

5. Absolute decline. These 3-digit exports had higher values in the earlier period, but their export revenues have declined since.

In order to picture all these patterns, we show representative time profiles of some exports in the accompanying charts.

Qualification. It must be stressed that the patterns observed are for 3-digit SITC aggregates. Each total is made up of detailed exports, and some of these exports may be quite new and growing at a different pace as the 3-digit total.

Summary of Performance of 3-Digit Exports.

Table 6 summarizes the 3-digit SITC data. It contains details and some remarks pertinent to commodities within a specific broader commodity group. In picturing each 3-digit export group, we did not bear in mind their relative size with respect to total exports. We were only concerned with their own performance over time. Thus, one commodity group may have no export in 1961-62, but may have experienced a steady rise in volume to more than \$10,000 by 1967. This performance reflects a very high rate of growth. But certainly when viewed in terms of influence to the total export volume, this is really very insignificant.

* —→ Quite a number of export products had high growth over the period. Examples of exports with high growth, which were exported before 1962 are: fresh fruit (051); cocoa (072); feeding stuff for animals (081); and in the case of beverages (112), beer. The rise of beer malt liquor export has been relatively

(text continues in p. 62)

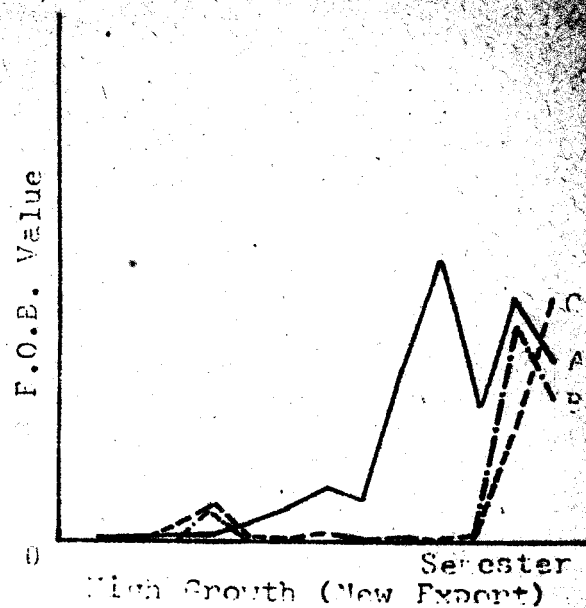
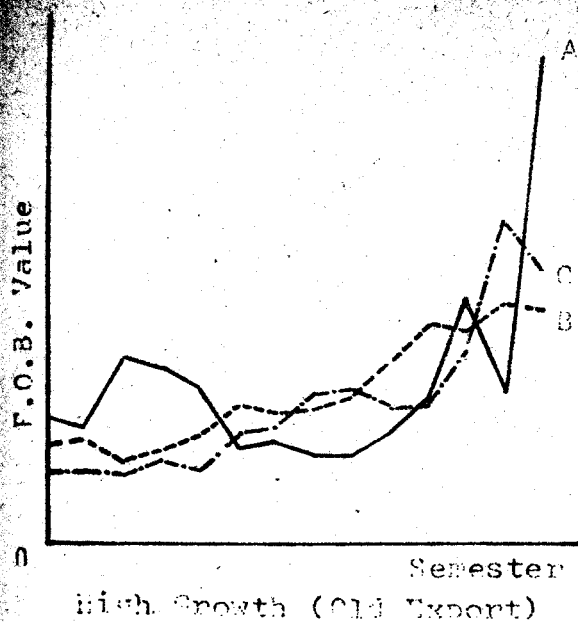


Figure 1. SOME TYPICAL PATTERNS OVER TIME FOR
3-DIGIT SITC EXPORTS

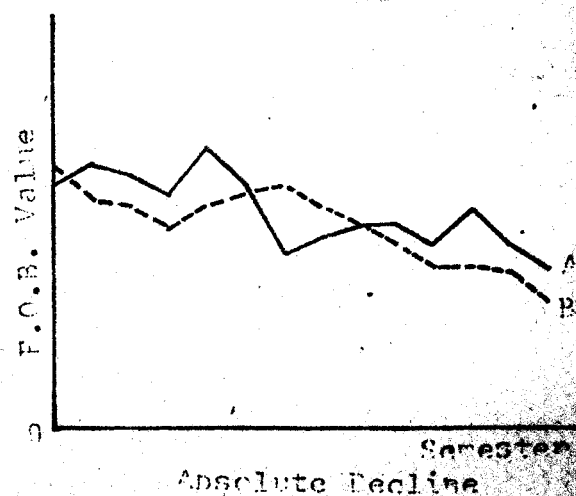
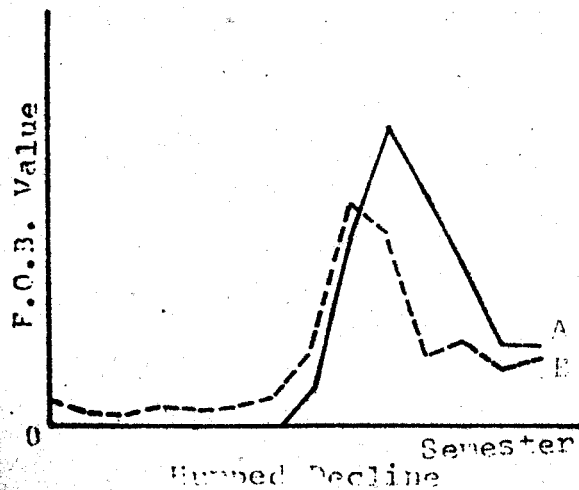
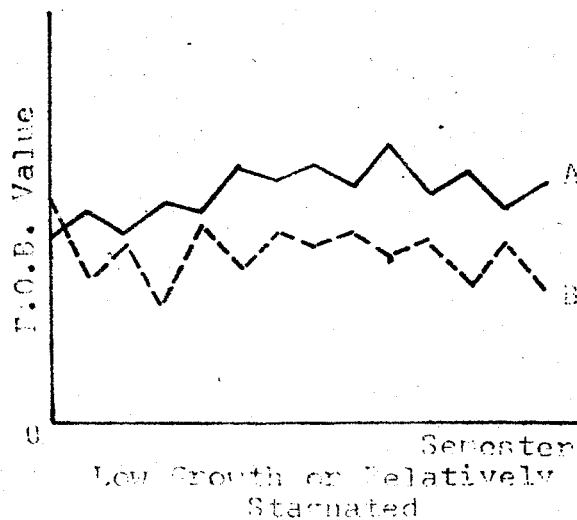


Table 6. PERFORMANCE OF PHILIPPINE EXPORTS, 1961-1967

(These descriptions apply only to 3-Digit TOTALS)

Legend for Columns:

- 1. High Growth (New Exports)
- 2. High Growth (Exported Before 1962)
- 3. Low Growth, or Relatively Stagnated
- 4. Humped Decline
- 5. Absolute Decline

ITC	Commodity	1961					REMARKS
		1	2	3	4	5	
							(All monetary units in thousand U.S. Dollars)
031	Fish, fresh and simply preserved	X					'Fish, fresh, lightly salted increased from \$2.9 in 1961 to \$441.9 in 1967.
							'Shrimps and prawns increased from \$.85 in 1961 to \$147.1 in 1967.
032	Fish in airtight containers and fish preparations, etc.			X			'Canned bagoong decreased from \$37.0 in 1961 to \$24.3 in 1967. 'Patis grew slightly: from \$13.3 in 1961 to \$18.8 in 1967.
042	Rice				X		'Rice pre-mix increased from \$27.0 in 1961 to \$53.4 in 1964 and decreased to \$0.0 in 1967. Excludes recent breakthrough in rice.
048	Cereal preparations			X			'Other bakery products, n.e.s. decreased from \$42.9 in 1963 to \$11.8 in 1967.
051	Fruit, fresh, and nuts (not including oil nuts)			X			'Mangoes decreased from \$623.5 in 1961 to \$535.4 in 1967. 'Peanuts decreased from \$301.6 in 1961 to \$0.0 in 1967. 'Pineapples increased from \$2.7 in 1961 to \$37.8 in 1967.
052	Dried fruit (including artificially dehydrated)			X			'Our only export here is desiccated coconut which increased from \$14,392.3 in 1961 to \$17,046.7 in 1967.
053	Fruit, preserved and fruit preparations, in airtight containers			X			'Pineapples in syrup were stagnant: from \$10,399.7 in 1961 to \$10,111.6 in 1967. 'All other major exports decreased: pineapple juice (\$2,620 in 1961 to \$1,455.3 in 1967), other fruit preparations (\$11.3 in 1961 to \$997.1 in 1964 to \$408.0 in 1967), pineapple concentrates (\$337.7 in 1964 to \$5337.7 in 1967).
054	Vegetables, fresh, dry roots and tubers				X		'Ginger decreased from \$58.2 in 1961 to \$0.0 in 1966 and increased to \$110.0 in 1967. The other exports all decreased.

