuals expressing initial interest, and the names of 15 of these who had submitted more detailed REI information by July 1, 1983. (Unfortunately, delays in publishing notices in certain parts of the country have not permitted a complete response by the deadline for this report.) But the sample, though small, seems to cover a range from individuals to large full-line consulting firms and can be analyzed as if it were representative.

A review of the REI's is summarized in Table 8. It is based on the documents submitted to USAID, although we had prior knowledge of the qualifications and reputations of several of the respondents.

We sought strengths in the following areas;

1. Foreign work -- work germane to import/export in foreign countries. (USAID did not request direct Caribbean or Latin American experience in its REI)
2. Caribbean -- experience in the Caribbean Basin.
3. Marketing -- experience in marketing foreign products in the U.S.
4. Production -- general experience in production or engineering and/or specific experience in production in foreign countries.
5. Transport -- knowledge of modes, costs, problems, and other aspects of shipping freight between the U.S. and other countries.
6. Finance -- ability to structure financial deals and/or work in international finance.
7. Customs -- dealing with customs laws and officials in the U.S. and foreign countries.
8. Regulatory -- dealing with agencies such as USDA and PDA and/or legal aspects in foreign countries.
9. Government Relations -- experience in dealing with foreign governments and agencies.
10. Management -- consulting or operating experience in foreign companies and/or U.S. companies' overseas operations.
11. Procurement -- work in purchasing goods and services for foreign companies.
12. Category -- whether respondent was a firm or an individual, and whether a consultant or a principal active in foreign operations.

Each strength was rated as "good" or "outstanding". As can be

LAC/DR's "Request for Expressions of Interest"

TABLE 8 -- STRENGTHS OF RESPONDENTS

	Foreign- General	Caribbean	Marketing	Production	Transport	Finance	Customs	Regulatory	Government Relations	Management	Procurement	Consultant Investor Individual
1. Robert Jay			(X)									X
2. Sergio Chuy	(X)		X									X
3. Robert Nathan●	(X)	(X)	X	X	X	X			(X)	(X)	X	X
4. Mattea	X		X							X		X
5. Chas. McClain			X									X
6. GHACI	(X)		(X)			(X)			X	X		X
7. Gellman	X									X		X
8. Hardy	X		X			(X)						X
9. Joint Services●	X	(X)	X		(X)	(X)		X	X		(X)	X
10. Am. Trade Mgt.●	(X)	(X)	X	X		(X)	X		X	(X)	X	X
11. John Keller												X
12. Winningham●	(X)		X			X					X	X
13. Barnett/Engel●	X		X			(X)						X
14. Tadey												X
15. Prof. Analysts	X		(X)			X				X		X

X = Good strengths

(X) = Outstanding strengths

● = Follow-up recommended

noted in Table 8, a number had few, or no, "outstanding" strengths. Several others had a single "outstanding" strength, as in marketing or finance. Five firms had experience and skills in a number of categories -- such that we rate them generally qualified to assist in all types of trade promotion and investment attraction. We would also rate the World Trade Institute in this category.

Suggested Use

Depending on the nature of the problem, USAID now has a system of seeking assistance from many trade consultants -- either in narrow specialties, or in general trade problem-solving. It will be very useful to USAID missions to have this systematic listing of consultants available -- and to update the list from time to time. It will also be useful to review the performance of consultants over time as experience with them is developed and to revise the strengths analysis.

VIII CARIBBEAN BASIN STATISTICS

Complementing our computer analysis of data on exports from Central America and Panama, we have supplied under separate cover to LAC/DR USAID Washington a printout covering all countries in the CBI except Suriname, which was added to the most recent tentative legislation.

For 1982, the totals are:

General Customs Value
Million Dollars

U. S. Imports:

Duty Paid Items	6894
807 Items	542
806 Items	-
GSF Items	327
Total	7764

Calculated Duty:

Duty Paid Items	29
807 Items	26
Total	55

Compound Annual Growth Rate, 1978-82

Duty Paid Items	4.8%
807 Items	36.2%
GSP Items	34.5%
Total	6.8%

Analysis

Overall the amount of duty collected on "duty-paid" items was only 0.42% of their value, while duty collected on 807 Items was 4.79% of their value (and 14.86% of the value added under 807 in the Caribbean Basin). In spite of higher duties, 807 Items were the fastest-growing. The CBI legislation will not exempt 807 Items from duty, but, as we have indicated earlier, a great deal of future growth in the CB depends on Production Sharing which 807 trade represents.

APPENDIX A

**CENTRAL AMERICA AND PANAMA MILLION DOLLAR EXPORTS TO THE U.S.
1978 - 1982**

**Based on 5-digit TSUSA totals of at least
one million dollars in 1982.**

**Source: Import data tapes IA-245 and IA 245A
for 1982, U.S. Department of Commerce**

2050 GUATMAL

5 DIGIT TCUISA CODE: 10610

TCUISA: 1761020 REEF, FRESH, CHILLED, WITH POME SIC: 23111030
 1761060 REEF, FRESH, CHILLED, NP FROZEN, WITHOUT BONE 23111030

GROUP	YEAR	GEN ECONOMIC VALUE	NET VALUE	JK VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	27135017	27135013	0	888771	371532	0.05	30215396	7.75	
	1979	47700421	47700421	0	1027976	567635	0.06	36758236	7.76	
	1980	23718056	23718056	0	470152	282675	0.08	19655309	7.37	
	1981	13103010	13103010	0	230997	127609	0.07	11980762	7.37	
	1982	7120572	7120572	0	127980	45683	0.08	6866231	7.08	

TCUISA TOTALS

ALL	1978	27135013	27135013	0	888771	371532	0.05	30215396	7.75	
	1979	47700421	47700421	0	1027976	567635	0.06	36758236	7.76	
	1980	23718056	23718056	0	470152	282675	0.08	19655309	7.37	
	1981	13103010	13103010	0	230997	127609	0.07	11980762	7.07	
	1982	7120572	7120572	0	127980	45683	0.08	6866231	7.08	

20.4-

5 DIGIT TCUISA CODE: 11445

TCUISA: 1144525 ROCEP LOBSTER TAILS, NOT IN AIRTIGHT CONTAINERS SIC: 99130515
 1144530 LOBSTERS, VFS, NOT IN AIRTIGHT CONTAINERS 99130515
 1144565 CRABMEAT AND PRAWNS, SHELL-ON 99130525
 1144557 CRABMEAT, PEELED, RAW, NOT IN AIRTIGHT CONTAINERS 99130535
 1144542 CRABMEAT AND PRAWNS NOT IN AIRTIGHT CONTAINERS NSPF 99130535
 1144500 SHELLFISH, INCLUDING PASTES AND SAUCES, NSPF 27910010

GROUP	YEAR	GEN ECONOMIC VALUE	NET VALUE	JK VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	17603060	17603060	0	0	426015	0.10	4673391	7.74	
	1979	13108674	13108674	0	0	1332205	0.10	3140926	7.37	
	1980	12641553	12641553	0	0	1265569	0.10	3162529	7.11	
	1981	15155255	15155255	0	0	833752	0.11	4762762	7.16	
	1982	17646572	17646572	0	0	648188	0.14	4959857	7.16	

5 PASSE BY RECORDS FOR WHICH RATE AND WEIGHT DATA ARE RECORDED

40

5 DIGIT TSUSA CODE: 11445

GROUP	YEAR	GEN HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR &	SHIP WT VESSEL	FRT/LB VESSEL &	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS										
ALL	1979	17592969	17592969	0	0	626015	0.10	6473981	7.75	13.9
	1980	13109734	13109734	0	0	1732205	0.10	3187926	7.37	
	1981	12441553	12441553	0	0	1261569	0.10	3162529	7.11	
	1982	15155255	15155255	0	0	838752	0.11	4762762	7.16	
	1982	17474522	17474522	0	0	649189	0.14	6959557	7.14	

5 DIGIT TSUSA CODE: 12594

TSUSA: 1259400 LIVE PLANTS SUITABLE FOR PLANTING; NCPF SIC: 01910020

GROUP	YEAR	GEN HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR &	SHIP WT VESSEL	FRT/LB VESSEL &	AVERAGE OF YEARLY GROWTH RATES
BT OR	1979	0	0	0	0	0	0.00	0	7.37	
	1980	0	0	0	0	0	0.00	0	7.37	
	1981	10070	10070	0	1425	17511	0.18	0	7.37	
	1982	17224	17224	0	1208	4752	0.76	0	7.37	
	1982	8315	8315	0	625	5805	0.40	0	7.37	
GCP	1979	0	0	0	0	0	0.00	0	7.37	
	1980	0	0	0	0	0	0.00	0	7.37	
	1981	2851817	2851817	0	0	1259224	0.19	1333535	7.34	
	1982	2510121	2510121	0	0	1776651	0.19	2968758	7.34	
	1982	2213378	2213378	0	0	1773766	0.18	751631	7.11	

TSUSA TOTALS

ALL	1979	0	0	0	0	0	0.00	0	7.37	12.0
	1980	0	0	0	0	0	0.00	0	7.37	
	1981	2870917	2870917	0	1425	1975735	0.19	1333535	7.34	
	1982	2527485	2527485	0	1208	1773603	0.70	2968758	7.34	
	1982	2213378	2213378	0	625	1773550	0.18	751631	7.11	

5 DIGIT TSUSA CODE: 12641

TSUSA: 1264100 FLOWED SEEDS SIC: 01910100

GROUP	YEAR	GEN HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR &	SHIP WT VESSEL	FRT/LB VESSEL &	AVERAGE OF YEARLY GROWTH RATES
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& BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSUSA CODE: 12641

GROUP	YEAR	CFM FISCAL VALUE	NET VALUE	JK VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	025173	025173	0	23	2570	1.08	0	0.00	21.6
	1979	1038957	1038957	0	27	3107	1.04	0	0.00	
	1980	1027374	1027374	0	30	3564	1.15	0	0.00	
	1981	1355327	1355327	0	34	4137	1.51	0	0.00	
	1982	1738675	1738675	0	42	5156	1.67	0	0.00	
TSUSA TOTALS										
All	1978	025173	025173	0	23	2570	1.08	0	0.00	21.6
	1979	1038957	1038957	0	27	3107	1.04	0	0.00	
	1980	1027374	1027374	0	30	3564	1.15	0	0.00	
	1981	1355327	1355327	0	34	4137	1.51	0	0.00	
	1982	1738675	1738675	0	42	5156	1.67	0	0.00	

5 DIGIT TSUSA CODE: 13704

TSUSA: 1370400 PEAS, NSPF, FRESH OR CHILLED ENTERING OCT 1 TO JUNE 30 INCL SIC: 0151033
1370440 PEAS, FROZEN, MEAT, ENTERING OCTOBER 1 TO JUNE 30 INCLUSIVE SIC: 2037250

GROUP	YEAR	CFM FISCAL VALUE	NET VALUE	JK VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	0	0	0	0	0	0.00	0	0.00	21.6
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	26730	26730	0	425	3741	0.14	2281	0.12	
	1981	25124	25124	0	392	4950	0.13	1560	0.12	
	1982	102874	102874	0	1621	194685	0.16	0	0.00	
GSP	1978	0	0	0	0	0	0.00	0	0.00	21.6
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	026776	026776	0	0	130816	0.12	310106	0.11	
	1981	1108679	1108679	0	0	1487467	0.13	332480	0.13	
	1982	1470717	1470717	0	0	2717005	0.17	122858	0.15	

BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

2050 GUATMAL

5 DIGIT TSUSA CODE: 13704

COMD YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS									
ALL	1078	0	0	0	0	0.00	0	0.00	
1079	0	0	0	0	0	0.00	0	0.00	
1080	1021514	1021514	0	625	1332355	0.12	313175	2.11	
1081	1174734	1174734	0	882	1335010	0.13	326338	2.14	
1082	1473714	1473714	0	3621	2911780	0.17	122858	1.15	24.0

5 DIGIT TSUSA CODE: 13715

TSUSA: 1370500 PROFFOLI, CAULIFLOWER, OKRA, FRESH CUT SLICED REDUCED IN SIZE SIC: 20510700
 1370540 PROFFOLI, FROZEN, CUT, SLICED, OR REDUCED IN SIZE 20522200
 1370560 CAULIFLOWER, FROZEN, SLICED, CUT, OR REDUCED IN SIZE 20522200
 1370580 OKRA, FROZEN, CUT, SLICED, OR OTHERWISE REDUCED IN SIZE 20522200

COMD YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS									
ALL	1078	1357443	1357443	0	12760	0.77	6215917	2.35	
1079	0	2182620	2182620	0	0	0.00	8552371	2.36	
1080	2887130	2887130	0	104	77178	0.08	11399560	2.35	
1081	1587417	1587417	0	1216	72114	0.08	13084318	2.38	
1082	5011021	5011021	0	0	11100	0.26	19532575	2.17	44.9

5 DIGIT TSUSA CODE: 14460

TSUSA: 1446000 MANGOS, FRESH SIC: 20792000

COMD YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
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8 BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

143

5 DIGIT TSUSA CODE: 14660

GROUP	YEAR	GEN CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT	1979	17002022	17002022	0	0	0	0.00	612740751	7.72	
	1979	17015301	17015301	0	0	15847	0.14	380746019	7.72	
	1980	31366277	31366277	0	0	7	0.00	55640867	7.72	
	1981	34905036	34905036	0	0	62693	0.09	510390515	7.72	
	1982	35478020	35478020	0	0	366650	0.10	616275327	7.72	
TSUSA TOTALS										
ALL	1979	17002022	17002022	0	0	7	0.00	612740751	7.72	22.3
	1979	17015301	17015301	0	0	15847	0.14	380746019	7.72	
	1980	31366277	31366277	0	0	7	0.00	55640867	7.72	
	1981	34905036	34905036	0	0	62693	0.09	510390515	7.72	
	1982	35478020	35478020	0	0	366650	0.10	616275327	7.72	

5 DIGIT TSUSA CODE: 15520

TSUSA: 1552025 CANE, BEET CJSAP, CIBIP ETC, CONSUMPTN /OUT C JRYTHR REFINING SIC: 2052025
1552045 CANE OR BEET SUGARS, STRIPS, MOLLASSES, WSPF (STN RAW VALUE) SIC: 2052025

GROUP	YEAR	GEN CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT	1979	26603060	26603060	0	0	7	0.00	286672726	7.31	
	1979	31105042	31105042	0	0	7	0.00	330130365	7.31	
	1980	28550086	28550086	0	0	7	0.00	148767565	7.31	
	1981	67927561	67927561	0	0	7	0.00	731597135	7.31	
	1982	19371366	19371366	0	0	7	0.00	122157372	7.31	
TSUSA TOTALS										
ALL	1979	26603060	26603060	0	0	7	0.00	286672726	7.31	10.8--
	1979	31105042	31105042	0	0	7	0.00	330130365	7.31	
	1980	28550086	28550086	0	0	7	0.00	148767565	7.31	
	1981	67927561	67927561	0	0	7	0.00	731597135	7.31	
	1982	19371366	19371366	0	0	7	0.00	122157372	7.31	

5 DIGIT TSUSA CODE: 15560

TSUSA: 1556000 MOLLASSES, INFIBILE SIC: 2052025

GROUP	YEAR	GEN CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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5 DIGIT TSUSA CODE: 15540

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
GPC	1979	2293112	2293112	0	0	0	0.00	9339875	2.07	
	1979	3362020	3362020	0	0	0	0.00	108761592	2.11	
	1980	3141056	3141056	0	0	0	0.00	91157332	2.11	
	1981	17463324	17463324	0	0	0	0.00	213571596	2.31	
	1982	2122476	2122476	0	0	0	0.00	95576339	2.31	
TSUSA TOTALS										
ALL	1979	2293112	2293112	0	0	0	0.00	9339875	2.11	
	1979	3362020	3362020	0	328	0	0.00	113236670	2.11	
	1980	3141056	3141056	0	0	0	0.00	91157332	2.11	
	1981	17463324	17463324	0	0	0	0.00	213571596	2.31	
	1982	2122476	2122476	0	0	0	0.00	95576339	2.11	11.7--

5 DIGIT TSUSA CODE: 16010

TSUSA: 1501020 COFFEE, COJAF
1501040 COFFEE ROASTED OR GROUND

SIC: 2173320
2395100

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1979	205764914	205764914	0	0	42078	0.07	128615285	2.36	
	1979	253067682	253067682	0	0	1225	0.60	170555326	2.36	
	1980	104111165	104111165	0	0	33670	0.08	126033863	2.35	
	1981	106833455	106833455	0	0	46636	0.06	86273779	2.35	
	1982	141500924	141500924	0	0	56885	0.09	113037097	0.35	
TSUSA TOTALS										
ALL	1979	205764914	205764914	0	0	42078	0.07	128615285	2.36	
	1979	253067682	253067682	0	0	1225	0.60	170555326	2.36	
	1980	104111165	104111165	0	0	33670	0.08	126033863	2.35	
	1981	106833455	106833455	0	0	46636	0.06	86273779	2.35	
	1982	141500924	141500924	0	0	56885	0.09	113037097	0.35	2.6-

5 DIGIT TSUSA CODE: 17032

TSUSA: 1703210 CIGARETTE LEAF TOBACCO, NOT
1703230 CIGARETTE LEAF TOBACCO, NOT

SIC: 0132050
0132050

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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45

4 DIGIT TSUSA CODE: 17092

GROUP	YEAR	CFR FICTITIOUS VALUE	NET VALUE	HS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1970	06203	07203	0	270	7	0.00	22705	7.76	
	1970	703321	703321	0	18242	7	0.00	731631	7.75	
	1970	515025	515025	0	18733	7	0.00	535519	7.75	
	1981	1385180	1385180	0	56585	7	0.00	1676533	7.75	
	1982	2072079	2072079	0	12417	7	0.00	2977252	7.74	
TSUSA TOTALS										
ALL	1970	06203	06203	0	270	7	0.00	22705	7.76	
	1970	703321	703321	0	18242	7	0.00	731631	7.75	
	1970	515025	515025	0	18733	7	0.00	535519	7.75	
	1981	1385180	1385180	0	56585	7	0.00	1676533	7.75	
	1982	2072079	2072079	0	12417	7	0.00	2977252	7.74	92.9

4 DIGIT TSUSA CODE: 17090

TSUSA: 1709065 TOBACCO, EXCEPT SMOKING TOB, MANUFACTURED OR NOT, VCPF

SIC: 2131030

GROUP	YEAR	CFR FICTITIOUS VALUE	NET VALUE	HS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1970	47023	47023	0	7307	7	0.00	66757	7.77	
	1970	0	0	0	0	0	0.00	0	7.77	
	1970	523081	523081	0	205608	7	0.00	693867	7.76	
	1981	0412135	0412135	0	227759	7	0.00	6156565	7.75	
	1982	0705082	0705082	0	490991	7	0.00	6630998	7.75	
TSUSA TOTALS										
ALL	1970	47023	47023	0	7307	7	0.00	66757	7.77	
	1970	0	0	0	0	0	0.00	0	7.77	
	1970	523081	523081	0	205608	7	0.00	693867	7.76	
	1981	0412135	0412135	0	227759	7	0.00	6156565	7.75	
	1982	0705082	0705082	0	490991	7	0.00	6630998	7.75	13.7

4 DIGIT TSUSA CODE: 17545

TSUSA: 1754500 ESCAPE SEEN

SIC: 9193030

GROUP	YEAR	CFR FICTITIOUS VALUE	NET VALUE	HS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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8 BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSUSA CODE: 17565

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	6568718	6568718	0	0	7	0.00	16978767	7.78	
	1979	6928878	6928878	0	0	7	0.00	14597728	7.78	
	1980	6002023	6002023	0	0	7	0.00	11370162	7.78	
	1981	5714783	5714783	0	0	806	0.31	15561556	7.78	
	1982	6767156	6767156	0	0	516	0.77	15385518	7.78	
TSUSA TOTALS										
ALL	1978	6568718	6568718	0	0	7	0.00	16978767	7.78	
	1979	6928878	6928878	0	0	7	0.00	14597728	7.78	
	1980	6002023	6002023	0	0	7	0.00	11370162	7.78	
	1981	5714783	5714783	0	0	806	0.31	15561556	7.78	
	1982	6767156	6767156	0	0	516	0.77	15385518	7.78	4.3

5 DIGIT TSUSA CODE: 10325

TSUSA: 1212520 VEGETABLE CRUSTACEANS, CRUDE, KIND USED FOR ORNAMENTAL PURPOSE SIC: 7100570
1212540 VEGETABLE CRUSTACEANS, CRUDE NSPP 7100500

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	1701733	1701733	0	0	3245128	0.12	374176	7.78	
	1979	1722057	1722057	0	0	3265520	0.12	1725271	7.78	
	1980	1752760	1752760	0	0	2865700	0.15	3227150	7.78	
	1981	2336286	2336286	0	0	3286258	0.17	1350671	7.78	
	1982	1002770	1002770	0	0	3225688	0.17	756583	0.10	
TSUSA TOTALS										
ALL	1978	1701733	1701733	0	0	3245128	0.12	374176	7.78	
	1979	1722057	1722057	0	0	3265520	0.12	1725271	7.78	
	1980	1752760	1752760	0	0	2865700	0.15	3227150	7.78	
	1981	2336286	2336286	0	0	3286258	0.17	1350671	7.78	
	1982	1002770	1002770	0	0	3225688	0.17	756583	7.78	10.0

5 DIGIT TSUSA CODE: 32520

TSUSA: 3252054 SATEN IN CRT FANCY OR FIG COLOR WHEAT OR NOT BLEACH CARD SIC: 2211747
3252044 TILL IN CRT FANCY OR FIG COLOR WHEAT O NT BLEACH CARD 2211757
3252084 YARN BY FAB YFC JTM WM CRT FCY OR FIG COLOR J OR M BLC-CRD 22114055
3252074 OTH FAB YFC JTM JM CRT FANCY OR FIG COLOR WM CR NOT BLCM C95 22117521

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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6 DIGIT TSUSA CODE: 82520

GROUP YEAR	CFR FUTURE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT PD 1978	2291538	2291508	0	125172	1701	0.16	777283	7.75	
1979	2514727	2514727	0	100346	11225	0.27	677516	7.35	
1980	2266258	2266258	0	176168	15669	0.46	567227	7.35	
1981	1102562	1102562	0	113085	12031	0.22	275385	7.35	
1982	2755532	2755532	0	667677	17610	0.45	559762	7.35	
TSUSA TOTALS									
ALL 1978	2291538	2291508	0	125172	1701	0.16	777283	7.35	
1979	2514727	2514727	0	100346	11225	0.27	677516	7.35	
1980	2266258	2266258	0	176168	15669	0.46	567227	7.35	
1981	1102562	1102562	0	113085	12031	0.22	275385	7.35	
1982	2755532	2755532	0	667677	17610	0.45	559762	7.35	20.0

5 DIGIT TSUSA CODE: 87410

TSUSA: 4741010 CRUDE PETROLEUM, SHALE OIL INC REFINST, TEST 25DEG API ADV SIC: 1311170

GROUP YEAR	CFR FUTURE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT PD 1978	0	0	0	0	0	0.00	0	0.00	
1979	0	0	0	0	0	0.00	0	0.00	
1980	19655710	19655710	0	0	0	0.00	185777216	7.07	
1981	26522627	26522627	0	28858	0	0.00	266379567	0.77	
1982	67662921	67662921	0	166966	0	0.00	653567558	7.07	
TSUSA TOTALS									
ALL 1978	0	0	0	0	0	0.00	0	0.00	
1979	0	0	0	0	0	0.00	0	0.00	
1980	19655710	19655710	0	0	0	0.00	185777216	7.07	
1981	26522627	26522627	0	28858	0	0.00	266379567	0.77	
1982	67662921	67662921	0	166966	0	0.00	653567558	7.07	51.0

6 DIGIT TSUSA CODE: 70583

TSUSA: 7758370 GLOVES, RUBBER OR PLASTIC, SEAMLESS 45PF SIC: 3759770

GROUP YEAR	CFR FUTURE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
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8 BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSHSA COMP: 70987

