

**The Quality of International Insertion and
Competitiveness in the Greater Caribbean
Applying ECLAC Instruments in Assessing Competitiveness**

Document prepared by the Subregional Headquarters of the Economic Commission for Latin America and the Caribbean (ECLAC) in Mexico¹ and in Port of Spain² for the Secretariat of the Association of Caribbean States

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Introduction

Increasing trade liberalisation is exposing the productive sectors of Latin American and Caribbean economies to foreign competition. Greater liberalisation together with an appropriate regulatory strategy can increase productivity and efficiency in dynamic sectors. It can also be seen as an opportunity for countries to reposition their productive potential to match demand in the world market. Nonetheless, liberalisation can generate major job and product losses. In addition, for smaller economies, the costs involved in any liberalisation process can increase, at least in the short and medium term, as a result of the gradual dismantling of preferential access to industrialised markets.

In this context, it becomes increasingly more relevant to have an instrument which can be used to quickly and effectively assess the position of a country or group of countries in the international market. ECLAC has developed two computerised programmes to achieve this. They are the competitive analysis of nations (CAN) and the module to analyse the growth of international commerce (MAGIC). Both programmes can be used to consult imports and exports of goods by country or group of countries and show the evolution of a series of commercial indicators.

MAGIC uses the database of the United States harmonised system, and it computes market share, specialisation, relative unit values and tariff rates involved. Even more importantly, MAGIC includes a method of analysing constant market quotas which breaks down a change in the value of imports between two points in time according to three effects- demand, participation and interaction. These three indicators help to determine how much growth there has been in total demand, the dynamism of a product or the efficiency of a country in a product by the increase in imports in the reference country, which is the United States. Based on this, MAGIC classifies products into four categories – new stars, fading stars, lost opportunity and withdrawal. This classification in turn facilitates the use of competitiveness matrices and follow up of strategic product movements over time.

The CAN programme uses similar indicators in different sectors (market share, structure of exports, specialisation, structure of imports and relative share). It also provides for the use of competitiveness matrices, but at a more complex level than MAGIC. The CAN database is organised by import market to three and four digits of the standard international trade classification (SITC).

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presentation at the Seminar-Workshop: The Greater Caribbean and Trade Negotiations (Port of Spain, Trinidad and Tobago, 14-15 July 2003).³

Its objective is to show the analytical potential of both programmes in assessing the export performance and competitiveness of ACS member states, as well as to support the presentation of both programmes during the workshop. Given the large number of member states and their marked inequalities, the current analysis uses selected cases to illustrate the use of MAGIC and CAN.

This document consists of five parts. The first part examines the dynamics of world trade, and it constitutes the backdrop against which the analysis is done. The second part explains the indicators used by CAN and MAGIC and their interpretation. It seeks to stress the differences and similarities between both programmes. It also makes reference to the recently prepared Caribbean trade database. The third part completes this scenario by suggesting additional indicators to complement the current ones.

The fourth part applies the concepts of CAN and MAGIC to ACS member states in relation to their main trading partners. The final part deals generally with the subject of competitiveness in the services sector, which for some countries such as those of the Caribbean, is vitally important. An indicator is also suggested for evaluating the performance of the services sector. The tourism sector is used as an example.

1. The dynamics of the world market

Over the last three decades, world trade in goods grew to rates higher than those of GDP. In the seventies, eighties and nineties, trade grew at 6.7%, 4.1% and 7.3%, while product growth rates were 4.1%, 3.4% and 3.5%. Looking at a broader time frame, between 1950 and 2001, trade grew at an average rate of 6.3%, while the world product rate was 3.8%. During this period, there were only four years when lower growth rates were recorded - 1958, 1975, 1982 and 2001. In 2002 the rate of growth of trade (2.5%) fell while that of the product increased (3.0%) (See Table 1). Whatever the future trend in both variables might be, trade has undoubtedly gained a greater share of world GDP.

³ This document has not been formally submitted for editorial review.

	1972-1979	1980-1989	1990-1999	2002
Rate of growth of real world product	4.1	3.4	3.5	3.0
Rate of growth of real world imports	6.7	4.1	7.3	2.5a/
Rate of growth of industrialised countries' real product	3.6	2.8	2.4	....
Rate of growth of industrialised countries' real imports	6.1	4.1	6.3	....
Rate of growth of developing countries' real product	5.2	4.3	5.1	....
Rate of growth of developing countries' real imports	8.9	4.7	10.2	....

Source: Thomas Palley (2003) and Federal Reserve Bank of St. Louis (2003)
Note: a/ refers to the rate of growth of world exports.

In the sphere of products, international market dynamics can be approached from two perspectives. On the one hand, it must be established which are the most important products in world trade. On the other, it must be determined which are the most dynamic products in international trade. Table 2 shows the most important products in world trade using the criterion of the largest share of imports.

	1980	1990	1995	2000
781 Passenger motor cars (excl. public service type);	5.691	5.949	5.954	6.427
333 Petroleum oils, crude, also from bituminous minerals;	9.82	5.771	4.666	5.071
752 Automatic data processing machines, units thereof;	1.385	2.599	3.443	4.036
931 Special transactions and commodities not class.;	1.304	1.748	2.221	3.129
776 Thermionic valves and tubes, and other semiconductors, n.e.s.;	1.271	1.569	2.756	3.012
764 Telecommunications equipment, n.e.s.;	1.255	1.55	1.896	2.992
784 Parts and accessories, n.e.s. of the motor vehicles;	2.654	2.462	2.72	2.668
759 Parts, n.e.s., of and accessories for 751 and 752;	1.302	1.532	1.982	2.387
541 Medicinal and pharmaceutical products;	0.867	1.101	1.595	2.012
792 Aircraft and associated equipment, and parts;	1.044	1.793	1.242	1.756
334 Petroleum products, refined;	4.326	1.892	1.457	1.661
778 Electrical machinery and apparatus, n.e.s.;	1.005	1.176	1.427	1.474
641 Paper and paperboard;	1.461	1.665	1.549	1.302
821 Furniture and parts thereof;	0.674	1.085	1.136	1.302
713 Internal combustion piston engines and parts;	1.077	1.03	1.164	1.264
772 Elec. apparatus for making and breaking elect. circuits;	0.762	1.027	1.11	1.193
874 Measuring, checking, analyzing, control instruments;	1.024	1.14	1.097	1.166
583 Polymerization and copolymerization products;	0.973	1.35	1.318	1.148
341 Gas, natural and manufactured;	2.288	1.059	1.013	1.117
782 Motor vehicles for the transport of goods/materials;	1.164	1.132	0.998	1.105

894 Baby carriages, toys, games and sporting goods;	0.674	0.921	1.034	1.081
749 Non-electric parts and accessories of machinery;	0.865	1.062	1.133	1.057
667 Pearls, precious and semi-precious stones;	0.997	1.038	1.044	1.038
845 Outer garments, other articles, knitted/crocheted;	0.741	0.953	0.983	1.026
893 Articles, n.e.s., of materials of division 58;	0.618	0.957	1.029	1.012
843 Outer garments, women's, and girls' of textile fab.;	0.897	1.106	1.11	1.001
714 Engines and motors, non-electric, parts, n.e.s.;	0.563	0.724	0.674	0.958
851 Footwear;	0.958	0.99	0.98	0.876
684 Aluminum;	0.862	0.98	0.917	0.797
699 Manufactures of base metal, n.e.s.;	0.664	0.741	0.763	0.791
728 Other machinery and equipment, specialized;	0.728	0.866	0.78	0.789
514 Nitrogen-function compounds;			0.664	0.788
674 Universals, plates and sheets, of iron or steel;	0.947	0.969	0.899	0.699
842 Outer garments, men's and boys' of textile fabrics;	0.537	0.686	0.737	0.685
775 Other household type, electrical and non-elec. eqpt.;	0.607	0.721	0.706	0.67
515 Organo-inorganic and heterocyclic compounds;	....	.....	0.481	0.662
011 Meat and edible meat offals, fresh, chilled or frozen;	0.89	0.98	0.914	0.657
846 Under garments, knitted or crocheted;	.....	.....	0.593	0.645
598 Miscellaneous chemical products, n.e.s.;	0.558	0.628	0.67	0.632
773 Equipment for distributing electricity;	.....	.....	0.548	0.615
112 Alcoholic beverages;	0.609	0.652	0.621	0.614
743 Pumps (excl. pumps for liquids), compressors, fans;	.....	.....	0.588	0.606
744 Mechanical handling equipment, and parts;	0.438	0.643	0.573	0.602
898 Musical instruments and parts and accessories;	0.451	0.636	0.664	0.601
057 Fruit and nuts (not oil nuts) fresh or dried;	0.793	0.79	0.747	0.589
741 Heating and cooling equipment and parts;	.....	.....	0.555	0.573
248 Wood, simply worked and railway sleepers;	0.693	0.695	0.715	0.569
771 Electric power machinery (other than 716);	.....	.....	0.393	0.522
763 Sound equipment, dictating machines, etc.;	.....	.....	0.46	0.52
582 Condensation, polycondensation and polyaddition prod.;	.....	.....	0.552	0.489

Source: CAN (2002).
Note: ... denotes not available

According to Table 2, the first heading of major importance in international trade is passenger automobiles, followed by petroleum, data processing machines, semiconductors, medicinal and pharmaceutical products. Table 3 shows the most dynamic products in international trade for the same period. In other words, these are the products which have been most important, and which have shown the highest growth.

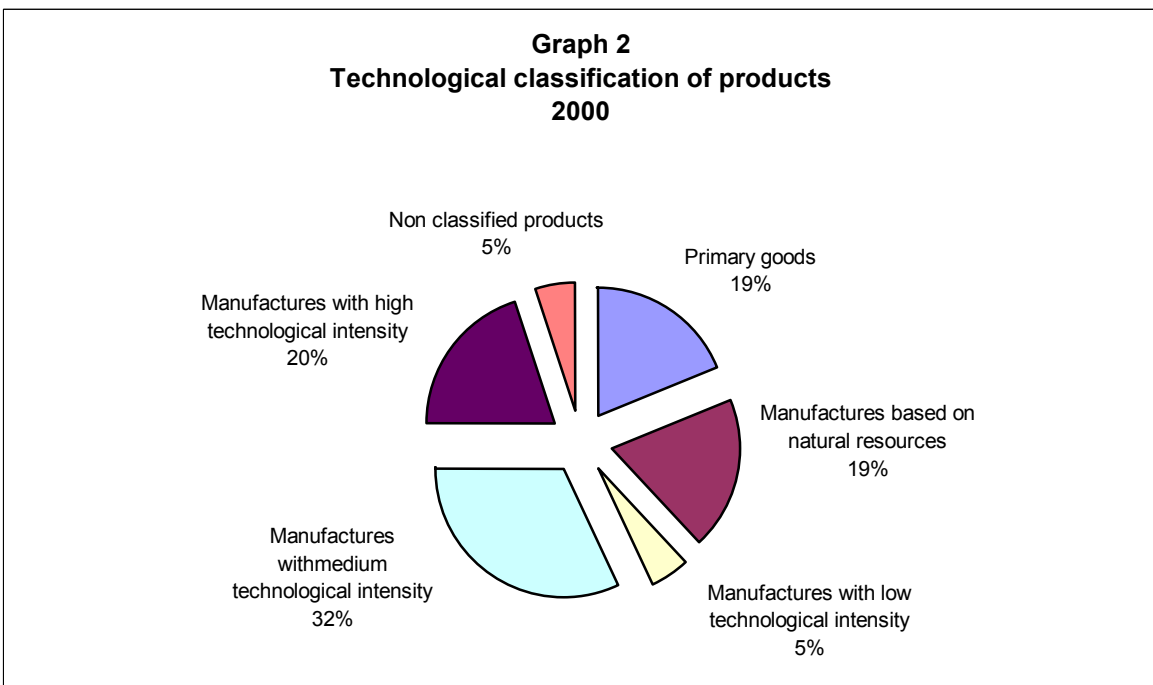
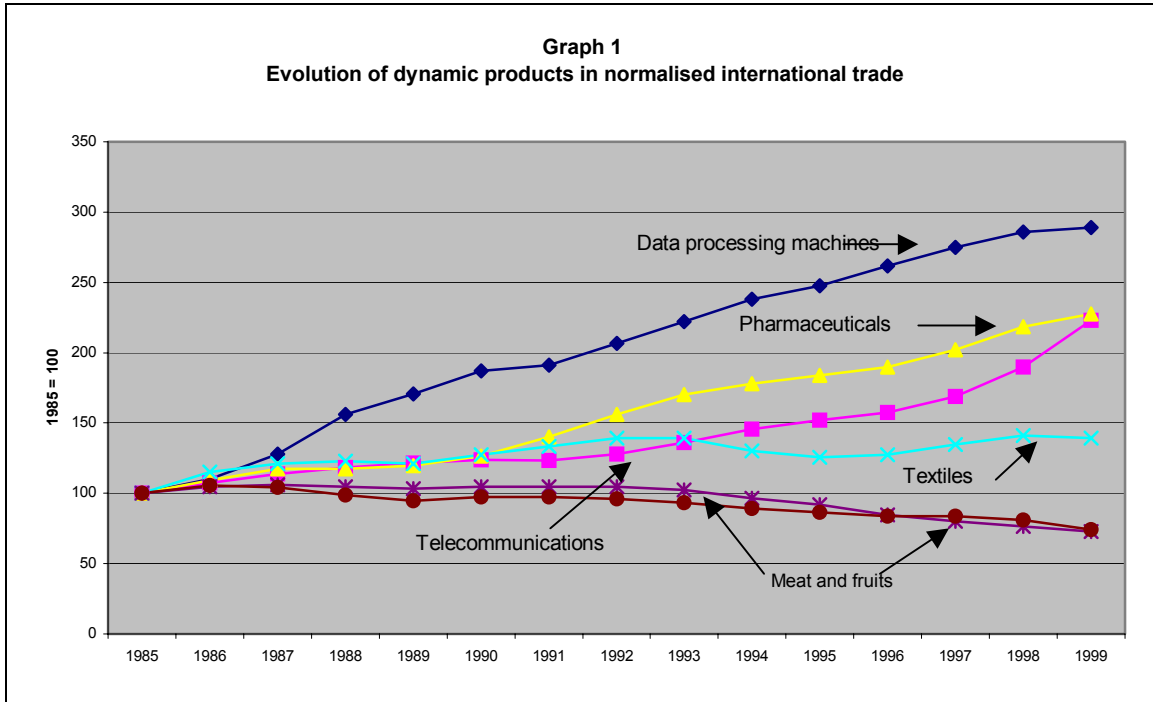
Heading	Growth
752 Automatic data processing machines, units thereof;	2.914079
931 Special transactions and commodities not class.;	2.39954
764 Telecommunications equipment, n.e.s.;	2.384064
776 Thermionic valves and tubes, and other semiconductors, n.e.s.;	2.369788
541 Medicinal and pharmaceutical products;	2.320646
821 Furniture and parts thereof;	1.931751
759 Parts, n.e.s., of and accessories for 751 and 752;	1.833333

714 Engines and motors, non-electric, parts, n.e.s.;	1.701599
792 Aircraft and associated equipment, and parts;	1.681992
893 Articles, n.e.s., of materials of division 58;	1.63754
894 Baby carriages, toys, games and sporting goods;	1.603858
772 Elec. Apparatus for making and breaking elect. circuits;	1.565617
778 Electrical machinery and apparatus, n.e.s.;	1.466667
845 Outer garments, other articles, knitted/crocheted;	1.384615
744 Mechanical handling equipment, and parts;	1.374429
898 Musical instruments and parts and accessories;	1.332594
842 Outer garments, men's and boys' of textile fabrics;	1.275605
749 Non-electric parts and accessories of machinery;	1.221965
699 Manufactures of base metal, n.e.s.;	1.191265
583 Polymerization and copolymerization products;	1.179856
713 Internal combustion piston engines and parts;	1.17363
874 Measuring, checking, analyzing, control instruments;	1.138672
598 Miscellaneous chemical products, n.e.s.;	1.132616
781 Passenger motor cars (excl. public service type);	1.129327
843 Outer garments, women's, and girls' of textile fab.;	1.115942
775 Other household type, electrical and non-elec. eqpt.;	1.103789
728 Other machinery and equipment, specialized;	1.083791
667 Pearls, precious and semi-precious stones;	1.041123
112 Alcoholic beverages;	1.00821
784 Parts and accessories, n.e.s. of the motor vehicles;	1.005275
782 Motor vehicles for the transport of goods/materials;	0.949313
684 Aluminum;	0.924594
851 Footwear;	0.914405
641 Paper and paperboard;	0.89117
248 Wood, simply worked and railway sleepers;	0.821068
057 Fruit and nuts (not oil nuts) fresh or dried;	0.742749
011 Meat and edible meat offals, fresh, chilled or frozen;	0.738202
674 Universals, plates and sheets, of iron or steel;	0.73812
333 Petroleum oils, crude, also from bituminous minerals;	0.516395
341 Gas, natural and manufactured;	0.488199
334 Petroleum products, refined;	0.383957

The products for which import growth was highest were classified using an UNCTAD scale, which has 6 categories: primary goods, labour intensive manufactures, low value added and low technological intensity manufactures, medium technological intensity manufactures, high technological intensity manufactures and non-classified products. As illustrated in Graph 1, 32% of the most dynamic products in world trade have a medium technological level. The headings with a high technological level, primary goods and manufactures based on natural resources each represent 20% of world trade (See Graph 2).