(These descriptions apply only to 3-Digit TOTALS)

and for Columns:

1. High Growth (New Exports) 3. Low Growth, or Relatively Stagnated 4. Humped Decline
2. High Growth (Exported Before 1962)

16-2

	1	2	3	4	5	REMARKS (All monetary units in thousand U.S. Dollars)
55 Vegetables preserved and vegetable preparations				X		No single commodity influenced the growth of the group.
51 Sugar			X			Centrifugal sugar declined from \$135,075.7 in 1961 to \$116,013.5 in 1967.
						Beet and sugar cane refined -- humped decline: \$4,650.8 (1961) to \$10,553.2 (1964) to \$2,709.7 in 1967.
						Molasses -- humped decline: \$4,404.3 (1961) to \$12,479.5 (1964) to \$6,703.8 (1967).
52 Sugar confectionery and other preparations			X			Sugar confectionery, n.e.s. increased from \$1.0 in 1961 to \$94.3 in 1965 but decreased to \$24.9 in 1967.
71 Coffee			X			Coffee extracts increased from \$12.7 in 1961 to \$61.6 in 1962 and steadily declined to \$.5 in 1967.
						The other commodities had exports only during 1962, 1963, 1964.
72 Cocoa		X				Cocoa butter had steadily increased (except in 1964) from \$303.7 in 1961 to \$1,003.1 in 1967.
73 Chocolate and other food preparations			X			Chocolate bars and candy increased from \$.8 in 1961 to \$3.9 in 1967.
						Chocolate preparations had exports of \$.96 in 1967.
81 Feeding stuff for animals		X				Copra oil cake increased from \$3,281 in 1961 to \$10,918.6 in 1967 (the increase was steady except for a fall in 1967).
						The growth of bran, pollard and sharps was low: from \$2,615.0 in 1961 to \$3,923.7 in 1967.
91 Margarine and shortening			X			Animal and vegetable margarine had fluctuating growth: it increased from \$23.5 in 1961 to \$47.4 in 1963 but decreased to \$30.7 in 1967.
						Vegetable lard decreased from \$5.8 in 1961 to \$3.2 in 1967.

(These descriptions apply only to 3-Digit TOTALS)

nd for Columns:

1. High Growth (New Exports)

2. High Growth (Exported Before 1962)

3. Low Growth, or Relatively

Stagnated

4. ~~Stagnated~~ Decline

5. Absolute Decline

REMARKS

(All monetary units in thousand U.S. Dollars)

Commodity

1 2 3 4 5

Waste materials for textile fabrics

'X' Waste materials from textile fabrics declined from \$52.8 in 1961 to \$9.8 in 1967.

Crude mineral except coal and petroleum

'X' No single commodity influenced the movement of the group. Most of the exports started only in 1965.

Iron and steel scrap

'X' Iron ore decreased from \$9,053.8 in 1961 to \$3,629.3 in 1967.
'Iron concentrates increased from \$299.1 in 1961 to \$9,845.0 in 1967.

Ores of non-ferrous base metals

'X' Copper concentrates increased steadily from \$17,764.9 in '61 to \$74,106.7 in 1967.

Non-ferrous metal scrap

'X' Chrome ore declined: from \$15,559.7 in 1961 to \$4,415.5 in '67.
'Chrome concentrates were stagnant.

Silver & platinum ores

'X' Copper metal scrap increased steadily from \$155.6 in 1961 to \$1,436.3 in 1967.
'Copper and silver concentrates were stagnant at around \$7 million a year.

Crude animal materials, inedible, n.e.s.

'X' Other shells not shellcraft increased in a fluctuating manner from \$129.5 in 1961 to \$204.1 in 1967.
'Human hair was exported beginning 1966 with the total of \$996.7 for 1966 to 1967.

Crude vegetable materials, n.e.s.

'X' Copal or almáciga steadily decreased from \$792.0 in 1961 to \$231.8 in 1967.
'Rattan poles stayed at an average of \$300,000 a year.

Table 6. (continued).

(These descriptions apply only to 3-Digit TOTALS)

Legend for Columns:

1. High Growth (New Exports)

2. High Growth (Exported Before 1962)

3. Low Growth, or Relatively

Stagnated

4. Humped Decline
5. Absolute Decline

ITC	Commodity	REMARKS					(All monetary units in thousand U.S. Dollars)
		1	2	3	4	5	
113	Petroleum products	X					'Gas oil increased steadily from \$542.1 in 1962 to \$7,112.4 in 1967. 'Auto or industrial diesel/oil increased from \$464.5 in 1962 to \$1,765.3 in 1967. 'Motor gas or diesel gas increased from \$715.5 in 1962 to \$2,255.4 in 1967.
114	Gas, natural	X					'We started exporting other gaseous hydrocarbons in 1966 (\$161.3) and 1967 (\$174.2).
113	Oils and fats, processed of animal or vegetable origin	X					'The main export in this group was crude coconut oil which increased from \$15,941.8 in 1961 to \$74,770.2 in 1966 and decreased to \$59,272.1 in 1967.
111	Inorganic chemicals	X					'We started exporting most of these commodities in 1965. The largest export was mercury (chemical element) which started in 1967 (\$1,156.6).
112	Organic chemicals			X			'The major export in this group was crude glycerine which declined from \$1,735.5 in 1961 to \$1,338.4 in 1967.
121	Other chemicals, n.e.s.				X		'The only export in this group was taroils and other crude chemicals which increased from \$.79 in 1962 to \$47.5 in 1964 and decreased to \$0.0 in 1967.
133	Pigments, paints, varnishes, etc.		X				'Other paints and enamels increased steadily from \$3.3 in 1961 to \$125.4 in 1967.
141	Medicinal and pharmaceutical products	X					'Iron oxide powder decreased from \$1422 in 1961 to \$5.1 in 1967. 'Other medicinal and pharmaceutical products grew steadily \$119.7 in 1961 to \$1,006.2 in 1967.

(These descriptions apply only to 3-Digit TOTALS)

Legend for Columns:

1. High Growth (New Exports) 3. Low Growth, or Relatively Stagnated 4. Humped Decline
 2. High Growth (Exported Before 1962)

T6-6							REMARKS
ITC	Commodity	1	2	3	4	5	(All monetary units in thousand U.S. Dollars)
52	Perfumery, cosmetics, soaps, cleansing and polishing preparations	X					No single export influenced the movement of the group.
561	Fertilizers, manufactured	X					Our only exports were ammonium sulfate (\$322.1) in 1964 and other fertilizers, n.e.s. (\$488.8) in 1967.
599	Miscellaneous chemicals materials and products	X					Chemical materials, n.e.s. increased from \$1.7 in 1961 to \$67.9 in 1967. The only significant exports of insecticide and rodenticide were \$13.1 in 1962 and \$47.5 in 1966.
611	Leather				X		Other unmanufactured leather, n.e.s. was exported only twice: 1962 (\$.65) and 1966 (\$2.3).
612	Manufactures of leather including artificial leather				X		Our exports of other manufactures of leather started only in 1963 (\$1.7) and 1964 (\$4.0).
629	Rubber manufactured articles, n.e.s.	X					Truck tires increased from \$.208 in 1961 to \$123.4 in 1967.
631	Veneer, plywood board		X				Ordinary plywood increased from \$4,250.7 in 1961 to \$22,760.2 in 1964 and declined to \$18,217.5 in 1967. Dry core stock increased from \$1,764.2 in 1961 to \$7,138.9 in 1967.
632	Wood manufactures, n.e.s.		X				Other manufactures of wood increased steadily from \$160.5 in 1961 to \$1,704.8 in 1967. Carved articles of wood increased from an average of \$5.0 in 1961-1965 to \$569.7 in 1967.
641	Paper and paperboard	X					Most of the commodities here were exported only in 1967. This single commodity was exported throughout the period.

Table 6. (continued).
 (These descriptions apply only to 3-Digit TOTALS)

Trend for Columns:

1. High Growth (New Exports)

2. High Growth (Exported Before 1962)

3. Low Growth, or Relatively Stagnated

4. Humped Decline

5. Absolute Decline

ITC	Commodity	1	2	3	4	5	REMARKS
							(All monetary units in thousand U.S. Dollars)
42	Articles made of pulp and paper	X					New exports appeared in 1967: cigarette paper bobbins (\$49.9) and cleansing issue paper (\$40.6).
51	Textile yarn and thread						Before 1967, the other exports were insignificant.
				X			Cotton sewing thread had an average export of \$1.0 from 1963-1964. In 1965, it was \$86.8 but went down to \$3.7 in 1967.
52	Cotton fabrics of standard type, etc.			X			Cotton fabrics figured, increased from \$116.2 in 1964 to \$1,064.4 in 1966 and decreased to \$93.3 in 1967.
							The other exports appeared only in 1967.
53	Other textile fabrics standard type, etc.			X			Woven fabric of other vegetable fibers increased from \$3.36 in 1961 to \$596.3 in 1965 and decreased to \$64.6 in 1967.
54	Tulle, lace, embroidery, ribbons, etc.			X			The largest exports appeared only in 1967: Lace and lacings other fabrics (\$29.6) and net and nettings, other fabrics (\$20.6).
55	Special textile fabrics and related products			X			Abaca rope was stagnant at an average export of \$2,500.0 a year.
56	Made-up articles wholly or chiefly of textile	X					Abaca placemats grew from \$27.5 in 1961 to \$619.1 in 1966 to \$0.0 in 1967.
							Tablecloth, jusi and other had an average of \$2.0 from 1961-1966, but increased to \$971.9 in 1967.
57	Floor covering			X			Abaca mats increased from \$69.1 in 1961 to \$238.2 in 1966.
							Hemp squares decreased from \$217.0 in 1961 to \$118.2 in 1966.
							Both were not exported in 1967. Carpets and rugs of textile were exported in 1967 (\$408.2).
							The only significant export was marble blocks which were \$28.1 in 1967.

Line, except for increased building materials, etc.