COMPID	YEAR	GEN EXPORTS VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
557	1979	1766675	1766675	0	0	0	0.00	741558	0.10	
	1978	1906071	1906071	0	0	0	0.00	1754223	2.15	
	1977	1766670	1766670	0	0	0	0.00	1570259	2.12	
	1981	2770778	2770778	0	0	0	0.00	1542257	2.14	
	1982	6415872	6415872	0	0	0	0.00	2494917	2.10	
TSHSA TOTALS										
ALL	1979	1915294	1915294	0	2452	0	2.00	729503	2.10	
	1978	1974711	1974711	0	1687	0	0.00	1785537	2.15	
	1977	1726652	1726652	0	2848	0	0.00	1517643	2.12	
	1981	2760655	2760655	0	2768	0	0.00	1415221	2.13	
	1982	6415872	6415872	0	0	0	0.00	2494917	2.10	41.6

5 DIGIT TSHSA COMP: 90070

TSHSA: 90070000 UNITED STATES COMP				RETURNED			SIC: 90770000			
COMPID	YEAR	GEN EXPORTS VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT 70	1979	4169511	4169511	0	0	82027	0.40	1278550	2.10	
	1978	4097211	4097211	0	0	215117	0.22	1356803	2.10	
	1977	4097209	4097209	0	0	127073	0.57	1596793	2.10	
	1981	4876073	4876073	0	0	209567	0.47	2467386	2.10	
	1982	14569472	14569472	0	0	161187	0.91	5154256	2.10	
TSHSA TOTALS										
ALL	1979	4169511	4169511	0	0	82027	0.40	1278550	2.10	
	1978	4097211	4097211	0	0	215117	0.22	1356803	2.10	
	1977	4097209	4097209	0	0	127073	0.57	1596793	2.10	
	1981	4876073	4876073	0	0	209567	0.47	2467386	2.10	
	1982	14569472	14569472	0	0	161187	0.91	5154256	2.10	37.0

0 DATA ON RETURNED AND WHICH DATE AND WEIGHT DATA WAS RECORDED

SHAWAL TOTAL

COUNTRY	YEAR	REF FACTOR VALUE	NET VALUE	IC VALUE	CALCULATED NETV	SHIP WT AID	FRT/LR AID C	SHIP WT VESSEL	FRT/LR VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BY PA	1978	171806551	171806551	0	1774547	4719708	0.12	881995580	7.77	
	1979	171287575	171287575	0	148444	4706080	0.17	852783760	7.77	
	1980	171447081	171447081	0	1184713	4547867	0.14	55650257	7.77	
	1981	171440944	171440944	0	1484382	4558507	0.17	217344743	7.77	
	1982	171220575	171220575	0	1710000	4541185	0.18	355053671	7.77	
BY	1978	0	0	0	0	0	0.00	0	7.77	
	1979	0	0	0	0	0	0.00	0	7.77	
	1980	0	0	0	0	0	0.00	0	7.77	
	1981	0	0	0	0	0	0.00	0	7.77	
	1982	0	0	0	0	0	0.00	0	7.77	
BYA	1978	0	0	0	0	0	0.00	0	7.77	
	1979	0	0	0	0	0	0.00	0	7.77	
	1980	0	0	0	0	0	0.00	0	7.77	
	1981	0	0	0	0	0	0.00	0	7.77	
	1982	0	0	0	0	0	0.00	0	7.77	
BYB	1978	4084304	4084304	0	0	2491	0.11	100245561	7.77	
	1979	7197337	7197337	0	0	30	0.76	118457386	7.77	
	1980	7197337	7197337	0	0	1144088	0.18	118457386	7.77	
	1981	4219733	4219733	0	0	1716335	0.18	418815215	7.77	
	1982	14219733	14219733	0	0	4407048	0.17	118930383	7.77	
ALL	1978	171806551	171806551	0	1774547	4719708	0.12	882281050	7.77	
	1979	171287575	171287575	0	148444	4706080	0.17	705517333	7.77	
	1980	171447081	171447081	0	1184713	7301027	0.15	380817220	7.77	
	1981	171440944	171440944	0	1484382	4558507	0.17	635586858	7.77	
	1982	171220575	171220575	0	1710000	4541185	0.18	472843654	7.77	

2.3

LISTED COUNTRIES REPRESENT 95.17 OF TOTAL FRT COUNTRY

BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

50

8 EIGHT TSUSA CODE: 10A10

		TSUSA: 17A10A0 HFFF, FRFS4, CHILLER, OP			FR07FM, WITHOUT 30VE			SIC: 29111070		AVERAGE OF YEARLY GROWTH RATES
REPORT	YEAR	GEN PURPOSE VALUE	NET VALUE	JS VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LR AIR \$	SHIP AT VESSEL	FRT/LR VESSEL \$	
AT PA	1979	7958101	7958101	0	253673	?	0.00	8722500	7.35	
	1979	1207866	1207866	0	127780	?	0.00	11178561	7.35	
	1980	4222546	4222546	0	112485	85457	0.08	5742872	7.35	
	1981	475710	475710	0	6567	?	0.00	445206	7.35	
	1982	2677826	2677826	0	67146	?	0.00	2548303	7.34	
TSUSA TOTALS										
ALL	1979	7958101	7958101	0	253673	?	0.00	8722500	7.35	27.5=0
	1979	1207866	1207866	0	127780	?	0.00	11178561	7.35	
	1980	4222546	4222546	0	112485	85457	0.08	5742872	7.35	
	1981	475710	475710	0	6567	?	0.00	445206	7.35	
	1982	2677826	2677826	0	67146	?	0.00	2548303	7.34	

8 EIGHT TSUSA CODE: 11445

		TSUSA: 1144525 PCKY LOBSTER TAILS, NOT IN			AIRTIGHT CONTAINERS			SIC: 99100515		AVERAGE OF YEARLY GROWTH RATES
REPORT	YEAR	GEN PURPOSE VALUE	NET VALUE	JS VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LR AIR \$	SHIP AT VESSEL	FRT/LR VESSEL \$	
AT PA	1979	12627226	12627226	0	0	107065	0.08	5667255	7.37	
	1979	1279114	1279114	0	0	42826	0.11	2445516	7.39	
	1980	10702117	10702117	0	0	121700	0.18	7772570	7.17	
	1981	25116114	25116114	0	0	227447	0.16	8172072	7.15	
	1982	24106079	24106079	0	0	133894	0.19	8257262	7.14	

TSUSA TOTALS

8 BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSUSA CODE: 11449

GROUP	YEAR	GEN FICTIVE VALUE	NET VALUE	US VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
ALL	1979	17627224	17627224	0	0	177065	0.00	5467255	0.00	22.0
	1980	1772114	1772114	0	0	43324	0.11	7155515	0.00	
	1981	18702110	18702110	0	0	121700	0.10	7222570	0.00	
	1982	23318114	23318114	0	0	227447	0.16	9172272	0.00	
	1983	24704070	24704070	0	0	152000	0.10	8257242	0.00	

5 DIGIT TSUSA CODE: 13875

TSUSA: 1380000 NORA, FR7224, CUT, SLICED, OR OTHERWISE REFINED IN SIZE SIC: 2000000

GROUP	YEAR	GEN FICTIVE VALUE	NET VALUE	US VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
CCP	1979	105219	105219	0	0	0	0.00	106335	0.00	31.0
	1980	403714	403714	0	0	0	0.00	2431325	0.00	
	1981	946740	946740	0	0	0	0.00	3073905	0.00	
	1982	522225	522225	0	0	27677	0.06	1462572	0.00	
	1983	1012157	1012153	0	0	0	0.00	3066572	0.00	

TSUSA TOTALS

GROUP	YEAR	GEN FICTIVE VALUE	NET VALUE	US VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
ALL	1979	105219	105219	0	0	0	0.00	106335	0.00	31.0
	1980	403714	403714	0	0	0	0.00	2431325	0.00	
	1981	946740	946740	0	0	0	0.00	3073905	0.00	
	1982	522225	522225	0	0	27677	0.06	1462572	0.00	
	1983	1012157	1012153	0	0	0	0.00	3066572	0.00	

5 DIGIT TSUSA CODE: 14520

TSUSA: 1450005 CONF OR REPT SUGARS, STRUPS, MOLASSES, WSPF (STN RAW VALUE) SIC: 2000000

GROUP	YEAR	GEN FICTIVE VALUE	NET VALUE	US VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
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BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

< NIGIT TSUSA CODE: 15520

GROUP	YEAR	GEN CUSTOME VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LR AIR \$	SHIP WT VFSSEL	FRT/LR VESSEL \$	AVERAGE OF YEARL GROWTH RATES
CCP	1970	0	0	0	0	0	0.00	0	0.00	
	1970	0	0	0	0	0	0.00	0	0.00	
	1980	0545271	0545271	0	0	0	0.00	6696714	0.00	2.31
	1981	1869760	1869760	0	0	0	0.00	56286180	0.00	2.31
	1982	2222420	2222420	0	0	0	0.00	133697175	0.00	2.31

TSUSA TOTALS

ALL	1970	2411305	2411305	0	0	0	0.00	275012221	0.00	2.31
	1970	2718049	2718049	0	0	0	0.00	400326655	0.00	2.31
	1980	2144061	2144061	0	0	0	0.00	112128616	0.00	2.31
	1981	1869760	1869760	0	0	0	0.00	6824487	0.00	2.31
	1982	2222420	2222420	0	0	0	0.00	133697175	0.00	2.31

2.9

< NIGIT TSUSA CODE: 16010

TSUSA: 1401020 COFFEE, CRNE
1501060 COFFEE BASTED OR GROUND

SIC: 2124020
27251000

GROUP	YEAR	GEN CUSTOME VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LR AIR \$	SHIP WT VFSSEL	FRT/LR VESSEL \$	AVERAGE OF YEARL GROWTH RATES
BT PD	1970	11447056	11447056	0	0	0	0.00	8688370	0.00	2.36
	1970	210400462	210400462	0	0	13106	0.11	156259233	0.00	2.35
	1980	241472776	241472776	0	0	7854	0.07	183686447	0.00	2.35
	1981	123726165	123726165	0	0	17033	0.28	104732436	0.00	2.37
	1982	147821370	147821370	0	0	206	0.73	131335397	0.00	2.37

TSUSA TOTALS

ALL	1970	11447056	11447056	0	0	0	0.00	8688370	0.00	2.36
	1970	210400462	210400462	0	0	13106	0.11	156259233	0.00	2.35
	1980	241472776	241472776	0	0	7854	0.07	183686447	0.00	2.35
	1981	123726165	123726165	0	0	17033	0.28	104732436	0.00	2.37
	1982	147821370	147821370	0	0	206	0.73	131335397	0.00	2.37

23.3

< NIGIT TSUSA CODE: 16020

TSUSA: 1502000 COFFEE, SOLUBLE OR INSTANT, NOT CNTNS SUGAR OR OTH ADDITIVE

SIC: 20352000

GROUP	YEAR	GEN CUSTOME VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LR AIR \$	SHIP WT VFSSEL	FRT/LR VESSEL \$	AVERAGE OF YEARL GROWTH RATES
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< 8 DIGIT TSUSA CODE: 16070

COIMP	YEAR	GEN FRICTURE VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR &	SHIP JT VESSEL	FRT/LB VESSEL &	AVERAGE OF YEARLY GROWTH RATES
BT	1970	2724736	2724736	0	0	54985	0.22	1055763	0.22	
	1971	4366000	4366000	0	0	152827	0.13	1171863	0.20	
	1972	2700576	2700576	0	0	0	0.00	658320	0.12	
	1981	2401580	2401580	0	0	7767	0.32	727576	0.18	
	1992	2156678	2156678	0	0	12241	0.30	576310	0.14	
TSUSA TOTALS										
ALL	1970	2724736	2724736	0	0	55985	0.22	1055763	0.22	
	1971	4366000	4366000	0	0	152827	0.13	1171863	0.20	
	1972	2700576	2700576	0	0	0	0.00	658320	0.12	
	1981	2401580	2401580	0	0	7767	0.32	727576	0.18	
	1992	2156678	2156678	0	0	12241	0.30	576310	0.14	10.6-

< 8 DIGIT TSUSA CODE: 17090

TSUSA: 1709065 TOBACCO, EXCEPT SMOKING TOB, MANUFACTURED OR NOT, VSPF SIC: 21310390

COIMP	YEAR	GEN FRICTURE VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR &	SHIP JT VESSEL	FRT/LB VESSEL &	AVERAGE OF YEARLY GROWTH RATES
BT	1970	0	0	0	0	0	0.00	0	0.00	
	1971	0	0	0	0	0	0.00	0	0.00	
	1972	0	0	0	0	0	0.00	0	0.00	
	1981	1712863	1712863	0	22967	0	0.00	967560	0.15	
	1992	1470418	1470418	0	08006	0	0.00	556712	0.00	
TSUSA TOTALS										
ALL	1970	0	0	0	0	0	0.00	0	0.00	
	1971	0	0	0	0	0	0.00	0	0.00	
	1972	0	0	0	0	0	0.00	0	0.00	
	1981	1712863	1712863	0	22967	0	0.00	967560	0.15	
	1992	1470418	1470418	0	08006	0	0.00	556712	0.00	14.2--

< 8 DIGIT TSUSA CODE: 20120

TSUSA: 2012000 WARM WHT COI NOT REFINED MANUFACTURED COL COATED OR PLIMP SIC: 22911000

COIMP	YEAR	GEN FRICTURE VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR &	SHIP JT VESSEL	FRT/LB VESSEL &	AVERAGE OF YEARLY GROWTH RATES
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< BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

2110 SALVAD

5 DIGIT TSUSA CODE: 30130

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	1006513	1706513	0	05870	466	0.40	1070181	7.34	
	1979	064276	064276	0	05238	0	0.00	899330	0.74	
	1980	087612	087612	0	07304	0	0.00	737223	0.35	
	1981	1270277	1270277	0	112201	0	0.00	014175	0.76	
	1982	1066978	1066978	0	01756	1102	0.50	033177	7.37	

TSUSA TOTALS

ALL	1978	1006513	1006513	0	05870	466	0.40	1070181	7.34	
	1979	064276	064276	0	05238	0	0.00	899330	0.74	
	1980	087612	087612	0	07304	0	0.00	737223	0.35	
	1981	1270277	1270277	0	112201	0	0.00	014175	0.76	
	1982	1066978	1066978	0	01756	1102	0.50	033177	7.37	.9

5 DIGIT TSUSA CODE: 36626

TSUSA: 3662640 COTTON TRIMMED NECK TERRY 0 45C EACH 0 91.45 LB M-0 SIC: 28220630
 3662600 COT TRIMMED PILF 30 TUFTED NEC OV 45C EACH 0V 61.45 LB M-0 SIC: 28220630

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	2762378	2760378	0	387708	625707	0.12	656928	7.78	
	1979	6010670	6010670	0	676726	725657	0.13	928900	7.11	
	1980	6766023	6766023	0	627583	709058	0.15	639835	0.99	
	1981	6356722	6356722	0	650087	716180	0.10	500551	7.18	
	1982	6356763	6356763	0	665805	872881	0.22	1065390	7.11	

TSUSA TOTALS

ALL	1978	2762378	2760378	0	387708	625707	0.12	656928	7.78	
	1979	6010670	6010670	0	676726	725657	0.13	928900	7.11	
	1980	6766023	6766023	0	627583	709058	0.15	639835	0.99	
	1981	6356722	6356722	0	650087	716180	0.10	500551	7.18	
	1982	6356763	6356763	0	665805	872881	0.22	1065390	7.11	27.5

5 DIGIT TSUSA CODE: 37060

TSUSA: 3706050 NECK AND SLYS COTTON KNIT SHIRTS NOT ORNAMENTED NSPF SIC: 28212610

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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2110 SALVAD

5 DIGIT TSUSA CODE: 17060

COMD	YEAR	CFR FISCAL VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR P	SHIP AT VESSEL	FRT/LB VESSEL P	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	47711	49731	0	10643	27665	0.12	0	0	7.37
	1979	159021	159021	0	13186	61971	0.11	4333	0	7.75
	1980	97447	97447	0	20645	76835	0.18	0	0	7.77
	1981	41320	41320	0	8692	4258	0.40	13026	0	7.12
	1982	2342	2362	0	406	232	0.68	0	0	7.37
RPT	1978	48522	145922	119010	36821	95566	0.12	0	0	7.77
	1979	1591576	497937	1024576	102466	268671	0.15	0	0	7.77
	1980	141611	667676	952220	97106	192726	0.18	0	0	7.77
	1981	1495170	550765	966816	115572	252527	0.13	0	0	7.77
	1982	1003911	127709	675412	87553	155252	0.28	0	0	7.77
TSUSA TOTALS										
ALL	1978	535045	215555	310410	45266	117231	0.12	0	0	7.77
	1979	1719527	625051	1024576	135640	317566	0.14	4333	0	7.75
	1980	1512120	550871	952220	117569	236550	0.18	0	0	7.77
	1981	1574550	501735	966816	126266	256785	0.14	13026	0	7.12
	1982	1004171	127051	675412	89249	155486	0.28	0	0	7.37

15.3--

5 DIGIT TSUSA CODE: 38327

TSUSA: 182225 WOMEN'S BLISEC VST KMT MANMDF FIBER LACE, NET, DR DRU SIC: 25517570

COMD	YEAR	CFR FISCAL VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR P	SHIP AT VESSEL	FRT/LB VESSEL P	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	17141	17141	0	2293	2388	0.17	0	0	7.37
	1979	47016	47016	0	28481	2605	0.51	0	0	7.77
	1980	44598	44598	0	18916	5539	0.15	0	0	7.77
	1981	0	0	0	0	0	0.00	0	0	7.77
	1982	2048	2048	0	835	02	0.25	0	0	7.37
RPT	1978	221522	250718	1755490	407883	418440	0.12	220783	0	7.11
	1979	1117895	100586	812200	127746	86018	0.14	38512	0	7.77
	1980	2411266	774037	1630914	527105	123846	0.58	9361	0	7.14
	1981	1282588	974120	2282658	422400	145104	0.57	0	0	7.37
	1982	1667685	267687	2527198	379055	135631	0.73	0	0	7.37

8 PASSED BY RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

510

2110 SALVAGE

< RIGHT TSUSA CODE: 18322

GROUP	YEAR	GEM FUTURE VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS										
ALL	1979	2722720	272270	1755400	435176	427827	0.12	227783	7.11	22.5
	1979	1194929	147407	817200	154227	07427	0.15	14512	7.27	
	1980	2450152	812547	1610914	246111	124885	0.58	9341	7.35	
	1981	1283500	004120	2209448	427409	145106	0.57	0	0.77	
	1982	262755	262755	2571108	180700	135720	0.73	0	0.00	

< RIGHT TSUSA CODE: 18320

TSUSA: 1832010 MOTHERS WAREHOUSE FIBER REINFORCED AND SHIP'S YARN-DYED Y KT Y ORV -SIC: 28317270
 1832011 MOTHERS WAREHOUSE FIBER REINFORCED AND SHIP'S NOT KNIT NOT ORV OT4 28317270
 1832012 MOTHERS WAREHOUSE FIBER REINFORCED COATS NOT KNIT NOT ORV ORV 28317270
 1832013 MOTHERS WAREHOUSE FIBER REINFORCED AND SHIP'S NOT KNIT NOT ORV 28317270

GROUP	YEAR	GEM FUTURE VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT OR	1979	0	0	0	0	0	0.00	0	0.00	22.6-0
	1979	747471	747471	0	209154	137254	0.22	0	7.07	
	1980	74747	74747	0	11372	6470	0.19	0	7.37	
	1981	0	0	0	0	0	0.00	0	0.00	
	1982	12112	12112	0	3401	721	0.47	0	0.00	
9-7	1979	0	0	0	0	0	0.00	0	7.07	22.6-0
	1979	5741052	1774202	4075440	524852	575045	0.28	24727	7.14	
	1980	1042750	102003	747446	27403	65720	0.49	567	7.14	
	1981	151744	109120	1110174	113192	47536	0.45	0	0.00	
	1982	1170174	1170174	127447	05001	41449	0.40	12567	7.11	

TSUSA TOTALS

ALL	1979	0	0	0	0	0	0.00	0	0.00	22.6-0
	1979	4700423	2703741	4075440	220006	705201	0.23	24703	7.14	
	1980	1107174	1107174	747446	28775	71359	0.47	567	7.14	
	1981	151744	109120	1110174	113192	47536	0.45	0	0.00	
	1982	1107174	1107174	127447	05001	41449	0.40	12567	7.11	

< RIGHT TSUSA CODE: 48500

TSUSA: 4850011 FIBER CAPACITORS, CERAMIC, SINGLE LAYER LEADS, EXC CHIP, AXIAL -SIC: 35740310
 4850012 FIBER CAPACITORS, CERAMIC, SINGLE LAYER LEADS, EXC CHIP, RADIAL 35740310
 4850013 FIBER CAPACITORS, CERAMIC, MULTILAYER, AXIAL LEADS 35740310
 4850014 FIBER CAPACITORS, CERAMIC, MULTILAYER, RADIAL LEADS 35740310
 4850017 FIBER CAPACITORS, CERAMIC, CHIPS 35740310

C DIGIT TSUSA CODE: 48590

COMID	YEAR	CFR CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LB AIR \$	SHIP AT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PA	1978	0	0	0	0	0	0.00	0	0.00	
	1979	47810	47810	0	4781	1621	0.14	0	0.00	
	1980	145079	145079	0	14508	4007	0.30	0	0.00	
	1981	90959	90959	0	9095	6558	0.13	57	0.00	
	1982	87262	87262	0	8726	4185	0.06	0	0.00	
RPT	1978	6451071	1566000	2886072	156607	205472	0.14	0	0.00	
	1979	15007526	1091129	11125667	109108	261191	0.14	0	0.00	
	1980	15556812	1267021	11674111	106765	215337	0.13	3350	0.00	
	1981	15814610	1265220	11871001	106527	278008	0.30	0	0.00	
	1982	12952727	1071610	10081376	107135	161567	0.25	0	0.00	
TSUSA TOTALS										
ALL	1978	4091057	1500103	2027066	158015	209302	0.14	0	0.00	
	1979	15123365	1260968	11123707	106049	266096	0.14	0	0.00	
	1980	15490110	1292900	11674111	107253	222366	0.13	3350	0.00	
	1981	15087608	1276187	11871001	106412	283664	0.29	57	0.00	
	1982	10060055	1006051	10091376	105861	160757	0.25	0	0.00	17.1

C DIGIT TSUSA CODE: 58776

TSUSA: 4877610 POLYMER INTEGRATED CIRCUITS, LINEAR SIC: 35741010
 4877615 MICROLAB POLYMER INTEGRATED CIRCUIT MEMORIES 35741050
 4877620 TTL MICROLAB POLYMER INTEGRATED CIRCUITS, EX MEMORIES 35741020
 4877630 MICROLAB POLYMER INTEGRATED CIRCUITS, VSPF 35741050
 4877645 MOS RANDOM ACCESS MEMORIES, FSC THAN 0700 BITS 35741060
 4877660 MOS RANDOM ACCESS MEMORIES 0000 BITS & GREATER 35741060

COMID	YEAR	CFR CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LB AIR \$	SHIP AT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PA	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	0	0	0	0	0	0.00	0	0.00	
	1981	115679	115679	0	6476	3335	0.34	0	0.00	
	1982	269112	269112	0	11375	1717	0.06	0	0.00	

C BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

C DIGIT TSUSA CONF: 58774

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
R77	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	14481475	14740133	16912342	939067	465021	0.40	0	0.00	0.00
	1982	44907374	23370418	23520478	990921	1101870	0.40	0	0.00	0.00
TSUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	14481475	15084761	16912342	945541	463354	0.40	0	0.00	0.00
	1982	44907374	23440131	23520478	1002206	1103537	0.40	0	0.00	30.5