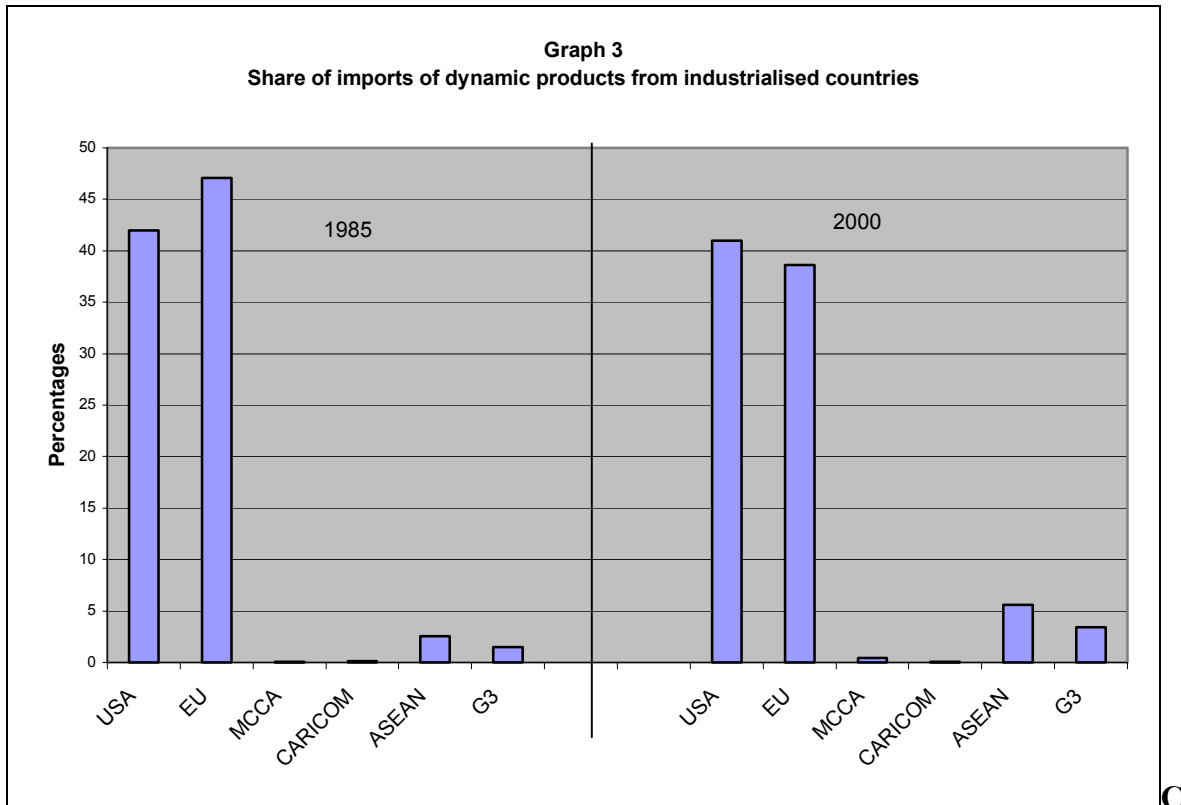
A simple normalised trend analysis also shows that the products with a higher technological content have had a greater tendency to continually expand their share of trade, while those in textiles increased their share at the start of the period and then stagnated, while primary products showed a clear trend towards stagnation. However, the

relatively more hi-tech products recorded a less volatile trend when volatility is measured using the standard deviation of the share of world imports (See Graph 1).



The industrialised countries have the greatest market share for the most dynamic sections followed by the Asian countries. Together they account for more than 50% of total market share. Of the developing countries, the Group of 3 (G-3) from this region is worthy of note, since in specific cases, it occupies a 3% share of the market, and this reflects an export orientation towards medium and high technology headings. According to the last report of the world trade organisation in Mexico, 64% of foreign direct investment was directed at the manufacturing sector, particularly the automobile and machinery industry. One third of the foreign direct investment flows went towards export processing zones. For their part, the countries of the Central American Common Market (MCC) and CARICOM barely exceeded 0.50% of market share in the more dynamic and high-tech sectors. (See Graph 3).

Further analysis of the classification of exports by technological content in the Central American Common Market (MCC) and CARICOM shows that the former has had a particularly visible diversification process over the last decade, from agricultural products to textiles, particularly in El Salvador, Guatemala and Honduras. Between 1990 and 1999, textiles increased their share from 20% to 80% in El Salvador and Honduras, and reached 54% in Guatemala. Costa Rica stands out because textile exports have given way to the expansion of machinery. Despite these trends, it should be noted that in the smallest breakdown, agricultural products are among the first export products. On the other hand, in the second group of countries, except for Trinidad and Tobago which stands out because of its foreign sales of oil, the trade composition has remained clearly slanted towards agricultural products for the European market, which is a trading partner of equal or greater importance than the United States. (See Table 4). To the United States, CARICOM countries show a more heterogenous export pattern. This is concentrated on very specific areas, which in countries such as Jamaica, St Lucia, and St. Kitts and Nevis are linked to free zones.



2. CAN and MAGIC – Indicators and interpretation

ECLAC has developed three computerised programmes to assess the competitive position of countries in international markets, and thus measure their competitiveness. The competitiveness of Central American countries is assessed using ECLAC's computer programmes: the first is the *Module to Analyze the Growth of International Commerce* (MAGIC), and the second *Competitive Analysis of Nations* (CAN) and the Caribbean database.

The MAGIC database uses data from the Department of Trade in the United States, broken down to ten digits, thus permitting a detailed analysis of trade. The data is also presented in the uniform customs system, and includes information on the tariff rate and duties charged. Since the United States is the main trading partner of the Central American region, which is negotiating a free trade agreement with the United States, the results of this analysis present the competitive position of the Central American region in relation to its main trading partner, and the tariff rates which Central American products face in that country.

In addition, the CAN database uses the international trade database of the Statistical Division of the United Nations in New York (COMTRADE), which includes information on trade among 82 countries, representing approximately 90% of total world imports recorded by COMTRADE. These reports include information on imports from 193 countries of origin, which account for more than 96% of the total value of the imports of

the 21 developed countries on which there are reports. The 193 countries of origin provide 98% of the total value of the imports of developing countries, and in total, TRADE CAN therefore presents more than 90% of the world Table. This information is at the level of 4 digits of the Standard International Trade Classification (SITC). The data is presented in US dollars by yearly imports of goods and by countries of origin as reported by each importing country so that trade can be analysed among all countries of the world reporting information to the United Nations. It is important to take into account that CAN results are an average of three years for each year analysed. This avoids peaks which occur in cyclical fluctuations, and stresses structural changes. CAN data includes information on 82 countries which report on their imports.

The Caribbean database (CARIBTRADE) includes import and export data for over fifteen Caribbean countries. Import and export data come mainly from customs records, and were provided to ECLAC by the relevant statistical offices. The data is presented in the Standard International Trade Classification (SITC) version to three digits as in the Harmonised System and up to eight digits. The programme includes indicators similar to those in CAN and MAGIC. It also adds intra-regional export performance indicators.

These three programmes include market share indicators, import share and export share. The difference lies in the specific characteristics of the relevant databases and their organisation.

MAGIC shows the share held by a country, group of countries or product (at different levels of aggregation) of the imports or exports of the United States. By way of example, calculate the share of United States imports from a specific country, for example Costa Rica of its total imports. Similarly, it allows us to obtain the share of United States exports to Costa Rica as a portion of its total exports. Finally, it shows the composition and share of Costa Rica's exports, and exports from the United States to Costa Rica.

In CAN, the concept of a country's or group of countries' share refers to the import market, which is a set of countries classified as industrialised or developing countries, and which in turn are divided into regional groupings (CARICOM, ASEAN, Andean Community, Central American Common Market and other countries). Market share refers to a country's imports, for example Belize, in a specific area such as sugar, out of the total sugar imports of a determined import market. Using the same example, export share refers to sugar imports of a determined market from Belize in relation to the total imports from this same market coming from Belize. Finally, import share indicates imports of one grouping of products out of all the total imports from a specific market.

Finally, in the case of the Caribbean database, share refers only to import share and export share. Since the programme contains databases for over fifteen Caribbean countries and SITC or harmonised system product databases, the user can select the reference and destination market to calculate export or import share.

MAGIC and the Caribbean database also include large volumes of import and export data, so that shares can be determined in real terms. In particular, MAGIC has an indicator called volume share, which is obtained at the highest possible level of breakdown

(10 digits) which shows imports of a product in volume into the United States from a specified country, in relation to overall imports in volume of the same product.

MAGIC also has the virtue of being able to break down a country's share of the volume component and another for price. This is expressed:

$$(1) Pp_i = (VM_{ij}/VM) = (VM_{ij}/M_{ij}) * (M/VM) * (M_{ij}/M) = [(VM_{ij}/M_{ij}) / (VM/M)] * (M_{ij}/M)$$

Where,

Pp_i = share by country i imports of the total imports of the United States.

VM_{ij} = value of imports from the United States of product j from country i.

VM = valor de las importaciones totales.

M_{ij} = volume of imports by the United States of product j from country i.

M = value of total imports.

The formula of equation (1) breaks down market share into a relative unit value component ($[(VM_{ij}/M_{ij}) / (VM/M)]$) and a component of volume share (M_{ij}/M). This breakdown is essential because analysis can determine whether increased market share is due to increased volume or price or an interaction between the two. This in turn helps to establish the distinction between price competitiveness (due to the change in relative unit value) and competitiveness based on quality (because of the change in volume). In other words, this distinction allows us to distinguish between the winners and losers in a market by factors which respond to price or to quality. MAGIC independently computes both indicators, relative unit value and volume share.

MAGIC, CAN and the Caribbean database also include specialisation indicators which are the same in all three cases. This is the Balassa comparative advantage indicator. It shows how many times more a product is traded bilaterally in relation to the number of times it is traded globally. MAGIC calculates this product indicator, but because of the symmetry in the construction of indicators, specialisation by product or by country is in fact the same formula. Specialisation can increase because the size of a product's exports increases as part of a country's total exports to its main trading partner or because the product has a reduced share of the import market of the main trading partner.

MAGIC, CAN and the Caribbean database assess competitiveness by dividing products into four categories: new stars, fading stars, lost opportunity and withdrawal.

NEW STARS: Dynamic sectors and those in which the country increases its market share

FADING STARS: Stationary sectors (non dynamic) where the country still increases market share.

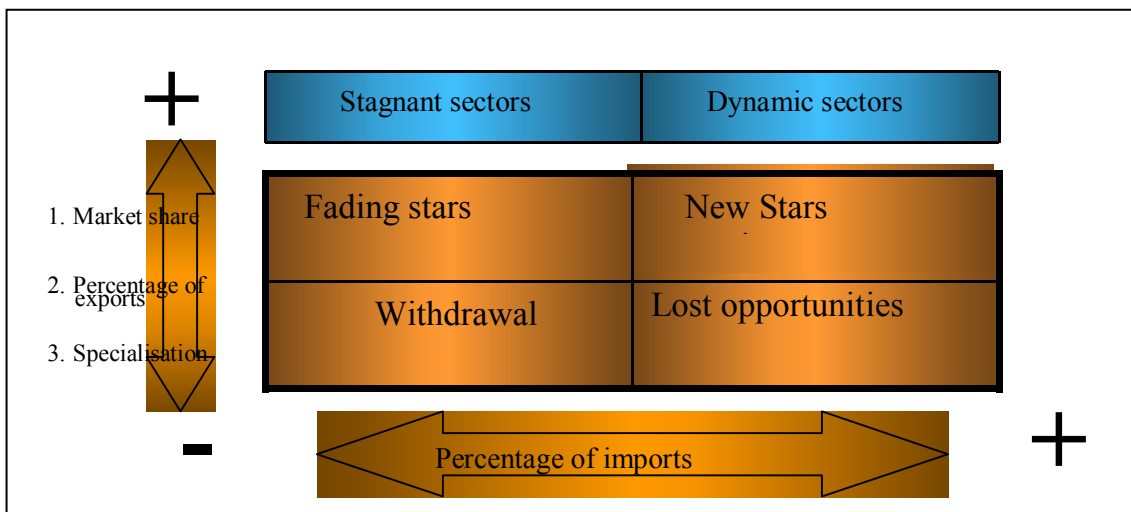
LOST OPPORTUNITIES: Dynamic sectors in which market share is reduced.

WITHDRAWALS: Stationary sectors in which the country's market share is also reduced.

Note that ideally a country should keep most of its products in the new star category or change its productive structure towards dynamic sectors. However, this should not be interpreted to mean that certain productive sectors should be dismantled or not promoted, simply because they are not positioned in dynamic sectors. It is possible that low growth sectors in world imports might be highly competitive for the country in question. However, if a country has a high concentration of exports in non dynamic sectors, it can be said that the quality of its international insertion is not as high as that of a country with a higher concentration of exports in dynamic sectors, and their pattern of international specialisation will not give way to growth which is as sustainable as in the second case.

This classification is the basis for a competitiveness matrix which indicates on one axis the share of imports under one heading out of total imports. In defining a period of analysis, the product groupings under which there has been a loss of share are stagnant, while those which increased their share are dynamic. The second axis shows a country's import share of the same product grouping. In this way, we arrive at the four categories mentioned above, which combine the degree of dynamism of a product to the market share of a country or group of countries for the same product.