(These descriptions apply only to 3-Digit TOTALS)

Legend for Columns:

1. High Growth (New Exports)

2. High Growth (Exported Before 1962)

3. Low Growth, or Relatively Stagnated

4. Humped Decline

5. Absolute Decline

T6-8

ITC	Commodity						REMARKS
		1	2	3	4	5	
							(All monetary units in thousand U.S. Dollars)
62	Clay construction materials, etc.	X					Most of the exports appeared only in 1967 with glazed settings the biggest (\$23.8).
64	Glass	X					The biggest export was rolled, wired glass which appeared in 1967 (\$39.4).
65	Glassware	X					Other bottles, nes. were exported irregularly before 1967 (\$14.2 in 1963). In 1967 the value was \$110.6.
81	Iron and steel	X					Iron and steel sheets were exported only in 1964 (\$94.1) and in 1966 (\$426.3).
							Ferro alloys were exported only in 1966 (\$88.8).
82	Copper	X					Copper and alloys unwrought were exported in 1967 (\$352.5). Crude copper cement was exported in 1965 (\$64.8) and 1966 (\$261.5).
84	Aluminum	X					Exports started in 1966 with aluminum tube pipe as the biggest: \$19.9 (1966) and \$45.1 (1967).
89	Miscellaneous non-ferrous base metals, etc.			X			Silico manganese was exported only in 1966 (\$17.0); other non-ferrous base metals in 1967 (\$4.8).
13	Tractors, other than steam					X	The only export in this group was: tractor parts which fluctuated between \$70.2 in 1962 and \$2.0 in 1965.
16	Construction and other industrial machinery					X	Wooden cabinet and parts of sewing machine grew unsteadily from \$9.3 in 1961 to \$71.6 in 1967. Industrial machinery and appliances had an export of \$184.8 in 1962.

Table 6. (continued).

VI-3-DIGIT EXPORTS

(These descriptions apply only to 3-Digit TOTALS)

end for Columns:

1. High Growth (New Exports)

2. High Growth (Exported Before 1962)

3. Low Growth, or Relatively Stagnated

4. Humped Decline

5. Absolute Decline

Commodity	REMARKS				
	1	2	3	4	5
(All monetary units in thousand U.S. Dollars)					
2 Road motor vehicles	X				Jeepney with engine decreased from \$23.7 in 1964 to \$2.0 in 1966.
5 Ships and boats	X				Most of the other exports appeared only in 1967, the biggest being locally assembled trucks (\$10.5).
1 Prefabricated buildings and their assembled panels, etc.	X				Ships and boats (less than 250 T) were exported in 1967 (\$613.7). The significant exports of more vintas were in 1965 (\$22.8) and 1966 (\$51.3).
2 Sanitary, plumbing, heating and lighting fixtures	X				Our only export here was prefabricated and sectional buildings which decreased from \$32.4 in 1963 to \$3.2 in 1965 and rose to \$178.2 in 1967.
1 Furniture and fixtures	X				Lamp shades of shell moved with wide fluctuations from \$1.7 in 1961 to \$12.6 in 1967. The other exports started appearing only in 1967, the biggest being sinks, bidets and baths (\$19.8).
1 Travel goods, handbags and similar articles	X				Rattan furniture and fixtures grew steadily from \$139.3 in 1961 to \$552.7 in 1967.
1 Clothing, except fur clothing	X				Parts of rattan furniture and fixtures behaved similarly from \$54.7 in 1961 to \$121.3 in 1966. There were no exports in 1967.
					Bags of palm, straw or rush increased from \$10.0 in 1961 to \$181.4 in 1966 but decreased to \$113.3 in 1967.
					Buntal hats increased from \$11.2 in 1961 to \$359.8 in 1966 but decreased to \$191.9 in 1967.
					Women's outerwear, cotton or rayon, increased from \$1.2 in 1961 to \$359.8 in 1966 but decreased to \$191.9 in 1967.

Table 6. (continued).

VI - 3-DIGIT

VI-3-DIGIT EXPORTS

(These descriptions apply only to 3-Digit Totals)

4. Humped Decline

2. High Growth (Exported Before 1962)

[illegible]

substantial having for instance only a value of \$4,000 in the second semester of the 1962 to \$1.3 million in one semester of 1967. Fuel and charcoal (241) has also risen substantially.

A great many of the exports have also shown a relatively stagnated pattern of growth. In other words, they have not shown any substantial upward trend during the 7-year period. Relatively few are in the category of those products showing a decline over the years.

We confine our remarks regarding each of the 3-digit exports to the column for remarks found in Table 6. Commodities falling under each group of exports, which displayed some important patterns or which are significant to the whole commodity group, are singled out and their movements over time summarized. In these, we emphasized their export earnings in 1961 and in 1967.

Table 7 supplements the information found in Table 6. The 3-digit SITC exports are recorded again, with their values for 1962 (year of decontrol), 1967, and for the whole period of 1961 to 1967. This enables the reader to form an idea of the relative magnitudes of the exports during 1961, 1967, and with respect to the total period. We leave it up to the reader to examine commodity details by referring to Tables 4 and 5.

Exports to U.S.

One interesting information concerns the relative extent of 3-digit exports to the U.S. This is shown in the last

Table 7. PHILIPPINE EXPORTS 3-DIGIT SITC
(\$1,000 f.o.b value)

SITC	Export Commodities	WORLD			US Share	
		1962	1967	Total	1961-67	Per Cent
		Value	Value	1961-67	US Share	US Share
011	Meat, fresh, chilled or frozen	0	4.0	173.8	4.0	2.30
012	Meat, dried, salted or smoked, whether or not in airtight containers	0	0.7	2.0		
013	Meat in airtight conts., n.e.s. & meat preparations	.02	1.3	3.6		
029	Dairy products	2.2	0.5	14.8	1.0	6.76
031	Fish, fresh & simply preserved	11.8	591.0	1,877.5	913.1	48.63
032	Fish in airtight conts. & fish preparations, etc.	54.8	54.8	372.1	233.3	60.70
042	Rice	27.9	0	185.8	0.3	0.16
044	Maize (corn), unmilled	17.4	0	46.4	14.8	31.90
046	Meal & flour wheat	0	0	46.1		
048	Cereal preparations	3.9	21.1	138.7	18.8	13.55
051	Fruit, fresh, & nuts (not incl. oil nuts)	700.9	461.9	4,505.0	290.2	6.44
052	Dried fruit (incl. artificially dehydrated)	15,069.9	17,046.7	122,603.1	100,047.9	81.60
053	Fruit, preserved & fruit preps.	13,588.4	13,241.5	87,907.8	52,415.3	59.62
054	Vegetables, fresh, dry roots & tubers	76.3	110.2	257.5	0.5	0.19
055	Vegetables preserved & vegetable preparations	1.3	5.1	65.1	11.0	16.90
061	Sugar	132,269.0	485,431.1	998,705.4	953,736.3	95.50
062	Sugar confectionery & other preps.	2.0	47.9	230.8	163.5	70.84
071	Coffee	92.5	0.5	198.0	23.7	11.97
072	Cocoa	546.8	1,012.8	4,677.0	4,628.8	98.97
073	Chocolate & other food preps.	0.8	5.0	18.0	.9	5.00
081	Feeding stuff for animals	11,786.3	14,885.6	95,570.9	8,088.0	8.45
091	Margarine & shortening	52.1	34.1	247.5	48.8	19.72
099	Food preparations, n.e.s.	1.1	164.0	512.0	184.6	36.05
112	Alcoholic beverages	428.7	2,067.5	6,328.5	1,274.6	20.14
121	Tobacco, unmanufactured	11,447.3	10,998.7	85,766.9	31,014.9	36.16
122	Tobacco manufactures	727.5	458.7	3,852.0	1,902.4	49.38
211	Hides & skins, except fur skins, undressed	124.6	132.5	1,098.1	57.5	5.24
221	Oil seeds, oil nuts & oil kernel	111,414.6	129,285.2	983,580.8	291,380.0	29.62
231	Crude, rubber incl. synthetic & reclaimed	0	0	9.2		
241	Fuelwood & charcoal	269.4	743.3	1,744.1	71.4	4.09
242	Wood, round or roughly squared	107,154.3	205,123.9	1,032,521.3	7,235.7	0.70
243	Wood, shaped or simply worked	4,951.9	6,405.8	46,451.4	29,852.5	64.29
263	Cotton	0	1.8	6.8	5.0	73.53
264	Jute	0	5.7	5.7	5.7	100.00

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Table 7. (continued).