C DIGIT TSUSA CONF: 58797

TSUSA: 4978700 SPEC. OF ELECTRONIC CRYSTAL COMPONENTS, NCPF

SIC: 3490720

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	4883	4883	0	273	0	0.00	0	0.00	0.00
	1982	1418	1518	0	140	17	0.45	0	0.00	0.00
R77	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	1082051	521677	511270	29213	11807	0.30	0	0.00	0.00
	1982	1421730	401554	730245	29322	15714	0.36	0	0.00	0.00

TSUSA TOTALS

8 PAGES ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

59

2110 SALVADOR

C BIGHT TSUSA CODE: 5R787

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LR AIR R	SHIP JT VESSEL	FRT/LR VESSEL R	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	0	0	0	0	0	0.00	0	0.00	37.8
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	0	0	0	0	0	0.00	0	0.00	
	1981	1017874	526555	511270	29686	11807	0.30	0	0.00	
	1982	1425317	495072	737245	29671	14731	0.36	0	0.00	

C BIGHT TSUSA CODE: 90000

TSUSA: 900000 UNITED STATES CODES

RETURNED

SIC: 0000000

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LR AIR R	SHIP JT VESSEL	FRT/LR VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT 90	1978	222061	222061	0	0	18638	0.21	526656	0.15	3.3
	1979	220277	220277	0	0	111005	0.42	247586	0.13	
	1980	222814	222814	0	0	115394	0.37	272327	0.11	
	1981	222376	222376	0	0	45040	0.41	529135	0.28	
	1982	100314	100314	0	0	33507	0.63	214591	0.27	

TSUSA TOTALS

ALL	1978	222061	222061	0	0	18638	0.21	526656	0.15	3.3
	1979	220277	220277	0	0	111005	0.42	247586	0.13	
	1980	222814	222814	0	0	115394	0.37	272327	0.11	
	1981	222376	222376	0	0	45040	0.41	529135	0.28	
	1982	100314	100314	0	0	33507	0.63	214591	0.27	

C BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

2110 SALVADOR

SALVADOR TOTALS

GROUP	YEAR	CFR CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	CHG MT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PA	1978	171146278	171146278	0	744812	792106	0.14	377936554	7.72	
	1979	203191050	203191050	0	1446876	1745162	0.17	479220906	7.72	
	1980	109915828	109915828	0	892633	1123378	0.17	265744940	7.75	
	1981	149505778	149505778	0	876416	1217518	0.20	117250348	7.77	
	1982	210002270	210002270	0	1122871	1761072	0.23	145614521	7.78	
BA7	1978	7451660	7451660	4059901	500311	771487	0.12	227783	7.11	
	1979	21668030	4604032	17061002	1143170	1151827	0.20	132212	7.11	
	1980	20665270	5606457	14950920	906447	575634	0.28	11952	7.72	
	1981	54927162	23172760	13668908	2014270	1512001	0.31	0	7.72	
	1982	20902507	22579137	64270450	1952070	1817651	0.33	17557	7.11	
BPA	1978	49096	14096	15892	1408	1020	0.15	0	7.72	
	1979	47910	20670	67110	2060	1292	0.14	0	7.72	
	1980	0	0	0	0	0	0.00	0	7.72	
	1981	0	0	0	0	0	0.00	0	7.72	
	1982	0	0	0	0	0	0.00	0	7.72	
BEP	1978	105310	105310	0	0	0	0.00	1263335	7.76	
	1979	403716	403716	0	0	0	0.00	2371025	7.76	
	1980	10610010	10610010	0	0	0	0.00	47874810	7.71	
	1981	12220064	12220064	0	0	21431	0.04	58370132	7.71	
	1982	21220064	21220064	0	0	0	0.00	137531847	7.71	
ALL	1978	179063152	176767270	4059923	145531	1515511	0.13	372260672	7.72	
	1979	117101744	109211312	17061002	2500056	2305271	0.18	489754013	7.72	
	1980	149771178	125812758	14950920	1790000	1789016	0.21	313613221	7.75	
	1981	211240000	187412501	13668908	2800686	2557030	0.26	175368480	7.75	
	1982	10740260	76277070	64270450	1084050	2073625	0.29	282350335	7.76	

21.3

LISTED TSJAS REPRESENT 06.7% OF TOTAL FOR COUNTRY

% BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

< RIGHT TSUSA CODE: 10410

TSUSA: 1741020 REF, FRESH, CHILLED, OR WITH NONE
1741040 REF, FRESH, CHILLED, OR FROZEN, WITHOUT NONE

SIC: 2011030
2711030

COMMODITY	YEAR	CFR FISCAL VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LR AIR \$	SHIP WT VESSEL	FRT/LR VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PB	1979	74749075	75749075	0	1298603	23328	0.04	46554352	7.34	1
	1979	44774522	44774522	0	1846254	7	0.00	47413140	7.34	
	1980	49046019	49046019	0	1447926	7	0.00	56947537	7.37	
	1981	49548007	49548007	0	945301	7	0.00	50163117	7.37	
	1982	75205736	75205736	0	707040	0	0.00	36517738	7.77	

TSUSA TOTAL

ALL	1979	74749075	75749075	0	1298603	23328	0.06	46554352	7.34	5.4
	1979	44774522	44774522	0	1846254	7	0.00	47413140	7.34	
	1980	49046019	49046019	0	1447926	7	0.00	56947537	7.37	
	1981	49548007	49548007	0	945301	7	0.00	50163117	7.37	
	1982	75205736	75205736	0	707040	7	0.00	36517738	7.77	

< RIGHT TSUSA CODE: 11445

TSUSA: 1144500 SHRP, UNREF, TAIL, NOT IN AIRTIGHT CONTAINERS
1144510 SHRP, UNREF, TAIL, NOT IN AIRTIGHT CONTAINERS
1144520 SHRIMP, AND CRAB, SHELL-ON
1144530 SHRIMP, PEEL, RAW, NOT IN AIRTIGHT CONTAINERS
1144540 SHRIMP, AND CRAB, NOT IN AIRTIGHT CONTAINERS
1144590 SHELLFISH, INCLUDING PASTES AND SAUCES, HSPP

SIC: 2010010
2010020
2010030
2010040
2010050
2010060
2710010

COMMODITY	YEAR	CFR FISCAL VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LR AIR \$	SHIP WT VESSEL	FRT/LR VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PB	1979	14155285	15155285	0	0	211444	0.21	5035781	7.34	7.34
	1979	24960377	24960377	0	0	401825	0.14	6451276	7.37	
	1980	25225175	25225175	0	0	143061	0.18	7246559	7.37	
	1981	47704055	47704055	0	0	1175845	0.15	4466595	7.37	
	1982	7510276	7510276	0	0	1825881	0.14	7750243	7.34	

& PASSED BY DEPARTMENT FOR WHICH DATA AND WEIGHT DATA ARE RECORDED

2157 HONDIHA

5 MERIT TSUSA CODE: 14640

COMD	YEAR	RFM FISCAL VALUE	FUT VALUE	US VALUE	CALCULATED RATE	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
BT PA	1979	07146667	07146667		C	2000	0.05	310551150	7.22	
	1978	17000000	10000000		C	2	0.00	310551150	7.22	
	1977	13100000	10000000		C	2	0.00	310551150	7.22	
	1976	12100000	10000000		C	2	0.00	310551150	7.22	
	1975	12700000	10000000		C	2	0.00	310551150	7.22	

TSUSA TOTAL

ALL	1979	07146667	07146667		C	2000	0.05	310551150	7.22	
	1978	17000000	10000000		C	2	0.00	310551150	7.22	
	1977	13100000	10000000		C	2	0.00	310551150	7.22	
	1976	12100000	10000000		C	2	0.00	310551150	7.22	
	1975	12700000	10000000		C	2	0.00	310551150	7.22	12.6

5 MERIT TSUSA CODE: 14806

TSUSA: 14806000 BENCHMOLLS, FORMS, IN PACKAGE OTHER THAN COATES SIC: 27201000

COMD	YEAR	RFM FISCAL VALUE	FUT VALUE	US VALUE	CALCULATED RATE	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
BT PA	1979	4410000	4410000		C	2150	0.30	01700100	7.22	
	1978	4000000	4000000		C	2	0.00	01700100	7.22	
	1977	4000000	4000000		C	2	0.00	01700100	7.22	
	1976	4000000	4000000		C	2	0.00	01700100	7.22	
	1975	4000000	4000000		C	2	0.00	01700100	7.22	

TSUSA TOTAL

ALL	1979	4410000	4410000		C	2150	0.30	01700100	7.22	
	1978	4000000	4000000		C	2	0.00	01700100	7.22	
	1977	4000000	4000000		C	2	0.00	01700100	7.22	
	1976	4000000	4000000		C	2	0.00	01700100	7.22	
	1975	4000000	4000000		C	2	0.00	01700100	7.22	9.6

5 MERIT TSUSA CODE: 15270

TSUSA: 15270000 BENCHMOLLS AND PLANTING, PARTS AND FILLS SIC: 28200000

COMD	YEAR	RFM FISCAL VALUE	FUT VALUE	US VALUE	CALCULATED RATE	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
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5 MERIT BY REPORTS FOR WHICH DATA AND WEIGHT DATA ARE REPORTED

* FIRST YRUSA CODE: 15220

CDYR	YEAR	REP PAYMENT VALUE	NET VALUE	GR VALUE	CALCULATED NET	SHIP WT AIR	TOTAL AIR	SHIP AT VESSEL	TOTAL VESSEL	AVERAGE OF YEARLY GROWTH RATES
BY TO	1978	91263	91263		91263					
	1979	12770	12770		12770					
	1980									
	1981	31000	31000		31000					
	1982	12550	12550		12550					
BY	1978	140000	140000		140000					
	1979	112700	112700		112700					
	1980	112700	112700		112700					
	1981	112700	112700		112700					
	1982	112700	112700		112700					
TOTAL TOTALS										
ALL	1978	200000	200000		200000					
	1979	112700	112700		112700					
	1980	112700	112700		112700					
	1981	112700	112700		112700					
	1982	112700	112700		112700					11.1

* FIRST YRUSA CODE: 15520

ISSUES: 1550005 CONT NO REPT CHARGE, REMIND, UNCLASS, REPT (STY RAW VALUE) SIC: 7322025

CDYR	YEAR	REP PAYMENT VALUE	NET VALUE	GR VALUE	CALCULATED NET	SHIP WT AIR	TOTAL AIR	SHIP AT VESSEL	TOTAL VESSEL	AVERAGE OF YEARLY GROWTH RATES
BY TO	1978									
	1979									
	1980									
	1981									
	1982									
BY	1978	450000	450000		450000					
	1979	112700	112700		112700					
	1980	112700	112700		112700					
	1981	112700	112700		112700					
	1982	112700	112700		112700					

FORWARD TO REPT FOR WHICH DATE AND WEIGHT DATA WAS REPORTED

5 DIGIT TSUSA CODE: 15500

CONTR	YEAR	CFR PREVIOUS VALUE	PUT VALUE	HS VALUE	CALCULATED RATE	SHIP WT AIR	PORT/LB AIR	SHIP WT VESSEL	PORT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
ALL	1970	4491370	4491377	0	0	0	55964193	2.31		
	1971	1628161A	1628161B	0	0	0	151076700	2.31		
	1972	77901575	77901575	0	0	0	180094700	2.31		
	1973	24117321	24117321	0	0	0	192044692	2.31		
	1974	21419771	21419771	0	0	0	122746447	2.31		54.6

5 DIGIT TSUSA CODE: 15500

TSUSA: 1550000 MISCELLANEOUS

SIC: 3330000

CONTR	YEAR	CFR PREVIOUS VALUE	PUT VALUE	HS VALUE	CALCULATED RATE	SHIP WT AIR	PORT/LB AIR	SHIP WT VESSEL	PORT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
CON	1970	1170810	1170817	0	0	0	50310275	2.31		
	1971	2615740	2615740	0	0	0	82312211	2.31		
	1972	1011821	1011821	0	0	0	100073220	2.31		
	1973	1567185	1567185	0	0	0	78612378	2.31		
	1974	1142630	1142630	0	0	0	161170395	2.31		

TSUSA TOTALS

ALL	1970	1170810	1170817	0	0	0	50310275	2.31		
	1971	2615740	2615740	0	0	0	82312211	2.31		
	1972	1011821	1011821	0	0	0	100073220	2.31		
	1973	1567185	1567185	0	0	0	78612378	2.31		
	1974	1142630	1142630	0	0	0	161170395	2.31		68.7

5 DIGIT TSUSA CODE: 16010

TSUSA: 1601000 COFFEES

SIC: 2010000

CONTR	YEAR	CFR PREVIOUS VALUE	PUT VALUE	HS VALUE	CALCULATED RATE	SHIP WT AIR	PORT/LB AIR	SHIP WT VESSEL	PORT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
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BASED ON REPORTS FOR WHICH DATE AND WEIGHT DATA ARE REPORTED

4 RIGHT TUSA CONF: 16010

COMP	YEAR	CFR FREIGHT VALUE	NET VALUE	% VALUE	CALCULATED NET	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT	1979	12011896	12211896	0	0	777	0.21	72148826	7.76	
	1980	102891027	102491027	0	0	7	0.00	74197117	7.76	
	1981	71417076	71417076	0	0	7	0.00	66557932	7.76	
	1982	12474188	12474188	0	0	725246	0.05	66661743	7.76	
	1983	17162726	17162726	0	0	141257	0.03	70624243	7.76	
TUSA TOTALS										
ALL	1979	12011896	12211896	0	0	777	0.21	72148826	7.76	
	1980	102891027	102491027	0	0	7	0.00	74197117	7.76	
	1981	71417076	71417076	0	0	7	0.00	66557932	7.76	
	1982	12474188	12474188	0	0	725246	0.05	66661743	7.76	
	1983	17162726	17162726	0	0	141257	0.03	70624243	7.76	25.2-

4 RIGHT TUSA CONF: 17010

TUSA: 1701000 WRAPPED TOBACCO WT

STAMPED

STC: 7130570

COMP	YEAR	CFR FREIGHT VALUE	NET VALUE	% VALUE	CALCULATED NET	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT	1979	12011896	12011896	0	207487	1163	0.08	172547	7.13	
	1980	1701716	1701716	0	170110	57077	0.12	690207	7.13	
	1981	184400	184400	0	180747	63001	0.24	339633	7.13	
	1982	1054044	1054044	0	110470	406	0.64	441021	7.13	
	1983	12751	12751	0	12516	7	0.00	154910	7.13	
CCP	1979	0	0	0	0	7	0.00	0	7.00	
	1980	0	0	0	0	7	0.00	0	7.00	
	1981	0	0	0	0	7	0.00	0	7.00	
	1982	0	0	0	0	7	0.00	0	7.00	
	1983	14700	14700	0	0	2574	0.14	131211	7.10	
TUSA TOTALS										

8 BASED ON DEFENSE FOR WHICH RATE AND WEIGHT DATA JAC RECORDED

67

* RIGHT TSUSA CODE: 17010

COMD	YEAR	GEN CUSTOMER VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
ALL	1979	1257177	1257177	0	297397	1163	0.00	372632	7.13	2.7
	1980	1701714	1701714	0	478310	5707	0.12	487297	7.11	
	1981	1304409	1304409	0	140247	5708	0.26	357133	7.97	
	1982	1046045	1046045	0	110670	494	0.65	661324	7.11	
	1983	1117431	1117431	0	12534	2573	-0.15	257137	7.16	

* RIGHT TSUSA CODE: 17052

TSUSA: 170529 CIGARETTES, FAT TRAFICO, NOT STEMMED, 93PLEY

SIC: 9130530

COMD	YEAR	GEN CUSTOMER VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
OT -B	1979	3241180	3241180	0	39797	0	0.00	6016765	7.76	2.1-
	1980	3085720	3085720	0	17348	0	0.00	3256377	7.36	
	1981	3058570	3058570	0	0	0	0.00	3216859	7.76	
	1982	3149724	3149724	0	44283	0	0.00	3631844	7.35	
	1983	3071077	3071077	0	18073	0	0.00	2750530	7.35	

TSUSA TOTALS

COMD	YEAR	GEN CUSTOMER VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
ALL	1979	3241180	3241180	0	39797	0	0.00	6016765	7.76	2.1-
	1980	3085720	3085720	0	17348	0	0.00	3256377	7.36	
	1981	3058570	3058570	0	0	0	0.00	3216859	7.76	
	1982	3149724	3149724	0	44283	0	0.00	3631844	7.35	
	1983	3071077	3071077	0	18073	0	0.00	2750530	7.35	

* RIGHT TSUSA CODE: 17070

TSUSA: 170700 CIGARS, PHIL, EXCEPT PHIL ARTICLE, VALUE 15 CTS OR MORE -- SIC: 9121000

COMD	YEAR	GEN CUSTOMER VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
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* RATES ON DEFERRED PAY WHICH RATE AND WEIGHT DATA WAS RECORDED

2150 HONDURA

5 DIGIT TSUSA CODE: 17070

COMD	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	145311	145311	0	3336	21181	0.17	1728	0.17	0.17
	1982	107667	107667	0	2240	11035	0.17	4118	0.17	0.17
SCP	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	174901	174901	0	0	171330	0.16	115763	0.16	0.16
	1982	578201	578201	0	0	162307	0.18	679763	0.18	0.17
TSUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	1013472	1013472	0	3336	102527	0.16	120671	0.16	0.16
	1982	590068	590068	0	2250	187437	0.18	657551	0.18	0.17

5 DIGIT TSUSA CODE: 17000

TSUSA: 1700005 TOBACCO, REEPT CHOKING TOP, MANUFACTURED OR WGT, VCP

SIC: 2131032R

COMD	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	1712207	1712207	0	48347	0	0.00	1183562	0.00	0.00
	1981	1454474	1454474	0	76316	0	0.00	2070696	0.00	0.00
	1982	4591007	4591007	0	142517	0	0.00	2554325	0.00	0.00

TSUSA TOTALS

C BASED ON CUSTOMER FAP WHICH RATE AND WEIGHT DATA ARE OFFERED

4 DIGIT TCUSA CODE: 17000

COMMO	YEAR	GEN FRICTS VALUE	DUT VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	0	0	0	0	0	0.00	0	0.00	57.3
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	1712287	1712287	0	48337	0	0.00	1183567	0.00	
	1981	1456578	1456578	0	743316	0	0.00	2070596	0.00	
	1982	4401007	4401007	0	132517	0	0.00	2556324	0.00	

4 DIGIT TCUSA CODE: 20001

TCUSA: 20001000 CONTAMINATED BROWN AND BROWN PLAIN

SIC: 2699950

COMMO	YEAR	GEN FRICTS VALUE	DUT VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
BT PB	1978	496077	496077	0	12124	0	0.00	3272559	0.00	20.6
	1979	1767474	1767474	0	44190	0	0.00	718367	0.00	
	1980	4275337	4275337	0	104885	215040	0.04	1413866	0.04	
	1981	3253234	3253234	0	93834	211615	0.05	12275611	0.05	
	1982	1447052	1447052	0	84077	0	0.00	12270506	0.00	
GSP	1978	1914314	1914314	0	0	33167	0.02	13315008	0.02	
	1979	142117	142117	0	0	0	0.00	742967	0.00	
	1980	10832	10832	0	0	0	0.00	42622	0.00	
	1981	41074	41074	0	0	0	0.00	150306	0.00	
	1982	10267	10267	0	0	0	0.00	44356	0.00	

TCUSA TOTALS

COMMO	YEAR	GEN FRICTS VALUE	DUT VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	2000220	2000220	0	12124	33167	0.02	14585577	0.02	20.6
	1979	1914314	1914314	0	44190	0	0.00	8761514	0.00	
	1980	4275337	4275337	0	104885	214040	0.04	14137666	0.04	
	1981	1794274	1794274	0	93834	211615	0.05	12674657	0.05	
	1982	1447052	1447052	0	84077	0	0.00	12323658	0.00	

4 DIGIT TCUSA CODE: 20206

TCUSA: 20206000 LIME, SUGAR, SALT, FERTILIZER, AND OTHER MINERAL PRODUCTS EXCEPT FERTILIZERS, EXC SIDING/COLORS

SIC: 2621010
2621010

COMMO	YEAR	GEN FRICTS VALUE	DUT VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
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BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSUSA CODE: 20706

EXPORT YEAR	CFR FRETIVE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
1978	27711	27711	0	0	7	0.00	217333	2.32	
1979	0	0	0	0	7	0.00	0	2.32	
1980	0	0	0	0	7	0.00	0	2.32	
1981	24118	24118	0	0	7	0.00	328737	2.32	
1982	111011	111011	0	0	0	0.00	11362152	2.32	
TSUSA TOTALS									
ALL	27711	27711	0	0	7	0.00	217333	2.32	
1978	0	0	0	0	7	0.00	0	2.32	
1979	0	0	0	0	7	0.00	0	2.32	
1980	0	0	0	0	7	0.00	0	2.32	
1981	24118	24118	0	0	7	0.00	328737	2.32	
1982	111011	111011	0	0	0	0.00	11362152	2.32	

5 DIGIT TSUSA CODE: 20770

TSUSA: 2070065 PINE LUMBER, YES OR HIGH SIC: 2621810
2070004 OTHER LUMBER, NFC, UNRESERVED & MARKED SIC: 26218170

EXPORT YEAR	CFR FRETIVE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
1978	676557	676557	0	0	22371	0.33	137255588	2.32	
1979	5788878	5788878	0	0	143867	0.32	57257362	2.32	
1980	4670675	4670675	0	0	7	0.00	25151734	2.32	
1981	466678	466678	0	0	81000	0.06	20088178	2.32	
1982	110078	110078	0	0	7	0.00	6932501	2.32	
TSUSA TOTALS									
ALL	676557	676557	0	0	22371	0.33	137255588	2.32	
1978	5788878	5788878	0	0	143867	0.32	57257362	2.32	
1979	4670675	4670675	0	0	7	0.00	25151734	2.32	
1980	466678	466678	0	0	81000	0.06	20088178	2.32	
1981	110078	110078	0	0	7	0.00	6932501	2.32	
1982	110078	110078	0	0	7	0.00	6932501	2.32	

5 DIGIT TSUSA CODE: 20800

TSUSA: 2080000 OTHER MANUFACTURES, A MAN, 1/4 IN OR MORE BY 1/4 IN OR MORE SIC: 2699510

EXPORT YEAR	CFR FRETIVE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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14.0-

2150 HONDUPA

5 DIGIT TSUSA CODE: 20450

COMMOD	YEAR	CFR CUSTOMS VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP AT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATE
BT PN	1979	4589	4589	0	246	7	0.00	17313	7.74	11.8--
	1979	20022	20022	0	1161	7	0.00	150695	7.74	
	1980	1507150	1507150	0	55311	81307	0.75	7095966	7.74	
	1981	470675	470675	0	18013	141502	0.74	2652570	7.74	
	1982	26086	26086	0	602	7	0.00	44306	7.74	
SCP	1979	1678676	1678676	0	0	38451	0.02	8565519	7.74	
	1979	5103296	5103296	0	0	0	0.00	23564132	7.74	
	1980	2053617	2053617	0	0	0	0.00	8688385	7.74	
	1981	1703322	1703322	0	0	62295	0.76	6328337	7.74	
	1982	2705351	2705351	0	0	27660	0.02	9513575	7.74	

TSUSA TOTALS

ALL	1979	1405126	1405126	0	246	18451	0.02	8574531	7.74
	1979	522318	522318	0	1161	7	0.00	23716597	7.74
	1980	1433742	1433742	0	55311	81307	0.75	15586331	7.74
	1981	2053322	2053322	0	18013	237763	0.04	8781537	7.74
	1982	2906665	2906665	0	602	27667	0.72	9525301	7.74

5 DIGIT TSUSA CODE: 17624

TSUSA: 176240 BRASSIERES WOM-WARE FIFER LACE NET OR ORNAMENTED SIC: 23621730

COMMOD	YEAR	CFR CUSTOMS VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP AT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATE
BPT	1979	1786016	1786016	246555	111825	152553	0.70	0	7.74	
	1979	2486634	2486634	1016073	232263	201892	0.14	0	7.74	
	1980	1562971	1562971	2485548	166002	453060	0.17	0	7.74	
	1981	1076676	1076676	2744000	171614	154277	0.16	0	7.74	
	1982	1775260	1775260	2667766	156638	235508	0.18	73963	7.74	