CAN also includes on the second axis the share of exports and the degree of specialisation. This information then allows us to three matrices instead of one. These are combinations of import share and market share; import share and export share; and import share and degree of specialisation. It should be noted that the combination of import share and market share shows whether or not a country is efficient in stagnant or dynamic product groupings. The matrix combining import share with export share shows a country's degree of alignment in the composition of exports in relation to the international demand for products.



Finally, MAGIC includes a breakdown method known as the Constant Market Share Analysis, in which an increase in imports is broken down into three components: the demand effect, the share effect and the interaction effect. Demand effect and interaction

effect are in turn broken down into the structural effect and the global effect of demand and the structural interaction effect and the global interaction effect. The most important components are the structural and global effect of demand and the share effect. In fact, the interaction effect in aggregate or broken down into the two components mentioned above can be considered as a residual effect. This is expressed as follows:

$$(2) \Delta M = DE + SE + IE$$

$$(3) DE = GED + SED$$

$$(4) IE = GIE + SEI$$

Substituting (4) and (3) into (2) we obtain,

$$(5) \Delta M = (GED + SED) + SE + (GIE + SEI)$$

Where,

M = imports in a period defined by the user.

DE = demand effect.

SE = share effect.

IE = interaction effect.

GED = global effect of demand.

SED = structural effect of demand.

IE = interaction effect.

GED = global effect of demand.

SED = structural effect of demand.

According to this classification, the global effect of demand shows the extent of the pull of growth on US imports. The global effect of demand makes no distinction among products. In other words, it assumes that increased demand in the United States affects all import products equally.

The structural effect of demand shows the change in import share of a product in the United States in relation to total imports. The structural effect therefore measures the dynamism of a product in the demand of the United States.

The share effect shows the change in the share of imports of a product in the United States in relation to the total imports of the product. This indicator therefore shows whether a country has gained or lost its share of the US market for a particular product. It is seen as an indicator of a country's efficiency in a specific product in the United States market.

An evaluation of constant market shares can be done by value or by percentage and it can be normalised by the global effect of demand so as to remove considerations of market size which might affect the final result. In addition, by combining the structural

effect of demand with the share effect, it is easy to arrive at the descriptions given above – new star, fading star, lost opportunity and withdrawal (see Table 4).

Structural effect of demand (SED)	Share effect (SE)	Classification of products
SED (+)	SE (+)	New star
SED (+)	SE(-)	Lost opportunity
SED (-)	SE(+)	Fading star
SED (-)	SE (-)	Withdrawal

The breakdown of the change can be analysed at different times to achieve a dynamic assessment. This approach also helps to analyse product movements over time. According to this reasoning, Table 5 shows the strategic movements of the products combining changes in efficiency with changes in the dynamism of a product or group of products. For example, the first box of Table 6 shows a strategic movement (between two points in time) which generates a gain in dynamism and at the same time, a gain in efficiency. The only starting point which can lead to this situation is the combination of the lack of dynamism and of efficiency, or in other words, a product in withdrawal. The strategic movement in this case is therefore towards being a rising star (W-RS).

	Gains efficiency	Maintains efficiency	Loses efficiency
Gains dynamism	W-RS	R-FS FS-RS	LO-FS
Maintains dynamism	FS-RS W – LO	RS-RS FS-FS LO-LO W-W	RS-FS LO-W
Loses dynamism	FS-LO	RS-FS FS-W	RS-W

Note: RS = rising star FS = fading star LO= lost opportunity W = withdrawal

Similarly, the next box which follows horizontally makes reference to a product which is between two points in time maintaining efficiency and improving dynamism. The starting point is a situation in which a product has a negative structural effect on demand (SED). As Table 5 above shows, there are two situations in which the structural effect of demand is negative – the fading star (FS) and withdrawal (W). By maintaining efficiency and improving dynamism, the product classified goes into withdrawal while the product classified as a fading star (FS) becomes a rising star (RS).

3. Complementary indicators

This section describes additional indicators which are not necessarily included in previous computing programmes but which could be useful in analysing competitiveness and export performance. These commercial orientation indicators, commercial slant, commercial similarity and alternative formulations of the method of constant market shares.

3.1 Trade orientation: the trade intensity index

The trade intensity index is defined as the export share of country *i* towards trading partner *j* divided by the share of world imports held by country *j*. This is expressed as follows:

(6) $(X_{ij}/X_i)/(M_j/M_w)$ where,

X_{ij} = exports from country *i* to country *j*

X_i = total exports of country *i*.

M_j = total imports of country *j*

M_w = world imports.

The trade intensity index reflects a country's export pattern. It is generally thought that a value greater than unity between one country, for example Antigua and Barbuda, and a trading partner, for example the UK, indicates a slant in the trading relationship between the two. This index can be adapted to analyse the intensity of trade in products instead of trade by countries (See Table 6).

	2001	
	United States	United Kingdom
Anguilla	1.51	0.40
Antigua and Barbuda	0.91	1.37
Barbados	0.92	3.13
Belize	2.72	4.77
Dominica	0.21	4.09
Grenada	2.00	0.22
Guyana	1.17	1.95
Jamaica	1.68	2.50
St. Kitts and Nevis	3.65	4.62
St. Lucia	0.70	10.45
St. Vincent and the Grenadines	0.16	7.23
Trinidad and Tobago	2.02	0.27
Average	1.47	3.42
Standard deviation	1.02	3.08

Source: ECLAC based on official figures.

3.2 The trade prevalence indicator

This indicator can be explained in reference to a region, for example region A. This is then defined as the ratio between extra-regional trade in a product or set of products and the world trade share of the product. The former measures trade prevalence of this product in trade with a country inside a trading block, and the latter measures trade prevalence of this product in world trade. The indicator is less than one when trade prevalence with a country or group of countries exceeds trade prevalence with the rest of countries. In other words, there is a tendency towards trade with that country or within the regional block. The trade intensity index is defined as:

$$(7) (X_{kiT-j}/X_{ik})/(X_{wk}/X_w) \text{ where,}$$

X_{ijk} = exports of product k from country i

X_{kiT-j} = extra-regional exports of product k from country i

X_{wk} = world exports of product k.

X_w = world exports

When $(X_{kiT-j}/X_{ik}) < (X_{wk}/X_w)$ there is a skew in trade with a determined country within the regional block. This can indicate the absence of competitiveness of a product or group of products in a country.

3.3 Possibility for export expansion: the trade similarity index

The trade similarity index measures the trading compatibility of two trading partners, and establishes a correspondence between the import and export structures. This is defined as follows:

$$(8) 1 - \Sigma (M_{ik} - X_{jk})/2$$

where,

M_{ik} = the share of good k in the total imports of country i (reference country).

X_{jk} = share held by the good k in the exports of country j (trading partner).

The difference $(M_{ik} - X_{jk})$ is computed in absolute value

The index takes values between 1 and 0. When the trading partner does not export goods imported by the country referred to, the index uses the value 0. The index takes a value equal to one when the composition of exports of the trading partner corresponds exactly to the composition of imports from the reference country.

Following the Easterly method (1997) countries were put into two groups – small and large countries, according to income. As table 7 shows, ACS member states have greater similarity in their trade with economies of larger size and income. In this group, we can highlight Mexico, Colombia and Costa Rica, which have coefficients of 0.56, 0.31 and .28.

Countries whose exports have the least similarity potential with other countries are Suriname and Belize.

	Small economies with low income	Small economies with high income	Large economies with low income	Large economies with high income	World
Barbados	.23	.23	.15	.20	.20
Belize	0.05	0.06	0.03	0.08	0.06
Chile	0.17	0.19	0.15	0.20	0.17
Colombia	0.28	0.31	0.26	0.31	0.28
Costa Rica	0.26	0.26	0.20	0.28	0.24
El Salvador	0.29	0.29	0.22	0.26	0.26
Guadalupe	0.18	0.18	0.14	0.16	0.16
Guatemala	0.29	0.27	0.21	0.25	0.26
Honduras	0.14	0.14	0.10	0.14	0.13
Martinica	0.24	0.19	0.17	0.17	0.20
Mexico	0.45	0.54	0.41	0.56	0.47
Nicaragua	0.13	0.13	0.12	0.14	0.14
Panama	0.22	0.21	0.16	0.20	0.20
Suriname	0.03	0.04	0.03	0.04	0.04
Trinidad and Tobago	0.23	0.17	0.21	0.19	0.21
Venezuela	0.20	0.17	0.20	0.20	0.20

Source: Based on official information

3.4 An alternative formulation of Constant Market Share Analysis

This formula breaks down export growth into a product effect, a market distribution effect and a residual effect. The product effect denotes the growth of demand for a country's exports in relation to average world demand for all exports from all countries. The market distribution effect captures the degree to which a country's exports are directed towards stagnated markets in relation to those where demand grows to exceed the world average. The residue is derived from the difference between current growth of exports and the export growth which the country in question could have maintained if its market share had remained constant. This is expressed:

$$(9) \Sigma (X_{ik2} - X_{ik1}) = gX_i + \Sigma (g_k - g)X_{ik1} + \Sigma \Sigma (g_{kj} - g_j)X_{ikj1} + \Sigma \Sigma (X_{ikj2} - X_{ikj1} - g_{ki}X_{ikj1})$$

Where,

X_{ik1} = value of exports of country i of product k in t1.

X_{ik2} = value of exports of country i of product k in t2.

X_{ikj} = value of exports of country i of product k with trading partner j.

X_i = value of total exports of country i

- g = rate of growth of world exports between t_1 and t_2 .
 g_k = rate of growth of world exports for product k between t_1 and t_2 .
 g_{kj} = rate of growth of world exports for the product k to country j between t_1 and t_2 .

The first term in expression (9) gX_i is the rate of world growth in exports between t_1 and t_2 multiplied by the total value of the exports of country i . This term shows the increase in the value of a country's exports if they had grown to the same average growth rate as world exports. In other words, this is the increase in exports of country i if it had maintained its share of world trade.

The second term represents the sum of the value of a country's imports weighted by the difference between the rate of growth of exports of a good k between two points and the world rate of growth of exports. This term will be negative when $g_k < g$, that is, when the rate of growth of exports of product k is less than the rate of growth of world exports.

The third term is the effect of market distribution and is defined as the sum of the exports of a country classified by type of good and destination and weighted by the difference between the rate of growth of world exports of a good k to market j and the rate of growth of the world market for the good k . The difference between the rate of growth of the world market for good k for the trading partner j (g_{kj}) and the rate of growth of good k in world trade (g_k) reflects in turn differences in two variables: the income elasticity of imports and the product growth rate.

Finally, the last term is a residue, and reflects the difference between the current rate of growth of exports and the rate of growth which would have resulted if country i had maintained its share of world exports. This effect is the competitiveness effect.

3.5 An alternative breakdown method for sub-regional groupings. The classic effect of change on the Gazel-Schwer variation

A change in the exports of a country belonging to a regional block can be broken down into an industry effect and a competitive effect. The industry effect is the sum of a country's exports of the good k in time t weighted by the difference between the rate of growth of regional exports of the good k and total regional exports. The effect of competitiveness is the sum of the exports of the good k in time t weighted by the difference between the rate of growth of the exports of country i of the good k and the rate of growth of regional exports of the good k . This is expressed as follows:

$$(10) \Delta X_{rk} = \sum X_{ik}(g_{kr} - g_r) + \sum X_{ik}(g_{kr} - g_{ik})$$

where,

- ΔX_{rk} = change in regional exports of the product k .
 X_{ik} = value of exports of country i of product k in time t .
 g_{kr} = rate of growth of regional exports of the product k
 g_r = rate of growth of total regional exports
 g_{ik} = rate of growth of exports by country i of product k

The Gazel-Schwen variation includes the destination effect on the above formulation. This is equal to the exports of a country belonging to a regional grouping to a third market weighted by the difference between the rate of growth of exports from this country to this third market and the rate of growth of the country's total exports. In the Gazel-Schwen formulation we obtain the net destination effect of competitiveness to eliminate one of the possible exogenous causes of competitiveness, which is external demand. The analysis of other possible determinants of a country's competitive potential in a region can be expressed as follows:

$$(11) \Delta X_k = \sum X_{ik}(g_{kr} - g_r) + (\sum X_{ik}(g_{ik} - g_{rk}) - \sum X_{ji}(g_{ij} - g_r)) + \sum X_{ij}(g_{ij} - g_r)$$

In equation 11 j in subscript denotes a third market, (i.e., the extra-regional market)

4 Analysis of the exports of ACS Member States using CAN and MAGIC

4.1 Composition of exports and diversification

The composition of the main exports of the countries of the Central American Common Market (MCCA) to the United States in 2000 is made up mostly of textiles which represent 53% of their total exports (See Table 8). In addition, as Table 15 of the statistical annex shows, the 20 main export items are those which have the highest contribution to the total exports of Central America.

Other items which gained weight in Central American exports in 2000 were integrated electronic circuits (their contribution to total exports to the USA is 2.7% in 2000 and 3.7% in 2002), medical and surgical instruments and equipment (contribution was 1.5% in 2000 and 2.7% in 2002) exported mainly by Costa Rica and El Salvador (See Table 15 of the annex again). However, their regional contribution varies greatly: electronic microcircuits (INTEL phenomenon in Costa Rica), and medical equipment and machinery, n.e.p. Both show very high growth percentages and are qualitatively different to other products exported from the region because they are capital intensive and require skilled labour. Medication is also a highly capital intensive item requiring skilled labour, but unlike the first two sets of items, it has not increased its total contribution to exports, and is described as a 'lost opportunity'.

In detail, the twenty items with the highest contribution represent 77.0% of the total exports of the region to the United States in 2000. This means that beyond the change in value, the percentage concentration of the export portfolio for few products has increased in relation to 1990, when the main items had a 61% share (See Table 15 of the annex).

The main change between the main export items from 1990 to 2000 is the relative loss of weight of agricultural products. In 1990 bananas, coffee, sugar cane, crustaceans, bovine meat (frozen and fresh), pineapples, melons and fresh fish represented 48.1% of total regional exports, while in 2000 only three of them remained on the list of the twenty

most important export items and represented only 13.2% of the region's total exports, and they are all classified as fading stars (bananas, coffee and crustaceans).

The case of the G-3 countries reflects a diversified structure in which, apart from petroleum products, high tech industrial products stand out. In particular, the second most important export item is automobiles (7% of the total to four digits) followed by insulated cables (4%) and data processing machines (4%). As stated earlier, they have one of the most stable trends in the category of dynamic products in world trade (See Table 8 and Table 18 of the annex).

The export composition of CARICOM countries is dominated by Trinidad and Tobago, which accounts for the greater part of intra-regional trade. The main item is petroleum followed by ammonia and chemical products. These products represent over 50% of exports to the United States (See Table 9 and Table 16 of the annex). In the case of Europe, granting of preferential access to agricultural products (sugar, bananas) has moulded a pattern of specialisation dominated by the export of these products.

Table 9 shows the classification of products exported by CARICOM to the United States and the European Union. It is clearly illustrated that most of the products exported by CARICOM are products which are based on natural resources, and in fact, this has been the pattern of exports for the past fifteen years.