VI-3-DIGIT EXPORTS

T7-2

C	Export Commodities	W O R L D			US Share 1961-67	Per Cent of US Share
		1962	1967	Total		
		Value	Value	1961-67		
55	Vegetable fibers exc. cotton & jute	26,559.4	15,892.5	186,764.7	59,333.6	31.77
57	Waste matls. fr. textile fabrics	73.4	11.0	376.7	73.9	19.62
71	Fertilizers, crude	1.2	0	929.2		
72	Crude minerals exc. coal & petroleum	0	18.8	77.3	0.1	0.13
81	Iron ore & concentrates	10,189.0	13,474.4	82,231.0	532.9	0.65
82	Iron & steel scrap	0	14.3	109.4		
83	Ores of non-ferrous base metals	30,385.7	87,502.8	385,533.1	65,048.4	16.87
84	Non-ferrous metal scrap	630.6	1,968.8	9,045.7	5.1	0.06
85	Silver & platinum ores	10,612.1	485.9	60,376.8	59,125.7	97.93
91	Crude animal matls., inedible, n.e.s.	489.7	1,388.3	3,422.5	1,707.8	49.90
92	Crude vege., matls., n.e.s.	1,347.3	1,389.5	8,878.6	4,076.8	45.92
12	Petroleum, crude & partly re-fined	0	0	7.4		
13	Petroleum products	2,129.4	12,748.2	36,043.6	21,773.3	60.41
14	Gas, natural	0	174.3	336.6		
12	Vegetable oils	29,465.1	59,424.9	355,185.5	297,403.2	83.73
13	Oils & fats, processed of animal or vege. origin	0	44.9	65.9	4.6	6.98
11	Inorganic chemicals	0	1,393.1	1,776.8	109.0	6.13
12	Organic chemicals	1,030.4	1,349.0	8,507.0	4,164.6	48.95
13	Other chemicals, n.e.s.	2.1	0	2.1	2.1	100.00
21	Mineral tar & crude chemicals from coal, etc.	0.8	0	88.0	5.1	5.80
32	Dyeing, tanning extracts	0	0	2.1		
33	Pigments, paints, varnishes, etc.	48.2	207.2	808.8	3.6	0.44
41	Medicinal & pharmaceutical products	308.8	1,023.7	4,448.1	205.5	4.62
51	Essential oils, perfumes, flavoring matls.	12.6	12.0	60.8	27.8	45.72
52	Perfumery, cosmetics, soaps, polishing preparations	18.9	39.3	192.8	22.9	11.88
61	Fertilizers, manufactured	0	488.8	811.0		
91	Explosives	0	0	7.2	7.2	100.00
99	Miscellaneous chem. matls. & products	13.1	85.7	178.3	14.4	8.08
11	Leather	0.7	0	3.0	0.6	20.00
12	Mftrs. of leather inc. artificial leather	0	0	5.7	4.4	77.19
21	Rubber fabricated materials	0	29.3	37.0	0.6	1.62
29	Rubber mftd. articles, n.e.s.	1.0	323.3	519.1	36.2	6.97
31	Veneer, plywood boards	18,181.2	32,345.7	188,049.1	182,300.8	96.94
32	Wood manufactures, n.e.s.	216.4	2,279.4	6,041.9	3,137.6	51.93

- 65 -
Table 7. (continued).

VI-3-DIGIT EXPORTS

T7-3

ITC,	Export Commodities	WORLD			US Share 1961-67	Per Cent of US Share
		1962	1967	Total		
		Value	Value	1961-67		
41	Paper & paperboard	0	49.7	106.9	0.1	0.09
42	Articles made of pulp & paper	1.2	92.3	111.0	9.1	8.20
51	Textile yarn & thread	1.4	57.6	212.0	70.2	33.11
52	Cotton fabrics of standard type, etc.	0	212.6	2,585.2	1,676.8	64.86
53	Other textile fabrics of stand- ard type, etc.	82.4	238.8	1,800.4	1,537.9	85.42
54	Tulle, lace, embroidery, ribbons, etc.	0	63.2	82.6	54.0	65.38
55	Special textile fabrics & related products	2,920.3	2,406.0	19,045.6	7,269.5	38.17
56	Made-up articles wholly or chief- ly of textile	55.3	988.0	2,900.0	2,443.0	84.21
57	Floor covering	434.1	460.4	3,174.5	2,652.4	83.55
61	Lime, cement, & fabricated bldg. materials, etc.	0	8.6	28.6	4.5	15.73
62	Clay construction matls., etc.	4.0	27.6	40.5	13.4	33.09
64	Glass	5.0	39.4	40.1	2.2	5.49
65	Glassware	0	111.1	143.8	17.1	11.89
66	Pottery	0	0	0.1	0.1	100.00
81	Iron & steel	0	1.8	703.0		
82	Copper	0.8	352.5	740.6		
84	Aluminum	2.3	58.9	93.8	0.3	0.32
86	Zinc	0	0	211.3		
89	Misc. non-ferrous base metals	0	4.8	21.8		
91	Ordinance	0	1.8	1.8	0.1	5.56
99	Mftrs. of metals, n.e.s.	23.5	199.6	943.1	29.1	3.08
12	Agricultural mach. & implements	0	0	0.3		
13	Tractors, other than steam	70.2	4.9	167.7	167.0	99.58
14	Office machinery	0	0.2	0.2		
16	Construction & other indus. mach.	218.5	91.1	441.8	185.9	42.08
21	Electrical machinery, apparatus, & appliances	0	3.2	3.2		
32	Road motor vehicles	0	18.9	57.9	42.4	73.23
33	Road vehicles, other than motor	0.8	0	1.0	0.9	90.00
34	Aircraft	0	0	1.5	0.5	33.33
35	Ships & boats	0.9	613.7	691.0	611.5	88.49
11	Prefabricated bldg. & their assem- bled panels, etc.	2.8	178.2	579.6	116.2	20.05
12	Sanitary plumbing, heating & lighting fixtures	0.8	36.8	48.4	19.6	40.50
21	Furniture & fixtures	301.8	638.2	2,871.4	1,717.0	59.80
31	Travel goods, handbags & similar articles	27.8	251.4	666.6	288.9	43.34

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Table 7. (continued).

VI - 3-DIGIT EXPORTS

T7-4

ITC, Export Commodities	W O R L D			US Share	Per Cent
	1962 Value	1967 Value	Total 1961-67	1961-67	US Share
341 Clothing, except fur clothing	224.8	308.9	2,478.5	2,278.4	91.93
351 Footwear	50.9	150.1	404.9	315.7	77.97
363 Exposed cinematographic films, etc.	3.5	0	4.7	3.5	74.47
391 Musical instruments, phonograph, and records	2.1	6.1	44.8	27.0	60.27
392 Printed matters	34.1	94.4	342.3	122.7	35.84
399 Manufactured articles, n.e.s.	419.4	1,216.7	6,297.3	4,352.5	69.12
421 Live animals, for breeding	33.6	12.0	154.7	110.5	71.43
431 Returned goods and special transactions	567.9	397.7	3,462.3	1,517.3	43.82

two columns of Table 7, and we briefly summarize the findings with their 3-digit codes:

All exports (100 per cent) sent to U.S.

264	Jute
591	Explosives
513	Other chemicals, n.e.s.
561	Manufactured fertilizers
666	Pottery

At least 80 per cent of exports sold to U.S.

052	Dried fruit
061	Sugar
072	Cocoa
285	Silver & platinum ores
412	Vegetable oils
631	Veneer, plywood
653	Other textile fabrics of standard type
656	Made-up articles of textiles
657	Floor covering
712	Tractors other than steam
733	Road vehicles other than motor
735	Ships and boats
841	Clothing, except fur

At least 50 per cent but under 80 per cent of exports sold to U.S.

032	Fish in airtight containers
053	Fruits, preserved and prepared
062	Sugar confectionery
243	Wood, shaped or simply worked
263	Cotton
313	Petroleum products
612	Manufactures of leather
632	Wood manufactures
652	Cotton fabrics of standard type
654	Tulle, lace, embroidery & ribbons
732	Road motor vehicles
821	Furniture and fixtures
851	Footwear
863	Exposed cinematographic film
891	Musical instruments
899	Manufactured articles, n.e.s.
921	Live animals

Of course, some of these exports are negligible in value, as a reference to Table 7 will show.

It is interesting to note the significance of the U.S. market with respect to 1-digit totals for commodities which have SITC codes 3 to 9. These digits are often associated with manufactures [although strictly speaking some SITC Codes falling under 0, 1, 2 have manufacturing origin]. The results are reproduced in Table 8, to which the reader is referred. It is seen that, except for chemicals, in general, the other exports have been dominated by the importance of the US as an export market. Of course, the volume of these exports are not very significant.

The enumeration confirms the importance of the US market for new exports. It also supports a conclusion that had the Philippines fully taken advantage of the preferential Trade Agreement and its revised form, the Laurel-Langley Agreement, by emphasizing an export-oriented industrial policy at the very beginning of its serious drive for industrial growth, the US market would have served as the first jumping board for exports of Philippine manufactures. Unfortunately, the preferential trade agreement had not contributed to large export promotion during the time that the Laurel-Langley was in its most advantageous form, because other policies which stressed import substitution had preoccupied the Philippines then.

Table 8. SOME 1-DIGIT SUMMARIES OF EXPORTS
AND PER CENT SHARE EXPORTED TO U.S.

SITC Group	Description	'Per Group ' Total ' Exports	'Export to ' U.S. ' Per Group	'Per Cent of ' Export to ' US to Total
3	Mineral fuels, lubricants & related materials	36,387.6	21,773.3	59.84
5	Chemicals	16,883.0	4,562.2	27.02
6	Manufactured goods clas- sified chiefly by matls	227,642.5	201,260.0	88.41
7	Machinery & transport equipment	1,364.6	1,008.2	73.88
8	Misc. manufacd. articles	13,738.5	9,241.5	67.27

VII. DIRECTION OF EXPORTS: BY REGIONS AND TO ALL COUNTRIES
IMPORTING PHILIPPINE GOODS

It is known that the Philippines has a predominantly concentrated geographic export trade. The following section will give a detailed representation of exports going to all export trading partners of the Philippines.

We introduce area codes, which we simply devised in order to group countries by their geographic and economic regions. The Central Bank has its own code for different countries which it uses for internal purposes. In order to add regional location into this classification, we devised our codes.