TSUSA TOTALS

6 RECORD ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

4 DIGIT TSUSA CODE: 37424

GROUP	YEAR	CFR FUTURE VALUE	OUT VALUE	US VALUE	CALCULATED RATE	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	1004016	340651	746555	111825	152555	0.09	0	0.00	
	1979	2467616	774913	1916493	272263	281882	0.14	0	0.00	
	1980	1577151	1701873	2405548	460376	151782	0.17	0	0.00	
	1981	1965176	1141861	2778243	373387	151507	0.16	0	0.00	
	1982	1775260	1116606	2667766	156638	235508	0.18	75263	0.00	45.3

4 DIGIT TSUSA CODE: 37428

TSUSA: 3742000 30ASSIEPER NON-WARE FIBER NOT ADMANATED SIC: 2621777

GROUP	YEAR	CFR FUTURE VALUE	OUT VALUE	US VALUE	CALCULATED RATE	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
007	1978	1065410	517028	1328512	111074	125825	0.06	0	0.00	
	1979	1128810	952217	2174613	171308	182851	0.12	0	0.00	
	1980	6155215	1411167	2026545	246002	676061	0.16	0	0.00	
	1981	5167716	1508222	1557016	287426	167547	0.13	0	0.00	
	1982	4766654	2710757	6776600	167153	158066	0.15	335151	0.00	

TSUSA TOTALS

GROUP	YEAR	CFR FUTURE VALUE	OUT VALUE	US VALUE	CALCULATED RATE	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	1065410	517028	1328512	111074	125825	0.06	0	0.00	
	1979	1128810	952217	2174613	171308	182851	0.12	0	0.00	
	1980	6155215	1411167	2026545	246002	676061	0.16	0	0.00	
	1981	5167716	1508222	1557016	287426	167547	0.13	0	0.00	
	1982	4766654	2710757	6776600	167153	158066	0.15	335151	0.00	37.1

4 DIGIT TSUSA CODE: 37425

TSUSA: 3742000 30ASSIEPER NON-WARE FIBER NOT ADMANATED SIC: 2621777

GROUP	YEAR	CFR FUTURE VALUE	OUT VALUE	US VALUE	CALCULATED RATE	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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2 PAGES BY DECORRE FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSUSA CODE: 17725

COMD	YEAR	GEN CUSTYRNC VALUF	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARL GROWTH RATES
BPT	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	1707214	674278	1201007	46006	0	0.00	434528	0.00	0.00
	1981	4410538	1741955	2327443	89555	240	0.24	771506	0.24	0.24
	1982	4400878	1613786	2094076	110274	1100	0.15	822330	0.15	0.15
TSUSA TOTALS										
ALL	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	1707214	674278	1201007	46006	0	0.00	434528	0.00	0.00
	1981	4410538	1741955	2327443	112611	240	0.24	771506	0.24	0.24
	1982	4400878	1613786	2094076	110274	1100	0.15	822330	0.15	67.8

5 DIGIT TSUSA CODE: 17767

TSUSA: 1034700 WAPPC 3TH COTTON PLOUSFS NOT KNIT NOT APPARENTED NSPF SIC: 23317371
 1034755 GIRLS & INFANTS COU TPOUSER SLACKS ETC C-ROY VSPF MC WT ORV 23500050
 1034741 WAPPC COTTON TPOUSER SLACKS ETC OTHER VSPF MC WT ORV 23400050
 1034770 WAPPC GIR-C 3R INFANT OTHER COTTON SJIT PART VSPF MKT NORV 23500050

COMD	YEAR	GEN CUSTYRNC VALUF	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARL GROWTH RATES
BT 00	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1979	51158	51158	0	3520	2775	0.63	0	0.00	0.00
	1980	40874	70806	0	16344	1667	0.23	0633	0.23	0.23
	1981	112014	112014	0	18431	9049	0.23	15554	0.23	0.23
	1982	87714	87714	0	14477	15608	0.14	0	0.00	0.00
BPT	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	140	140	26	152	0.20	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	115004	84901	230143	14006	2480	0.21	58335	0.21	0.21
	1982	2474035	747155	1954079	126547	85585	0.14	372357	0.14	0.14

5 BASED ON DEFTDPC FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

2150 HONDURA

5 DIGIT TCHSA CODE: 18167

COMMOD YEAR	CFM EXCLUSIVE VALUE	NET VALUE	HC VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
TCHSA TOTAL									
ALL	1978	0	0	0	0	0.00	0	0	0.00
	1979	57444	57518	146	3555	0.41	0	0	0.00
	1980	49974	49806	0	16334	0.23	3433	0	0.17
	1981	42790	107877	27714	42637	0.24	75650	0	0.15
	1982	372101	854882	1844020	141055	0.14	372357	0	0.11

10.1

5 DIGIT TCHSA CODE: 18130

TCHSA: 1810015 WOMENS WAREHOUSE FIBER PLAINWEAVE AND SHIRTS NOT KNIT NOT ORY DTY SIC: 25117570
 1810016 INFANTS WAREHOUSE FIBER PLAINWEAVE AND SHIRTS NOT KNIT NOT ORY 25117570
 1810017 WOMENS WAREHOUSE FIBER COATS 1/4 OR LONGER NOT KNIT NOT ORY 25117525
 1810018 WOMENS DRESS WAREHOUSE FIBER COATS NOT KNIT NOT ORYMENTED 25117525
 1810019 WOMENS GIRDLE & INFANT WAREHOUSE FIBER CHITS, NOT KNIT, NOT ORY 25117540
 1810020 WOMENS GIRDLE & INFANT WAREHOUSE FIBER CHIRTS NOT KNIT NOT ORYMENTED 25117540
 1810021 WOMENS WAREHOUSE FIBER TROUSERS AND SLACKS NOT KNIT NOT ORY 25117540
 1810022 GIRLS AND INFANTS WAREHOUSE FIB TROUSERS & SLACKS NOT KNIT NOT ORY 25117540

COMMOD YEAR	CFM EXCLUSIVE VALUE	NET VALUE	HC VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PB	1978	0	0	0	0	0.00	0	0	0.00
	1979	640671	649671	0	29011	0.55	0	0	0.00
	1980	41044	41044	0	12810	0.44	0	0	0.00
	1981	127764	127764	0	49807	0.19	21687	0	0.15
	1982	15035	5005	0	8028	0.16	0	0	0.00
407	1978	0	0	0	0	0.00	0	0	0.00
	1979	47220	19113	20887	5230	0.14	0	0	0.00
	1980	89587	205441	47362	46365	0.21	16932	0	0.17
	1981	100207	51274	140113	148580	0.22	244777	0	0.15
	1982	215120	410771	1540445	19687	0.14	357567	0	0.11

BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSUSA CODE: 88300

EXPORT YEAR	GEN FISCAL VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP AT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTAL									
ALL 1979	0	0	0	0	0	0.00	0	0.00	
1979	005621	072522	000000	744561	47508	0.51	0	0.00	
1980	779747	742675	000000	77175	17247	0.64	159322	0.25	
1981	2010520	441485	1342113	198187	27175	0.21	324744	0.15	
1982	2192210	473745	1548465	195611	115885	0.16	252657	0.11	62.6

5 DIGIT TSUSA CODE: 50146

TSUSA: 671AA14 GOLD CONTENT OF ORES INITIALLY TREATED AT A LEAD PLANT
 671AA15 SILVER CONTENT OF ORES INITIALLY TREATED AT ZINC PLANT
 671AA25 SILVER CONTENT OF ORES INITIALLY TREATED AT ZINC PLANT
 SIC: 13611230
 13660770
 13660770

EXPORT YEAR	GEN FISCAL VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP AT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
BT 1979	7507022	7507022	0	0	0	0.00	6070300	0.31	
1979	14200014	14200014	0	0	0	0.00	0	0.00	
1980	14526944	14526944	0	0	0	0.00	6330000	0.22	
1981	15078720	15078720	0	0	0	0.00	6515957	0.16	
1982	8194446	8194446	0	0	0	0.00	6831567	0.37	
TSUSA TOTALS									
ALL 1979	7507022	7507022	0	0	0	0.00	6070300	0.31	
1979	14200014	14200014	0	0	0	0.00	0	0.00	
1980	14526944	14526944	0	0	0	0.00	6330000	0.22	
1981	15078720	15078720	0	0	0	0.00	6515957	0.16	
1982	8194446	8194446	0	0	0	0.00	6831567	0.37	13.3

5 DIGIT TSUSA CODE: 50210

TSUSA: 6721011 DJITABLE LEAD CONTENT FROM ORES INIT TREATED BY PLANT
 6721021 DJITABLE LEAD CONTENT FROM ORES INIT TREATED AT ZN PLANT
 SIC: 10310220
 10310220

EXPORT YEAR	GEN FISCAL VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP AT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
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BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

716

5 DIGIT TUSA CODE: 50210

COMPR	YEAR	KGZ FINE ZINC VALUE	NET VALUE	US VALUE	CALCULATED NET WT	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARL GROWTH RATES
GFP	1978	0302077	0302077	0	0	7	0.70	33527392	7.71	
	1979	11418014	11418014	0	0	7	0.70	24626142	7.71	
	1980	1062570	1062570	0	0	7	0.70	11872362	7.71	
	1981	2270787	2270787	0	0	7	0.70	32214850	7.71	
	1982	6057151	6057151	0	0	7	0.70	22726571	7.71	
TUSA TOTALS										
ALL	1978	0302077	0302077	0	48795	7	0.70	33527392	7.71	
	1979	11418014	11418014	0	48716	7	0.70	24626142	7.71	
	1980	1062570	1062570	0	0	7	0.70	11872362	7.71	
	1981	2270787	2270787	0	0	7	0.70	32214850	7.71	
	1982	6057151	6057151	0	0	7	0.70	22726571	7.71	12.9

5 DIGIT TUSA CODE: 50220

TUSA: 7022012 7022022 NET ZINC CONTENT FROM ORES INIT TREATED AT P3 PLANT
7022032 7022042 NET ZINC CONTENT FROM ORES INIT TREATED AT 74 PLANT SIC: 1331060
1331060

COMPR	YEAR	KGZ FINE ZINC VALUE	NET VALUE	US VALUE	CALCULATED NET WT	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARL GROWTH RATES
B1 IN	1978	0	0	0	0	0	0.00	0	7.71	
	1979	0	0	0	0	0	0.00	0	7.71	
	1980	0	0	0	0	0	0.00	0	7.71	
	1981	0	0	0	0	0	0.00	0	7.71	
	1982	0	0	0	0	0	0.00	0	7.71	
GFP	1978	6002796	6002796	0	0	7	0.70	12867222	7.71	
	1979	5112115	5112115	0	0	7	0.70	6070010	7.71	
	1980	2440022	2440022	0	0	7	0.70	6437333	7.71	
	1981	1770000	1770000	0	0	7	0.70	0	7.71	
	1982	1770000	1770000	0	0	7	0.70	0	7.71	

* BASED ON REPORTS FOR WHICH RATE AND WEIGHT DATA WAS OBTAINED

2150 HONDURA

5 NIGHT TCHSA CONF: 40220

COMP	YEAR	CFR FREIGHT VALUE	NET VALUE	GR VALUE	CALCULATED NETTY	SHIP WT AIR	PORT/LO AIR R	SHIP WT VESSEL	PORT/LO VESSEL R	AVERAGE OF YEARL COUNTRY RATES
TCHSA TOTALS										
ALL	1970	400790A	400790A	0	0	0	0.00	12869330	0.00	15.5-
	1979	5113915	5113915	0	0	0	0.00	8070300	0.00	
	1980	3440022	3440022	0	0	0	0.00	8175550	0.00	
	1981	3422600	3422600	0	0	0	0.00	0	0.00	
	1982	3117975	3117975	0	0	0	0.00	0	0.00	

5 NIGHT TCHSA CONF: 2464A

TCHSA: 2464A10 HAITI/MALLS
2464A10 HAITI/MALLS

SIC: 10000100
10000100

COMP	YEAR	CFR FREIGHT VALUE	NET VALUE	GR VALUE	CALCULATED NETTY	SHIP WT AIR	PORT/LO AIR R	SHIP WT VESSEL	PORT/LO VESSEL R	AVERAGE OF YEARL COUNTRY RATES
TCHSA TOTALS										
ALL	1970	406765	406765	0	0	0	0.00	0	0.00	05.6
	1979	1047437	1047437	0	0	0	0.00	0	0.00	
	1980	2430717	2430717	0	0	0	0.00	0	0.00	
	1981	2405725	2405725	0	0	0	0.00	0	0.00	
	1982	1047437	1047437	0	0	0	0.00	0	0.00	

5 NIGHT TCHSA CONF: 00000

TCHSA: 0000000 UNITED STATES CONF

RETURNED

SIC: 00000000

COMP	YEAR	CFR FREIGHT VALUE	NET VALUE	GR VALUE	CALCULATED NETTY	SHIP WT AIR	PORT/LO AIR R	SHIP WT VESSEL	PORT/LO VESSEL R	AVERAGE OF YEARL COUNTRY RATES
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5 PAGE 30 BEYOND THE WHICH DATE AND WHICH DATE ARE RECORDED

4 NIGHT TRUSA CONF: RAMP

EXPORT YEAR	NEW FISHING VESSEL	NET VALUE	US VALUE	CALCULATED UNIT	THIS MT	TOTAL	THIS MT	TOTAL	AVERAGE OF YEARLY EXPORT RATES
BT 00	1070	2000000	2000000	00000	00000	00000	00000	00000	00000
	1075	2000000	2000000	00000	00000	00000	00000	00000	00000
	1080	2000000	2000000	00000	00000	00000	00000	00000	00000
	1085	2000000	2000000	00000	00000	00000	00000	00000	00000
	1090	2000000	2000000	00000	00000	00000	00000	00000	00000
TOTAL									
ALL	1070	2000000	2000000	00000	00000	00000	00000	00000	00000
	1075	2000000	2000000	00000	00000	00000	00000	00000	00000
	1080	2000000	2000000	00000	00000	00000	00000	00000	00000
	1085	2000000	2000000	00000	00000	00000	00000	00000	00000
	1090	2000000	2000000	00000	00000	00000	00000	00000	00000

4 BASED ON REPORTS FOR WHICH DATE AND WEIGHT DATA WAS REPORTED

TABLE ...

TABLE ...

GROUP	YEAR	ESTIMATED VALUE	ACTUAL VALUE	PERCENTAGE	REMARKS	ESTIMATED VALUE	ACTUAL VALUE	PERCENTAGE	REMARKS	AVERAGE OF YEARS
A	1929	...	...	...	...	...	...	...	...	...
	1930	...	...	...	...	...	...	...	...	...
	1931	...	...	...	...	...	...	...	...	...
	1932	...	...	...	...	...	...	...	...	...
	1933	...	...	...	...	...	...	...	...	...
B	1929	...	...	...	...	...	...	...	...	...
	1930	...	...	...	...	...	...	...	...	...
	1931	...	...	...	...	...	...	...	...	...
	1932	...	...	...	...	...	...	...	...	...
	1933	...	...	...	...	...	...	...	...	...
C	1929	...	...	...	...	...	...	...	...	...
	1930	...	...	...	...	...	...	...	...	...
	1931	...	...	...	...	...	...	...	...	...
	1932	...	...	...	...	...	...	...	...	...
	1933	...	...	...	...	...	...	...	...	...
D	1929	...	...	...	...	...	...	...	...	...
	1930	...	...	...	...	...	...	...	...	...
	1931	...	...	...	...	...	...	...	...	...
	1932	...	...	...	...	...	...	...	...	...
	1933	...	...	...	...	...	...	...	...	...
E	1929	...	...	...	...	...	...	...	...	...
	1930	...	...	...	...	...	...	...	...	...
	1931	...	...	...	...	...	...	...	...	...
	1932	...	...	...	...	...	...	...	...	...
	1933	...	...	...	...	...	...	...	...	...

LISTED ...
 ...

5 DIGIT TENS COM: 10A10

TENSA: 10A10AN REEF, FRESH, CHILLED, OR FROZEN, WITHOUT SKE SIC: 23111770

CODE	YEAR	CFM FRESH VALUE	NET VALUE	IS VALUE	CALCULATED NET	SHIP WT AIR	FRT/EA AIR C	SHIP WT VESSEL	FRT/EA VESSEL C	AVERAGE OF YEAR COMMOD CODE
BT	1974	44070000	44070000	0	2066826	202378	0.00	71473166	7.35	
	1975	01471000	01471000	0	2247477	635467	0.11	74147416	7.36	
	1976	41940000	41940000	0	1150780	61227	0.10	66447772	7.34	
	1977	22250744	22250744	0	101385	12450	0.07	10794271	7.37	
	1978	13140174	13140174	0	407267	123378	0.00	31124410	7.10	

TENSA TOTALS

ALL	1974	44070000	44070000	0	2066826	202378	0.00	71473166	7.35	
	1975	01471000	01471000	0	2247477	635467	0.11	74147416	7.36	
	1976	41940000	41940000	0	1150780	61227	0.10	66447772	7.34	
	1977	22250744	22250744	0	101385	12450	0.07	10794271	7.37	
	1978	13140174	13140174	0	407267	123378	0.00	31124410	7.10	

5 DIGIT TENS COM: 11645

TENSA: 11645AN LAMP, BULB, OR AIRIGHT CONTAINERS SIC: 09100000

CODE	YEAR	CFM FRESH VALUE	NET VALUE	IS VALUE	CALCULATED NET	SHIP WT AIR	FRT/EA AIR C	SHIP WT VESSEL	FRT/EA VESSEL C	AVERAGE OF YEAR COMMOD CODE
BT	1974	20000000	20000000	0	0	174944	0.11	2241752	7.37	
	1975	29040000	29040000	0	0	607206	0.13	7957900	7.37	
	1976	10120000	10120000	0	0	11410	0.02	9744500	7.30	
	1977	12070000	12070000	0	0	99140	0.04	5404155	7.13	
	1978	14000000	14000000	0	0	110000	0.02	4124410	7.11	

TENSA TOTALS

5 DIGIT TENS COM: 11645AN LAMP, BULB, OR AIRIGHT CONTAINERS

5 DIGIT TUSA CODE: 11445

COMP	YEAR	COM FISCAL VALUE	NET VALUE	IC VALUE	CALCULATED AMTY	SHIP WT AIR	FRT/LN AIR \$	SHIP JT VESSEL	FRT/LN VESSEL \$	AVERAGE OF YEARL GROWTH RATES
ALL	1978	20200000	20200000	0	0	17984	0.11	0231752	7.77	13.7-
	1979	22040000	22040000	0	0	102206	0.14	7357388	7.77	
	1980	18171000	18171000	0	0	11417	0.27	4264395	7.77	
	1981	17072400	17072400	0	0	15160	0.24	5446135	7.77	
	1982	14445100	14445100	0	0	115064	0.22	6173810	7.77	

5 DIGIT TUSA CODE: 14640

TUSA: 14640000000000000000

SIC: 71722000

COMP	YEAR	COM FISCAL VALUE	NET VALUE	IC VALUE	CALCULATED AMTY	SHIP WT AIR	FRT/LN AIR \$	SHIP JT VESSEL	FRT/LN VESSEL \$	AVERAGE OF YEARL GROWTH RATES
BT PD	1978	10000000	10000000	0	0	7	0.00	302373074	0.77	13.1-
	1979	21740700	21740700	0	0	7	0.00	246398577	0.77	
	1980	20025000	20025000	0	0	7	0.00	250750134	0.77	
	1981	17000000	17000000	0	0	7	0.00	174231348	0.77	
	1982	0447000	0447000	0	0	7	0.00	89554562	0.77	

TUSA 14640

COMP	YEAR	COM FISCAL VALUE	NET VALUE	IC VALUE	CALCULATED AMTY	SHIP WT AIR	FRT/LN AIR \$	SHIP JT VESSEL	FRT/LN VESSEL \$	AVERAGE OF YEARL GROWTH RATES
ALL	1978	10000000	10000000	0	0	7	0.00	302373074	0.77	13.1-
	1979	21740700	21740700	0	0	7	0.00	246398577	0.77	
	1980	20025000	20025000	0	0	7	0.00	250750134	0.77	
	1981	17000000	17000000	0	0	7	0.00	174231348	0.77	
	1982	0447000	0447000	0	0	7	0.00	89554562	0.77	

5 DIGIT TUSA CODE: 15520

TUSA: 15520000000000000000 (574 DAN VALUE)

SIC: 20620000

COMP	YEAR	COM FISCAL VALUE	NET VALUE	IC VALUE	CALCULATED AMTY	SHIP WT AIR	FRT/LN AIR \$	SHIP JT VESSEL	FRT/LN VESSEL \$	AVERAGE OF YEARL GROWTH RATES
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4 DIGIT TSUSA CODE: 1550

GROUP	YEAR	GEN CUSTOMER VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
DT PD	1979	19111470	19111470	0	0	7	0.00	150554137	2.71	
	1970	19010643	19010643	0	0	7	0.70	217204373	2.71	
	1980	19495054	19495054	0	0	7	0.00	105531113	2.71	
	1981	0	0	0	0	7	0.00	0	2.71	
	1982	1714591	1714591	0	0	7	0.00	8746303	2.71	
GCP	1979	0	0	0	0	7	0.00	0	2.71	
	1970	0	0	0	0	7	0.00	0	2.71	
	1980	8540764	8540764	0	0	7	0.00	40077716	2.71	
	1981	11120276	11120276	0	0	7	0.00	135550104	2.71	
	1982	15344476	15344476	0	0	7	0.00	101937927	2.71	
TSUSA TOTALS										
ALL	1979	19111470	19111470	0	0	7	0.00	160710437	2.71	
	1970	19010643	19010643	0	0	7	0.00	217204373	2.71	
	1980	27954170	27954170	0	0	7	0.00	146470140	2.71	
	1981	11120276	11120276	0	0	7	0.00	135550104	2.71	
	1982	17145917	17145917	0	0	7	0.00	110471327	2.71	2.7

4 DIGIT TSUSA CODE: 1610

TSUSA: 1501000 COFFEE, CRJAE

SIC: 2079990

GROUP	YEAR	GEN CUSTOMER VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
DT PD	1979	14274132	14274132	0	0	350	0.00	10571533	2.74	
	1970	17422430	17422430	0	0	7	0.70	27472562	2.74	
	1980	11420450	11420450	0	0	7	0.00	10443030	2.74	
	1981	27015017	27015017	0	0	7	0.70	37000134	2.74	
	1982	1420771	1420771	0	0	7	0.00	3527544	2.77	
TSUSA TOTALS										

% BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

< RIGHT TCHSA CODE: 16010

COMID	YEAR	CFR FINESTRE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AID	FRT/LB AIR E	SHIP JT VESSEL	FRT/LB VESSEL E	AVERAGE OF YEARL GROWTH RATES
ALL	1978	15296132	15296132	0	0	350	0.00	10671503	0.74	28.4-
	1979	17572630	17572630	0	0	7	0.00	27471667	7.74	
	1980	11478650	11478650	0	0	7	0.00	18440339	7.74	
	1981	20150917	20150917	0	0	7	0.00	17707136	7.74	
	1982	1627777	1627777	0	0	7	0.00	2527536	7.77	

< RIGHT TCHSA CODE: 16020

TCHSA: 1602000 COFFEE, CR. JBLE TO INSTANT, NOT CHEMC SUGAR OR OTH ADDITIVE SIC: 20000000

COMID	YEAR	CFR FINESTRE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AID	FRT/LB AIR E	SHIP JT VESSEL	FRT/LB VESSEL E	AVERAGE OF YEARL GROWTH RATES
DT 00	1978	400630	400630	0	0	47	3.58	125326	2.17	26.4
	1979	320063	320063	0	0	47	3.28	377951	2.77	
	1980	156450	156450	0	0	7	0.00	1257880	7.70	
	1981	177875	177875	0	0	7	0.00	1530575	7.70	
	1982	277460	277460	0	0	0	0.00	1271930	0.17	