	2000	1990
G-3		
Petroleum products		35
Automobiles	16	6
Insulated Cables		3
Data processing machines	11	1
	4	
	4	
Central America		
Textiles	52.5	25
Coffee	3.2	14.3
Bananas	5.4	16.8
CARICOM		
Petroleum products	32	47
Ammonia	8.5	3.1
Crustaceans	4	2
Textiles	4	2
Non Grouped		
Petroleum products	80.5	90.1
Re-exported articles	12.3	3.4
French <i>Départements</i>		
Re-export	68.57	28.05
Antiques	9.25	0.07

Source: MAGIC (2003)

Table 9 Market share of imports of the United States and Eastern Europe Composition of CARICOM and Central American exports to both markets 1985-2000				
	1985	1990	1995	2000
The European market				
Import share				
1. Items based on natural resources	16.01	13.64	13.1	11.14
2. Manufactures based on natural resources	33.89	25.97	23.57	20.7
3. Manufactures not based on natural resources	46.67	56.99	59.14	63.77
Low tech	20.26	23.39	24.49	24.65
Medium tech	26.41	33.60	34.65	39.12
4. Other	1.76	1.94	2.58	2.88
Structure of CARICOM exports to Europe				
1. Items based on natural resources	55.68	61.61	59.81	56.23
2. Manufactures based on natural resources	25.43	11.12	14.87	23.05
3. Manufactures not based on natural resources	13.02	25.82	24.9	19.15
Low tech	10.82	8.36	11.75	11.30
Medium tech	2.20	17.46	13.15	7.85
4. Other	1.49	1.47	0.32	1.03
The United States market				
Import share				
1. Items based on natural resources	9.1	7.91	7.03	6.23
2. Manufactures based on natural resources	31.32	28.42	26.06	25.08
3. Manufactures not based on natural resources	54.88	59.35	62.52	63.64
Low tech	13.23	15.61	15.91	16.62
Medium tech	41.65	43.74	46.61	47.06
4. Other	3.35	3.28	3.46	4.06
Structure of CARICOM exports to the United States				
1. Items based on natural resources	19.21	25.25	25.45	26.46
2. Manufactures based on natural resources	66.11	55.23	41.1	44.18
3. Manufactures not based on natural resources	11.25	14.80	22.93	17.54
Low tech	4.77	12.90	20.47	14.95
Medium tech	6.48	1.91	2.46	2.59
4. Other	1.97	3.20	8.94	9.44
Source: On the basis of USTR data, MAGIC (2001), CAN (2001) and IMF financial statistics (Several issues).				

The non grouped countries show varied export patterns. The structure of exports from Panama to the United States is comprised mainly of primary products. A high concentration of its exports are also among the 20 main items which account for 85% of total exports to the United States in 2002. (See Table 22 of the statistical annex).

Among the 20 main items exported by the Dominican Republic to the United States, industrial items make the greatest contribution to total exports. The Dominican Republic and Central America have both increased their share of the US market, except for three items in which the Dominican Republic has lost share and one in which Central America has also lost share. In all cases, the share has been lost where textiles are concerned. The concentration of export products has increased between 1990 y 2002, which means that

despite the increase in export sectors, the 20 main items concentrate over 75% of total exports to the United States.

For the Netherlands Antilles, petroleum products are in the lead, and as in the French *départements* re-exported products account for 83% of total exports to the United States. The key feature of the exports of these economies is the high concentration of one product. (See Table 8 above and Tables 17 and 18 of the statistical index).

4.2 Importance of export items and their revealed comparative advantage

Specialisation by countries refers to the market share of a specific product in bilateral trade as a proportion of market share of the product overall -in other words, for all countries and all products. Where import statistics are concerned, product specialisation is equivalent to the concept of "revealed comparative advantage" which the trading partner has in the market for this product which the reporting country imports.

Table 10 shows the specialisation coefficient for the ACS member groupings in 2000. The high degree of specialisation of CARICOM in ammonia is noted, as well as the significant specialisation of Central America and the French *Départements* for their products. Deeper analysis shows that this high degree of specialisation depends undoubtedly on the change in export composition of these groups in favour of these products, because the share occupied by these products of the total imports of the United States has not seen any greater growth.

The G-3 as a whole shows the lowest degree of specialisation which essentially reflects greater diversity of its export base. The specialisation coefficients barely exceed a value of 5.

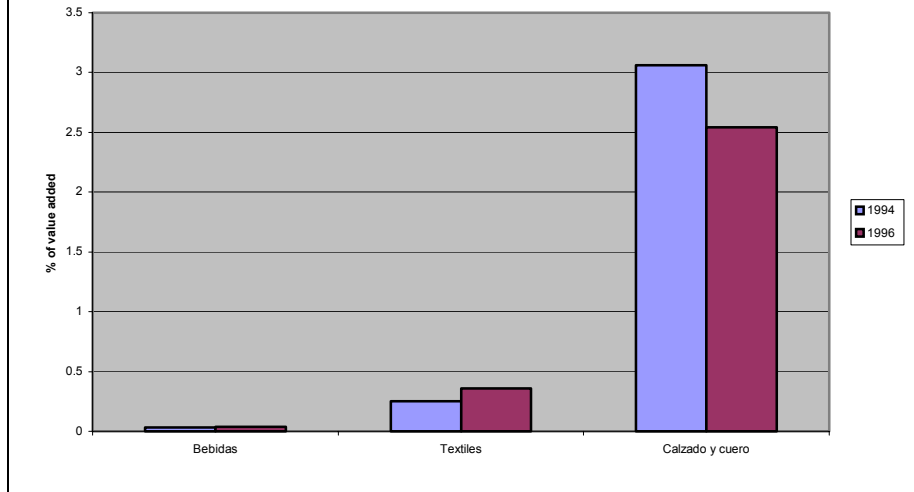
Tables 20 to 23 of the statistical annex show in greater detail the specialisation coefficient of the main export products to 4 digits in Central America, Mexico, Panama and the Dominican Republic. It is noted that specialisation in the 20 main products exported by the MCCA to the United States, coffee (901) or bananas (803), remain high but have dropped considerable. On the other hand, the textiles sector has been the area of growing regional specialisation in 2001 and 2002 when the US market slowed down and reduced its imports.

However, this specialisation has important consequences for the development of these economies because of the low value added of these activities. Graphs 4 and 5 show that for the countries of central America, Jamaica and the Dominican Republic, the contribution of free zones to GDP does not generally exceed 2%.

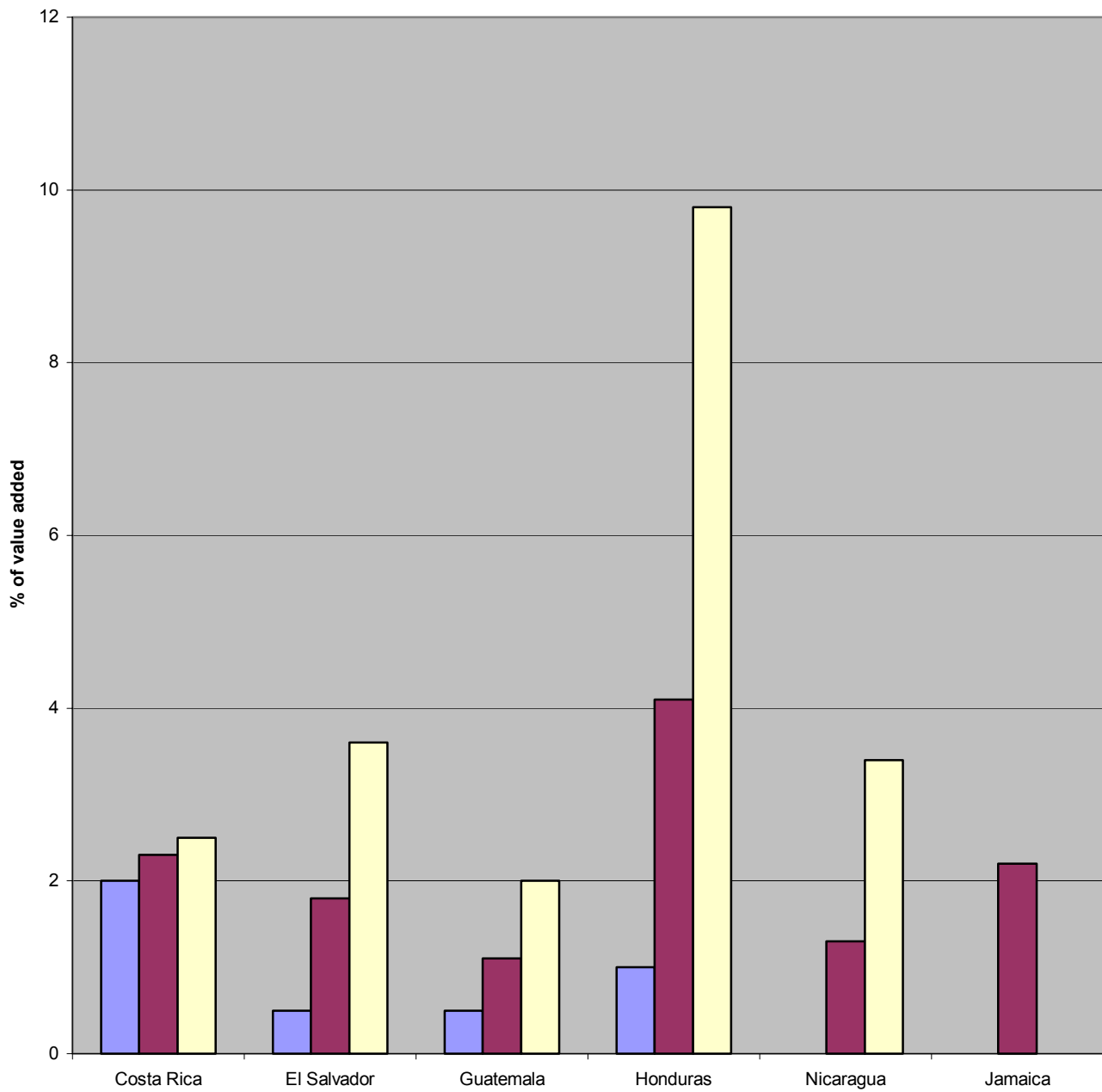
Table 10 Specialisation and relative unit values of the main exports of the ACS member states to the United States 2000		
	Specialisation	Relative Unit Values
G-3		
Petroleum products	2.61	1.00
Automobiles	0.84	0.92
Insulated cables	5.21	1.03
Processing machines	0.82	1.12
Central America		
Textiles	33	1.0
Coffee	24	1.13
Bananas	54	0.92
CARICOM		
Petroleum products	8.7	1.03
Ammonia	189	0.74
Crustaceans	12.11	0.83
Textiles	13	0.99
Non Grouped		
Petroleum products	10.8	0.96
Re-exported articles	1.77	0.79
French <i>Départements</i>		
Re-export	23.9	.....
Antiques	66.0	.....
Source: MAGIC (2003)		
Note: Denotes not available		

The Tables also indicate that Mexico's greater specialisation appears in industrial products. This trend is growing for motor cars (8703), motor vehicles for the transport of goods (8704). For television sets (8528) cables and electrical conductors (8544) Mexico's specialisation is greater than for cars, but with a slight downward trend. (See Table 21 of the statistical annex).

Graph 4
Share of the added value of free zones out of the total
The Dominican Republic
1994 and 1996



Graph 5
Share of value added in free zones of Central America as a
proportion of the total
1990, 1995 and 2001



Panama shows a very high degree of specialisation for primary products, especially fish products (fish, crustaceans) and also in sugar cane (1701) and melons (807). The Dominican Republic, on the other hand, is highly specialised in manufactured goods, most of which are linked to 'maquila' industries, such as textiles. There is also a high degree of specialisation in cigars (2402), ferroalloys (7202) and sugar cane (1701). (See Table 23 of the statistical annex).

Another important element of competitiveness in MCCA countries concerns the evolution and trend of prices of the region's most important exports. The MAGIC programme can calculate unit prices and relative unit prices of the products traded with the US. Unit price is obtained as the coefficient of the traded value of the product and its volume⁴. Relative unit value is expressed as the quotient between the unit value with a specified trading partner and the unit value with all trading partners.

Table 10 shows the relative unit values which in most cases have remained close to one, indicating the possible absence of a price effect to explain export performance.

Table 23 of the annex shows the unit prices of the main Central American exports to ten digits. They do not include the tariff value.⁵ The unit value of these products is also quite constant during the period, with the exception of products such as pullovers and similar items for men, for which prices fell 49.3% between 1990 and 2002, and women's trousers which have dropped by 13% during the same period. On the contrary, the prices of cotton shirts for men and men's trousers have increased their prices by 30% and 14% between 1990 and 2002.

The unit values of Mexico's main export products have been quite stable and many of them show an upward trend, as in the case of passenger vehicles. (See Table 25 of the statistical annex). Some products whose prices have fallen such as television picture tubes and monitors respond to the worldwide trend of lower prices for these products. In this sense, 20 of the main products sold by Mexico to the United States keep their competitiveness in spite of increased prices.

The unit value of the items in which Panama has greater specialisation (fish products) shows a general increase in prices from 1990 to 2000 and a slight drop in 2001, linked to the slow growth of the US economy (See Table 26 of the statistical annex). Other important items such as sugar cane or bananas were relatively price stable from 1990 to 2002. The 2° main exports of the Dominican Republic to the United States (See Table 27 of the statistical annex) have in many cases shown a positive price evolution as in the case of many textile products. This is a positive sign where the country's competitiveness is concerned, because it is not based on a decrease in the price of these products.

4 In MAGIC this information is available only at a breakdown level of 10 digits.

5 These prices are calculated according to the customs value, excluding tariffs, freight costs or insurance.

4.3 Analysis of constant market shares and product classification

As indicated in the second section of this document, constant market share analysis breaks down the increase in imports into a demand effect, a share effect and an interaction effect. In turn, the demand effect is divided into a structural effect of demand and a global effect of demand. By combining the share effect and the structural effect of demand, we obtain the competitiveness matrix.

Table 11 shows the structural effect of demand, the global effect of demand and the share effect by regional grouping at ten digits for the sphere of products considered. The results indicate that global demand is an essential determining factor in the change in imports for all the regional groupings except for CARICOM and the french *Départements*. In these two cases the share effect or the efficiency of the country or regional grouping in question takes precedence.

	1990-1995			1995-2000		
	EED	EGD	EP	EED	EGD	EP
MCCA	20	40.4	26.4	20	13.0	48.6
G-3	30	234.1	-116.0	40	36.4	21.4
CARICOM	15	-73.2	100.0	20	1.2	51.7
Non Grouped	23	30.1	31.3	45	100.3	-32.9
French Départements	10	31.3	39.0	16	-60.9	100.1

Source: MAGIC
Note: SED = structural effect of demand; GED= global effect of demand; SE= share effect.

In the aggregate market of the United States, G-3 and Central America are characterised by the significant weighting of rising stars in the total products. The distribution of products in CARICOM is more equitable shared between rising stars, lost opportunities and withdrawal. Non grouped states, compared to other groups, have a smaller proportion of products classified as rising stars, probably as a result of the high concentration of their exports. (See Table 12)

	EA	EM	OP	R
G-3	59.9	28.6	4.7	6.8
Central America	49	25	3.8	21.5
CARICOM	35	26	15	23
Non grouped	6.7	28.9	29.9	34.6

Source: CAN (2002)

Note: RS = rising star; FS = fading star; LO = lost opportunity; W = withdrawal

On the European market, the G-3 has a similar proportion of products in the categories of rising star, fading star and lost opportunity. On the contrary, the French Départements are characterised by a high number of withdrawals and Central America and CARICOM by products concentrated in the fading star category (See Table 13).

	EA	EM	OP	R
G-3	32.3	22.6	28.7	16.5
Central America	26	40.8	0.3	32.3
CARICOM	12	63	9	15.6
Non grouped	3.9	21.4	29.8	42.3

Source: CAN (2002)
Note: RS = rising star; FS = fading star; LO = lost opportunity; W = withdrawal

At four digits, Central America had only 4 sets of items classified as 'rising stars' from among the 20 most important items exported to the United States. Most of the exports were not dynamic because they were concentrated around fading stars and withdrawals (See Table 30 of the statistical annex).