Table 9 is a summary of the direction of Philippine exports to world regions. We take into account only the second semesters of the years 1961, 1962, 1965, and 1967.

North America had a high share of exports to the Philippines. In 1961 this was 47.4 per cent, but this diminished in proportion so that by 1967 this was only 39.0 per cent. Exports to Central America, although insignificant, have also diminished in proportion. Latin America had a higher proportion of purchased of Philippine exports in 1962 but this remained under 1 per cent in the 3 other periods mentioned.

The relative proportion of exports sold to the European Common Market has fallen. The same is true for the exports to other countries of Western Europe. Australia increased its relative share of Philippine exports. However,

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Table 9. REGIONAL SUMMARY OF EXPORT DIRECTIONS,
PER CENT DISTRIBUTION

Area Code	Regions	Per Cent Distribution			
		Second Semester of			
		1961	1962	1965	1967
01	North America	47.40525	42.54803	40.92390	39.08569
02	Central America	0.14332	0.18632	0.09610	0.01808
03	Latin America	0.89889	2.16416	0.89752	0.80134
04	Communist Europe	0.00000	0.00000	0.00000	0.00000
05	Middle East	0.06984	0.09051	0.01314	0.00683
06	European Common Market	14.70417	15.59335	19.45477	11.42027
07	Other Western Europe	4.58899	4.41175	5.00870	3.63875
08	Australia and Oceania	0.25756	0.38358	0.43227	0.78496
09	Japan and Far East	31.10989	33.22930	32.60623	42.77787
10	*South Asia	0.09025	0.05381	0.01888	0.13045
11	South East Asia	0.24850	0.27039	0.28815	1.20447
12	Africa	0.41426	0.17647	0.24366	0.10396
13	Other Regions, in- cluding UN Trust Territories	0.06914	0.89916	0.01689	0.02753
	World Total	100.00000	100.00000	100.00000	100.00000

*India, Pakistan and Ceylon.

these are less than 1 per cent of total exports. The Far Eastern countries -- Japan, Korea, and Taiwan -- increased their total share of Philippine exports. Exports to South Asia are insignificant, but exports to Southeast Asian countries increased their relative proportion to 1.2 per cent of the total exports of 1967, from a very low 1/4 of 1 per cent in 1961. Africa has been buying an insignificant amount of Philippine exports.

Table 10 represents a more detailed presentation of these export directions by countries by taking the per cent distribution of the value of exports going to each country with respect to total exports. We note that we have not traded directly with European Communist countries. It is common knowledge that some Philippine exports going to Europe are re-exported to other European countries, including the Communist bloc. The only recorded export to a Communist country is to Poland, which in the second semester 1966 bought \$444 worth of canned pineapples. The Philippines does not export directly to China but through Hong Kong's entrepot trade, it is very likely that some Philippine exports to Hong Kong are re-exported to China.

Table 11 represents the value of exports going to these different countries during the same period. Table 12 presents a tabulation of the number of identified commodities exported to trade partners. From the last three tables, it is noted that the major trading partners also had the greatest variety of importations from the Philippines, based on the number of export commodities we have listed.

Table 10. PER CENT DISTRIBUTION OF VALUE OF
EXPORTS TO DIFFERENT COUNTRIES

T10-1		Per Cent Distribution			
Area Code	Name of Country	Second Semester of			
		1961	1962	1965	1967
000	World Total	100.00000	100.00000	100.00000	100.00000
101	U.S.A.	47.09939	42.43815	40.52836	38.66970
103	Canada	0.14361	0.10988	0.29486	0.20223
104	Mexico	0.00035	0.00000	0.00001	0.00000
201	Costa Rica	0.00000	0.00000	0.01201	0.00010
203	Guatemala	0.00000	0.00000	0.00168	0.00113
204	Haiti	0.00000	0.00000	0.00010	0.00018
205	Honduras	0.00028	0.00011	0.00000	0.00014
206	Puerto Rico	0.02699	0.01556	0.02666	0.00995
207	Panama	0.11289	0.16792	0.05340	0.00236
208	Salvador	0.00160	0.00000	0.00055	0.00070
209	Sto. Domingo	0.00000	0.00010	0.00037	0.00091
213	Areas Unspecified	0.00000	0.00000	0.00000	0.00037
210	Nicaragua	0.00025	0.00000	0.00040	0.00045
211	Canal Zone	0.00006	0.00263	0.00047	0.00000
212	Dutch West Indies	0.00125	0.00000	0.00046	0.00179
301	Argentina	0.03080	0.01644	0.02297	0.00679
302	Brazil	0.00000	0.00015	0.00000	0.00019
304	Chile	0.00767	0.00674	0.00040	0.00017
305	Colombia	0.16573	0.82972	0.00035	0.00013
306	Ecuador	0.00160	0.00042	0.00091	0.00064
307	Paraguay	0.00000	0.00000	0.00013	0.00000
308	Peru	0.06505	0.08174	0.05838	0.01247
309	Uruguay	0.00000	0.00093	0.00334	0.00487
310	Venezuela	0.62804	1.22802	0.81034	0.77191
311	Dutch Guiana	0.00000	0.00000	0.00070	0.00000
312	Areas Unspecified	0.00000	0.00000	0.00000	0.00417
701	Austria	0.00002	0.05880	0.00002	0.03270
601	Belgium	1.01741	0.25635	0.14875	0.07704
702	Denmark	0.34938	0.97139	1.01322	0.51241
603	France	0.17138	0.40958	1.11474	0.47881
604	West Germany	4.05605	6.81334	7.02842	4.39932
704	Ireland	0.01734	0.01787	0.04231	0.01760
605	Netherlands	8.41496	7.47270	9.90982	5.69854
705	Norway	0.30099	0.16762	0.24031	0.23481
708	Sweden	1.31594	0.62829	1.58523	1.06011
709	Switzerland	0.00067	0.05096	0.26934	0.08644
711	United Kingdom	1.46548	1.29724	1.03050	1.10311
712	Iceland	0.01283	0.00443	0.00000	0.00000
606	Luxembourg	0.00334	0.00000	0.00000	0.00000
703	Greece	0.01993	0.00700	0.01797	0.00000
602	Italy	1.04103	0.64138	1.25304	0.70000
706	Portugal	0.00227	0.01121	0.00376	0.00000

Table 10. (continued).

T10-2

Area Code	Name of Country	Per Cent Distribution			
		Second Semester			
		1961	1962	1965	1967
707	Spain	1.10247	1.19256	0.79778	0.57988
710	Turkey	0.00000	0.00071	0.00556	0.00000
713	Finland	0.00167	0.00367	0.00270	0.00652
501	Kuwait	0.00000	0.00340	0.00249	0.00178
502	Arabia	0.00023	0.00047	0.00120	0.00256
504	Egypt, Syria	0.04495	0.00027	0.00701	0.00000
505	Iran	0.00136	0.00000	0.00062	0.00000
507	Israel	0.00002	0.00011	0.00089	0.00172
508	Yemen	0.00000	0.00000	0.00000	0.00005
509	Lebanon	0.02328	0.08626	0.00093	0.00072
101	Burma	0.00000	0.02247	0.00322	0.00054
102	British East Indies	0.02365	0.00000	0.00000	0.00000
103	British North Guinea	0.00000	0.00000	0.00200	0.00000
001	Ceylon	0.00950	0.00705	0.00039	0.00233
905	China (Taiwan)	0.98039	1.23824	1.73114	2.05627
104	Indonesia	0.02625	0.00307	0.01441	0.01980
901	Hongkong	0.34963	0.27509	0.29270	0.49547
002	India	0.07002	0.03716	0.01581	0.03325
902	Japan	28.44451	28.70703	28.80989	37.07354
113	Malaya	0.02965	0.03074	0.00970	0.02419
003	Pakistan	0.01073	0.00960	0.00268	0.09487
903	Korea	1.13269	2.77382	1.38812	2.66052
107	Thailand	0.02711	0.03251	0.05448	0.18097
114	Sarawak	0.00000	0.00000	0.00010	0.00000
904	Okinawa	0.20267	0.22875	0.38438	0.49207
112	Singapore	0.12701	0.16620	0.19115	0.68342
108	Cambodia	0.00461	0.00785	0.00002	0.00000
109	Laos	0.00000	0.00000	0.00060	0.00146
110	South Vietnam	0.01022	0.00542	0.01215	0.29409
115	North Borneo	0.00000	0.00199	0.00032	0.00000
111	Brunei	0.00000	0.00014	0.00000	0.00000
801	Australia	0.17037	0.25376	0.32663	0.52560
802	British Oceania	0.00000	0.00000	0.00000	0.00139
803	Guam	0.05276	0.09315	0.04437	0.14557
102	Hawaii	0.16190	0.00000	0.10067	0.21376
804	New Zealand	0.03443	0.03667	0.06127	0.11240
201	British Africa	0.00004	0.00391	0.00000	0.00051
202	French Africa	0.13337	0.00836	0.01508	0.00261
203	Portuguese Africa	0.00000	0.00000	0.00000	0.00003
204	Union of South Africa	0.28085	0.16420	0.22858	0.10081
801	British Areas Unspec.	0.00004	0.01049	0.00303	0.01230
802	French Areas Unspec.	0.01052	0.00000	0.00000	0.00000
803	Other Areas Not Else- where Specified	0.05858	0.88867	0.01386	0.01000