TCHSA TOTAL

COMID	YEAR	CFR FINESTRE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AID	FRT/LB AIR E	SHIP JT VESSEL	FRT/LB VESSEL E	AVERAGE OF YEARL GROWTH RATES
ALL	1978	400630	400630	0	0	47	3.58	125326	2.17	26.4
	1979	320063	320063	0	0	47	3.28	377951	2.77	
	1980	156450	156450	0	0	7	0.00	1257880	7.70	
	1981	177875	177875	0	0	7	0.00	1530575	7.70	
	1982	277460	277460	0	0	0	0.00	1271930	0.17	

< RIGHT TCHSA CODE: 17010

TCHSA: 1701000 WRAPPED TRACED VST STAPLES SIC: 25000000

COMID	YEAR	CFR FINESTRE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AID	FRT/LB AIR E	SHIP JT VESSEL	FRT/LB VESSEL E	AVERAGE OF YEARL GROWTH RATES
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< DATA BY DECADE FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

C DIGIT TSUSA CONF: 17000

COMMOD	YEAR	FRY FRICTION VALUE	NET VALUE	UC VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LR AIR C	SHIP JT VESSEL	FRT/LR VESSEL C	AVERAGE OF YEAPL GROWTH RATES
DT PD	1979	2467578	2467578	0	572607	505118	0.13	235382	2.35	
	1979	1482730	1482730	0	550416	706077	0.13	556331	2.39	
	1987	1196142	1196142	0	292337	43767	0.13	251522	2.39	
	1981	456673	456673	0	46017	5355	0.20	152176	2.39	
	1982	85532	85532	0	22733	7	0.00	12355	2.36	
GYP	1979	0	0	0	0	0	0.00	0	2.39	
	1979	0	0	0	0	0	0.00	0	2.39	
	1987	0	0	0	0	0	0.00	0	2.07	
	1981	0	0	0	0	0	0.00	0	2.39	
	1982	1196142	1196142	0	0	55677	0.16	259501	2.13	
TSUSA TOTALS										
ALL	1979	2467578	2467578	0	572607	505118	0.13	235382	2.35	
	1979	1482730	1482730	0	550416	706077	0.13	556331	2.39	
	1987	1196142	1196142	0	292337	43767	0.13	251522	2.39	
	1981	456673	456673	0	46017	5355	0.20	152176	2.39	
	1982	133062	133062	0	22733	55677	0.16	252756	2.13	22.6

C DIGIT TSUSA CONF: 17000

YENCA: 1700005 1700000, EXPORT SHIPPING TON, MANUFACTURED OR GST, VSPF

SIC: 21310000

COMMOD	YEAR	FRY FRICTION VALUE	NET VALUE	UC VALUE	CALCULATED NETTY	SHIP WT AIR	FRT/LR AIR C	SHIP JT VESSEL	FRT/LR VESSEL C	AVERAGE OF YEAPL GROWTH RATES
DT PD	1979	0	0	0	0	0	0.00	0	2.39	
	1979	0	0	0	0	0	0.00	0	2.39	
	1987	0	0	0	0	0	0.00	0	2.39	
	1981	0	0	0	0	0	0.00	0	2.39	
	1982	133062	133062	0	0	0	0.00	0	2.39	
TSUSA TOTALS										

2 DATA ON DECTIONS FOR WHICH RATE AND WEIGHT DATA ARE RECORDED

2109 NICARAG

5 DIGIT TSUSA CODE: 17000

GROUP	YEAR	COM FUTURE VALUE	NET VALUE	HS VALUE	CALCULATED AMTY	SHIP WT AIR	FRT/LB AIR C	SHIP JT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	0	0	0	0	7	0.00	0	0.00	
	1979	0	7	0	0	7	0.00	0	0.00	
	1980	0	0	0	0	7	0.00	7	0.00	
	1981	492070	492070	0	11000	7	0.00	362268	0.00	
	1982	1247110	1247110	0	4190	0	0.00	419667	0.00	112.4

5 DIGIT TSUSA CODE: 17545

TSUSA: 1754500 ESCAPE SEES

SIC: 9122222

GROUP	YEAR	COM FUTURE VALUE	NET VALUE	HS VALUE	CALCULATED AMTY	SHIP WT AIR	FRT/LB AIR C	SHIP JT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT DR	1978	202667	202667	0	0	7	0.00	7037704	0.00	7.36
	1979	1496744	1496744	0	0	7	0.00	3328125	0.00	7.26
	1980	1941570	1941570	0	0	7	0.00	3472970	0.00	0.00
	1981	1170001	1170001	0	0	7	0.00	2282375	0.00	0.00
	1982	1141157	1141157	0	0	7	0.00	2195211	0.00	0.00

TSUSA TOTALS

GROUP	YEAR	COM FUTURE VALUE	NET VALUE	HS VALUE	CALCULATED AMTY	SHIP WT AIR	FRT/LB AIR C	SHIP JT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	202667	202667	0	0	7	0.00	7037704	0.00	7.36
	1979	1496744	1496744	0	0	7	0.00	3328125	0.00	7.26
	1980	1941570	1941570	0	0	7	0.00	3472970	0.00	0.00
	1981	1170001	1170001	0	0	7	0.00	2282375	0.00	0.00
	1982	1141157	1141157	0	0	7	0.00	2195211	0.00	0.00

5 DIGIT TSUSA CODE: 17055

TSUSA: 1705545 MEAT CATTLE EXPORT CHIEFS YARN WOOD NOT KNIT NOT ORNA
 1705545 MEAT CATTLE EXPORT CHIEFS WSPF NOT KNIT NOT ORNA
 1705545 MEAT CATTLE EXPORT CHIEFS WSPF NOT KNIT NOT ORNA

SIC: 2821490
 2821490
 2821490

GROUP	YEAR	COM FUTURE VALUE	NET VALUE	HS VALUE	CALCULATED AMTY	SHIP WT AIR	FRT/LB AIR C	SHIP JT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
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RECEIVED BY DEFENSE FOR WHICH RATE AND WEIGHT DATA ARE RECORDED

2100 NICARAG

5 DIGIT TRUSA CODE: 57055

CONID	YEAR	CFR FIVE-DIGIT VALUE	PUT VALUE	IC VALUE	CALCULATED RHTY	SHIP WT AIR	FRT/LR AIR R	SHIP WT VESSEL	FRT/LR VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	0	0	0	0	0	0.00	0	0.00	7.77
	1979	0	0	0	0	0	0.00	0	0.00	7.77
	1980	0	0	0	0	0	0.00	0	0.00	7.77
	1981	501176	501176	0	105237	15673	0.28	162385	0.16	7.16
	1982	1167459	1167459	0	108010	0	0.00	317795	0.10	7.10
TRUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	0.00	7.77
	1979	0	0	0	0	0	0.00	0	0.00	7.77
	1980	0	0	0	0	0	0.00	0	0.00	7.77
	1981	501176	501176	0	105237	15673	0.28	162385	0.16	7.16
	1982	1167459	1167459	0	108010	0	0.00	317795	0.10	7.10
										128.2

0 BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

NICARAG TOTAL

COUNTRY	YEAR	CFR FUTURE VALUE	FUT VALUE	JS VALUE	CALCULATED DIFF	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
BY	1970	140707114	143707115	0	2617318	1163749	0.12	579582222	3.32	
	1971	205441010	205441010	0	2702498	1535500	0.12	589534885	3.34	
	1972	140671770	140671770	0	1441197	141174	0.15	436535556	3.34	
	1973	24717010	24717010	0	485540	144455	0.20	275258911	3.34	
	1974	47706634	47706634	0	822220	444671	0.17	140497945	3.34	
BNA	1970	0	0	0	0	0	0.00	0	0.00	
	1971	0	0	0	0	0	0.00	0	0.00	
	1972	0	0	0	0	0	0.00	0	0.00	
	1973	0	0	0	0	0	0.00	0	0.00	
	1974	0	0	0	0	0	0.00	0	0.00	
BPA	1970	0	0	0	0	0	0.00	0	0.00	
	1971	0	0	0	0	0	0.00	0	0.00	
	1972	0	0	0	0	0	0.00	0	0.00	
	1973	0	0	0	0	0	0.00	0	0.00	
	1974	0	0	0	0	0	0.00	0	0.00	
ESP	1970	0	0	0	0	0	0.00	0	0.00	
	1971	0	0	0	0	0	0.00	0	0.00	
	1972	0	0	0	0	0	0.00	0	0.00	
	1973	0	0	0	0	0	0.00	0	0.00	
	1974	0	0	0	0	0	0.00	0	0.00	
ALL	1970	140707114	143707115	0	2617318	1163749	0.12	579582222	3.32	
	1971	205441010	205441010	0	2702498	1535500	0.12	589534885	3.34	
	1972	170020044	170020044	0	1441197	141174	0.15	436535556	3.34	
	1973	110947074	110947074	0	485540	144455	0.20	260228335	3.34	
	1974	8447941	8447941	0	822220	444671	0.17	242776563	3.33	

13.5-

LISTED BY YEAR REPRESENTS PERCENT OF TOTAL FTD COUNTRY
 & BASED ON REPORTS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

2237 C RICA

4 DIGIT TSUSA CODE: 10410

TSUSA: 17A10AN MEAT, FRTS4, CHILLER, OR FROZEN, WITHMT 30NF SIC: 22111730
 17A10AN MEAT, FRTS4, CHILLER, OR FROZEN 22112030

GROUP	YEAR	SEM FINESTOCK VALUE	FRT VALUE	% VALUE	CALCULATED AMTY	SHIP MT AIR	FRT/LB AIR R	SHIP MT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT 00	1978	52026210	52026210	0	1001126	002236	0.06	03775765	0.75	
	1979	05015464	05015464	0	2141004	373345	0.06	72754673	7.77	
	1980	00004224	00004224	0	1150317	165207	0.08	48993260	7.79	
	1981	20100336	20100336	0	1245700	675464	0.09	64322710	7.79	
	1982	04111604	04111604	0	1067063	7	0.00	53331523	7.79	
TOTAL										
ALL	1978	52026210	52026210	0	1001126	002236	0.06	03775765	7.75	6.2
	1979	05015464	05015464	0	2141004	373345	0.06	72754673	7.77	
	1980	00004224	00004224	0	1150317	165207	0.08	48993260	7.79	
	1981	20100336	20100336	0	1245700	675464	0.09	64322710	7.79	
	1982	04111604	04111604	0	1067063	7	0.00	53331523	7.79	

4 DIGIT TSUSA CODE: 11044

TSUSA: 1104470 FISH MEAT, FROZEN TO CHILLED, WHOLE OR BONELESS, ETC, WT SCALED SIC: 22120590
 1104470 FISH MEAT, FROZEN, WHOLE OR BONELESS, ETC, WT SCALED 22120590

GROUP	YEAR	SEM FINESTOCK VALUE	FRT VALUE	% VALUE	CALCULATED AMTY	SHIP MT AIR	FRT/LB AIR R	SHIP MT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT 00	1978	460514	460514	0	2476	104044	0.10	612360	7.79	
	1979	1223171	1223171	0	5049	301274	0.15	222175	7.79	
	1980	007726	007726	0	4670	312401	0.17	175721	0.79	
	1981	044644	044644	0	4516	551047	0.19	431940	0.79	
	1982	1511244	1511244	0	4006	1422407	0.71	133504	0.79	
ALL	1978	460514	460514	0	0	153114	0.10	34963	7.11	
	1979	127664	127664	0	0	221614	0.15	51571	7.75	
	1980	455074	455074	0	0	75440	0.12	425730	7.79	
	1981	004710	004710	0	0	555415	0.19	325700	7.79	
	1982	1077459	1077459	0	0	327200	0.70	355513	7.79	

8 PAGES OF RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

18

22ND C RICA

6 DIGIT YSHSA CODE: 11035

COMMOD	YEAR	GEN FRETONE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
YSHSA TOTALS										
ALL	1979	708887	708887	0	7476	264956	0.17	574917	7.79	41.2
	1978	1470627	1470627	0	5060	1202923	0.15	253566	7.79	
	1977	1141590	1141590	0	4670	343067	0.17	414661	7.79	
	1976	1457177	1457177	0	4516	1102645	0.19	757529	7.79	
	1975	3066071	3066071	0	8006	2743605	0.21	557117	7.79	

6 DIGIT YSHSA CODE: 11445

YSHSA: 1144450 BREADS
 1144451 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS
 1144452 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS
 1144453 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS
 1144454 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS
 1144455 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS
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 1144457 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS
 1144458 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS
 1144459 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS
 1144460 BICYCLES, PARTS, NOT IN AIRTIGHT CONTAINERS

SIC: 2091020
 2091021
 2091022
 2091023
 2091024
 2091025
 2091026
 2091027
 2091028
 2091029

COMMOD	YEAR	GEN FRETONE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
YSHSA TOTALS										
ALL	1979	1200271	1200271	0	0	105614	0.10	1514377	7.79	34.6
	1978	4109122	4109122	0	0	741234	0.17	2084215	7.17	
	1977	6471277	6471277	0	0	446806	0.17	2468225	7.17	
	1976	8002216	8002216	0	0	345474	0.20	3757139	7.15	
	1975	10761767	10761767	0	0	721141	0.20	4123372	7.16	

6 DIGIT YSHSA CODE: 12596

YSHSA: 1259600 LIVE PLANT SUITABLE FOR PLANTING NCP

SIC: 2191020

COMMOD	YEAR	GEN FRETONE VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
YSHSA TOTALS										
ALL	1979	1200271	1200271	0	0	105614	0.10	1514377	7.79	34.6
	1978	4109122	4109122	0	0	741234	0.17	2084215	7.17	
	1977	6471277	6471277	0	0	446806	0.17	2468225	7.17	
	1976	8002216	8002216	0	0	345474	0.20	3757139	7.15	
	1975	10761767	10761767	0	0	721141	0.20	4123372	7.16	

6 BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

06

2230 C RICA

5 DIGIT TSUSA CODE: 12594

GROUP	YEAR	CEN FIVE-DIGIT VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	10627	10627	0	2208	53614	0.15	0	0.00	
	1981	26000	26000	0	2075	24567	0.23	0	0.00	
	1982	1074	1004	0	143	5210	0.25	0	0.00	
GDP	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	5220078	5220078	0	0	1928447	0.20	2257916	0.00	
	1981	2278007	2278007	0	0	2263575	0.20	2535524	0.00	
	1982	2200774	2200774	0	0	2343704	0.23	3327750	0.00	
TSUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	5260735	5260735	0	2208	1389067	0.20	2257916	0.00	
	1981	2401004	2401004	0	2075	2255170	0.21	2535524	0.00	
	1982	2401778	2401778	0	143	2345914	0.23	3327750	0.00	24.1--

5 DIGIT TSUSA CODE: 12641

TSUSA: 1264100 FLOWED CEST

SIC: 91910034

GROUP	YEAR	CEN FIVE-DIGIT VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	1076325	1076325	0	45	5070	1.27	185	0.00	
	1979	1421721	1421721	0	51	5000	0.80	0	0.00	
	1980	2107257	2107257	0	51	5837	2.74	0	0.00	
	1981	1060017	1060017	0	48	4504	5.02	0	0.00	
	1982	1047577	1047577	0	26	4311	6.19	0	0.00	
GDP	1978	4284	4284	0	0	0	0.00	410	0.00	
	1979	102021	102021	0	0	2447	1.14	231	0.00	
	1980	215470	215470	0	0	5130	0.17	326	0.00	
	1981	407414	407414	0	0	1501	2.22	524	0.00	
	1982	429771	429771	0	0	1894	1.04	0	0.00	

C BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

2230 C PICA

5 DIGIT TSUSA CODE: 12441

GROUP	YEAR	GEN CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS										
ALL	1978	1991821	1991821	0	45	5079	1.27	595	7.12	10.5
	1979	1924712	1924712	0	51	8532	0.97	391	7.12	
	1980	2322736	2322736	0	51	11974	1.42	326	7.22	
	1981	2458357	2458357	0	78	5011	4.72	559	1.82	
	1982	2796898	2796898	0	26	5199	4.65	0	0.07	

5 DIGIT TSUSA CODE: 13775

TSUSA: 1377500 CHAYOTE, FRESH, CHILLED, OR FROZEN

SIC: 01510798

GROUP	YEAR	GEN CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS										
BT PD	1978	443230	443230	0	47008	7	0.00	3427510	0.75	20.5
	1979	453024	453024	0	21441	7	0.00	4159379	2.74	
	1980	413075	413075	0	42474	7	0.00	2151211	0.75	
	1981	0354	0354	0	1168	7	0.00	8282	2.45	
	1982	770498	770498	0	97445	7	0.00	5376753	0.35	
GCP	1978	0	0	0	0	0	0.00	0	0.39	20.5
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	473622	473622	0	0	5114	0.03	2034802	2.04	
	1981	1148151	1148151	0	0	0	0.00	6756213	0.74	
	1982	777671	777671	0	0	7	0.00	3975671	0.77	

5 DIGIT TSUSA CODE: 13375

TSUSA: 1337500 YJCCA, FRESH CHILLED FROZEN, CUT, SLICED OR PEPPERED IN SIZE

SIC: 01510798

GROUP	YEAR	GEN CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR	SHIP WT VESSEL	FRT/LB VESSEL	AVERAGE OF YEARLY GROWTH RATES
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0 BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

766

5 DIGIT TSUSA CODE: 1385

GROUP	YEAR	GEN CUSTOMS VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT DR	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	41786	41786	0	7313	0	0.00	222536	0.00	
	1981	1016151	1016151	0	177829	87515	0.10	5717872	0.00	
	1982	1812157	1812157	0	117305	0	0.00	10549750	0.00	
GSP	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	1490670	1490670	0	0	3000	0.05	7912519	0.00	
	1981	421223	421223	0	0	0	0.00	3152757	0.00	
	1982	28651	28651	0	0	0	0.00	154393	0.00	
TSUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	1522325	1522325	0	7313	3000	0.05	8155225	0.00	
	1981	1437374	1437374	0	177829	87515	0.10	9457529	0.00	
	1982	1941978	1941978	0	117305	0	0.00	10763153	0.00	0.7

5 DIGIT TSUSA CODE: 14660

TSUSA: 1466000 BANANAS, FRESH

SIC: 0122200

YEAR	GEN CUSTOMS VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
1978	75960723	75960723	0	0	0	0.00	180519533	0.00	
1979	79603560	79603560	0	0	0	0.00	93718838	0.00	
1980	95903971	95903971	0	0	0	0.00	156455210	0.00	
1981	117452632	117452632	0	0	0	0.00	247434525	0.00	
1982	11995061	11995061	0	0	0	0.00	256227312	0.00	
TSUSA TOTALS									

BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECEIVED

5 DIGIT TSUSA CODE: 14440

GROUP	YEAR	GEN HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP AT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	7594723	7594723	0	0	7	0.00	189619530	7.72	12.6
	1979	79407569	79407569	0	0	7	0.77	93714838	7.72	
	1980	95903071	95903071	0	0	7	0.00	156444219	7.72	
	1981	117657637	117657637	0	0	7	0.00	247444505	7.72	
	1992	117985061	117985061	0	0	7	0.00	256977319	7.72	

5 DIGIT TSUSA CODE: 14910

TSUSA: 1601000 PLANTAINS, FRESH

SIC: 2072299

GROUP	YEAR	GEN HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP AT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
BT PD	1979	1778213	1778213	0	0	37007	0.06	23131319	7.72	34.1
	1979	3295828	3295828	0	0	55437	0.04	38121388	7.72	
	1980	3762566	3762566	0	0	7	0.00	3775566	7.72	
	1981	2075735	2075735	0	0	56407	0.11	29322337	7.72	
	1992	6541031	6541031	0	0	7	0.00	62795232	7.72	

TSUSA TOTALS

ALL	1979	1778213	1778213	0	0	37007	0.06	23131319	7.72	34.1
	1979	3295828	3295828	0	0	55437	0.04	38121388	7.72	
	1980	3762566	3762566	0	0	7	0.00	3775566	7.72	
	1981	2075735	2075735	0	0	56407	0.11	29322337	7.72	
	1992	6541031	6541031	0	0	7	0.00	62795232	7.72	

5 DIGIT TSUSA CODE: 15520

TSUSA: 1552045 CANE OR BEET SUGARS, STRIPS, MOLASSES, WSPF (STN RAW VALUE)

SIC: 20720225

GROUP	YEAR	GEN HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP AT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
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BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

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2230 C RICA

5 DIGIT TSUSA CODE: 15520

GROUP	YEAR	GEN INSTNCE VALUF	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARL GROWTH RATES
GRP	1978	4470078	4470078	0	0	7	0.00	60133335	0.71	
	1979	0250726	3050726	0	0	7	0.70	8974887	7.71	
	1980	37474450	37474450	0	0	7	0.00	15888564	7.71	
	1981	34630656	34630656	0	0	7	0.70	12669072	7.71	
	1982	17173833	17173833	0	0	7	0.00	112078526	7.71	

TSUSA TOTALS

ALL	1978	4470078	4470078	0	0	7	0.00	60133335	0.71	
	1979	1940726	1830726	0	0	7	0.70	15024725	7.71	
	1980	37474450	37474450	0	0	7	0.00	15888564	7.71	
	1981	34630656	34630656	0	0	7	0.70	12669072	7.71	
	1982	17173833	17173833	0	0	7	0.00	112078526	7.71	54.0

5 DIGIT TSUSA CODE: 15610

TSUSA: 1561000 COCOA BEANS

SIC: 2073000

GROUP	YEAR	GEN INSTNCE VALUF	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARL GROWTH RATES
BT PB	1978	1238603	1238603	0	0	9367	0.02	7412886	0.71	
	1979	0186483	0186483	0	0	8567	0.03	5774325	7.71	
	1980	1787754	1787754	0	0	7	0.00	1451160	7.71	
	1981	1788237	1788237	0	0	7	0.00	1513290	7.71	
	1982	1758771	1758771	0	0	7	0.00	2169256	7.71	

TSUSA TOTALS

ALL	1978	1238603	1238603	0	0	9367	0.02	7412886	0.71	
	1979	0186483	0186483	0	0	8567	0.03	5774325	7.71	
	1980	1787754	1787754	0	0	7	0.00	1451160	7.71	
	1981	1788237	1788237	0	0	7	0.00	1513290	7.71	
	1982	1758771	1758771	0	0	7	0.00	2169256	7.71	24.6

5 DIGIT TSUSA CODE: 15615

TSUSA: 1561500 COCOA BUTTER

SIC: 2044100

GROUP	YEAR	GEN INSTNCE VALUF	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARL GROWTH RATES
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6 BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

96

5 DIGIT TSUSA CODE: 15635

GROUP	YEAR	GEN CUSTOMER VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	0	0	0	0	0	0.00	0	0.00	
	1979	120065	120065	0	3R45	0	0.00	61133	0.00	7.74
	1980	4775067	4775067	0	0	0	0.00	2672655	0.00	7.74
	1981	1564679	1564679	0	0	0	0.00	1573340	0.00	7.17
	1982	1326326	1326326	0	0	0	0.00	1677319	0.00	0.34
TSUSA TOTALS										
ALL	1978	4752117	4752117	0	0	0	0.00	2674719	0.00	7.74
	1979	7677874	7677874	0	3R45	0	0.00	3126008	0.00	0.75
	1980	4007515	4007515	0	0	0	0.00	2667730	0.00	0.74
	1981	1564679	1564679	0	0	0	0.00	1573340	0.00	0.10
	1982	1326326	1326326	0	0	0	0.00	1677319	0.00	0.34

