PRODUCT E—BENZENOID

	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]	15.47	16.20	15.94	16.51	16.51
Less border tax	.59	1.47	1.58	2.15	2.15
Net selling price	14.88	14.73	14.36	14.36	14.36
Less German duty	1.92	1.90	1.81	1.18	1.81
Netback at border	12.96	12.83	12.55	13.18	12.55
2. Local German producer:					
Total invoice price including turnover or TVA tax	15.47	16.20	15.94	16.51	16.51
Less turnover or TVA	1.11	1.47	1.58	1.18	1.81
Netback (net selling price)	14.36	14.73	14.36	14.36	14.36
3. Potential net advantaging, American exporter (1–2)		−.50	−.41	+.22	−.41
B. Into American market:					
1. German exporter:					
Total invoice price	15.51	15.51	15.51	15.51	15.51
Less U. S. duty	7.38	6.89	6.89	3.26	3.64
Subtotal	8.13	8.62	8.62	12.25	11.87
Less German turnover tax not rebated	.19				
Netback at border	7.94	8.62	8.62	12.25	11.87
2. Local American producer:					
Total invoice price	15.51	15.51	15.51	15.51	15.51
Netback	15.51	15.51	15.51	15.51	15.51
Potential net advantaging, German exporter (1–2)		+.68	+.68	+4.31	+3.93
C. Relative potential gain—German producer (B–A)		+1.38	+1.09	+4.09	+4.34

PRODUCT F—BENZENOID

	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]	42.89	44.88	44.18	45.77	45.77
Less border tax	1.65	4.08	4.38	5.97	5.97
Net selling price	41.24	40.80	39.80	39.80	39.80
Less German duty	5.38	5.32	4.25	2.80	4.25
Netback at border	35.86	35.48	35.55	37.00	35.55
2. Local German producer:					
Total invoice price including turnover or TVA tax	42.89	44.88	44.18	45.77	45.77
Less turnover or TVA	3.09	4.08	4.38	5.97	5.97
Netback (net selling price)	39.80	40.80	39.80	39.80	39.80
3. Potential net advantaging, American exporter (1–2)		−1.38	−.31	+1.14	−.31
B. Into American market:					
1. German exporter:					
Total invoice price	27.51	27.51	27.51	27.51	27.51
Less U.S. duty	7.75	7.65	7.65	3.62	3.88
Subtotal	19.76	19.86	19.86	23.89	23.63
Less German turnover tax not rebated	.51				
Netback at border	19.25	19.86	19.86	23.89	23.63
2. Local American producer:					
Total invoice price	27.51	27.51	27.51	27.51	27.51
Netback	27.51	27.51	27.51	27.51	27.51
Potential net advantaging, German exporter (1–2)		+.61	+.61	+4.64	+4.34
C. Relative potential gain—German producer (B–A)		+1.99	+.92	+3.50	+4.65

[1] December market price.
[2] January market price.
[3] German producer assumed to reduce total invoice price in July 1968 when TVA increases to 11 percent, but only to extent necessary to return netback to December 1967 level. The final increase to 15 percent in 1972 is assumed to be borne entirely by the customers.
[4] Assume U.S. exporter meets local producer price.