Table 11. VALUES OF EXPORTS TO DIFFERENT COUNTRIES

T11-1

Area Code	Name of Country	F.O.B. Value of Exports, US \$1,000			
		Second Semester of			
		1961	1962	1965	1967
000	World Total	478456.937	274968.312	410637.750	387781.062
101	U.S.A.	225081.750	116692.375	164378.187	149972.437
103	Canada	686.312	302.137	1195.956	784.339
104	Mexico	1.690	0.000	0.050	0.000
201	Costa Rica	0.000	0.000	48.716	0.417
203	Guatemala	0.000	0.000	6.815	4.390
204	Haiti	0.000	0.000	0.424	0.701
205	Honduras	1.375	0.319	0.000	0.565
206	Puerto Rico	128.999	42.787	108.157	38.623
207	Panama	539.495	461.740	216.593	9.151
208	Salvador	7.668	0.000	2.250	2.732
209	Sto. Domingo	0.000	0.274	1.500	3.560
213	Areas Unspecified	0.000	0.000	0.000	1.447
210	Nicaragua	1.209	0.000	1.642	1.777
211	Canal Zone	0.304	7.238	1.934	0.000
212	Dutch West Indies	6.009	0.000	1.873	6.960
301	Argentina	147.196	45.213	93.187	26.360
302	Brazil	0.000	0.435	0.000	0.766
304	Chile	36.665	18.559	1.660	0.658
305	Colombia	792.000	2281.490	1.452	0.525
306	Ecuador	7.679	1.175	3.723	2.508
307	Paraguay	0.000	0.000	0.562	0.000
308	Peru	310.896	224.777	236.811	48.392
309	Uruguay	0.000	2.577	13.575	18.918
310	Venezuela	3001.340	3376.694	3286.659	2993.713
311	Dutch Guiana	0.000	0.000	2.849	0.000
312	Areas Unspecified	0.000	0.000	0.000	16.189
701	Austria	0.120	161.700	0.080	127.084
601	Belgium	4862.066	704.904	603.342	298.786
702	Denmark	1669.666	2671.045	4109.539	1987.292
603	France	819.047	1126.223	4521.277	1856.975
604	West Germany	19383.320	18734.680	28506.445	17061.918
704	Ireland	82.895	49.144	171.638	68.285
605	Netherlands	40213.969	20547.734	40193.062	22100.613
705	Norway	1438.409	460.919	974.705	911.068
708	Sweden	6288.715	1727.619	6429.520	4111.426
709	Switzerland	3.237	140.138	1092.415	331.519
711	United Kingdom	7003.348	3567.044	4179.602	4278.356
712	Iceland	61.328	12.202	0.000	0.558
606	Luxembourg	15.966	0.000	0.000	0.000
703	Greece	95.268	19.248	72.909	13.113
602	Italy	4974.969	1763.627	5082.207	2972.857

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Table 11. (continued).

T11-2		F.O.B. Value of Exports, US \$1,000			
Area Code	Name of Country	Second Semester of			
		1961	1962	1965	1967
706	Portugal	10.860	30.848	15.269	9.363
707	Spain	5268.590	3279.202	3235.737	2248.976
710	Turkey	0.000	1.956	22.557	0.000
713	Finland	8.010	10.095	10.976	25.322
501	Kuwait	0.000	9.348	10.102	6.934
502	Arabia	1.110	1.303	4.903	9.934
504	Egypt, Syria	214.813	0.746	28.436	0.000
505	Iran	6.532	0.000	2.541	0.000
507	Israel	0.130	0.309	3.623	6.688
508	Yemen	0.000	0.000	0.000	0.210
509	Lebanon	111.284	237.196	3.792	2.826
1101	Burma	0.000	61.787	13.069	2.116
1102	British East Indies	113.021	0.020	0.000	0.000
1103	British North Guinea	0.000	0.024	8.116	0.000
1001	Ceylon	45.407	19.391	1.582	9.071
905	China	4685.172	3404.808	7021.316	7974.848
1104	Indonesia	125.479	8.449	58.447	76.802
901	Hongkong	1670.871	756.430	1187.177	1921.588
1002	India	334.642	102.184	64.143	128.979
902	Japan	135932.500	78935.875	116849.437	143782.062
1113	Malaya	141.728	84.543	39.345	93.851
1003	Pakistan	51.320	26.409	10.876	367.941
903	Korea	5412.977	7627.211	5630.086	10318.309
1107	Thailand	129.563	89.393	220.976	701.868
1114	Sarawak	0.000	0.000	0.416	0.000
904	Okinawa	968.559	628.998	1559.001	1908.396
1112	Singapore	606.961	457.012	775.284	2650.528
1108	Cambodia	22.030	21.600	0.100	0.000
1109	Laos	0.000	0.000	2.440	5.677
1110	South Vietnam	48.845	14.906	49.297	1140.568
1115	North Borneo	0.000	5.498	1.315	0.000
1111	Brunei	0.000	0.400	0.000	0.000
801	Australia	814.194	697.791	1324.774	2038.436
802	British Oceania	0.000	0.000	0.000	5.390
803	Guam	252.176	256.142	179.968	564.590
102	Hawaii	773.721	0.000	408.307	829.047
804	New Zealand	164.557	100.855	248.520	435.941
1201	British Africa	0.213	10.750	0.025	1.985
1202	French Africa	637.396	23.012	61.201	10.123
1203	Portuguese Africa	0.000	0.000	0.000	0.148
1204	Union of South Africa	1342.186	451.520	927.115	390.976
1301	British Areas Unspec.	0.236	28.865	12.306	48.055
1302	French Areas Unspec	50.277	0.000	0.000	2.537
1303	Other Areas Not Elsewhere Specified	279.955	2443.603	56.224	56.201

Table 12. NUMBER OF IDENTIFIED COMMODITIES EXPORTED
TO DIFFERENT COUNTRIES

T12-1		Number of Commodities Traded			
Area Code	Name of Country	Second Semester of			
		1961	1962	1965	1967
000	World Total	296	295	305	372
101	U.S.A.	168	197	168	183
103	Canada	22	20	30	29
104	Mexico	1	0	1	0
201	Costa Rica	0	0	4	1
203	Guatemala	0	0	2	2
204	Haiti	0	0	1	1
205	Honduras	1	1	0	1
206	Puerto Rico	5	4	7	10
207	Panama	4	8	6	3
208	Salvador	2	0	2	2
209	Sto. Domingo	0	1	1	4
213	Areas Unspecified	0	0	0	2
210	Nicaragua	1	0	1	2
211	Canal Zone	1	1	1	0
212	Dutch West Indies	2	0	1	2
301	Argentina	9	7	12	9
302	Brazil	0	1	0	1
304	Chile	1	1	1	1
305	Colombia	1	2	1	1
306	Ecuador	1	1	2	1
307	Paraguay	0	0	1	0
308	Peru	10	2	5	6
309	Uruguay	0	1	1	1
310	Venezuela	2	3	3	3
311	Dutch Guiana	0	0	2	0
312	Areas Unspecified	0	0	0	1
701	Austria	1	2	1	2
601	Belgium	33	37	38	31
702	Denmark	24	29	37	36
603	France	26	31	31	27
604	West Germany	47	41	60	54
704	Ireland	9	11	12	11
605	Netherlands	40	50	39	40
705	Norway	21	23	16	15
708	Sweden	15	22	23	22
709	Switzerland	4	8	14	15
711	United Kingdom	46	49	61	51
712	Iceland	3	2	0	1

Table 12. (continued).

T12-2		Number of Commodities Exported			
Area Code	Name of Country	Second Semester of			
		1961	1962	1965	1967
606	Luxembourg	2	0	0	0
703	Greece	4	7	10	7
602	Italy	24	33	39	23
706	Portugal	2	5	3	4
707	Spain	14	14	12	20
710	Turkey	0	1	3	0
713	Finland	1	3	4	4
501	Kuwait	0	1	2	1
502	Arabia	1	3	4	1
504	Egypt, Syria	10	1	7	0
505	Iran	1	0	2	0
507	Israel	1	2	3	3
508	Yemen	0	0	0	1
509	Lebanon	3	3	3	2
1101	Burma	0	3	3	2
1102	British East Indies	4	1	0	0
1103	British North Guinea	0	1	4	0
1001	Ceylon	5	4	3	5
905	China	15	20	20	27
1104	Indo esia	2	2	9	9
901	Hongkong	64	64	70	92
1002	India	12	9	11	16
902	Japan	104	114	127	132
1113	Malaya	7	11	11	26
1003	Pakistan	5	5	5	8
903	Korea	15	16	12	22
1107	Thailand	10	9	15	37
1114	Sarawak	0	0	1	0
904	Okinawa	10	18	14	19
1112	Singapore	15	17	25	43
1108	Cambodia	2	1	1	0
1109	Laos	0	0	2	2
1110	South Vietnam	5	5	6	16
1115	North Borneo	0	2	1	0
1111	Brunei	0	1	0	0
801	Australia	32	28	44	61
802	British Oceania	0	0	0	1
803	Guam	59	35	40	53
102	Hawaii	48	0	48	55
804	New Zealand	6	5	15	12
1201	British Africa	1	1	1	2
1202	French Africa	3	1	3	4
1203	Portuguese Africa	0	0	0	1
1204	Union of South Africa	19	20	21	15
1301	British Areas Unspec.	2	4	3	6
1302	French Areas Unspecified	4	0	0	2
1303	Other Area Not Elsewhere Specified	5	12	8	8

VIII. MAJOR EXPORTS TO LEADING TRADING PARTNERS

Table 13 summarizes the number of commodities exported to 10 leading trading partners of the Philippines including their total values and relative percentage distribution with respect to total exports for the period 1961-1967.