For Mexico, the period 2001-2002 was also characterised by a concentration of the 20 most important exports in non dynamic sectors. In the period 1990-1991 most of these same products were dynamic, which indicates the change in demand and the difficulty of changing rapidly to more dynamic sectors (See Table 31 of the statistical annex).

The Dominican Republic (See Table 32 of the statistical annex) maintained 9 dynamic areas among the 20 most important exports to the United States, but only in two did it manage to increase its market share (rising stars), the rest being classified as lost opportunities. Most of the important exports to the United States were dynamic sectors in the period 1990-1991. The country's specialisation was in line with this dynamism in the last 4 years, and demand for many of these items has decreased, with the result that some of these items are today classified as 'fading stars'.

In the period 2001-2002 Panama had among its 20 main exports to the United States, 10 which were classified as dynamic, but only one was a 'rising star', while the others were 'lost opportunities' (See Table 33 of the statistical annex). Taking advantage of these opportunities is one of the important elements in improving sustainability and making it sustainable.

In general, the considerable presence of 'fading stars' at higher levels of breakdown throughout the region studied shows that the countries have been able to increase their share of the US market even in products where demand is dropping. Although this

Countries of the Organisation of eastern Caribbean States									
Anguilla	56	91	107	.....	35	63	.....	.....	.....
Antigua and Barbuda	244	457	604	133	232	238	74.3	86.4	.....
Dominica	28	59	277	10	20	41	18.1	19.4	27.5b/
Grenada	142	265	277	26	35	63	48.1	36	35.8b/
Montserrat	24	18	12	7	11	8	...	...	...
Saint Kitts and Nevis	80	109	336	20	43	61	69.5	61.2	52.3b/
Saint Lucia	151	251	749	56	154	258	46.1	51.1	75.4b/
Saint Vincent and the Grenadines	77	158	254	20	29	80	27.8	37.7	45.1b/
Oother Caribbean countries									
Bahamas	1368	3629	4188	995	1324	1814	66	87.9	74.3
Barbados	359	432	507	309	459	616	38.9	59.1	63
Belize	93	88	219	12	59	82	7.9	19	20 b/
Guyana	46	64	76 a/	18	27	60 a/	6.9	10.7	8.6 b/
Jamaica	572	841	2116	407	740	1235	30	30.1	28.5b/
Suriname	32	28	55a/	9	1	45a/	2.5	0.2	...
Trinidad and Tobago	187	195	336	97	95	210b/	3.7	4.1	6.6b/

Source: ECLAC based on official sources

Note: ...denotes not available

a/ 1998; b/ 1999.

However, we can consider an indicator of level or trend. This is called a service competitiveness indicator. It is defined as a ratio between income (credits) from services and the payments (debits) for services as a proportion of income. Income can be national income or a measure of national or sectoral product. This is expressed as follows:

$$(12) ICS_i = Cr_i / (Ds_i / Y)$$

where,

ICS_i = indicator of the competitiveness of a service sector i .

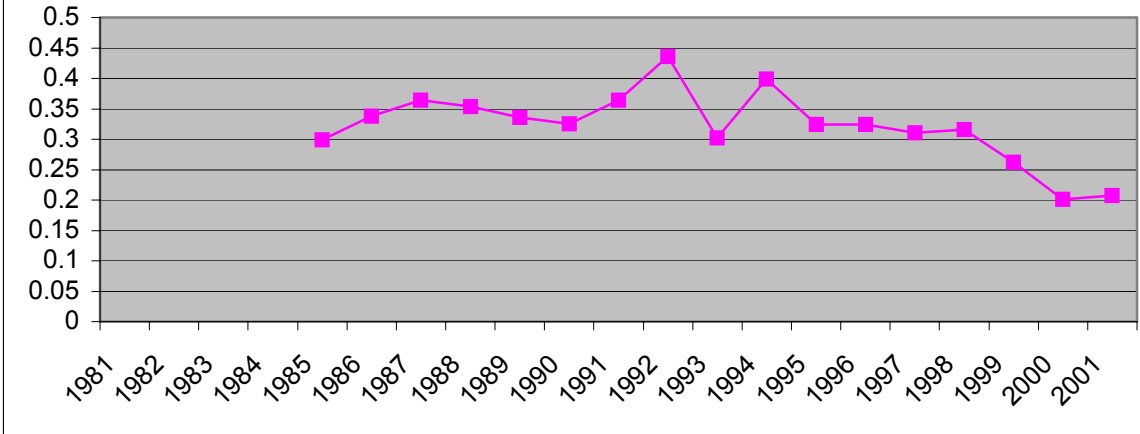
Cr_i = credits from service sector i .

Ds_i = debits from service sector i .

When credits are the same (greater) as debits, the competitiveness indicator of service sector i is equal (greater) to the proposed measure of income (Y). Thus the proportion in which ICS differs from Y will give an idea of the magnitude of a determined disequilibrium at a moment in time which will reflect a situation of competitiveness or lack of competitiveness. This can give an indication of the 'level of competitiveness' of a country in relation to another, or of the services sector in relation to another sector of the same economy. This indicator becomes a trend indicator by considering various points in time. An upward trend denotes an improvement in competitiveness and a downward trend denotes a deterioration in competitiveness.

Graph 7 shows the competitiveness indicator for the tourism sector in the case of St. Kitts and Nevis calculated with the GDP, which makes sense in a small economy. In 1985, the competitiveness indicator represented 30% of GDP. This means that the country was in a deficit situation in the services sector. The declining trend indicates that this situation has been deteriorating over time.

Graph 7
St. Kitts and Nevis
Competitiveness Indicator of the tourism sector
1981 - 2001



Conclusions

Competitiveness is a broad concept which has a number of different accepted meanings. The instruments developed by ECLAC focuses on competitiveness by analysing trade flows and in particular based on a battery of indicators, chief among which are specialization, relative unit values, constant market share analysis and the competitiveness matrix. Applying these instruments in the case of trade flows between ACS member states and the main markets of the industrialized countries shows that:

- The most dynamic products in world trade include medium tech products. These are followed by high tech manufactures and manufactures based on natural resources and primary goods.
- From the perspective of the highest level of breakdown, agricultural products maintain key importance, and for some countries, these are in the first or second export grouping.
- The international insertion of ACS member states is characterised by four types of export patterns: states with free zones; re-exporting states; states whose exports are centred around agricultural and traditional products; mono exporters and states for which the export composition includes mainly medium and high tech products.
- In most of the cases considered, unit values and relative unit prices have remained constant. This could be an indication that gains in competitiveness by member states of the Greater Caribbean is explained more by quality competitiveness than by determining factors of price competitiveness.
- Exporting states with a strong free zone component and high and medium technology are characterised by a high percentage of exported products situated in dynamic product categories and in particular by a high number of rising stars. These states have also attracted major foreign direct investment flows. Although the link between some of these sectors and the rest of productive sectors is weak, this indicates that export dynamism is only a condition necessary for economic growth.
- Re-exporting states have a high concentration in the compositions of their exports, and this in fact makes them mono-re-exporters.
- In oil exporting member states, one notes growing predominance of exports linked to this natural resource, to the detriment of the possible development of alternative export products. In other words, there is a diversification of the composition of external sales, but these are linked to this natural resource.
- States with a marked tendency to export traditional products such as agricultural products have a low level of diversification of their exports.

- Analysis of trade in services faces a major limiting factor, which is the non existence of a wide-ranging database. However, as a first step, we can consider developing an indicator, including at the aggregate level to measure the performance of a sector or set of sectors which links the credits and debits of a sector with a measure of national income (product) or of the income (product) of the sector. Some preliminary calculations show a deterioration of the export sector for services in the smallest economies of the region.

Statistical Annex

Tables 15 to 33

Table 15
MCCA: MAIN EXPORTS TO THE UNITED STATES.*
1990-2002

Code	Product	1990 Percentage of contribution	1995 Percentage of contribution	2000 Percentage of contribution	2001 Percentage of contribution	2002 Percentage of contribution
6110	Sweaters, pullovers, sweatshirts, waistcoats (vests) and similar articles, knitted or crocheted ()	1.18	4.21	9.99	11.66	11.92
6109	T-shirts, singlets, tank tops and similar garments, knitted or crocheted ()	1.55	3.73	9.13	9.65	9.72
8473	Parts and accessories nesoi for typewriters and other office machines of headings 8469 to 8472 ()	0.00	0.03	7.07	0.94	0.91
6204	Womens or girls suits, ensembles, suit-type jackets, dresses, skirts, divided skirts, trousers, etc. (no swimwear), not knitted or crocheted ()	6.12	7.50	6.53	6.75	5.47
6203	Mens or boys suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted ()	5.99	8.70	6.25	6.62	6.17
0901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes containing coffee ()	14.30	8.77	6.09	3.46	3.18
0803	Bananas and plantains, fresh or dried ()	16.83	10.23	5.00	6.00	5.36
6108	Womens or girls slips, petticoats, briefs, panties, nightdresses, pajamas, negligees, bathrobes and similar articles, knitted or crocheted ()	1.47	4.06	3.96	3.88	3.83
6205	Mens or boys shirts, not knitted or crocheted ()	2.73	6.93	3.44	3.05	2.22
6105	Mens or boys shirts, knitted or crocheted ()	1.10	2.31	2.92	3.03	2.37
6107	Mens or boys underpants, briefs, nightshirts, pajamas, bathrobes, dressing gowns and similar articles, knitted or crocheted ()	0.14	0.92	2.32	2.60	2.62
6212	Brassieres, girdles, corsets, braces, suspenders, garters and similar articles and parts thereof, whether or not knitted or crocheted ()	2.90	3.48	2.24	2.62	3.14
0306	Crustaceans, live, frsh, chilled, frzn etc.; crustaceans, in shell, cookd by stm or boiling watr; flours, meals, & pellets of crustaceans, hum consumpt ()	3.98	3.70	2.18	1.99	1.79
8542	Electronic integrated circuits and microassemblies; parts thereof ()	0.02	0.02	1.68	2.94	3.77
9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences (including electro-medical and sight-testing); parts etc. Thereof ()	0.25	0.62	1.57	2.48	2.75
6104	Womens or girls suits□ ensembles, suit-type jackets, blazers, dresses, skirts, divided skirts, trousers, etc. (no swimwear), knitted or crocheted ()	0.60	1.55	1.47	1.88	2.04
6115	Pantyhose, tights, stockings, socks and other hosiery, including stockings for varicose veins and footwear without applied soles, knitted or crocheted ()	0.00	0.45	1.36	1.73	2.08
2709	Petroleum oils and oils from bituminous minerals, crude ()	0.90	0.62	1.31	0.91	1.42
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned ()	0.98	1.09	1.25	1.50	2.34
6111	Babies garments and clothing accessories, knitted or crocheted ()	0.17	1.02	1.17	1.09	0.89
Total of the main exports		61.21	69.95	76.93	74.80	73.99

Total MCCA	100.00	100.00	100.00	100.00	100.00
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Source: MAGIC (2003)

*/ Base year 2000

Table 16
MAIN CARICOM EXPORTS TO THE UNITED STATES
1990 AND 2000

Code	Description	2000	1990
	Petroleum oils and oils from bituminous minerals (other than crude) and products		
2710	therefrom, nesoi, containing 70% (by weight) or more of these oils	12.34	12.51
2709	Petroleum oils and oils from bituminous minerals, crude	11.18	27.05
2814	Ammonia, anhydrous or in aqueous solution	8.45	3.04
2818	Artificial corundum, whether or not chemically defined; aluminum oxide; aluminum hydroxide	6.04	6.69
0306	Crustaceans, live, frsh, chilled, frzn etc.; crustaceans, in shell, cookd by stm or boiling watr; flours, meals, & pellets of crustaceans, hum consumpt	4.39	1.92
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned	4.33	3.08
6109	T-shirts, singlets, tank tops and similar garments, knitted or crocheted	4.2	1.57
2711	Petroleum gases and other gaseous hydrocarbons	4	0
2606	Aluminum ores and concentrates	3.88	5.98
2905	Acyclic alcohols and their halogenated, sulfonated, nitrated or nitrosated derivatives	3.76	0.95
6115	Pantyhose, tights, stockings, socks and other hosiery, including stockings for varicose veins and footwear without applied soles, knitted or crocheted	3.66	0.43
7213	Bars and rods of iron or nonalloy steel, hot-rolled, in irregularly wound coils	3.01	0.44
6902	Refractory bricks, blocks and similar refractory ceramic constructional goods, except those of siliceous fossil meals or similar siliceous earths	2.51	0
0302	Fish, fresh or chilled, excluding fish fillets and other fish meat without bones; fish livers and roes, fresh or chilled	2.04	0.24
6108	Women's or girls' slips, petticoats, briefs, panties, nightdresses, pajamas, negligees, bathrobes and similar articles, knitted or crocheted	1.38	0.56
3903	Polymers of styrene, in primary forms	1.33	0
2208	Ethyl alcohol, undenatured, of an alcoholic strength by volume of under 80% vol.; spirits, liqueurs etc.; alcoholic compounds for beverage manufacture	1.01	0.84
6110	Sweaters, pullovers, sweatshirts, waistcoats (vests) and similar articles, knitted or crocheted	0.97	2.14
3102	Mineral or chemical fertilizers, nitrogenous	0.92	0.64
6203	Men's or boy's suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted	0.92	1.25
2207	Ethyl alcohol, undenatured, of an alcoholic strength by volume of 80% vol. Or higher; ethyl alcohol and other spirits, denatured, of any strength	0.86	0.73
2933	Heterocyclic compounds with nitrogen hetero-atom(s) only; nucleic acids and their salts	0.78	0.03
2402	Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes	0.76	0.26
1701	Cane or beet sugar and chemically pure sucrose, in solid form	0.75	1.19
9999	Salvage; estimate of low valued import transactions	0.7	0.2

Table 17
ARUBA AND THE NETHERLANDS ANTILLES
EXPORTS TO THE UNITED STATES
1990 AND 2000

Code	Description	2000	1990
	Petroleum oils and oils from bituminous minerals (other than crude) and products		
2710	therefrom, nesoi, containing 70% (by weight) or more of these oils	80.47	90.14
	Exports of articles imported for repairs etc.; imports of articles exported and		
9801	returned, unadvanced; imports of animals exported and returned	12.33	3.38
	Petroleum coke, petroleum bitumen and residues of petroleum oils or of oils		
2713	obtained from bituminous minerals	1.86	0
	Fish, frozen, excluding fish fillets and other fish meat without bones; fish livers and		
0303	roes, frozen	1.39	0.03
	Oils and other products of the distillation of high temperature coal tar; similar		
2707	products in which the weight of aromatic constituents predominate	1.05	0
	Articles of jewelry and parts thereof, of precious metal or of metal clad with		
7113	precious metal	0.7	0.01
	Gold (including gold plated with platinum), unwrought or in semimanufactured		
7108	forms, or in powder form	0.62	0
9999	Salvage; estimate of low valued import transactions	0.27	0.09

