

PRODUCT A—NONBENZENOID

[Comparative netback (in cents per pound)]

	December 1967 ¹	January 1968 ²	July 1968 ³	1972, no ASP ³	1972, ASP ³
A. Into German market:					
1. American exporter:					
Total invoice price including border tax ⁴	10.77	11.22	11.10	11.50	11.50
Less border tax	.42	1.02	1.10	1.50	1.50
Net selling price	10.35	10.20	10.00	10.00	10.00
Less German duty	1.27	1.25	1.01	.65	1.01
Netback at border	9.08	8.95	8.99	9.35	8.99
2. Local German producer:					
Total invoice price including turnover or TVA tax	10.77	11.22	11.10	11.50	11.50
Less turnover or TVA	.77	1.02	1.10	1.50	1.50
Netback (net selling price)	10.00	10.20	10.00	10.00	10.00
3. Potential net advantaging, American Exporter (1-2)		-.33	-.09	+.27	-.09
B. Into American market:					
1. German exporter:					
Total invoice price	10.00	10.00	10.00	10.00	10.00
Less U.S. duty	2.50	2.16	2.16	1.20	1.20
Subtotal	7.50	7.84	7.84	8.80	8.80
Less German turnover tax not rebated	.13				
Netback at border	7.37	7.84	7.84	8.80	8.80
2. Local American producer:					
Total invoice price	10.00	10.00	10.00	10.00	10.00
Netback	10.00	10.00	10.00	10.00	10.00
Potential net advantaging, German exporter (1-2)		+.47	+.47	+1.43	+1.43
C. Relative potential gain—German producer (B-A)		+.80	+.56	+1.16	+1.52

PRODUCT B—NONBENZENOID

A. Into German market:					
1. American exporter:					
Total invoice price including border tax ⁴	14.91	15.62	15.36	15.92	15.92
Less border tax	.57	1.42	1.52	2.08	2.08
Net selling price	14.34	14.20	13.84	13.84	13.84
Less German duty	1.63	1.61	1.54	1.03	1.54
Netback at border	12.71	12.59	12.30	12.81	12.30
2. Local German producer:					
Total invoice price including turnover or TVA tax	14.91	15.62	15.36	15.92	15.92
Less turnover or TVA	1.07	14.2	1.52	2.08	2.08
Netback (net selling price)	13.84	14.20	13.84	13.84	13.84
3. Potential net advantaging, American exporter (1-2)		-.48	-.41	+.10	-.41
B. Into American market:					
1. German exporter:					
Total invoice price	14.28	14.28	14.28	14.28	14.28
Less U.S. duty	4.20	3.83	3.83	2.24	2.24
Subtotal	10.08	10.45	10.45	12.04	12.04
Less German turnover tax not rebated	.18				
Netback at border	9.90	10.45	10.45	12.04	12.04
2. Local American producer:					
Total invoice price	14.28	14.28	14.28	14.28	14.28
Netback	14.28	14.28	14.28	14.28	14.28
Potential net advantaging, German exporter (1-2)		+.55	+.55	+2.14	+2.14
C. Relative potential gain—German producer (B-A)		+1.03	+.96	+2.04	-2.55

See footnotes at end of table.