Table 13. NUMBER OF COMMODITIES LISTED, PER CENT DISTRIBUTION OF VALUE, AND VALUE OF EXPORTS TO TEN PRINCIPAL COUNTRIES.

	Per Cent 'Distribution' 'of Exports'	'Number'	F.O.B. Value of Exports (\$1,000)
World	100.0000	788	4,872,152.000
1. U.S.A.	45.3643	479	2,210,219.000
2. Denmark	0.7544	103	36,758.215
3. West Germany	5.9144	153	288,160.875
4. Netherlands	7.3863	130	359,871.750
5. Sweden	0.7697	70	37,503.996
6. United Kingdom	1.1522	138	56,137.066
7. Italy	0.8692	116	42,352.437
8. Taiwan	1.5069	94	73,422.687
9. Japan	29.2015	311	1,412,998.000
10. South Korea	1.5274	65	74,418.500
Total Contributed by Exports to 10 Countries	93.6640		\$4,591,842.526
Total exports to other countries	6.3360		\$ 280,309.474

We note that the United States during this period was the largest market of Philippine exports. It bought 45 per cent of the total exports. It also imported 479 different commodities. Japan bought 29 per cent of all these exports, representing over the whole period 311 commodities.

The Netherlands came next with a purchase of 7.4 per cent of all of Philippine exports, representing 130 groups of commodities. While West Germany bought more types of commodities, 153 in all, than the last country mentioned, its total purchase of Philippine exports amounted only to 5.9 per cent.

Among the Asian partners, Taiwan and South Korea have bought roughly the same volume of Philippine exports under the same period. Exports to these two countries represented less than the total number of commodities purchased by the United Kingdom, but the United Kingdom represented a slightly smaller export market than Taiwan and South Korea, each taken individually.

The succeeding tables (Tables 14 to 23) represent the first 50 exports of the Philippines to eight different countries. In the case of US and Japan, the first 100 exports of the Philippines are reported.

After an examination of the above tables, one important question should nag the observant reader. What is the percentage accounted for by these exports to the total exports to these specific countries? This question is answered by Table 24. The first 50 exports for eight countries and the first 100 exports to the US and Japan represented for more than 99.595 per cent of their exports. The first 100 exports to the US accounted for 99.46 per cent of all exports to that country; the corresponding percentage for Japan is 99.72 per cent. In all the 8 countries, with the exception of the United Kingdom, the first 50 exports accounted for more than 99.6 per cent of total exports to these countries.

It may be worth remembering that the exports to these countries as a per cent to all Philippine exports for the pe-

(text continues in p. 92)

Table 14. THE FIRST 100 EXPORTS TO U.S.A., 1961-1967

T14-1		'F.O.B. Value'	
Commodity'	Description	'of Exports'	Rank
Identifi-'		' (\$1,000) '	
cation'			
061-01.03	Centrifugal sugar	908,706.125	1
412-07.01	Coconut oil, inedible, crude	297,257.500	2
221-02.00	Copra	291,369.625	3
631-02.02	Plywood, ordinary	105,301.250	4
052-01.05	Coconuts desiccated or shredded	100,047.875	5
285-09.03	Copper and silver concentrates	55,792.297	6
283-08.01	Chrome ore	36,867.148	7
061-02.00	Beet and sugar cane refined	34,241.551	8
053-01.05	Pineapples in syrup	31,056.968	9
631-01.02	Dry core stock	29,725.797	10
631-01.01	Veneer core, veneer sheets	28,069.863	11
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany) mes.	27,298.676	12
121-01.32	Other tobacco scraps and refuse	24,752.590	13
283-01.02	Copper concentrates	23,824.273	14
053-04.05	Pineapple juice	14,779.934	15
265-05.12	Abaca Hemp S2	13,187.254	16
631-02.11	Plywood panels without materials	11,887.187	17
313-03.01	Gas oil	9,816.586	18
265-05.16	Abaca Hemp G	8,456.477	19
061-03.00	Molasses, inedible	8,068.043	20
081-03.04	Copra oil cake or meal	8,037.477	21
265-05.57	Abaca Hemp S-J1	7,276.695	22
655-06.01	Abaca rope	6,944.012	23
242-03.13	Wood, Round & Squared: Lauan white, light red	6,193.574	24
265-05.58	Abaca Hemp S-G	6,143.090	25
313-03.02	Auto or industrial diesel oil	5,948.324	26
313-01.02	Motor gas or diesel gas	5,479.988	27
072-03.01	Cocoa butter	4,416.598	28
512-03.01	Glycerine, crude	3,851.188	29
631-02.01	Plywood, first class	3,700.948	30
265-05.84	Abaca Hemp AD-2	3,080.824	31
053-04.11	Pineapple concentrates	2,859.467	32
053-01.19	Other fruit preparation, canned or not	2,855.591	33
265-05.21	Abaca Hemp K	2,845.402	34
632-09.19	Other manufactures of wood	2,745.963	35
292-04.02	Rattan poles (Palasan)	2,745.780	36
061-01.01	Raw muscovado	2,715.170	37
121-01.21	Leaf tob. (exc. wrappers) native, stripped	2,324.928	38
265-05.54	Abaca Hemp S-S2	2,300.073	39
265-05.15	Abaca Hemp J1	2,224.821	40
265-05.14	Abaca Hemp 1	2,149.188	41
122-01.00	Cigars and cheroots	1,878.623	42
265-05.11	Abaca Hemp F	1,798.859	43
285-09.06	Lead and copper concentrates with gold & silver	1,770.902	44
265-05.56	Abaca Hemp S-1	1,727.961	45
899-05.04	Buttons, shell	1,642.768	46
121-01.12	Leaf tob. (except wrappers) native, stripped	1,628.483	47
631-02.03	Wall panelling, cellular	1,613.915	48
652-02.12	Cotton fabrics, figured, bleached	1,585.193	49
931-02.01	Personal effects	1,454.763	50

- 81 - VIII-EXPORTS TO LEADING PARTNERS
Table 14. (continued).

T14-2			
Commodity Identifi- cation	Description	'F.O.B. Value' of Exports (\$1,000)	Rank
265-05.85	Abaca Hemp AD-3	1,435.741	51
265-05.13	Abaca Hemp S3	1,422.511	52
121-01.33	Strip filler and cigars ends	1,415.597	53
841-11.01	Buntal hats	1,384.113	54
283-19.01	Mercury (ore)	1,344.113	55
112-03.01	Beer malt liquor	1,273.311	56
656-04.24	Abaca placemats (tablemat)	1,221.976	57
899-21.05	Collections specimen curio	1,206.351	58
821-09.03	Rattan, furnitures and fixtures	1,162.765	59
631-09.05	Mouldings & beadings, wooden	1,146.188	60
657-02.12	Mats and mattings, abaca	1,011.284	61
291-01.07	Other shells (ornamental, not shellcraft)	1,007.864	62
653-09.19	Woven fabrics of other vegetable fibers, nes.	974.258	63
657-02.13	Hemp squares (rugs)	921.375	64
283-19.02	Refinery matte	873.168	65
265-05.86	Abaca Hemp AD-4	858.319	66
631-02.09	Other plywood, n.e.s.	840.081	67
656-04.06	Table cloth, jusi and others	808.829	68
265-05.18	Abaca Hemp H	770.638	69
285-09.07	Lead concentrates (crude) with gold & silver	757.407	70
243-03.05	Wood, Sawn or Worked: Apitong	733.662	71
243-03.29	Wood, Sawn or Worked: All other lumber	704.866	72
899-99.29	Other manufactured articles, n.e.s.	701.540	73
242-03.08	Wood, Round & Squared: Apitong	683.239	74
031-01.01	Fish, fresh, lightly salted	662.385	75
283-07.01	Manganese ore	606.850	76
735-09.01	Ship and boat less than 250 gross tonnage	586.155	77
243-03.39	Wood, Sawn or Worked: Flitches	572.171	78
291-09.03	Human hair	556.830	79
283-19.00	Base metal ores & concentrates, n.e.s.	501.746	80
292-02.00	Copal or almaciga	496.631	81
281-01.01	Iron ore	494.550	82
899-06.13	Other manufactures of shell	483.840	83
285-01.02	Silver concentrates	453.840	84
821-09.11	Parts of furniture and fixtures, rattan	447.534	85
265-05.38	Abaca Hemp T2	406.204	86
283-19.09	Other mattes	400.837	87
121-01.11	Leaf tob. (exc. wrappers) virginia, unstripped	377.448	88
053-01.11	Mixed fruits (fruit salad)	375.764	89
243-03.13	Wood, Sawn or Worked: Lauan red (mahogany)	374.030	90
121-01.22	Leaf tob. (exc. wrappers) virginia, stripped	373.095	91
313-03.09	Fuel oil, n.e.s.	367.678	92
632-09.16	Carved articles of wood	355.253	93
265-05.83	Abaca Hemp AD-1	349.234	94
265-05.08	Abaca Hemp E	343.237	95
657-03.09	Mats and mattings, other n.e.s.	334.423	96
292-04.04	Buri braids	326.163	97
053-04.19	Other concentrates, n.e.s.	320.719	98
265-05.07	Abaca Hemp CD	316.782	99
283-05.02	Zinc concentrates	311.234	100