Table 18
FRENCH DEPARTEMENTS
COMPOSITION OF EXPORTS TO THE UNITED STATES

Code	Description	2000	1990
	Exports of articles imported for repairs etc.; imports of articles exported and		
9801	returned, unadvanced; imports of animals exported and returned	68.57	28.05
9706	Antiques of an age exceeding one hundred years	9.25	0.07
8411	Turbojets, turbopropellers and other gas turbines, and parts thereof	5.73	0
9999	Salvage; estimate of low valued import transactions	2.24	1.1
7204	Ferrous waste and scrap; remelting scrap ingots of iron or steel	1.98	0
	Air or vacuum pumps, air or other gas compressors and fans; ventilating or		
8414	recycling hoods incorporating a fan, with or without filters; parts thereof	1.29	0
	Fish, frozen, excluding fish fillets and other fish meat without bones; fish livers		
0303	and roes, frozen	1.2	0
	Limestone flux; limestone and other calcareous stone, of a kind used for the		
2521	manufacture of lime or cement (or for soil improvement)	0.99	0

Table 19
COMPOSITION OF EXPORTS FROM THE G-3 TO THE UNITED STATES

Code	Description	2000	1990
2709	Petroleum oils and oils from bituminous minerals, crude	12.89	25.61
	Motor cars and other motor vehicles designed to transport people (other than public-		
8703	transport type), including station wagons and racing cars	7.91	5.06
	Insulated wire, cable and other insulated electrical conductors; optical fiber cables, of		
8544	individually sheathed fibers, with conductors etc. Or not	4.08	3.82
	Automatic data processing machines and units thereof; magnetic or optical readers,		
8471	machines for transcribing and processing coded data, nesoi	3.93	0.95
8528	Television receivers, including video monitors and video projectors	3.35	2.14
8704	Motor vehicles for the transport of goods	3.34	0.54
	Parts and accessories for tractors, public-transport passenger vehicles, motor cars,		
8708	goods transport motor vehicles and special purpose motor vehicles	3.04	2.85

2710	Petroleum oils and oils from bituminous minerals (other than crude) and products therefrom, nesoi, containing 70% (by weight) or more of these oils	2.75	9.79
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned	2.74	2.47
8525	Transmission apparatus for radiotelephony, radiotelegraphy, radiobroadcasting or television; television cameras	1.87	0.54
9401	Seats (other than barber, dental and similar chairs), whether or not convertible into beds, and parts thereof	1.66	0.83
8473	Parts and accessories nesoi for typewriters and other office machines of headings 8469 to 8472	1.58	0.64
6203	Men's or boy's suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted	1.55	0.46
8527	Reception apparatus for radiotelephony, radiotelegraphy or radiobroadcasting, whether or not combined with sound recording or reproducing apparatus	1.42	1.46
8504	Electrical transformers, static converters or inductors; parts thereof	1.41	1.02
8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits, voltage not over 1,000 v	1.33	1.65
6204	Women's or girls' suits, ensembles, suit-type jackets, dresses, skirts, divided skirts, trousers, etc. (no swimwear), not knitted or crocheted	1.22	0.42
8407	Spark-ignition reciprocating or rotary internal combustion piston engines	1.19	1.34
9999	Salvage; estimate of low valued import transactions	1.16	0.88
8501	Electric motors and generators (excluding generating sets)	1.11	0.54
8517	Electrical apparatus for line telephony or telegraphy, including such apparatus for carrier-current line systems; parts thereof	1.11	0.13
9032	Automatic regulating or controlling instruments and apparatus; parts and accessories thereof	0.89	0.3
8529	Parts for television, radio and radar apparatus (of headings 8525 to 8528)	0.81	1.57
8481	Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats or the like; parts thereof	0.8	0.39
8701	Tractors (other than works trucks of heading 8709)	0.8	0.03
6109	T-shirts, singlets, tank tops and similar garments, knitted or crocheted	0.78	0.03
0901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes containing coffee	0.76	1.57
8537	Boards, panels etc. With two or more apparatus for switching etc. Electric circuits (heading 8535 or 8536) or optical etc. Instruments of chapter 90	0.66	0.11
6110	Sweaters, pullovers, sweatshirts, waistcoats (vests) and similar articles, knitted or crocheted	0.65	0.02
8409	Parts for spark-ignition reciprocating or rotary internal combustion piston engines and compression-ignition internal combustion piston engines	0.62	0.26
8542	Electronic integrated circuits and microassemblies; parts thereof	0.52	0.42
9403	Furniture, nesoi (other than seats, medical, surgical, dental or veterinary furniture) and parts thereof	0.52	0.51
2203	Beer made from malt	0.51	0.36
8415	Air conditioning machines, comprising a motor-driven fan and elements for changing the temperature and humidity; parts thereof	0.51	0.23
9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences (including electro-medical and sight-testing); parts etc. Thereof	0.51	0.45

Table 20
MCCA: MAIN PRODUCTS EXPORTED TO THE UNITED STATES
SPECIALIZATION 1990-2002

Code	Description	1990	2000	2002
		Especialización	Especialización	Especialización
6110	Sweaters, pullovers, sweatshirts, waistcoats (vests) and similar articles, knitted or crocheted ()	1.40	11.14	12.05
6109	T-shirts, singlets, tank tops and similar garments, knitted or crocheted ()	13.25	31.32	33.22
8473	Parts and accessories nesoi for typewriters and other office machines of headings 8469 to	0.00	2.68	0.44

8472 ()				
6204	Womens or girls suits, ensembles, suit-type jackets, dresses, skirts, divided skirts, trousers, etc. (no swimwear), not knitted or crocheted ()	7.38	7.81	6.35
6203	Mens or boys suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted ()	11.72	9.63	10.06
901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes containing coffee ()	39.10	29.28	24.28
803	Bananas and plantains, fresh or dried ()	90.40	55.19	54.53
6108	Womens or girls slips, petticoats, briefs, panties, nightdresses, pajamas, negligees, bathrobes and similar articles, knitted or crocheted ()	17.50	24.41	21.23
6205	Mens or boys shirts, not knitted or crocheted ()	8.26	12.45	9.28
6105	Mens or boys shirts, knitted or crocheted ()	10.63	18.94	16.51
6107	Mens or boys underpants, briefs, nightshirts, pajamas, bathrobes, dressing gowns and similar articles, knitted or crocheted ()	8.37	37.15	32.36
6212	Brassieres, girdles, corsets, braces, suspenders, garters and similar articles and parts thereof, whether or not knitted or crocheted ()	39.61	18.92	22.17
306	Crustaceans, live, frsh, chilled, frzn etc.; crustaceans, in shell, cookd by stm or boiling watr; flours, meals, & pellets of crustaceans, hum consumpt ()	9.55	6.07	5.04
8542	Electronic integrated circuits and microassemblies; parts thereof ()	0.01	0.48	1.93
9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences (including electro-medical and sight-testing); parts etc. Thereof ()	0.63	3.46	4.28
6104	Womens or girls suits, ensembles, suit-type jackets, blazers, dresses, skirts, divided skirts, trousers, etc. (no swimwear), knitted or crocheted ()	3.00	10.51	13.08
6115	Pantyhose, tights, stockings, socks and other hosiery, including stockings for varicose veins and footwear without applied soles, knitted or crocheted ()	0.07	17.43	23.46
2709	Petroleum oils and oils from bituminous minerals, crude ()	0.10	0.18	0.21
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned ()	0.46	0.48	0.83
6111	Babies garments and clothing accessories, knitted or crocheted ()	2.71	10.88	7.96

Source: (MAGIC 2003)

*/ Basr year 2000

Table 21
MEXICO: MAIN EXPORTS TO THE UNITED STATES.*
SPECIALISATION 1990-2002

Code	Product	1990	2000	2002
		Specialisation	Specialisation	Specialisation
8703	Motor cars and other motor vehicles designed to transport people (other than public-transport type), including station wagons and racing cars ()	0.77	1.29	1.02
2709	Petroleum oils and oils from bituminous minerals, crude ()	1.80	1.19	1.25
8471	Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing and processing coded data, nesoi ()	0.43	1.03	1.24
8544	Insulated wire, cable and other insulated electrical conductors; optical fiber cables, of individually sheathed fibers, with conductors etc. Or not ()	9.27	5.53	5.70
8704	Motor vehicles for the transport of goods ()	0.45	2.89	3.50
8525	Transmission apparatus for radiotelephony, radiotelegraphy, radiobroadcasting or tv; tv cameras; still image video cameras and recdrds; digital cameras ()	0.85	2.03	1.39
8708	Parts and accessories for tractors, public-transport passenger vehicles, motor cars, goods transport motor vehicles and special purpose motor vehicles ()	1.26	1.48	1.54
8528	Television receivers, including video monitors and video projectors ()	6.66	5.68	4.19
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned ()	1.51	1.12	1.00
9401	Seats (other than barber, dental and similar chairs), whether or not convertible into beds, and parts thereof ()	2.55	2.66	2.94
8473	Parts and accessories nesoi for typewriters and other office machines of headings 8469 to 8472 ()	0.58	0.66	0.55

8517	Electrical apparatus for line telephony or line telegraphy, including such apparatus for carrier-current or digital line systems; parts thereof ()	0.28	1.07	1.73
8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits, voltage not over 1,000 v ()	4.62	2.78	2.72
6203	Mens or boys suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted ()	1.08	2.40	2.35
8504	Electrical transformers, static converters or inductors; power supplies for adp machines or units; parts thereof ()	4.31	2.23	2.20
8527	Reception apparatus for radiotelephony, radiotelegraphy or radiobroadcasting, whether or not combined with sound recording or reproducing apparatus ()	2.61	2.31	2.26
6204	Womens or girls suits, ensembles, suit-type jackets, dresses, skirts, divided skirts, trousers, etc. (no swimwear), not knitted or crocheted ()	0.43	1.63	1.37
8501	Electric motors and generators (excluding generating sets) ()	2.95	3.40	3.30
9999	Salvage; estimate of low valued import transactions ()	1.38	0.99	1.00
8407	Spark-ignition reciprocating or rotary internal combustion piston engines ()	2.17	1.47	1.39

Source: MAGIC (2003)

*/ Base year 2000

Table 22
PANAMA: MAIN EXPORTS TO THE UNITED STATES.*
SPECIALISATION 1990-2002

Código	Producto	1990	2000	2002
		Especialización	Especialización	Especialización
306	Crustaceans, live, frsh, chilled, frzn etc.; crustaceans, in shell, cookd by stm or boiling watr; flours, meals, & pellets of crustaceans, hum consumpt ()	51.89	54.69	48.75
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned ()	4.33	6.62	8.76
2710	Petroleum oils& oils from bituminous mins (other than crude)& products therefrom, nesoi, containing 70% (by weight) or more of these oils; waste oils ()	2.50	6.16	5.31
302	Fish, fresh or chilled, excluding fish fillets and other fish meat without bones; fish livers and roes, fresh or chilled ()	28.12	112.52	168.72
1701	Cane or beet sugar and chemically pure sucrose, in solid form ()	0.00	148.75	99.86
901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes containing coffee ()	8.81	22.97	20.20
7602	Aluminum waste and scrap ()	22.29	64.40	35.02
1605	Crustaceans, molluscs and other aquatic invertebrates, prepared or preserved ()	4.45	25.76	24.27
803	Bananas and plantains, fresh or dried ()	32.25	26.58	1.13
9603	Brooms, brushes, hand-operated floor sweepers, not motorized, mops and feather dusters; prepared knots and tufts; paint pads and rollers; squeegees ()	3.85	30.25	19.19
7604	Aluminum bars, rods and profiles ()	0.00	41.60	23.58
3004	Medicaments (except vaccines etc., bandages or pharmaceuticals), of products (mixed or not) for therapeutic etc. Uses, in dosage or retail sale form ()	4.59	2.01	0.38
807	Melons (including watermelons) and papayas (papaws), fresh ()	31.42	59.73	73.86
7108	Gold (including gold plated with platinum), unwrought or in semimanufactured forms, or in powder form ()	5.56	4.95	6.22
9999	Salvage; estimate of low valued import transactions ()	0.32	0.88	0.87
304	Fish fillets and other fish meat (whether or not minced), fresh, chilled or frozen ()	0.31	4.38	6.25
3303	Perfumes and toilet waters ()	9.28	8.76	5.19
709	Vegetables nesoi, fresh or chilled ()	0.93	8.80	8.01
4823	Paper, paperboard, cellulose wadding and webs, cut to size or shape nesoi; articles of paper pulp, paper, paperboard, cellulose wadding or webs nesoi ()	10.48	6.78	7.01
8525	Transmission apparatus for radiotelephony, radiotelegraphy, radiobroadcasting or tv; tv cameras; still image video cameras and recdrds;digital cameras ()	0.00	0.40	0.09

Source: MAGIC (2003)

*/ Base year 2000

Table 23
DOMINICAN REPUBLIC: MAIN EXPORTS TO THE UNITED STATES.*
SPECIALISATION 1990-2002

Code	Product	1990 Specialisation	2000 Specialisation	2002 Specialisation
6203	Mens or boys suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted ()	24.50	29.02	32.14
6204	Womens or girls suits, ensembles, suit-type jackets, dresses, skirts, divided skirts, trousers, etc. (no swimwear), not knitted or crocheted ()	8.74	9.50	6.00
9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences (including electro-medical and sight-testing); parts etc. Thereof ()	11.44	17.37	13.19
6109	T-shirts, singlets, tank tops and similar garments, knitted or crocheted ()	5.56	15.22	13.93
2402	Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes ()	69.97	99.32	89.09
8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits, voltage not over 1,000 v ()	5.91	7.46	10.25
6212	Brassieres, girdles, corsets, braces, suspenders, garters and similar articles and parts thereof, whether or not knitted or crocheted ()	47.27	32.48	29.02
7113	Articles of jewelry and parts thereof, of precious metal or of metal clad with precious metal ()	9.26	7.63	8.89
6107	Mens or boys underpants, briefs, nightshirts, pajamas, bathrobes, dressing gowns and similar articles, knitted or crocheted ()	62.17	52.09	65.43
6110	Sweaters, pullovers, sweatshirts, waistcoats (vests) and similar articles, knitted or crocheted ()	3.06	3.61	2.17
6108	Womens or girls slips, petticoats, briefs, panties, nightdresses, pajamas, negligees, bathrobes and similar articles, knitted or crocheted ()	28.70	17.47	10.14
6406	Parts of footwear; removable insoles, heel cushions and similar articles; gaiters, leggings and similar articles, and parts thereof ()	83.11	93.77	66.34
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned ()	1.24	0.78	0.83
8504	Electrical transformers, static converters or inductors; power supplies for adp machines or units; parts thereof ()	0.41	2.80	1.59
1701	Cane or beet sugar and chemically pure sucrose, in solid form ()	39.50	43.18	34.64
7202	Ferroalloys ()	21.01	17.64	17.63
6505	Hats and other headgear, knitted or crocheted, or made up from lace, felt or other textile fabric, in the piece (no strips); hair nets of any material ()	12.36	18.01	12.74
6115	Pantyhose, tights, stockings, socks and other hosiery, including stockings for varicose veins and footwear without applied soles, knitted or crocheted ()	0.00	13.60	8.12
6111	Babies garments and clothing accessories, knitted or crocheted ()	7.18	9.30	3.51
8531	Electric sound or visual signaling apparatus (bells, sirens, burglar or fire alarms etc.), nesoi; and parts thereof ()	0.55	4.68	6.69

Source: MAGIC (2003)

*/ Base year 2000

Table 24
 UNIT VALUE OF THE MAIN EXPORT PRODUCTS FROM MCCA TO THE UNITED STATES*
 1990-2002
 (dollars)