5 DIGIT TSUSA CODE: 16010

TSUSA: 1601020 03111, 03112
1601040 03111, 03112

SIC: 01744920
23951070

GROUP	YEAR	GEN CUSTOMER VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	7781672	7781672	0	0	0	0.00	4077554	0.00	7.74
	1979	110126354	110126354	0	0	262	0.00	60467542	0.00	7.74
	1980	40401028	40401028	0	0	74055	0.07	40143539	0.07	0.34
	1981	15067011	15067011	0	0	14467	0.07	30773174	0.07	0.75
	1982	64770500	64770500	0	0	0	0.00	38773107	0.00	0.34
TSUSA TOTALS										
ALL	1978	7781672	7781672	0	0	0	0.00	4077554	0.00	7.74
	1979	110126354	110126354	0	0	262	0.00	60467542	0.00	7.74
	1980	40401028	40401028	0	0	74055	0.07	40143539	0.07	0.34
	1981	15067011	15067011	0	0	14467	0.07	30773174	0.07	0.75
	1982	64770500	64770500	0	0	0	0.00	38073107	0.00	0.34

5 DIGIT TSUSA CODE: 37674

TSUSA: 3767470 004001000 PAN-WARE FIBER LACE WFT 02 004001000
3767470 004001000 PAN-WARE FIBER LACE WFT 02 004001000

SIC: 26621000
26622000

GROUP	YEAR	GEN CUSTOMER VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	0	0	0	0	0	0.00	0	0.00	
	1981	0	0	0	0	0	0.00	0	0.00	
	1982	0	0	0	0	0	0.00	0	0.00	
TSUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	0	0	0	0	0	0.00	0	0.00	
	1981	0	0	0	0	0	0.00	0	0.00	
	1982	0	0	0	0	0	0.00	0	0.00	

5 DIGIT TSUSA CODE: 37674

COMMO	YEAR	CFY CHSTNRC VALUF	OUT VALUF	JS VALUF	CALCULATED RHTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARL GROWTH RATES
0007	1978	5000122	1244477	3828752	422104	845441	0.11	0	0.77	
	1979	4970310	2420677	4150411	818614	776191	0.18	0	0.77	
	1980	0760670	1544078	4184571	1140770	862201	0.20	24356	1.17	
	1981	10540417	2040027	7421417	018086	1317078	0.22	36100	1.14	
	1982	11276062	2255003	8071010	721888	707361	0.24	352701	0.78	
TSUSA TOTALS										
ALL	1978	5000122	1244477	3828752	422104	845441	0.11	0	0.77	
	1979	4970310	2420677	4150411	818614	781413	0.18	0	0.77	
	1980	0760670	1544078	4184571	1140770	862201	0.20	24356	1.17	
	1981	10540417	2040027	7421417	018086	1317078	0.22	36100	1.14	
	1982	11276062	2255003	8071010	721888	707361	0.24	352701	0.78	18.6

5 DIGIT TSUSA CODE: 3767R

TSUSA: 3767070 BRASSIERES WASH-WARE FIBER NOT ORNAMENTED SIC: 2562170
3767004 BODY-SUPPORTING GARMENTS EXC BRASSIERES, MT ORN, CTR TFX MAT 2562270

COMMO	YEAR	CFY CHSTNRC VALUF	OUT VALUF	JS VALUF	CALCULATED RHTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARL GROWTH RATES
0007	1978	5718540	2170507	1558071	102117	835417	0.14	0	0.77	
	1979	7420228	2070264	4757044	514441	846031	0.20	0	1.77	
	1980	8422910	1166522	5254188	580040	778017	0.23	52186	1.17	
	1981	8750546	1748770	5072197	116777	582866	0.23	45520	1.13	
	1982	7422841	1647100	6025442	244004	665043	0.23	395724	0.70	
TSUSA TOTALS										
ALL	1978	5718540	2170507	1558071	102117	835417	0.14	0	0.77	
	1979	7420228	2070264	4757044	517018	845256	0.20	0	1.77	
	1980	8422910	1166522	5254188	570067	778052	0.23	52186	1.17	
	1981	8750546	1748770	5072197	116777	582866	0.23	45520	1.13	
	1982	7422841	1647100	6025442	244004	665043	0.23	395724	0.70	9.0

5 DIGIT TSUSA CODE: 37682

TSUSA: 3768210 WFKS AND RYS SHIRT COTTON NOT KNIT VST ORNAMENTED SIC: 2528420
3768240 WFKS TROUSERS AND SLACKS COT CORRUPT NOT KNIT NOT ORNAMENTED 2528420
3768260 WFKS OTHER TROUSERS A SLACKS COTTON NOT KNIT VST ORNAMENTED 2528420
3768280 PLS TROUSERS AND SLACKS COT DENIM IFC TRUSERS VST KNIT MT ORN 2528420
3768290 WFKS TROUSERS AND SLACKS COT CORRUPT NOT KNIT NOT ORNAMENTED 2528420
3768270 WFKS OTHER TROUSERS A SLACKS COTTON NOT KNIT VST ORNAMENTED 2528420

5 DIGIT TSUSA CODE: 17067

GROUP	YEAR	GEN FICTIVE VALUE	PMT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
807	1970	007010	106020	431700	50402	213205	0.17	1353	7.12	
	1975	04313	11576	42737	5530	25547	0.20	0	7.77	
	1980	237124	170070	544716	20105	146617	0.23	0	7.77	
	1981	1137357	202385	856072	46507	23805	0.24	233162	7.77	
	1982	1505041	105085	1270176	43667	154907	0.31	111663	7.77	

TSUSA TOTALS

ALL	1970	007010	106020	431700	50402	213205	0.17	1353	7.12	1.7
	1975	04313	11576	42737	5530	25547	0.20	0	7.77	
	1980	237124	170070	544716	20105	146617	0.23	0	7.77	
	1981	1137357	202385	856072	46507	23805	0.24	233162	7.77	
	1982	1505041	105085	1270176	43667	154907	0.31	111663	7.77	

5 DIGIT TSUSA CODE: 17005

TSUSA:	DESCRIPTION	OR LOWEST HARMARE	FIB N KT N DR	SIC:	VALUE
1700000	WEVS AD BOYS RAINCOATS 3/4	JACKY MAYHARE FIB	WT CNT WT DRV	2590070	0
1700010	BOYS SUIT-TYPE SPORT COATS A	MANMADE FIBER, WT CNT NOT ORV		2511040	0
1700020	WEVS A BOYS OTH COA JACKETS	MANMADE FIBER, WT CNT NOT ORV		2511045	0
1700040	WEVS AND BOYS WORN SHIRTS	MANMADE FIBER, WT CNT NOT ORV		2520070	0
1700070	WEVS TROUSERS AND SLACKS	MANMADE FIBER, WT CNT, WT ORV		2520070	0
1700080	BOYS TROUSERS AND SLACKS	MANMADE FIBER, WT CNT, WT ORV		2520070	0
1700090	WEVS AND BOYS SHORTS OUTER	MANMADE FIBER, WT CNT NOT ORV		2520070	0

GROUP	YEAR	GEN FICTIVE VALUE	PMT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1970	0	0	0	0	0	0.00	0	7.77	
	1975	0	0	0	246	117	0.51	0	7.77	
	1980	44470	44400	0	13052	3740	0.29	0	0.00	
	1981	0	0	0	0	0	0.00	0	0.00	
	1982	4350	4350	0	1920	0	0.00	377	7.17	
807	1970	007010	106020	431700	50402	213205	0.19	0	7.77	
	1975	1284747	474031	811036	167148	227360	0.21	0	0.27	
	1980	1170670	411710	749002	132855	177035	0.23	17632	7.11	
	1981	2023314	271905	1411671	223320	181005	0.24	130744	7.77	
	1982	1505140	072007	2547000	202403	113355	0.27	211790	7.11	

BASED ON DEPENDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

22% C DICA

5 DIGIT USHA CODE: 17005

COMMOD YEAR	GEN EXISTING VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARD GROWTH RATES
ALL	1979	207476	130943	433072	170017	212851	0.10	0	2.37
	1979	1207495	474762	811816	147304	227444	0.21	0	2.07
	1980	1215070	474112	718922	145007	181474	0.23	17532	2.11
	1981	2023516	771095	1371671	223328	183095	0.24	177756	2.10
	1982	1401410	041439	2427800	204332	113355	0.27	212576	1.14

41.0

5 DIGIT USHA CODE: 1876

USHA: 1876010 WASHING MACHINERY AND SLACKS NET LACE, YFT OR DRU SIC: 2550000
 1876011 GIRL A INF TRM COTTON TROUSERS AND SLACKS NET LACE, YFT OR DRU 2550000
 1876012 WASHING MACHINERY AND SLACKS NET LACE, YFT OR DRU 2550000
 1876013 GIRL A INF OTHER COT TROUSERS AND SLACKS NET LACE, YFT OR DRU 2550000

COMMOD YEAR	GEN EXISTING VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARD GROWTH RATES
AT PA	1979	0	0	0	0	0.00	0	2.37	
	1979	0	0	0	0	0.00	0	2.37	
	1980	0	0	0	0	0.00	0	2.07	
	1981	0	0	0	0	0.00	0	2.11	
	1982	280	280	95	17	1.17	0	2.37	
DR7	1979	54370	10989	4782	12076	0.13	0	2.37	
	1979	209470	7792	161527	2758	5303	0.10	0	2.07
	1980	143552	117311	245251	41058	52782	0.21	15332	2.37
	1981	242250	147056	425404	51470	146150	0.20	0	2.10
	1982	1771024	227711	1132211	76003	182820	0.26	138607	1.14

47.0

5 DIGIT USHA CODE: 1877

USHA: 1877000 WASHING MACHINERY AND SLACKS NET LACE, YFT OR DRU SIC: 2550000
 1877001 WASHING MACHINERY AND SLACKS NET LACE, YFT OR DRU 2550000
 1877002 INFANTS' WEAR, NET KNIT WAHMADE FIB, LACE, YFT OR DRU 2551770
 1877003 WASHING MACHINERY AND SLACKS NET LACE, YFT OR DRU 2551770
 1877004 COATS MADE OF WASHING MACHINERY NET KNIT WAHMADE FIB 2551770
 1877005 WASHING MACHINERY AND SLACKS NET LACE, YFT OR DRU 2551770

USHA TOTALS

COMMOD YEAR	GEN EXISTING VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP JT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARD GROWTH RATES
ALL	1979	54370	10989	4782	12076	0.13	0	2.37	
	1979	209470	7792	161527	2758	5303	0.10	0	2.07
	1980	143552	117311	245251	41058	52782	0.21	15332	2.37
	1981	242250	147056	425404	51470	146150	0.20	0	2.10
	1982	1771024	227711	1132211	76188	182820	0.26	138607	1.14

2200 C RICA

< 9 DIGIT TSHSA CODE: 38722

GROUP	YEAR	SP4 CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARL GROWTH RATES
DT 08	1978	0	0	0	0	0	0.00	0	0.00	0.00
	1979	0	0	0	0	0	0.00	0	0.00	0.00
	1980	0	0	0	0	0	0.00	0	0.00	0.00
	1981	13026	13026	0	5912	0	0.00	4139	0.00	0.00
	1982	625	625	0	253	25	1.20	0	0.00	0.00
007	1978	246045	100761	146224	42813	45158	0.10	4724	0.10	0.10
	1979	242497	242497	409100	108140	07337	0.22	3251	0.22	0.22
	1980	2212720	805096	1674025	162457	215379	0.31	0	0.31	0.31
	1981	2102820	204712	1128116	422746	141467	0.51	423	0.51	0.51
	1982	1102246	210715	071548	105321	125161	0.30	35755	0.30	0.30
TSHSA TOTALS										
ALL	1978	246045	100761	146224	42813	45158	0.10	4724	0.10	0.10
	1979	242497	242497	409100	108140	07337	0.22	3251	0.22	0.22
	1980	2212720	805096	1674025	162457	215379	0.31	0	0.31	0.31
	1981	2102820	204712	1128116	422746	141467	0.51	423	0.51	0.51
	1982	1102246	210715	071548	105574	125161	0.30	35755	0.30	0.30

< 9 DIGIT TSHSA CODE: 38723

TSHSA:	203200	WOMENS DRESSES, TRIMMENTED	WOMENS DRESSES, NOT KNIT	SIC:	28112000
	203210	INFANTS DRESSES, NOT KNIT	WOMENS DRESSES, LACE NET OR CRV		28112000
	203220	WOMENS GIRLS & INFANTS DRW	DRESSING GUMS, WOVEN FIB NOT		28112000
	203230	WOMENS GIRLS & INFANTS DRW	PAJAMAS ETC, WOVEN FIB NOT KNIT		28112000
	203240	INFANTS PLAYSUITS ETC WOVEN	FIBER NY KNIT LACE NET OR CRV		28112000
	203250	WOMENS AND GIRLS PLAYSUITS	M-W-F NOT KNIT LACE NET ORV		28112000
	203260	INFANTS ETC JP TO A INCLUR	24 POC WOVEN FIB CRV NOT KNIT		28112000
	203270	WET DTH RLJSES & EMBRDS IMP	PTC OF SETS NY CRV NOT KNIT		28112000
	203280	WET TOUCHES CLYC SHORTS IMP	AS PT OF SETS WOVEN NOT KT DR		28112000

GROUP	YEAR	SP4 CUSTOMS VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARL GROWTH RATES
8 PASSE BY RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED										

6 DIGIT TSUSA CODE: 3833

GROUP	YEAR	CFR CUSTOMER VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PA	1978	4530	4530	0	1055	583	0.91	3	7.77	
	1979	1150	1150	0	401	103	0.94	3	7.77	
	1980	0	0	0	0	0	0.00	3	7.77	
	1981	505	505	0	253	77	0.40	3	7.77	
	1982	20077	20077	0	3875	777	1.40	3	7.77	
RPT	1978	905531	248277	491221	137452	113822	0.20	1500	0.17	
	1979	904468	212767	282701	85509	72451	0.27	0	0.77	
	1980	24027	2827	14200	3324	3427	0.26	0	0.77	
	1981	141214	20007	131322	12703	15967	0.91	3	7.77	
	1982	1402741	200250	1352602	09604	157423	0.27	3	0.77	
TSUSA TOTALS										
ALL	1978	964131	322070	491221	130407	111402	0.20	1500	0.17	
	1979	907467	216076	282701	85509	72451	0.27	0	0.77	
	1980	24027	2827	14200	3324	3427	0.26	0	0.77	
	1981	141214	20007	131322	12056	15066	0.91	3	7.77	
	1982	1402741	200250	1352602	105270	155100	0.28	0	0.77	

57.7--

6 DIGIT TSUSA CODE: 3847

TSUSA:	DESCRIPTION	SIC:
384700	WOMENS AND INFANTS COTTON WEAR	2661721
384711	GIRLS AND INFANTS COTTON WEAR	2661720
384720	WOMENS SLEEVES AND TRIMMINGS	2661720
384747	WOMENS OTHER COTTON TROUSERS	2661720
384760	GIRLS A INFANTS COT TROUSERS	2661720
384753	WOMENS COTTON TROUSERS	2661720
384755	GIRLS A INFANTS COT TROUSERS	2661720
384761	WOMENS OTHER TROUSERS	2661720
384763	GIRLS A INFANTS COT TROUSERS	2661720

GROUP	YEAR	CFR CUSTOMER VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
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BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

22ND C RICA

5 DIGIT TSUSA CODE: 38347

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP MT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PA	1970	0	0	0	0	0	0.00	0	0.00	
	1971	0	0	0	0	0	0.00	0	0.00	
	1972	5051	4051	0	835	915	0.30	0	0.00	
	1981	710	710	0	117	43	2.28	0	0.00	
	1982	1805	1805	0	312	407	0.85	0	0.00	
BPA	1970	202355	09485	125870	16245	61365	0.18	3050	0.12	
	1971	1645540	401327	046262	00215	232452	0.22	21510	0.15	
	1972	2095838	706174	163272	181363	246422	0.22	16332	0.00	
	1981	2045547	1742746	2002001	122051	506610	0.26	11530	0.27	
	1982	1420731	507105	012505	23682	211811	0.27	34664	0.15	
TSUSA TOTALS										
ALL	1970	202355	09485	125870	16245	61365	0.18	3050	0.12	
	1971	1670000	401327	046262	00500	232452	0.22	21510	0.15	
	1972	2410050	706174	163272	12108	246422	0.22	16332	0.00	
	1981	2046227	1742406	2002001	122167	506611	0.26	11530	0.27	
	1982	1422674	509091	012505	01004	212211	0.27	34664	0.15	12.0

5 DIGIT TSUSA CODE: 38340

TSUSA: 3834000 GIRLS AND INFANTS TANK TOPS KNIT, MANMADE FIBER, NOT ORNATED
 3834001 GIRLS AND INFANTS OTHER KNIT MANMADE FIBER, NOT ORNATED
 3834002 GIRLS AND INFANTS OTHER KNIT MANMADE FIBER, NOT ORNATED
 3834003 GIRLS AND INFANTS OTHER KNIT MANMADE FIBER, NOT ORNATED
 3834004 GIRLS AND INFANTS OTHER KNIT MANMADE FIBER, NOT ORNATED
 3834005 GIRLS AND INFANTS OTHER KNIT MANMADE FIBER, NOT ORNATED
 3834006 GIRLS AND INFANTS OTHER KNIT MANMADE FIBER, NOT ORNATED
 3834007 GIRLS AND INFANTS OTHER KNIT MANMADE FIBER, NOT ORNATED

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP MT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PA	1970	8150	8150	0	2031	1425	0.34	0	0.00	
	1971	0850	0850	0	326	1121	0.43	0	0.00	
	1972	15204	15204	0	306	1086	0.34	0	0.00	
	1981	54027	54027	0	10422	5204	0.42	0	0.00	
	1982	27222	27222	0	9725	5234	0.40	0	0.00	

RECEIVED BY RECORDED FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

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22ND C RICA

5 DIGIT TSUSA CODE: 58340

YEAR	GEN HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP AT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
1978	108876	40955	47810	14943	22610	0.20	0	0.20	
1979	410184	143628	275557	51100	71576	0.22	0	0.22	
1980	2972457	544570	1524974	102275	285857	0.20	5376	0.20	
1981	1465370	306063	176488	134957	182401	0.27	0	0.27	
1982	1378465	156715	1226670	56695	197466	0.25	7535	0.21	

TSUSA TOTALS

ALL	1978	116043	40166	47810	17874	0.21	0	0.21	
	1979	420065	143608	275557	54526	0.22	0	0.22	
	1980	2987709	540865	1524974	107671	0.20	5376	0.20	
	1981	1501164	306063	176488	134370	0.20	0	0.20	
	1982	1406550	156715	1226670	44218	0.26	7535	0.21	17.2--

5 DIGIT TSUSA CODE: 58344

58344: 58344000 KNIT, NOT TRIMMED, WSPF
 58344100 KNIT, NOT TRIMMED
 58344200 DRESSING GUNNS ETC W/ FIB W ORV
 58344300 ETC W/MADE FIBER KNIT NOT ORV
 58344400 HOSE KNIT W/MADE FIBER NOT ORV
 58344500 FIB KNIT W/ SUITS ETC NOT ORV
 58344600 74 NOS W/MADE FIB KNIT NORMANT
 58344700 W/MADE FIBER W/FR-AP'AR VT ORV
 58344800
 58344900
 58344000 OTHER W/MADE GIRI INFANT KNIT

YEAR	GEN HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP AT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
1978	0	0	0	0	0	0.00	0	0.00	
1979	114	114	0	177	01	0.26	0	0.26	
1980	14970	14970	0	533	1024	0.20	0	0.20	
1981	23871	23871	0	8387	2680	0.41	0	0.41	
1982	66946	66946	0	14963	7406	0.43	0	0.43	

BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSHSA CODE: 18394

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	UC VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
807	1978	13260	4557	8400	1710	2778	0.68	3	7.33	
	1979	n	3	n	n	7	0.22	2	7.27	
	1980	2437074	302025	2335040	108600	388664	0.42	3	7.34	
	1981	3022141	204444	2277315	106710	451229	0.25	13510	7.25	
	1982	3578135	104271	3274096	102466	575049	0.25	5895	7.68	

TSHSA TOTALS

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	UC VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
ALL	1978	13260	4557	8400	1710	2778	0.68	3	7.33	21.2-0
	1979	n	n	n	127	01	7.26	3	0.77	
	1980	2437074	302025	2335040	108713	388674	0.42	3	7.34	
	1981	3022141	204444	2277315	106617	451019	0.25	13510	7.25	
	1982	3578135	104047	3274096	102409	574551	0.25	5895	7.68	

5 DIGIT TSHSA CODE: 18390

TSHSA: 1839010 INFANTS WAREHOUSE FIBER PLOUSES AND SHIRTS YARN-DYED 1/2 CT 1/2 ORN SIC: 25517470
 1839015 WAREHOUSE FIBER PLOUSES AND SHIRTS NOT KNIT NOT ORN 25517470
 1839020 INFANTS WAREHOUSE FIBER PLOUSES AND SHIRTS NOT KNIT NOT ORN 25517470
 1839025 WAREHOUSE FIBER RAINCOATS 1/4 OR LONGER NOT KNIT NOT ORN 25550070
 1839030 WAREHOUSE FIBER COATS 1/4 OR LONGER NOT KNIT NOT ORN 25571425
 1839035 WAREHOUSE OTHER WAREHOUSE FIBER COATS NOT KNIT NOT ORN 25571425
 1839040 GIRLS AND INFANTS OTHER WAREHOUSE FIBER COATS NOT KNIT NOT ORN 25571425
 1839045 WAREHOUSE GIRLS & INFANTS WAREHOUSE FIBER SHIRTS, NOT KNIT, NOT ORN 25571425
 1839050 WAREHOUSE GIRLS & INFANTS WAREHOUSE FIBER SHIRTS 1/2 CT NOT ORN 25590010
 1839055 WAREHOUSE FIBER TROUSERS AND SLACKS NOT KNIT NOT ORN 25590010
 1839060 GIRLS AND INFANTS WAREHOUSE FIBER TROUSERS & SLACKS 1/2 CT NOT ORN 25590010

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	UC VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP AT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
807	1978	n	n	n	n	7	0.00	3	7.33	
	1979	541371	210457	347141	450187	495022	0.20	44491	7.17	
	1980	494105	240845	247148	730027	421217	0.20	47459	7.11	
	1981	470277	149511	222506	440718	101785	0.19	71126	6.19	
	1982	499208	114147	394454	140160	41487	0.18	127199	7.19	

* BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

4 DIGIT TSUSA CODE: 88700

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED RHTY	SHIP WT AIR	FRT/LB AIR C	SHIP JT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS										
ALL	1970	0	0	0	0	0	0.00	0	0.00	
	1971	6407277	2147546	1457141	47763	405022	0.20	474724	2.13	
	1972	8742977	2721503	1471348	71160	421387	0.20	474504	2.11	
	1981	4310377	1495111	2225006	440718	471784	0.19	71124	0.19	
	1982	4002078	1141482	1461456	140340	115687	0.18	127100	0.14	1.3--

4 DIGIT TSUSA CODE: 50570

TSUSA: 4742020 GOLD SWEPPINGS AND GOLD WASTE AND SCRAP
 4742040 SILVER SWEPPINGS AND WASTE AND SCRAP
 4742040 PRECIUS-METAL SWEPPINGS AND WASTE ETC EXCEPT GOLD AND SILVER
 SIC: 91000000
 91200000
 91500000

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED RHTY	SHIP WT AIR	FRT/LB AIR C	SHIP JT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
DT 00	1970	44084	44084	0	0	417	11.65	0	0.00	
	1971	44724	44724	0	0	1667	2.07	0	0.00	
	1972	4127070	4127070	0	0	1267	6.45	100	12.50	
	1981	2000725	2000725	0	0	1170	10.20	0	0.00	
	1982	1047064	1047064	0	0	955	4.80	0	0.00	

TSUSA TOTALS

ALL	1970	44084	44084	0	0	417	11.65	0	0.00	
	1971	44724	44724	0	0	1667	2.07	0	0.00	
	1972	4127070	4127070	0	0	1267	6.45	100	12.50	
	1981	2000725	2000725	0	0	1170	10.20	0	0.00	
	1982	1047064	1047064	0	0	955	4.80	0	0.00	25.2--

4 DIGIT TSUSA CODE: 58470

TSUSA: 4942025 LOUPEWEAVERS, SINGLE SPEAKED TYPE, NOT ENCLOSED
 4942025 LOUPEWEAVERS, MULTIPLE SPEAKED TYPE
 4942040 HEADPHONES, ELECTRIC SOUND AMPLIFIERS SETS, ETC, ETC PARTS
 SIC: 35514150
 35514150
 35514150

GROUP	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED RHTY	SHIP WT AIR	FRT/LB AIR C	SHIP JT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
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BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

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2230 C RICA

< 8 DIGIT TSUSA CODE: 58670

GROUP	YEAR	GEN CUSTOMS VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
807	1979	1514477	127663	1385766	9573	77	0.74	172675	0.11	
	1979	743455	207033	547432	15276	17112	0.16	48829	7.13	
	1980	820426	200790	537627	20864	6905	0.31	59551	7.22	
	1981	871331	207687	673704	20538	5041	0.45	221571	7.04	
	1982	1606315	324836	1079479	21242	51612	0.07	111595	0.79	
TSUSA TOTAL										
ALL	1979	1514477	127663	1385766	9573	77	0.74	172676	7.11	5.5
	1979	743455	207033	547432	15276	17112	0.16	48829	7.13	
	1980	820426	200790	537627	20864	6905	0.31	59551	7.22	
	1981	871331	207687	673704	20538	5041	0.45	221571	7.04	
	1982	1606315	324836	1079479	21242	51612	0.07	111595	7.77	

< 8 DIGIT TSUSA CODE: 58600

TECH: ARCONTR SWITCHES, ELECTRICAL, NSPF AUTO UNLOAD OR TRIP MECH, NSPF SIC: 3663032R
 ARCONCT CONNECTORS, PRINTED CIRCUIT OTHER 3663039R
 ARCONC4 CONNECTORS, NSPF OTHER 3663030R
 ARCONC5 PRINTED CIRCUIT BOARDS 35700235
 ARCONPD OTHER ELEC APPAR FOR MAKING OR BREAKING ELEC CIRCUITS & PTS 3563039R

GROUP	YEAR	GEN CUSTOMS VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT PD	1979	161530	161530	0	13728	720	0.47	55289	7.73	
	1979	3716	3716	0	272	7	2.00	309	1.32	
	1980	0	0	0	0	0	0.00	0	0.00	
	1981	32024	32024	0	2540	604	1.66	0	7.77	
	1982	87242	87242	0	6370	277	1.05	6571	7.14	
807	1979	1201326	528473	422053	49115	37506	0.63	26966	7.75	
	1979	250972	222357	678552	23149	22047	0.66	599	7.77	
	1980	889275	112031	676344	25346	33174	0.86	0	7.07	
	1981	1000826	115330	676566	25819	555057	0.04	0	0.70	
	1982	1008430	255202	763437	25928	1711872	0.03	0	7.77	

& BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSUSA CODE: 58500

GROUP	YEAR	CFY CUSTOMS VALUE	DUT VALUE	IS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
CCP	1978	1762896	1762896	0	0	84207	0.04	1310896	0.01	
	1979	1270956	1270956	0	0	45506	0.21	527376	1.73	
	1980	1220188	1220188	0	0	726	0.50	176759	2.32	
	1981	910141	910161	0	0	22496	0.28	67799	2.16	
	1982	1227042	1227042	0	0	26439	0.29	126507	2.12	
TSUSA TOTALS										
ALL	1978	2625722	1802859	622853	62893	126424	0.22	1432169	0.71	
	1979	1055042	1476510	478552	23621	52451	0.38	598312	1.23	
	1980	2218453	1542119	675366	25366	33907	0.85	176759	0.39	
	1981	1223053	1708487	626566	28359	587544	0.05	67799	2.16	
	1982	2013933	2170396	763637	42208	1225526	0.06	131678	0.12	7.5

5 DIGIT TSUSA CODE: 58610

TSUSA: 4861035 RESISTORS, VARIABLE EXCEPT WIREWOUND POTENTIOMETERS
4861060 PARTS OF RESISTORS AND

SIC: 36740000
36790000

GROUP	YEAR	CFY CUSTOMS VALUE	DUT VALUE	IS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
RT PR	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	1132	1132	0	68	33	1.36	0	0.00	
	1981	15666	15666	0	938	189	1.83	0	0.00	
	1982	11727	11727	0	1904	120	6.16	0	0.00	
RPT	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	2667081	1176123	2491858	70565	35106	1.41	0	0.00	
	1981	2619725	3314158	6375637	108865	87059	1.26	0	0.00	
	1982	9200320	1408769	2217580	101022	125338	1.00	0	0.00	

% BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

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5 DIGIT TSUSA CODE: 58610

GROUP YEAR	GEN CUSTOMS VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS									
ALL 1978	0	0	0	0	7	0.00	0	0.00	
1979	0	0	0	0	7	0.00	0	0.00	
1980	3669113	1177255	2431958	70633	35227	1.61	0	0.00	
1981	9635439	3329802	675637	199783	87248	1.76	0	0.00	
1982	9241056	1730676	8219590	103876	125467	1.01	0	0.00	52.9

5 DIGIT TSUSA CODE: 70035

TSUSA: 7703515 FOOTWEAR, ATHLETIC, LEATHER, NES, FOR MEN, YOUTHS AND BOYS SIC: 3149400
 7703527 FOOTWEAR, LEATHER, FOR WORK, NES, FOR MEN 3149200
 7703530 OCCASIONS, SOLES, LEATHER, FOR MEN 3149200
 7703540 FTWP, LEA, NES, MEN, VULCAN7 SOLES OR SOLES SEPARLY ATTACHED 3149200
 7703550 FOOTWEAR, LEATHER, NES, FOR MEN, CEMENT SOLES 3149200
 7703555 FOOTWEAR, LEATHER, NES, FOR YOUTHS AND BOYS, CEMENT SOLES 3149200
 7703575 FOOTWEAR, LEATHER, HIPPERS, FOR MEN, NSPF 3149200

GROUP YEAR	GEN CUSTOMS VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS									
BT PD 1978	198750	198759	0	16045	52962	0.21	0	0.00	
1979	429241	420261	0	76487	23655	0.40	125282	0.16	
1980	1314734	1314734	0	111751	5557	0.37	474511	0.17	
1981	990483	990483	0	84107	7377	0.16	369277	0.16	
1982	1948474	1948474	0	157113	29041	0.34	652322	0.12	63.1

5 DIGIT TSUSA CODE: 90000

TSUSA: 9000000 UNITED STATES GOODS RETURNED SIC: 9900000

GROUP YEAR	GEN CUSTOMS VALUE	DUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
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BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

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2230 C PICA

5 DIGIT TSUSA CODE: 90000

COPIED PT OR	YEAR	GEN CUSTOMER VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
	1978	1194745	1194765	0	0	77075	0.36	399362	2.10	
	1979	2101621	2101621	0	0	74861	0.37	1177156	2.38	
	1980	2674831	2674891	0	0	66631	0.66	959327	2.39	
	1981	3741039	3741039	0	0	49574	0.61	657521	2.27	
	1982	6690033	6690033	0	0	25676	0.72	2693363	2.05	
TSUSA TOTALS										
ALL	1978	1194745	1194765	0	0	77075	0.36	399362	2.10	
	1979	2101621	2101621	0	0	74861	0.37	1177156	2.38	
	1980	2674831	2674891	0	0	66631	0.66	959327	2.39	
	1981	3741039	3741039	0	0	49574	0.61	657521	2.27	
	1982	6690033	6690033	0	0	25676	0.72	2693363	2.05	61.1

C BASED ON RECORDS FOR WHICH DATE AND WEIGHT DATA WAS RECORDED

2230 C RICA

C RICA TOTALS

GROUP	YEAR	GEN FRICTONS VALUE	FUT VALUE	JK VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR %	SHIP WT VESSEL	FRT/LB VESSEL %	AVERAGE OF YEARLY GROWTH RATES
DT	1978	230937004	222077036	n	1087007	1287615	0.12	330437743	7.75	
	1979	208046878	209414878	n	2278213	2355308	0.15	352738745	7.75	
	1980	244207310	244207310	n	1348273	2167157	0.18	201733558	7.75	
	1981	257869022	257869022	n	1552958	1452541	0.19	378542227	7.75	
	1982	257400777	257400777	n	1667447	2571841	0.23	418651239	7.75	
RDT	1978	17866014	6150188	1173826	1469707	2408347	0.16	139569	7.17	
	1979	2681016	3862674	16610442	2572040	2925196	0.20	537967	7.17	
	1980	4130523	16758128	2726705	5538359	3635335	0.26	736567	7.17	
	1981	4495314	13040170	3203316	3088840	4535550	0.25	727182	7.17	
	1982	51010914	17270947	6157067	2551052	4724807	0.24	1515713	7.17	
RPA	1978	n	2	n	0	n	0.00	2	7.77	
	1979	5311	2365	2065	386	7	0.00	1112	7.77	
	1980	n	2	n	0	7	0.00	2	7.77	
	1981	n	2	n	0	7	0.00	2	7.77	
	1982	n	2	n	0	7	0.00	2	7.77	
GSP	1978	12914231	12914231	n	0	245313	0.12	56317821	7.71	
	1979	12151090	10151090	n	0	267651	0.17	91787638	7.71	
	1980	46621788	65521788	n	0	2727077	0.20	172177140	7.71	
	1981	30920353	35920353	n	0	2843303	0.20	13724488	7.71	
	1982	23270331	23270331	n	0	3205312	0.22	120957573	7.71	
ALL	1978	257718261	248711615	11734926	3457704	3936275	0.14	396595132	7.75	
	1979	254495115	237862708	16622607	4851539	5551143	0.18	467535662	7.75	
	1980	234224421	204277226	2726705	4986631	793769	0.22	43655265	7.75	
	1981	23761676	20675082	3203316	4641818	9234491	0.24	316557997	7.75	
	1982	239297822	257750025	6157067	4074399	10567053	0.23	540914621	7.75	7.3

LISTED VALUES REPRESENT 01.87 OF TOTAL FOR COUNTRY

BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

5 DIGIT TSUSA CODE: 10075

TSUSA: 1707500 HORSES LIVE, WT FR SLGHTR VALUED OV 150 DOLS PER HEAD SIC: 02720330

GROUP	YEAR	GFM CUSTOMER VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BY YEAR	1979	302570	302570	0	4575	13257	0.40	0	7.77	
	1979	42077	42077	0	0	3057	0.73	0	7.77	
	1980	190070	190070	0	0	3077	0.68	0	7.77	
	1991	400070	400070	0	0	5004	1.63	0	7.77	
	1992	1037770	1037770	0	0	25850	1.44	0	7.77	
TSUSA TOTALS										
ALL	1979	302570	302570	0	4575	13257	0.40	0	7.77	99.9
	1979	42077	42077	0	0	3057	0.73	0	7.77	
	1980	190070	190070	0	0	3077	0.68	0	7.77	
	1991	400070	400070	0	0	5004	1.63	0	7.77	
	1992	1037770	1037770	0	0	25850	1.44	0	7.77	

5 DIGIT TSUSA CODE: 10610

TSUSA: 1761000 BEFF, PRES, CHILLED, OR FROZEN, WITHOT SKIN SIC: 20110000

GROUP	YEAR	GFM CUSTOMER VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BY YEAR	1979	470040	470040	0	10400	7	0.00	671110	7.75	
	1979	1040670	1040670	0	27033	7	0.00	937685	7.74	
	1980	2953415	2953415	0	43330	7	0.00	2633642	7.77	
	1991	5416057	5416057	0	99333	7	0.00	5156360	7.78	
	1992	5700451	5700451	0	97345	7	0.00	5068900	7.78	
TSUSA TOTALS										
ALL	1979	470040	470040	0	10400	7	0.00	671110	7.75	95.9
	1979	1040670	1040670	0	27033	7	0.00	937685	7.74	
	1980	2953415	2953415	0	43330	7	0.00	2633642	7.77	
	1991	5416057	5416057	0	99333	7	0.00	5156360	7.78	
	1992	5700451	5700451	0	97345	7	0.00	5068900	7.78	

5 DIGIT TSUSA CODE: 11010

TSUSA: 1101000 SWEETS, FRUIT, OR FROZ BUT NOT STIMUL PREP SIC: 20120530
 1101001 YFLI WFIN, JUIT, FRSH, CHLD OR FROZ BUT NOT STIMUL PREP 20120510
 1101002 YFLI WFIN, JUIT, FRSH, CHILLED OR FROZEN, NOT OT HASE PREP/PRES 20120515
 1101003 YFLI WFIN, JUIT, FRSH, CHILLED OR FROZEN, NOT OT HASE PREP/PRES 20120515
 1101004 YFLI WFIN, JUIT, FRSH, CHILLED OR FROZEN, NOT OT HASE PREP/PRES 20120515
 1101005 YFLI WFIN, JUIT, FRSH, CHILLED OR FROZEN, NOT OT HASE PREP/PRES 20120515

5 DIGIT TSUSA CODE: 11010

GROUP	YEAR	GFN CUSTOMER VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1979	12405875	12405875	0	0	7	0.00	31039659	7.75	26.1
	1979	23410342	23410342	0	0	7	0.00	53471917	7.75	
	1980	18700261	18700261	0	0	7	0.00	33447557	7.75	
	1981	18270744	18270744	0	0	7	0.00	31527267	7.75	
	1982	25847433	25847433	0	0	1207	0.12	47459759	0.77	
TSUSA TOTAL										
ALL	1979	12405875	12405875	0	0	7	0.00	31039659	7.75	26.1
	1979	23410342	23410342	0	0	7	0.00	53471917	7.75	
	1980	18700261	18700261	0	0	7	0.00	33447557	7.75	
	1981	18270744	18270744	0	0	7	0.00	31527267	7.75	
	1982	25847433	25847433	0	0	1207	0.12	47459759	0.77	

6 DIGIT TSUSA CODE: 11465

TSUSA:	1144500	LOBSTERS, LIVE	SIC:	20130515
	1144505	POCK LOBSTER TAILS, NOT IN		19130515
	1144510	LOBSTERS, YES, PZ IN		20130515
	1144517	SCALLOPS, FRESH, CHILLED OR		19130520
	1144525	CRABMEAT AND PRAMS,		20130525
	1144530	CRABMEAT, PEELER, IN AIRTIGHT		20130530
	1144537	CRABMEAT, PEELER, RAW, NOT IN		20130535
	1144547	CRABMEAT AND PRAMS, NOT IN		20130540
	1144557	CRABMEAT, PEELER, NOT IN		20130545
	1144560	SCALLOPS, INCLUDING PASTES		20130550
				20130555
				20130560
				20130565
				20130570
				20130575
				20130580
				20130585
				20130590
				20130595
				20130600
				20130605
				20130610
				20130615
				20130620
				20130625
				20130630
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				20130645
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				20130845
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				20130855
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				20130865
				20130870
				20130875
				20130880
				20130885
				20130890
				20130895
				20130900
				20130905
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				20130940
				20130945
				20130950
				20130955
				20130960
				20130965
				20130970
				20130975
				20130980
				20130985
				20130990
				20130995
				20140000

GROUP	YEAR	GFN CUSTOMER VALUE	PUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PD	1979	20221358	20221358	0	0	403151	0.14	10224316	7.17	26.1
	1979	57476974	57476974	0	0	155757	0.14	13024730	7.17	
	1980	42272771	42272771	0	0	245274	0.10	18024022	7.14	
	1981	62275474	62275474	0	0	114708	0.10	19520973	7.23	
	1982	62415735	62415735	0	0	445936	0.18	19465302	0.21	

6 DATA BY SECTIONS FOR WHICH DATE AND WEIGHT DATA ARE OBTAINED

8 DIGIT TSUSA CODE: 1145

GROUP	YEAR	GEN FUTURE VALUE	FUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
TSUSA TOTALS										
ALL	1978	20911558	20911558	0	0	403151	0.14	19224316	2.17	25.5
	1979	49678876	49678876	0	0	155757	0.14	13925730	4.17	
	1980	49047771	49047771	0	0	265777	0.19	18074702	7.14	
	1981	62215676	62215676	0	0	318700	0.19	18570373	7.37	
	1982	47615755	47615755	0	0	543075	0.18	19565332	7.21	

8 DIGIT TSUSA CODE: 1440

TSUSA: 144070 PANAMA, FRESH

SIC: 0179930

GROUP	YEAR	GEN FUTURE VALUE	FUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
BT PD	1978	7497770	7497770	0	0	7	0.00	456912723	7.74	26.5
	1979	14761713	14761713	0	0	7	0.00	420612652	7.74	
	1980	17222911	17222911	0	0	22007	0.04	280879926	7.76	
	1981	17517466	17517466	0	0	7	0.00	416878335	7.76	
	1982	19611459	19611459	0	0	7	0.00	416796692	0.76	

TSUSA TOTALS

ALL	1978	7497770	7497770	0	0	7	0.00	456912723	7.74	26.5
	1979	14761713	14761713	0	0	7	0.00	420612652	7.74	
	1980	17222911	17222911	0	0	22007	0.04	280879926	7.76	
	1981	17517466	17517466	0	0	7	0.00	416878335	7.76	
	1982	19611459	19611459	0	0	7	0.00	416796692	7.76	

8 DIGIT TSUSA CODE: 1550

TSUSA: 155065 CANE OR SFT SUGARS, SUGARS, MOLASSES, VSPF (STN RAW VALUE)

SIC: 2750225

GROUP	YEAR	GEN FUTURE VALUE	FUT VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR C	SHIP WT VESSEL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATES
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8 DIGIT TSUSA CODE: 1550

2250 PANAMA

5 DIGIT TSUSA CODE: 15420

GROUP	YEAR	CEN FISCAL YEAR VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PA	1978	22140312	22140312	0	0	7	0.00	257536205	7.71	
	1979	11941278	11941278	0	0	7	0.00	104537300	7.71	
	1980	22140312	22140312	0	0	7	0.00	124623557	7.71	
	1981	11117461	11117461	0	0	7	0.00	152376991	7.71	
	1982	22140312	22140312	0	0	7	0.00	184762572	7.71	
TSUSA TOTALS										
ALL	1978	22140312	22140312	0	0	7	0.00	257536205	7.71	
	1979	11941278	11941278	0	0	7	0.00	104537300	7.71	
	1980	22140312	22140312	0	0	7	0.00	124623557	7.71	
	1981	11117461	11117461	0	0	7	0.00	152376991	7.71	
	1982	22140312	22140312	0	0	7	0.00	184762572	7.71	27.3

5 DIGIT TSUSA CODE: 15635

TSUSA: 1563500 COCOA BUTTER

SIC: 27461360

GROUP	YEAR	CEN FISCAL YEAR VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PA	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	121156	121156	0	0	0	0.00	61133	0.00	
	1981	109518	109518	0	0	0	0.00	187349	0.00	
	1982	1011632	1011632	0	0	0	0.00	1722310	0.00	
TSUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	0.00	
	1979	0	0	0	0	0	0.00	0	0.00	
	1980	121156	121156	0	0	0	0.00	61133	0.00	
	1981	109518	109518	0	0	0	0.00	187349	0.00	
	1982	1011632	1011632	0	0	0	0.00	1722310	0.00	

5 DIGIT TSUSA CODE: 16010

TSUSA: 1601000 COFFEE, CRJF

SIC: 20200000

GROUP	YEAR	CEN FISCAL YEAR VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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BASED ON DECODE FOR WHICH RATE AND WEIGHT DATA WAS OBTAINED

5 DIGIT TSUSA CODE: 16010

GROUP	YEAR	CFR FACTORY VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT 00	1978	17012541	17012541	0	0	31258	0.03	6255636	7.76	
	1979	4910574	4910574	0	0	7	0.00	4727731	7.76	
	1980	17103264	17103264	0	0	7	0.00	5932969	7.76	
	1981	7954857	7954857	0	0	7	0.00	6110157	7.77	
	1982	8704834	8704834	0	0	7	0.00	6956391	7.76	
TSUSA TOTAL										
ALL	1978	17012541	17012541	0	0	31258	0.03	6255636	7.76	
	1979	4910574	4910574	0	0	7	0.00	4727731	7.76	
	1980	17103264	17103264	0	0	7	0.00	5932969	7.76	
	1981	7954857	7954857	0	0	7	0.00	6110157	7.77	
	1982	8704834	8704834	0	0	7	0.00	6956391	7.76	

5 DIGIT TSUSA CODE: 17000

TSUSA: 170005 TOBACCO, EXCEPT SHAGGING TOB, MANUFACTURED OR NOT, VSPF

SIC: 2131039A

GROUP	YEAR	CFR FACTORY VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT 00	1978	0	0	0	0	0	0.00	0	7.77	
	1979	31	31	0	31	103	2.49	0	7.77	
	1980	0	0	0	0	7	0.00	0	7.77	
	1981	2149607	2149607	0	2149607	7	0.00	1350569	7.76	
	1982	2274034	2274034	0	26332	7	0.00	1274383	7.76	
TSUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	7.77	
	1979	31	31	0	31	103	2.49	0	7.77	
	1980	0	0	0	0	7	0.00	0	7.77	
	1981	2149607	2149607	0	2149607	7	0.00	1350569	7.76	
	1982	2274034	2274034	0	26332	7	0.00	1274383	7.76	6.9

5 DIGIT TSUSA CODE: 18455

TSUSA: 184550 FISH & MARINE MAMMALS, UNFIT FOR HUMAN CONSUMPTION

SIC: 2077060

GROUP	YEAR	CFR FACTORY VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
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6 PASSED BY RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

C NIGIT TSUSA CODE: 1845C

GROUP	YEAR	CFM HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
BT PA	1978	1410868	1410868	0	0	7	0.00	8539368	7.37	
	1979	4508072	4508072	0	0	7	0.00	26372358	7.71	
	1980	5808075	5808075	0	0	7	0.00	16327392	7.71	
	1981	2757010	2757010	0	0	7	0.00	15590880	7.71	
	1982	1582017	1582017	0	0	7	0.00	8031987	7.31	
TSUSA TOTALS										
ALL	1978	1410868	1410868	0	0	7	0.00	8539368	7.37	22.9--
	1979	4508072	4508072	0	0	7	0.00	26372358	7.71	
	1980	5808075	5808075	0	0	7	0.00	16327392	7.71	
	1981	2757010	2757010	0	0	7	0.00	15590880	7.71	
	1982	1582017	1582017	0	0	7	0.00	8031987	7.31	

C NIGIT TSUSA CODE: 3762R

TSUSA: 3762970 BRASSIERES, MAH-WADP FIREP NOT ORNAMENTED SIC: 23621930
3762906 OBY-SUPPORTING CARPENTS FXC BRASSIERES, NT ORN, OTH TEX MAT SIC: 23622300

GROUP	YEAR	CFM HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
B47	1978	0	0	0	0	0	0.00	0	7.37	
	1979	0	0	0	0	7	0.00	0	7.71	
	1980	0	0	0	0	7	0.00	0	7.71	
	1981	333692	333692	616237	57138	2051	0.79	173519	7.71	
	1982	1250026	1250026	976923	63743	0	0.00	250798	7.35	
TSUSA TOTALS										
ALL	1978	0	0	0	0	0	0.00	0	7.37	34.8 *
	1979	0	0	0	0	7	0.00	0	7.71	
	1980	0	0	0	0	7	0.00	0	7.71	
	1981	333692	333692	616237	57138	2051	0.79	173519	7.71	
	1982	1250026	1250026	976923	63743	0	0.00	250798	7.35	

C NIGIT TSUSA CODE: 6750S

TSUSA: 6750535 HEAVY FUEL OILS JV 25 DEG API SHV 125 SFC 43V 170 DEG SIC: 29115031

GROUP	YEAR	CFM HISTORIC VALUE	NET VALUE	US VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR R	SHIP WT VESSEL	FRT/LB VESSEL R	AVERAGE OF YEARLY GROWTH RATES
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5 DIGIT TSUSA CODE: 67575