Code	Product	1990	1995	2000	2001	2002
8473301000	Parts and accessories of automatic data processing machines and units not incorporating a cathode ray tube, printed circuit assem. Oth than pwr suppl (x)	0.00	0.00	0.00	0.00	0.00
6110202075	Womens or girls other pullovers, and similar garments, of cotton, knitted or crocheted, containing less than 36 percent by weight of flax fibers (doz)	34.30	38.20	36.39	33.38	33.48
0803002020	Bananas, fresh (kg)	0.31	0.30	0.25	0.28	0.27
6110202065	Mens or boys other pullovers, and similar garments, of cotton, knitted or crocheted, containing less than 36 percent by weight of flax fibers (doz)	43.30	39.02	24.88	23.92	21.94
0901110010	Coffee, arabica, not roasted, not decaffeinated (kg)	1.66	3.30	2.17	1.43	1.66
0901110090	Coffee, nesoi, not roasted, not decaffeinated (kg)	1.66	3.15	1.95	1.29	1.32
6105100010	Mens shirts, knitted or crocheted, of cotton (doz)	40.47	57.43	52.88	58.84	52.60
6109100005	Mens or boys cotton underwear t-shirts, knitted or crocheted, all white, short sleeves, crew or round neckline, no pockets, trim or embroidery (doz)	14.01	15.31	14.33	13.46	13.23
6109100012	Mens cotton other t-shirts, knitted or crocheted, except underwear (doz)	24.05	19.99	20.27	21.90	20.25
6107110010	Mens underpants and briefs, knitted or crocheted, of cotton (doz)	10.39	9.45	10.74	11.90	12.19
6203424015	Mens trousers and breeches, not knitted, of cotton, other (doz)	78.45	98.58	101.55	98.99	89.28
6212109020	Brassieres, not containing lace or net or embroidery, of man-made fibers, whether or not knitted or crocheted (doz)	0.00	27.90	37.32	45.71	46.41
9018908000	Other instruments and appliances used in medical, surgical, dental or veterinary sciences, nesoi (x)	0.00	0.00	0.00	0.00	0.00
6108210010	Womens briefs and panties, knitted or crocheted, of cotton (doz)	8.21	7.11	8.45	8.39	7.86
2709001000	Crude petroleum testing under 25 degrees api (bbl)	17.65	12.32	21.55	15.38	17.94
8542138068	Microprocessors having an internal data bus of 32 bits or above monolithic integrated ci rcuits, digital, silicon, (mos) (no)	0.00	0.00	18.61	22.68	0.00
6204624020	Womens trousers and breeches, of cotton, not knitted, other (doz)	66.08	73.30	75.25	68.80	57.33
6203424010	Mens trousers and breeches, not knitted, of cotton, blue denim (doz)	73.06	74.03	75.10	79.24	84.27
6109100040	Womens cotton t-shirts, knitted or crocheted, except underwear (doz)	23.92	30.50	19.57	17.98	17.86
6108229020	Womens briefs and panties, knitted or crocheted, of man-made fibers (doz)	0.00	14.40	17.54	17.11	15.06

Source: MAGIC (2003)

*/ Base year 2000

Table 25
 UNIT VALUE OF THE MAIN EXPORT PRODUCTS FROM MEXICO TO THE UNITED STATES*
 1990-2002
 (dollars)

Code	Product	1990	1995	2000	2001	2002
2709001000	Crude petroleum testing under 25 degrees api (bbl)	17.12	14.28	23.40	17.36	20.68
8703240068	Passenger motor vehicles with spark ignition internal combustion piston engine with cyl capacity ov 3000 cc, ov 6 cyl, int volume exc 3.4 cbm, new (no)	11006.73	23244.85	29334.42	30104.28	28388.01
2709002000	Crude petroleum testing 25 degrees api or more (bbl)	22.63	17.13	28.60	25.34	0.00
8544300000	Insulated ignition wiring sets & wiring sets for vehicles, aircraft and ships (x)	0.00	0.00	0.00	0.00	0.00
8704310040	Motor vehicles for the transport of goods, spark-ignition internal combustion piston engine, gvw exceeding 2.5 m tons but not exceeding 5 m tons (no)	12379.60	14769.00	15669.07	19882.07	21649.60
9801001097	Products of the u.s. when returned after having been exported, without having been advanced in value or improved in condition by any process, nesoi (x)	0.00	0.00	0.00	0.00	0.00
8703230044	Passenger motor vehicles, nesoi, with spark ign int comb pist eng with cyl cap ov 1500 n/0 3000 cc, 4 cyl & undr, int volume exc 2.4 n/0 2.8 cbm, new (no)	8020.89	11366.14	13720.61	14129.22	14349.03
8703230046	Passenger motor vehicles, nesoi, with spark ign int comb pist eng with cyl cap ov 1500 n/0 3000 cc, 4 cyl & undr, int volume exc 2.8 n/0 3/1 cbm, new (no)	11997.04	10608.55	11596.72	11401.67	10783.03
8473301000	Parts and accessories of automatic data processing machines and units not incorporating a cathode ray tube, printed circuit assem. Oth than pwr suppl (x)	0.00	0.00	0.00	0.00	0.00
8704210000	Motor vehicles for transport of goods, nesoi, diesel engine, gvw not exceeding 5 metric tons (no)	0.00	21984.55	21156.87	21661.98	21271.31
8471300000	Portable digital adp machine, weight not more than 10 kg, consisting of at least a central processing unit, keyboard, and a display (no)	0.00	0.00	1324.38	791.48	613.53
8525209070	Radio telephones designed for the public cellular radio telecommunication service, weighing 1 kg or under (no)	0.00	0.00	96.79	85.72	80.79
8471603500	Color cathode-ray tube (crt) monitors (no)	0.00	0.00	186.92	164.74	159.40
8528123250	Reception apparat for tv, non-hi definition, color, single picture tube, direct viewing, non projection video display gt 52 cm but lt= 77cm (no)	0.00	0.00	219.78	216.74	205.78
8703230052	Passenger motor vehicles, nesoi, with spark ign int comb pist eng with cyl cap ov 1500 n/0 3000 cc, 4 cyl & undr, int volume exceeding 3.4 cbm, new (no)	8803.80	14792.00	13241.14	13052.65	12123.55
9999950000	Estimated imports of low valued transactions (x)	0.00	0.00	0.00	0.00	0.00
8703230042	Passenger motor vehicles, nesoi, with spark ign int comb pist eng with cyl cap ov 1500 n/0 3000 cc, 4 cyl & undr, int volume not exc 2.4 cbm, new (no)	5543.10	12415.31	15170.17	15571.58	15561.65
8525101000	Television set top boxes which have a communication function (no)	0.00	0.00	176.40	156.11	130.72
8708295060	Other parts and accessories, nesoi, of bodies (inc cabs) of heading 8701 to 8705 (no)	0.00	6.73	6.31	6.17	4.91
9401901080	Seat parts of a kind used for motor vehicles, nesoi (x)	0.00	0.00	0.00	0.00	0.00

Source: MAGIC (2003)

* / Base year 2000

Table 26
 UNIT VALUE OF THE MAIN EXPORT PRODUCTS FROM PANAMA TO THE UNITED STATES*
 1990-2002
 (dollars)

Code	Product	1990	1995	2000	2001	2002
9801001097	Products of the u.s. when returned after having been exported, without having been advanced in value or improved in condition by any process, nesoi (x)	0.00	0.00	0.00	0.00	0.00
306130003	Shrimps and prawns, shell-on, count size (headless weight) less than 33 per kg (15s) including cooked by steaming or by boiling in water, frozen (kg)	14.48	19.88	22.45	20.22	18.05
2710000530	No 6-type fuel oil under 25 degrees api havng saybolt universal viscosity at 37.8 degrees centigrade of more than 125 seconds (bbl)	16.51	13.10	21.76	16.96	0.00
1701111000	Cane sugar, raw, in solid form, not containing added flavoring or coloring matter, nesoi, described in additional u s note 5 (chap. 17) & provisional (kg)	0.00	0.49	0.38	0.41	0.41
306130040	Shrimps and prawns, peeled, frozen (kg)	5.48	7.25	8.88	6.76	6.40
2710001008	No. 2 and 3-type fuel oil: other than diesel, having over 0.05 pct sulfur, 25 deg api a over havng a saybolt univ visc at 37.8 deg c of ls thn 45 sec (bbl)	0.00	0.00	34.58	0.00	0.00
1605201020	Shrimps and prawns, breaded, frozen (kg)	3.96	0.00	8.19	8.52	7.84
901110090	Coffee, nesoi, not roasted, not decaffeinated (kg)	1.72	3.19	2.23	1.46	1.43
803002020	Bananas, fresh (kg)	0.30	0.27	0.25	0.29	0.25
901110010	Coffee, arabica, not roasted, not decaffeinated (kg)	1.52	3.62	2.39	1.80	2.17
302694099	Fish, excluding fillets, livers and roes, fresh or chilled, nesoi (kg)	0.00	0.00	3.40	3.13	3.36
9801001090	U.s. goods provided for in chapter 90 that are returned, without having been advanced in value or improved in condition by any process (x)	0.00	0.00	0.00	0.00	0.00
302694040	Snapper (lutjanidae spp.), excluding fillets, livers and roes, fresh or chilled (kg)	2.43	3.16	2.81	3.51	3.85
2710002500	Naphthas, except motor fuel or motor fuel blending stock (bbl)	25.98	0.00	33.11	29.11	0.00
7602000090	Aluminum waste and scrap other than used beverage container scrap (kg)	1.10	1.09	1.28	1.06	1.02
306130027	Shrimps and prawns, shell-on, count size (headless weight) more than 154 per kg (70s) including cooked by steaming or by boiling in water, frozen (kg)	6.73	5.12	6.52	5.31	4.65
2710000515	No. 4 type fuel oils under 25 deg api havg a saybolt univ visc at 37.8 deg c of 45 sec a over but not over 125 sec, having over 0.05 percent sulfur (bbl)	0.00	0.00	19.19	0.00	0.00
302320000	Yellowfin tunas (thunnus albacares), excluding fillets, livers and roes, fresh or chilled (kg)	0.00	8.46	6.04	6.59	6.88
3004909028	Analgesics, antipyretics and nonhormonal anti-inflammatory agents, nesoi (kg)	0.00	0.00	16.71	22.11	0.00
9603908050	Brooms,brushes,squeegees,etc,nesoi (x)	0.35	0.00	0.00	0.00	0.00

Source: MAGIC (2003)

* / Base year 2000

UNIT VALUE OF THE MAIN EXPORT PRODUCTS FROM THE DOMINICAN REPUBLIC
TO THE UNITED STATES*
1990-2002
(dollars)

Code	Product	1990	1995	2000	2001	2002
6203424015	Mens trousers and breeches, not knitted, of cotton, other (doz)	88.49	97.84	99.92	99.03	103.87
9018908000	Other instruments and appliances used in medical, surgical, dental or veterinary sciences, nesoi (x)	0.00	0.00	0.00	0.00	0.00
6204624020	Womens trousers and breeches, of cotton, not knitted, other (doz)	69.37	87.77	95.41	93.05	90.13
2402108000	Cigars, cheroots and cigarillos containing tobacco, each valued \$.23 or over (ths)	0.52	704.88	1016.35	843.59	894.17
6203434010	Mens trousers and breeches, not knitted, of synthetic fibers (doz)	86.25	112.38	101.09	102.40	103.42
7113195000	Gold or platinum jewelry, whether plated, clad or not, nesoi (x)	0.00	0.00	0.00	0.00	0.00
6212109020	Brassieres, not containing lace or net or embroidery, of man-made fibers, whether or not knitted or crocheted (doz)	0.00	32.54	41.90	44.44	47.52
6406106500	Parts of footwear other uppers and parts thereof other than stiffeners of leather (prs)	10.85	14.00	17.97	22.04	21.37
6107110010	Mens underpants and briefs, knitted or crocheted, of cotton (doz)	7.03	7.14	9.16	10.41	11.58
8536200020	Automatic circuit breakers, molded case, for a voltage not exceeding 1,000 v (no)	1.73	1.93	2.73	2.61	2.62
1701111000	Cane sugar, raw, in solid form, not containing added flavoring or coloring matter, nesoi, described in additional u s note 5 (chap. 17) & provisional (kg)	0.00	0.47	0.40	0.43	0.41
9801001097	Products of the u.s. when returned after having been exported, without having been advanced in value or improved in condition by any process, nesoi (x)	0.00	0.00	0.00	0.00	0.00
7202600000	Ferronickel (kg)	3.04	2.93	3.36	2.53	2.64
6203424050	Mens shorts, not knitted, of cotton (doz)	55.64	67.96	68.00	71.81	77.67
6110202075	Womens or girls other pullovers, and similar garments, of cotton, knitted or crocheted, containing less than 36 percent by weight of flax fibers (doz)	45.23	31.86	33.98	36.56	31.66
6110202065	Mens or boys other pullovers, and similar garments, of cotton, knitted or crocheted, containing less than 36 percent by weight of flax fibers (doz)	51.75	32.79	32.33	35.90	40.96
8536908085	Electrical apparatus for switching & protecting circuits nesoi, for a voltage not exceeding 1,000 v (x)	0.00	0.00	0.00	0.00	0.00
6115929000	Socks and other hosiery, for varicose veins, and footwear without applied soles, knitted or crocheted, of cotton: not containing lace or net (dpr)	0.00	0.00	7.05	5.85	5.19
8504409510	Power supplies (rectifiers and rectifying apparatus) with a power output not exceeding 50 w (no)	0.00	0.00	45.72	17.29	35.82
6204633510	Womens trousers and breeches, of synthetic fibers, not knitted (doz)	59.91	67.31	76.37	72.74	66.07

Source: MAGIC (2003)

* / Base year 2000

Code	Description	2000	1990
2710	Petroleum oils	56.77	27.43
9801	Exports of articles imported	8.70	1.03
2713	Petroleum Coke	1.31	0

Source: MAGIC (2003)