GROUP	YEAR	GEN INSTNCS VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARL GROWTH RATES
BT PD	1978	245876	245876	0	37654	3	0.00	241576964	7.77	
	1979	0	0	0	0	3	0.00	0	7.77	
	1980	41054	41054	0	0	7	0.00	674105	7.77	
	1981	507251	507251	0	11081	7	0.00	71757534	7.77	
	1982	507251	507251	0	12705	7	0.00	42324350	7.77	
TSUSA TOTALS										
ALL	1978	245876	245876	0	37654	3	0.00	241576964	7.77	
	1979	0	0	0	0	3	0.00	0	7.77	
	1980	41054	41054	0	0	7	0.00	674105	7.77	
	1981	507251	507251	0	11081	7	0.00	71757534	7.77	
	1982	507251	507251	0	12705	7	0.00	42324350	7.77	

5 DIGIT TSUSA CODE: 52033

TSUSA: 52033000 DIAMONDS OR 1/2 CAR. CUT, NOT SET, SUITABLE FOR JEWELRY

SIC: 39152910

GROUP	YEAR	GEN INSTNCS VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP JT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARL GROWTH RATES
BT PD	1978	0	0	0	0	7	0.00	0	0.00	
	1979	10000	10000	0	5000	1	555.00	0	7.77	
	1980	571071	571071	0	10640	7	0.00	0	7.77	
	1981	4937207	4937207	0	0	4	566.50	0	7.77	
	1982	11158020	11158020	0	0	11	55350.00	0	7.77	
TSUSA TOTALS										
ALL	1978	0	0	0	0	7	0.00	0	0.00	
	1979	10000	10000	0	5000	1	555.00	0	7.77	
	1980	571071	571071	0	10640	7	0.00	0	7.77	
	1981	4937207	4937207	0	0	4	566.50	0	7.77	
	1982	11158020	11158020	0	0	11	55350.00	0	7.77	

5 DIGIT TSUSA CODE: 50320

TSUSA: 50320200 GOLD PULLING, REFINED
SILVER PULLING, REFINED

SIC: 33397499
33397520

GROUP	YEAR	GEN INSTNCS VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARL GROWTH RATES
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53.2

< DIGIT TSUSA CODE: 50520

GROUP	YEAR	SP4 CUSTOMER VALUE	PUT VALUE	UC VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PB	1970	140537	140537	0	0	1775	1.44	36	7.34	
	1970	144520	144520	0	0	1472	0.66	0	7.77	
	1980	47300267	47300267	0	0	23932	4.45	0	7.77	
	1981	2041134	2041134	0	0	2064	14.00	0	7.77	
	1982	2207235	2207235	0	0	552	15.69	0	7.77	
TSUSA TOTALS										
ALL	1970	140537	140537	0	0	1775	1.44	36	7.34	
	1970	144520	144520	0	0	1472	0.66	0	7.77	
	1980	47300267	47300267	0	0	23932	4.45	0	7.77	
	1981	2041134	2041134	0	0	2064	14.00	0	7.77	
	1982	2207235	2207235	0	0	552	15.69	0	7.77	53.3--

< DIGIT TSUSA CODE: 30000

GROUP	YEAR	SP4 CUSTOMER VALUE	PUT VALUE	UC VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LB AIR \$	SHIP WT VESSEL	FRT/LB VESSEL \$	AVERAGE OF YEARLY GROWTH RATES
BT PB	1970	11009467	11009467	0	0	145473	0.52	5236715	7.76	
	1970	12209404	12209404	0	0	216707	0.44	7764594	7.75	
	1980	14202714	14202714	0	0	207164	0.51	5530511	7.77	
	1981	10051510	10051510	0	0	115341	0.76	5141297	7.17	
	1982	41640164	41640164	0	0	141773	1.52	11630842	7.16	
TSUSA TOTALS										
ALL	1970	11009467	11009467	0	0	145473	0.52	5236715	7.76	
	1970	12209404	12209404	0	0	216707	0.44	7764594	7.75	
	1980	14202714	14202714	0	0	207164	0.51	5530511	7.77	
	1981	10051510	10051510	0	0	115341	0.76	5141297	7.17	
	1982	41640164	41640164	0	0	141773	1.52	11630842	7.16	44.2

< BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

PARSED TABLE

COMMODITY	YEAR	CFM FIVE YEAR VALUE	NET VALUE	25 VALUE	CALCULATED RHTY	SHIP WT ATD	FRT/LB ATD C	SHIP JT VFSSCL	FRT/LB VESSEL C	AVERAGE OF YEARLY GROWTH RATE C
BT PN	1979	122701110	122701110	0	41728	507016	0.74	15050618	7.33	
	1978	147771691	147771691	0	22064	125165	0.74	41113267	7.33	
	1977	100615667	100615667	0	25070	521438	0.48	502865753	7.33	
	1976	200720720	200720720	0	428277	443122	0.43	723570351	7.33	
	1975	214876261	214876261	0	206322	434331	1.22	788636330	7.33	
RMZ	1979	0	0	0	0	0	0.00	0	7.33	
	1978	0	0	0	0	0	0.00	0	7.33	
	1977	0	0	0	0	0	0.00	0	7.33	
	1976	011602	011602	414217	57118	3051	0.70	173555	0.30	
	1975	1250026	1250026	036091	41741	0	0.00	247208	7.33	
RPA	1979	0	0	0	0	0	0.00	0	7.33	
	1978	0	0	0	0	0	0.00	0	7.33	
	1977	0	0	0	0	0	0.00	0	7.33	
	1976	0	0	0	0	0	0.00	0	7.33	
	1975	0	0	0	0	0	0.00	0	7.33	
RSP	1979	0	0	0	0	0	0.00	0	7.33	
	1978	0	0	0	0	0	0.00	0	0.30	
	1977	5506002	5506002	0	0	0	0.00	10432054	0.30	
	1976	2170122	2170122	0	0	0	0.00	7714432	7.33	
	1975	0	0	0	0	0	0.00	0	7.33	
ALL	1979	122701110	122701110	0	41728	507016	0.74	15050618	7.33	20.6
	1978	147771691	147771691	0	22064	125165	0.74	41113267	7.33	
	1977	100615667	100615667	0	25070	521438	0.48	502865753	7.33	
	1976	200720720	200720720	414217	425615	442231	0.43	800727556	7.33	
	1975	214876261	214876261	036091	220125	434331	1.22	788755107	7.33	

LIMITED YEAR REPRESENT 97.17 OF TOTAL FTD COUNTRY

C BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED

611

FINAL TOTALS

GROUP	YEAR	CFR INVOICE VALUE	NET VALUE	JS VALUE	CALCULATED DUTY	SHIP WT AIR	FRT/LR AIR %	SHIP WT VESSEL	FRT/LR VESSEL %	AVERAGE OF YEARLY GROSS RATES
BT PD	1978	129269410	129269410	0	8598626	8678955	0.13	86393735	7.22	
	1979	1600108326	1601109326	0	10719055	12501102	0.14	216135150	7.74	
	1980	1576027342	1576027342	0	7010200	0376008	0.17	606057337	7.74	
	1981	1290821268	1290771268	0	7336507	10515546	0.17	32325282	7.74	
	1982	1347101520	1347101520	0	6656055	11535630	0.27	691552161	7.74	
BND	1978	39924224	39924224	10124440	2208670	3518217	0.16	422559	7.22	
	1979	44705144	44705144	18672193	4145141	4747014	0.19	316151	7.12	
	1980	76674134	76674134	51230660	5172125	5381020	0.25	1862922	7.17	
	1981	125211234	125211234	4112490	4207166	7127117	0.25	2824558	7.18	
	1982	15334156	15334156	17636486	5624110	7387526	0.25	4666187	7.22	
BNA	1978	40984	40984	15902	1408	1020	0.15	0	7.22	
	1979	73200	73200	57205	2446	1282	0.16	1112	7.17	
	1980	0	0	0	0	7	0.00	0	7.22	
	1981	10400	10400	12243	1073	1320	0.11	0	7.22	
	1982	0	0	0	0	0	0.00	0	7.22	
CCO	1978	43326574	43326574	0	0	402505	0.08	365625249	7.21	
	1979	80085320	80085320	0	0	267487	0.17	487746336	7.21	
	1980	255913160	255913160	0	0	7581537	0.16	145423847	7.22	
	1981	242671560	242671560	0	0	8503157	0.17	144254924	7.21	
	1982	123328124	123328124	0	0	9577741	0.10	830920571	7.21	
ALL	1978	1354508055	1354508055	10142741	10888713	12501580	0.13	188268552	7.22	
	1979	1814772110	1814772110	18632478	16847542	17511070	0.15	202474278	7.24	
	1980	1795711875	1795711875	185474156	12182415	21735557	0.10	55644416	7.24	
	1981	1659222420	1659222420	8125253	15452736	24131133	0.10	471038856	7.24	
	1982	1423552700	1423552700	194334406	17000174	28545006	0.24	327235169	7.24	6.0

1 BASED ON RECORDS FOR WHICH RATE AND WEIGHT DATA WAS RECORDED
 2 BASED ON LESS THAN 4 YEAR INTERVALS

APPENDIX B

**LISTS OF TRADE CONSULTANTS EXPRESSING INTEREST IN WORKING
WITH USAID TO ASSIST IN SOLVING CARIBBEAN BASIN TRADE PROBLEMS**

B-1 15 CONSULTANTS SUBMITTING REI'S

B-2 PRIMARY LIST OF RESPONDENTS

B-3 SUPPLEMENTAL LIST OF RESPONDENTS

APPENDIX B-1

15 FIRMS/INDIVIDUALS PROVIDING RESPONSES BY JULY 1
TO USAID'S REQUEST FOR EXPRESSIONS OF INTEREST

- Robert R. Nathan Associates, Inc.
1301 Pennsylvania Ave., NW
Washington, DC 20004
James W. Fay
Vice President
(202) 393-2700
 - Large, well-known firm with extensive consulting experience in overseas economic development

- Joint Services Group, Inc.
1025 Connecticut Ave., NW
Washington, DC 20036
Simon Pinniger
President
(202) 467-6410
 - Specialists in international trading; invests in and manages joint-ventures with foreign companies

- Robert Willets Hardy
Box 146
New Vernon, NJ 07976
Robert W. Hardy
Principal
(201) 540-8344
 - Individual entrepreneur specializing in marketing in the U.S. for European firms

- Gellman Research Associates, Inc.
100 West Ave.
Jenkintown, PA 19046
Frank Berardino
Senior Vice President
(215) 384-7500
 - Small consulting firm with strengths in technology transfer, public policy and business strategy

- Associated Consultants International
701 B Street
San Diego, CA 92101
Guy C. Hill
President
(619) 237-0847
 - Management consulting firm with unknown capabilities in the international field

- Charles N. McClain
400 S. Berendo #110
Los Angeles, CA 90020
(213) 487-6207
 - Individual with marketing and government experience, primarily in West Africa

- Mattea Co., Inc.
26 Pleasant Avenue
Tenafly, NJ 07670
Matthew Tai
(201) 871-1745
 - Individual with experience in China and Hong Kong international trade

- Sergio A. Chuy
845 MacArthur Boulevard
Oakland, CA 94610
(415) 465-8848
 - Individual with technical and marketing experience, primarily in Peru

- Robert E. Jay
 1876 Stonesgate Street
 Westlake Village, CA 91361
 (805) 495-8207

• Individual seeking employment in sales/marketing

- Rudolph S. Tadey
 National Business College
 3024 Forest Hills Circle
 Lynchburg, VA 24501
 (804) 384-0400

• Individual seeking employment

- American Trade Management Group
 5333 Mission Center Road
 San Diego, CA 92108
 Stephen A. Brennen
 President
 (619) 291-6174

• Consulting firm whose principal has impressive qualifications in a U.S. company's Latin American operations

- Barnett & Engel
 9 Marion Road
 Westport, CT 06880
 Stanley A. Barnett
 Nat Engel
 (203) 226-0118

• Partnership whose principals have extensive operating and consulting experience internationally

- Winningham International, Inc.
 933 L Street, NW
 Washington, DC 20044
 R. Samuel Winningham
 President
 (202) 289-0091

• Firm specializing in providing representation in the U.S. for foreign companies involved in export

- John G. Keller
 PO Box 12764
 Research Triangle Park
 North Carolina, 27709
 (919) 929-8622

• Expert in toxicological evaluation of chemicals and consumer products (!)

- Professional Analysts, Inc.
 743 Country Club Road
 Eugene, OR 97401
 Donald Jacobs
 Vice President, Marketing
 (503) 485-6877

• Consulting firm with expertise in computer, financial and management training

APPENDIX B-2 PRIMARY LIST OF RESPONDENTS

ASTRA Associates
ATTN: F. H. Salerno
POB 9121
Bridgeport, Conn. 06601 Mr. F. H. Salerno

The Empire Group
220 West 19th Street
New York, N.Y. 10011 Walter Plackh

Janiel Duddy, President
Dan Duddy, Inc.
240 9th Avenue
New York City, New York 10001 Mr. Duddy

Kim E. Chantarit
1510 Key Blvd.
Arlington, Va. 22209 Kim E. Chantarit

George Janis
80 Wall St.
New York, N.Y. 10005 Mr. Janis

Nancy Berge
PFP
2441 18th St. NW
Washington, D.C. 20009 Ms. Berge

Albert Ashe
120 Beach 19th St.
Far Rockaway, N.Y. 11691 Mr. Ashe

F.W. Haas & Co.
331 Madison Ave.
New York, N.Y. 10017 Mr. Haas

Thomas Francis
415 E. 78th St.
N.Y., N.Y. 10021 Mr. Francis

R. M. Shrestha
374 Third Ave.
Troy, N.Y. 12182 Mr. Shrestha

Barbara Morris
the Clarkson Co.
5630 Connecticut Ave., NW
Washington, D.C. 20015 Ms. Morris

Thomas H. Dugan
1215 Francisco St.
San Francisco, Ca. 94123 Mr. Dugan

Ramon Medrano Jr.
Medrano International
45 Fairview Ave.
Suite 15 H
New York, N.Y. 10040 Mr. Medrano

N. Danforth Oates
81 Irving Place
New York, N.Y. 10003 Mr. Danforth

Gail Layden
The Futures Group, Inc.
76 Eastern Boulevard
Galstonbury, Ct. 06033 Ms. Layden

V.S. Gogia
2 Maxine Ave.
Plainview, N.Y. 11803 Mr. Gogia

Peter B. Davis
Development Associates, Inc.
2924 Columbia Pike
Arlington, Va. 22204 Mr. Davis

Thomas Walker
SYSTRAN
70 W. Hubbard St.
Chicago, Illinois 60610 Mr. Walker

Nigel Bramich
AFRAM
137-139 Manaroneck Ave.
Manaroneck, N.Y. 10543 Mr. Bramich

B.F. Eibner
293 Kenrick St.
Newton, Ma. 02158 Mr. Eibner

Richard E. Seltzer
Development Planning & Research Associates, Inc.
200 Research Drive
P.O. Box 727
Manhattan, Kansas 66502 Mr. Seltzer

Rebecca J. Steller
Temple, Barker & Sloane, Inc.
33 Hayden Ave.
Lexington, Massachusetts 02173 Ms. Steller

John L. Verde
Rutherford Corp.
575 E. Linden Ave. Box 151
Linden, New Jersey 07036 Mr. Verde

Humberto Luque
J.H.Luque Co.
114 Liberty St., Suite 204
New York, N.Y. 10006 Mr. Luque

A.L. Renna
World Trans Med
Chase Manhattan Bank Bldg.
252-34 Northern Blvd
Little Neck, N.Y. 11363 Mr.Renna

William Kramer
Rolex Co.
385 Hillside Ave.
Hillside, N.J. 07205 Mr. Kramer

Curtis C. Gentry
c/o CHP International
1010 W. Lake St.
Oak Park, Illinois 60301 Mr.Gentry

Stanley Stewart
734 Union St.
Bangor, Maine 04401 Mr.Stewart

J.F.Karl
P.O.Box 824
Utica, New York 13503 Mr. Karl

Irving W. Miller
39 Chestnut St.
Huntington, N.Y. 11743 9Mr. Miller

Dinka Pandya
Dominant Flavors & Aromatics Co.
4020 Hempstead Turnpike
Bethpage, N.Y. 11714 Ms.Pandya

Bill Cook
P.O. Box 38
Syosset, N.Y. 11791 Mr. Cook

Craig Rovzar
Rovzar Associates
1530 The Alameda
Suite 200
San Jose, Ca. 95126 Mr. Rovzar

George Becker
P.O.Box 670
Bronxville, N.Y. 10708 Mr. Becker

James F. Stone
INVELMAR
P.O. Box 8327
Ft. Worth, Texas 76112 Mr. Stone

Sam Rashedy
TAMY
1021 Route 206, F-11
Bordentown, N.J. 08505 Mr. Rashedy

Paul B. Anthony
ANTCO International
444 Grand St.
Paterson, N.J. Mr. Anthony

R. Hackett
61 Wood St.
Jefferson VLY, N.Y. 10535 Mrs. Hackett

R.S.Tadey
Rt. 2, Box 228
Gladys, Va. 24557 Mr. Tadey

W.P.Schlicht
60 E. 42nd St.
New York, N.Y. 10165 Mr.Schlicht

Donald H. Garretson, Jr.
260 Knollcrest Rd.
Mountainside, N.J. 07092 Mr. Garretson

George F. McDonald
McDonald & Ferdinandi
1441 Park Ave.
Cranston, R.I. 02920 Mr. McDonald

Mae W. Fry
Social & Scientific Systems, Inc.
2401 Virginia Ave., N.W. 5th Fl.
Washington, D.C. 20037 Ms.Fry

Harry B. Schwartz
Granite Associates
45 W. 34th St.
N.Y.,N.Y. 10001 Mr. Schwartz

DP Associates
16 Moffett St.
Pittsburgh, Pa. 15243 Dear Sirs:

Terri Wegenka
Midwest Research Institute
425 Volker Boulevard
Kansas City, Missouri 64110 Ms.Wegenka

Abel O. Malvestiti
33-45 94th St.(3D)
Jackson Heights, N.Y. 11372 Mr. Malvestiti

Peter C. Dinos
899 Boulevard East
Weehawken, N.J. 07087 Mr. Dinos

Mormoz Sabet
Sulf Associates, Inc.,
30 Rockefeller Plaza
N.Y., N.Y. 10020 Mr. Sabet

George T. Long
Stanford Engineering &
Management Systems Corp
Suite 525, Century Bldg.
2341 Jefferson Davis Highway
Arlington, Va. 22202 Mr. Long

Robert Hardy
Box 146
New Vernon, N.J. 07976 Mr.Hardy

Rajat Purkayastha Associate
51 E. 42nd St. Suite 517
N.Y., N.Y. 10017 Mr.Purkayastha

Cyriac Thannikary
Thannikary International Corporation
Suite No.7 K
42-55 Golden St.
Flushing, N.Y. 11355 Mr. Thannikary

Joseph B. McNamara
115 Pine Grove Ave.
Summit, N.J. 07901 Mr. McNamara

Ernest J. Bobick
P.O.Box 279
New City, N.Y. 10956 Mr.Bobick

Jeanne Bonner
Logical Technical Services Corp.
71 W. 23rd St.
New York, N.Y. . 10010 Ms.Bonner

Peter J. Zantal
6 Scott Court, Apt.C-4
Ridgefield Park,N.J. 07660 Mr.Zantal

Leonard L. Franklin
42 Jane Street
N.Y.,N.Y. 10014 Mr. Franklin

Chaman L.Gupta
9 Princeton Dr.
Plainview, N.Y. 11803 Mr. Gupta

S.J.Fierst
Global Liaison Associates
23-33 30th Ave.
Astoria, N.Y. 11102 Mr. Fierst

Gilbert C. Donovan
204 Passaic Ave.
Spring Lake, N.J. 07762 Mr.Donovan

John J. Murphy
355 Scarsdale Road
Tuckahoe, N.Y. 10707 Mr. Murphy

Frank Rocco
29 Ohayo Mtn. Rd.
Woodstock, N.Y. 12498 Mr. Rocco

Richard Craven
International Operations Services
P.O.Box 30929
J.F.K. Airport Station
Jamaica, N.Y. 11430 Mr. Craven

B.J. Ebong
P.O.Box 365
N.Y.,N.Y. 10036 Mr. Ebong

S.L.Ettman
Diagnostica
1475 N.W. 97th Ave.
Miami, Fl. 33172 Mr. Ettman

Matthew Tai
Mattea Co., Inc.
26 Pleasant Ave.
Tenafly, N.J. 07670 Mr. Tai

APPENDIX B-3. SUPPLEMENTAL LIST OF RESPONDENTS

1. Joint Services Group Washington, DC
2. ANROW Sciences Rockville, MD
3. KRAMER Associates Washington, DC
4. Action Progrms Intl. Washington, DC
5. Public Affairs Asso. New Jersey
6. Sandra Wishner & Asso. Maryland
7. The Granville Corp Washington
8. University of Pennsy. Philadelphia, PA
9. SIMAT Intl. Ltd. Washington, DC
10. Basic Tech. Corporation Arlington VA
11. Experience Inc. Washington
12. Science Applications Norfolk VA
13. Case & Co. New York, Stamford, Chicago, LA, San Francisco
14. Urban Resources Washington
15. Energy Inc Washington
16. Ernst&Whinney Washington
17. George W. Kyle New Mexico
18. Development Decisions Atlanta GA
19. THORNTON LABORATORIES Tampa, FL
20. Watson Rice & Co. Washington DC
21. Perspective San Diego
22. Institute for Development Anthropology New York
23. Horizon Trading Co Washington, DC
24. Kaufman Washington DC
25. William E. Henderson Madisonville, Kentucky
26. Expand Associates Silver Spring Maryland

27. Automated Services	McLean, VA
28. Harbridge House	Washington, DC
29. Intsea	Washington, DC
30. Russell & Axon	St. Louis, MO
31. International Business Services	Washington, DC, NJ, CO, VA, FL
32. Pannell, Kerr, Forster	Washington, DC
33. E.H. White & Co.	DC
34. Lawrence Wasserman	Bethesda, MD
35. Arthur Young & Co.	DC
36. Phoenix Asso. Inc.	Bethesda, MD
37. Barnett & Engel	Westport, CT
38. Management/Design Resources	Fairfax, VA
39. Miranda Asso.	Md, DC, Puerto Rico
40. Price, Waterhouse	DC
41. S.A. Brennen	La Jossa, CA
42. Health Services Intl	McLean, VA
43. Development Alternatives.	DC
44. Delex Systems	VA
45. The Synectics Group	DC
46. Symons	Illinois
47. Georgia Tech Research Institute	Georgia
48. Booz-Allen & Hamilton	MD
49. Columbia Research Corp	MD
Gellman Research Asso. Inc.	PA, DC
51. RRNA	DC
52. Checci & Co.	DC
53. Peat Marwick	DC
54. American Consulting Engineers	FL
55. Lynnhaven Group	VA

56. Peter F.-Koch	Illinois
57. RPI. International	NY
58. Dennis Nied	NJ
59. Applied Economics	Seattle, WA
60. Aquatec International	CT, Cairo
61. Systematics General	MD
62. Dewberry & Davis	VA
63. Gneral Physics	MD
64. Everest Consulting	NJ
65. International Science & Tech Inst.	DC
66. Gredy R. Poole	MD
67. Boyle Engineering Corp	CA
68. Research Found. of St. U of NY	NY
69. Energetics	MD
70. Systems Applications	CA
71. HJK&A	DC
72. International Maritime	DC
73. Kendall Square	MA
74. Charles River Assoc	MA
75. University of Southern Maine	Portland, Maine
76. Professional Analysts	Portland, Oregon
77. Maguerite Kaminiski	New Mexico
78. Ted Rowland	NY
79. Atlantis Inc.	CA
80. Harmon Engineering & Testing	AL
81. Organizational Consultants	Seattle, WA
82. Earth Tech Inc.	MD
83. Univerisity at Carbondale	Carbondale, Illinois
84. IBE International	NY

85. Clapp and Mayne, Inc.	San Juan, PR
86. Gerda Carlstedt	NJ
87. North Carolina State U.	NC
88. Man Tech International Corp.	VA
89. ABT Asso.	DC
90. Creative Associates	DC, VA
91. University of Iowa	IO
92. Scott-Ortech	Colorado