Table 29
SPECIALISATION IN g-3 COUNTRIES

Code	Description	2000	1995
2709	Petroleum oils and oils from bituminous minerals, crude	1.00815	0.9811
8703	Motor cars and other motor vehicles designed to transport people (other than public-transport type), including station wagons and racing cars	0.92195	0.96667
8544	Insulated wire, cable and other insulated electrical conductors; optical fiber cables, of individually sheathed fibers, with conductors etc. Or not	1.03701	0.91935
8471	Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing and processing coded data, nesoi	1.12111	1.10834
8528	Television receivers, including video monitors and video projectors	1.01469	0.97163
8704	Motor vehicles for the transport of goods	0.88746	0.96845
8708	Parts and accessories for tractors, public-transport passenger vehicles, motor cars, goods transport motor vehicles and special purpose motor vehicles	1.2394	1.02322
2710	Petroleum oils and oils from bituminous minerals (other than crude) and products therefrom, nesoi, containing 70% (by weight) or more of these oils	0.9884	0.95713
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned	11.35543	0
8525	Transmission apparatus for radiotelephony, radiotelegraphy, radiobroadcasting or television; television cameras	0.98559	1.12034
9401	Seats (other than barber, dental and similar chairs), whether or not convertible into beds, and parts thereof	1.22554	0.62195
8473	Parts and accessories nesoi for typewriters and other office machines of headings 8469 to 8472	0	0
6203	Men's or boy's suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted	0.99054	0.99948
8527	Reception apparatus for radiotelephony, radiotelegraphy or radiobroadcasting, whether or not combined with sound recording or reproducing apparatus	1.31025	1.29281
8504	Electrical transformers, static converters or inductors; parts thereof	1.35539	1.06221
8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits, voltage not over 1,000 v	1.15381	1.04211
6204	Women's or girls' suits, ensembles, suit-type jackets, dresses, skirts, divided skirts, trousers, etc. (no swimwear), not knitted or crocheted	0.88496	0.87581
8407	Spark-ignition reciprocating or rotary internal combustion piston engines	0.86598	0.85136
9999	Salvage; estimate of low valued import transactions	0	0
8501	Electric motors and generators (excluding generating sets)	1.05808	0.94356
8517	Electrical apparatus for line telephony or telegraphy, including such apparatus for carrier-current line systems; parts thereof	1.22753	0.84022
9032	Automatic regulating or controlling instruments and apparatus; parts	0.70492	0.87422

	and accessories thereof		
8529	Parts for television, radio and radar apparatus (of headings 8525 to 8528)	1.00178	1.00727
8701	Tractors (other than works trucks of heading 8709)	0.95773	0.63741
8481	Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats or the like; parts thereof	0.92776	0.65713
6109	T-shirts, singlets, tank tops and similar garments, knitted or crocheted	0.98556	1.01414
0901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes containing coffee	1.09097	1.06503
8537	Boards, panels etc. With two or more apparatus for switching etc. Electric circuits (heading 8535 or 8536) or optical etc. Instruments of chapter 90	0.77244	0.54203
6110	Sweaters, pullovers, sweatshirts, waistcoats (vests) and similar articles, knitted or crocheted	0.6953	0.7868
8409	Parts for spark-ignition reciprocating or rotary internal combustion piston engines and compression-ignition internal combustion piston engines	0.73717	1.10349
9403	Furniture, nesoi (other than seats, medical, surgical, dental or veterinary furniture) and parts thereof	0.92553	0.68739
8542	Electronic integrated circuits and microassemblies; parts thereof	1.13377	1.53333
2203	Beer made from malt	0.8819	0.89985
9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences (including electro-medical and sight-testing); parts etc. Thereof	0.85785	0.65029

Table 30
COMPETITIVENESS OF THE MAIN EXPORTS FROM MCCA TO THE UNITED STATES*
1990-2002

Code	Product	1990-1991	1999-2000	2001-2002
6110	Sweaters, Pullovers, Sweatshirts, Waistcoats (Vests) And Similar Articles, Knitted Or Crocheted ()	Rising Star	Fading Star	Fading Star
6109	T-Shirts, Singlets, Tank Tops And Similar Garments, Knitted Or Crocheted ()	Fading Star	Fading Star	Fading Star
8473	Parts And Accessories Nesoi For Typewriters And Other Office Machines Of Headings 8469 To 8472 ()	Rising Star	Withdrawal	Fading Star
6204	Womens Or Girls Suits, Ensembles, Suit-Type Jackets, Dresses, Skirts, Divided Skirts, Trousers, Etc. (No Swimwear), Not Knitted Or Crocheted ()	Rising Star	Withdrawal	Withdrawal
6203	Mens Or Boys Suits, Ensembles, Suit-Type Jackets, Blazers, Trousers, Bib And Brace Overalls, Breeches, Etc. (No Swimwear), Not Knitted Or Crocheted ()	Rising Star	Withdrawal	Fading Star
0901	Coffee, Whether Or Not Roasted Or Decaffeinated; Coffee Husks And Skins; Coffee Substitutes Containing Coffee ()	Retirada	Fading Star	Withdrawal
0803	Bananas And Plantains, Fresh Or Dried ()	Lost opportunity	Fading Star	Withdrawal
6108	Womens Or Girls Slips, Petticoats, Briefs, Panties, Nightdresses, Pajamas, Negligees, Bathrobes And Similar Articles, Knitted Or Crocheted ()	Rising Star	Withdrawal	Lost opportunity
6205	Mens Or Boys Shirts, Not Knitted Or Crocheted ()	Rising Star	Withdrawal	Withdrawal
6105	Mens Or Boys Shirts, Knitted Or Crocheted ()	Lost opportunity	Fading Star	Withdrawal
6107	Mens Or Boys Underpants, Briefs, Nightshirts, Pajamas, Bathrobes, Dressing Gowns And Similar Articles, Knitted Or Crocheted ()	Rising Star	Fading Star	Lost opportunity
6212	Brassieres, Girdles, Corsets, Braces, Suspenders, Garters And Similar Articles And Parts Thereof, Whether Or Not Knitted Or Crocheted ()	Lost opportunity	Withdrawal	Rising Star
0306	Crustaceans, Live, Frsh, Chilled, Frzn Etc.; Crustaceans, In Shell, Cookd By Stm Or Boiling Watr; Flours, Meals, & Pellets Of Crustaceans, Hum Consumpt ()	Rising Star	Withdrawal	Fading Star
8542	Electronic Integrated Circuits And Microassemblies; Parts Thereof ()	Rising Star	Rising Star	Fading Star
9018	Instruments And Appliances Used In Medical, Surgical, Dental Or Veterinary Sciences (Including Electro-Medical And Sight-Testing); Parts Etc. Thereof ()	Lost opportunity	Fading Star	Lost opportunity

6104	Womens Or Girls Suits, Ensembles, Suit-Type Jackets, Blazers, Dresses, Skirts, Divided Skirts, Trousers, Etc. (No Swimwear), Knitted Or Crocheted ()	Rising Star	Fading Star	Rising Star
6115	Pantyhose, Tights, Stockings, Socks And Other Hosiery, Including Stockings For Varicose Veins And Footwear Without Applied Soles, Knitted Or Crocheted ()	Rising Star	Fading Star	Rising Star
2709	Petroleum Oils And Oils From Bituminous Minerals, Crude ()	Withdrawal	Lost opportunity	Rising Star
9801	Exports Of Articles Imported For Repairs Etc.; Imports Of Articles Exported And Returned, Unadvanced; Imports Of Animals Exported And Returned ()	Lost opportunity	Withdrawal	Fading Star
6111	Babies Garments And Clothing Accessories, Knitted Or Crocheted ()	Rising Star	Lost opportunity	Withdrawal

Source: MAGIC (2003)

*/ Base year 2000

Table 31
COMPETITIVENESS OF THE MAIN EXPORTS FROM MEXICO TO THE UNITED STATES*
1990-2002

Code	Product	1990-1991	1999-2000	2001-2002
8703	Motor cars and other motor vehicles designed to transport people (other than public-transport type), including station wagons and racing cars ()	Rising Star	Fading Star	Lost opportunity
2709	Petroleum oils and oils from bituminous minerals, crude ()	Fading Star	Lost opportunity	Rising Star
8471	Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing and processing coded data, nesoi ()	Lost opportunity	Fading Star	Lost opportunity
8544	Insulated wire, cable and other insulated electrical conductors; optical fiber cables, of individually sheathed fibers, with conductors etc. Or not ()	Rising Star	Withdrawal	Fading Star
8704	Motor vehicles for the transport of goods ()	Withdrawal	Fading Star	Withdrawal
8525	Transmission apparatus for radiotelephony, radiotelegraphy, radiobroadcasting or tv; tv cameras; still image video cameras and recdrds; digital cameras ()	Lost opportunity	Rising Star	Lost opportunity
8708	Parts and accessories for tractors, public-transport passenger vehicles, motor cars, goods transport motor vehicles and special purpose motor vehicles ()	Fading Star	Fading Star	Rising Star
8528	Television receivers, including video monitors and video projectors ()	Fading Star	Withdrawal	Lost opportunity
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned ()	Rising Star	Fading Star	Withdrawal
9401	Seats (other than barber, dental and similar chairs), whether or not convertible into beds, and parts thereof ()	Fading Star	Fading Star	Rising Star
8473	Parts and accessories nesoi for typewriters and other office machines of headings 8469 to 8472 ()	Rising Star	Fading Star	Withdrawal
8517	Electrical apparatus for line telephony or line telegraphy, including such apparatus for carrier-current or digital line systems; parts thereof ()	Lost opportunity	Rising Star	Fading Star
8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits, voltage not over 1,000 v ()	Rising Star	Rising Star	Withdrawal
6203	Mens or boys suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted ()	Rising Star	Fading Star	Fading Star
8504	Electrical transformers, static converters or inductors; power supplies for adp machines or units; parts thereof ()	Rising Star	Lost opportunity	Fading Star
8527	Reception apparatus for radiotelephony, radiotelegraphy or radiobroadcasting, whether or not combined with sound recording or reproducing apparatus ()	Lost opportunity	Withdrawal	Withdrawal
6204	Womens or girls suits, ensembles, suit-type jackets, dresses, skirts, divided skirts, trousers, etc. (no swimwear), not knitted or crocheted ()	Rising Star	Fading Star	Withdrawal
8501	Electric motors and generators (excluding generating sets) ()	Rising Star	Withdrawal	Rising Star
9999	Salvage; estimate of low valued import transactions ()	Rising Star	Fading Star	Fading Star
8407	Spark-ignition reciprocating or rotary internal combustion piston engines ()	Fading Star	Withdrawal	Lost opportunity

Source: MAGIC (2003)

*/ Base year 2000

COMPETITIVENESS OF THE MAIN EXPORTS FROM THE DOMINICAN REPUBLIC TO THE UNITED STATES*
1990-2002

Code	Product	1990-1991	1999-2000	2001-2002
6203	Mens or boys suits, ensembles, suit-type jackets, blazers, trousers, bib and brace overalls, breeches, etc. (no swimwear), not knitted or crocheted ()	Rising Star	Withdrawal	Fading Star
6204	Womens or girls suits, ensembles, suit-type jackets, dresses, skirts, divided skirts, trousers, etc. (no swimwear), not knitted or crocheted ()	Rising Star	Fading Star	Withdrawal
9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences (including electro-medical and sight-testing); parts etc. Thereof ()	Rising Star	Withdrawal	Lost opportunity
6109	T-shirts, singlets, tank tops and similar garments, knitted or crocheted ()	Fading Star	Withdrawal	Fading Star
2402	Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes ()	Lost opportunity	Lost opportunity	Lost opportunity
8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits, voltage not over 1,000 v ()	Rising Star	Lost opportunity	Fading Star
6212	Brassieres, girdles, corsets, braces, suspenders, garters and similar articles and parts thereof, whether or not knitted or crocheted ()	Lost opportunity	Withdrawal	Lost opportunity
7113	Articles of jewelry and parts thereof, of precious metal or of metal clad with precious metal ()	Rising Star	Withdrawal	Lost opportunity
6107	Mens or boys underpants, briefs, nightshirts, pajamas, bathrobes, dressing gowns and similar articles, knitted or crocheted ()	Rising Star	Withdrawal	Rising Star
6110	Sweaters, pullovers, sweatshirts, waistcoats (vests) and similar articles, knitted or crocheted ()	Rising Star	Withdrawal	Withdrawal
6108	Womens or girls slips, petticoats, briefs, panties, nightdresses, pajamas, negligees, bathrobes and similar articles, knitted or crocheted ()	Lost opportunity	Withdrawal	Lost opportunity
6406	Parts of footwear; removable insoles, heel cushions and similar articles; gaiters, leggings and similar articles, and parts thereof ()	Rising Star	Withdrawal	Withdrawal
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned ()	Rising Star	Fading Star	Fading Star
8504	Electrical transformers, static converters or inductors; power supplies for adp machines or units; parts thereof ()	Rising Star	Rising Star	Withdrawal
1701	Cane or beet sugar and chemically pure sucrose, in solid form ()	Withdrawal	Fading Star	Lost opportunity
7202	Ferrous alloys ()	Fading Star	Fading Star	Rising Star
6505	Hats and other headgear, knitted or crocheted, or made up from lace, felt or other textile fabric, in the piece (no strips); hair nets of any material ()	Rising Star	Fading Star	Withdrawal
6115	Pantyhose, tights, stockings, socks and other hosiery, including stockings for varicose veins and footwear without applied soles, knitted or crocheted ()	Rising Star	Withdrawal	Lost opportunity
6111	Babies garments and clothing accessories, knitted or crocheted ()	Rising Star	Lost opportunity	Withdrawal
8531	Electric sound or visual signaling apparatus (bells, sirens, burglar or fire alarms etc.), nesoi; and parts thereof ()	Rising Star	Fading Star	Fading Star

Source: MAGIC (2003)

*/ Base year 2000

Table 33
COMPETITIVENESS OF THE MAIN EXPORTS FROM PANAMA TO THE UNITED STATES*
1990-2002

Code	Product	1990-1991	1999-2000	2001-2002
306	Crustaceans, live, frsh, chilled, frzn etc.; crustaceans, in shell, cookd by stm or boiling watr; flours, meals, & pellets of crustaceans, hum consumpt ()	Rising Star	Withdrawal	Withdrawal
9801	Exports of articles imported for repairs etc.; imports of articles exported and returned, unadvanced; imports of animals exported and returned ()	Rising Star	Withdrawal	Fading Star
2710	Petroleum oils& oils from bituminous mins (other than crude)& products therefrom, nesoi, containing 70% (by weight) or more of these oils; waste oils ()	Withdrawal	Lost opportunity	Fading Star
302	Fish, fresh or chilled, excluding fish fillets and other fish meat without bones; fish livers and roes, fresh or chilled ()	Lost opportunity	Fading Star	Rising Star
1701	Cane or beet sugar and chemically pure sucrose, in solid form ()	Fading Star	Fading Star	Lost opportunity
901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee	Fading Star	Withdrawal	Withdrawal

	substitutes containing coffee ()			
7602	Aluminum waste and scrap ()	Withdrawal	Fading Star	Withdrawal
1605	Crustaceans, molluscs and other aquatic invertebrates, prepared or preserved ()	Lost opportunity	Rising Star	Lost opportunity
803	Bananas and plantains, fresh or dried ()	Lost opportunity	Withdrawal	Lost opportunity
9603	Brooms, brushes, hand-operated floor sweepers, not motorized, mops and feather dusters; prepared knots and tufts; paint pads and rollers; squeegees ()	Rising Star	Fading Star	Lost opportunity
7604	Aluminum bars, rods and profiles ()	Withdrawal	Rising Star	Lost opportunity
3004	Medicaments (except vaccines etc., bandages or pharmaceuticals), of products (mixed or not) for therapeutic etc. Uses, in dosage or retail sale form ()	Lost opportunity	Withdrawal	Lost opportunity
807	Melons (including watermelons) and papayas (papaws), fresh ()	Rising Star	Lost opportunity	Fading Star
7108	Gold (including gold plated with platinum), unwrought or in semimanufactured forms, or in powder form ()	Lost opportunity	Fading Star	Lost opportunity
9999	Salvage; estimate of low valued import transactions ()	Rising Star	Retirada	Fading Star
304	Fish fillets and other fish meat (whether or not minced), fresh, chilled or frozen ()	Rising Star	Fading Star	Lost opportunity
8525	Transmission apparatus for radiotelephony, radiotelegraphy, radiobroadcasting or tv; tv cameras; still image video cameras and recdr; digital cameras ()	Rising Star	Rising Star	Lost opportunity
3303	Perfumes and toilet waters ()	Rising Star	Withdrawal	Lost opportunity
709	Vegetables nesoi, fresh or chilled ()	Rising Star	Lost opportunity	Withdrawal
4823	Paper, paperboard, cellulose wadding and webs, cut to size or shape nesoi; articles of paper pulp, paper, paperboard, cellulose wadding or webs nesoi ()	Withdrawal	Lost opportunity	Fading Star

Source: MAGIC (2003)

* / Base year 2000