Table 15. THE FIRST 50 EXPORTS TO DENMARK, 1961-1967

Commodity' Identifi- cation'	Description	'F.O.B. Value' ' of Exports ' Rank ' (\$1,000) '
221-02.00 Copra		22,277.555 1
081-03.04 Copra oil cake or meal		4,999.117 2
243-03.14 Wood, Sawn or Worked: Lauan white (mahogany)		1,745.760 3
242-03.13 Wood, Round & Squared: Lauan white, light red		1,093.843 4
265-05.61 Abaca Hemp S-H		1,005.660 5
052-01.05 Coconuts desiccated or shredded		856.054 6
053-01.05 Pineapples in syrup		727.083 7
265-05.56 Abaca Hemp S-1		523.506 8
265-05.18 Abaca Hemp H		506.421 9
265-05.17 Abaca Hemp J2		414.387 10
265-05.55 Abaca Hemp S-S3		347.829 11
265-05.16 Abaca Hemp G		282.770 12
412-07.01 Coconut oil, inedible, crude		279.391 13
265-05.14 Abaca Hemp 1		145.395 14
265-05.64 Abaca Hemp S-M1		129.859 15
265-05.15 Abaca Hemp J1		122.132 16
265-05.12 Abaca Hemp S2		99.654 17
265-05.24 Abaca Hemp M1		80.383 18
265-05.85 Abaca Hemp AD-3		73.242 19
265-05.21 Abaca Hemp K		68.400 20
265-05.13 Abaca Hemp S3		65.283 21
265-05.58 Abaca Hemp S-G		60.362 22
053-04.05 Pineapple Juice		57.667 23
292-09.09 Vegetable materials, inedible, n.e.s.		49.370 24
243-03.13 Wood, Sawn or Worked: Lauan red (mahogany)		46.227 25
121-01.01 Leaf tobacco wrappers, unstripped		45.482 26
243-03.39 Wood, Sawn or Worked: Flitches		45.000 27
313-03.01 Gas oil		44.959 28
284-01.02 Copper metal scrap		44.850 29
313-03.02 Auto or industrial diesel oil		33.347 30
265-05.31 Abaca Hemp Y2		31.919 31
655-06.01 Abaca rope		30.452 32
265-05.54 Abaca Hemp S-S2		25.811 33
265-05.57 Abaca Hemp S-J1		25.551 34
122-01.00 Cigars and cheroots		23.056 35
283-08.01 Chrome ore		21.000 36
265-09.29 Other vegetable fibers, n.e.s.		20.438 37
121-01.12 Leaf tobacco (exc. wrappers) native unstripped		19.660 38
267-01.00 Waste materials from textile fabric		18.680 39
242-03.08 Wood, Round & Squared: Apitong		18.343 40
265-05.84 Abaca Hemp AD-2		18.050 41
631-09.05 Mouldings and beadings, wooden		15.756 42
931-02.01 Personal effects		15.666 43
899-21-05 Collections specimen curio		15.115 44
242-03.18 Wood, Round & Squared: Nato		13.400 45
265-05.63 Abaca Hemp S-K		12.861 46
831-02.07 Bags, palm straw or rushes		12.539 47
121-01.32 Other tobacco scraps and refuse		11.535 48
656-04.24 Abaca placemats (tablemat)		10.117 49
313-01.02 Motor gas or diesel gas		9.399 50

Table 16. THE FIRST 50 EXPORTS TO WEST GERMANY, 1961-1967

Commodity Identification	Description	F.O.B. Value of Exports (\$1,000)	Rank
221-02.00	Copra	199,839.875	1
081-03.04	Copra oil cake or meal	35,250.855	2
412-07.01	Coconut oil, inedible, crude	24,126.828	3
053-01.05	Pineapples in syrup	7,885.102	4
052-01.05	Coconuts desiccated or shredded	3,370.090	5
121-01.12	Leaf tobacco (exc. wrappers) native, unstrpd.	3,103.871	6
121-01.11	Leaf tob. (exc. wrappers) virginia, unstrpd.	2,265.241	7
121-01.22	Leaf tob. (exc. wrappers) virginia, stripped	1,218.083	8
284-01.02	Copper metal scrap	1,051.620	9
292-02.00	Copal or almatiga	976.510	10
265-05.21	Abaca Hemp K	764.978	11
655-06.01	Abaca rope	673.329	12
265-05.12	Abaca Hemp S2	512.580	13
051-07.00	Pineapples	458.251	14
242-03.11	Wood, Round & Squared: Dao (Paldao)	361.296	15
283-19.01	Mercury (ore)	339.663	16
121-01.21	Leaf tob. (exc. wrappers) native, stripped	337.703	17
265-05.16	Abaca Hemp G	334.190	18
632-09.19	Other manufactures of wood	282.653	19
121-01.01	Leaf tobacco wrappers, unstripped	271.322	20
265-05.13	Abaca Hemp S3	259.233	21
265-05.24	Abaca Hemp M1	252.738	22
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany) nes	224.040	23
121-01.32	Other tobacco scraps and refuse	206.541	24
121-01.35	Leaf tobacco, except wrappers	199.925	25
283-19.06	Base metal ores and concentrates, n.e.s.	183.825	26
265-05.55	Abaca Hemp S-S3	171.916	27
512-03.01	Glycerine, crude	152.392	28
283-12.02	Molybdenum concentrates	148.545	29
265-05.61	Abaca Hemp S-H	140.176	30
265-05.58	Abaca Hemp S-G	136.727	31
053-04.05	Pineapple juice	132.776	32
265-05.18	Abaca Hemp H	129.417	33
242-03.13	Wood, Round & Squared: Lauan white	125.665	34
265-05.17	Abaca Hemp J2	121.273	35
051-22.06	Peanuts (except canned)	117.583	36
121-01.03	Leaf tob. wrappers, native, stripped	104.148	37
291-01.07	Other shells (ornamental, not shellcraft)	98.968	38
121-01.29	Other leaf (except wrappers) stripped	98.251	39
291-02.00	Mother of pearl, unworked	76.137	40
265-05.56	Abaca Hemp S-1	69.936	41
265-05.64	Abaca Hemp S-M1	68.315	42
412-07.02	Coconut oil, refined	66.303	43
931-02.01	Personal effects	66.216	44
265-09.21	Coir fibers	63.275	45
265-05.31	Abaca Hemp Y2	61.686	46
657-02.01	Carpet, rugs of textile other than wool	58.870	47
265-05.32	Abaca Hemp Y3	58.343	48
265-05.63	Abaca Hemp S-K	58.123	49
265-05.54	Abaca Hemp S-S2	56.929	50

Table 17. THE FIRST 50 EXPORTS TO NETHERLANDS, 1961-1967

Commodity Identifi- cation	Description	F.O.B. Value of Exports (\$1,000)	Rank
221-02.00	Copra	296,091.375	1
081-03.04	Copra oil cake or meal	23,378.172	2
412-07.01	Coconut oil, inedible, crude	20,429.395	3
053-01.05	Pineapples in syrup	5,173.277	4
121-01.12	Leaf tob. (exc. wrappers) native, unstrpd.	1,646.236	5
052-01.05	Coconuts desiccated or shredded	1,282.814	6
265-05.18	Abaca Hemp H	1,245.833	7
121-01.21	Leaf tob. (exc. wrappers) native, stripped	992.051	8
121-01.32	Other tobacco scraps and refuse	988.996	9
265-05.61	Abaca Hemp S-H	626.875	10
655-06.01	Abaca rope	507.612	11
283-19.01	Mercury (ore)	465.009	12
265-03.04	Ramie Fiber RD-A	459.519	13
265-03.01	Ramie Fiber, Grade RD-1	392.900	14
283-08.01	Chrome ore	384.781	15
265-05.16	Abaca Hemp G	381.572	16
284-01.02	Copper metal scrap	366.500	17
292-05.02	Cinchona bark	347.157	18
512-03.01	Glycerine, crude	319.176	19
265-05.55	Abaca Hemp S-S3	310.809	20
265-05.24	Abaca Hemp M1	292.417	21
412-19.09	Other oils from nuts, seeds & kernels, n.e.s.	205.850	22
265-05.17	Abaca Hemp J2	195.717	23
121-01.01	Leaf tob. wrappers, unstripped	195.489	24
242-03.13	Wood, Round & Squared: Lauan white, light red	179.125	25
265-05.64	Abaca Hemp S-M1	176.483	26
051-07.00	Pineapples	170.579	27
121-01.11	Leaf tob. (exc. wrappers) virginia, unstripped	158.749	28
121-01.33	Stripped filler and cigars ends	149.687	29
265-05.13	Abaca Hemp S3	146.547	30
313-03.01	Gas oil	138.840	31
265-05.12	Abaca Hemp S2	134.125	32
265-05.58	Abaca Hemp S-G	126.274	33
283-01.01	Copper ore	120.000	34
292-02.00	Copal or almaciga	116.675	35
265-05.21	Abaca Hemp K	115.784	36
265-05.63	Abaca Hemp S-K	113.950	37
412-07.02	Coconut oil, refined	98.459	38
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany)	97.828	39
053-04.05	Pineapple juice	89.712	40
931-02.01	Personal effects	73.877	41
632-09.19	Other manufactures of wood	70.935	42
655-06.09	Cord, cables and twines, n.e.s.	63.153	43
121-01.35	Leaf tobacco except wrappers	59.195	44
081-02.00	Bran, pollard and sharps	55.379	45
265-05.57	Abaca Hemp S-J1	51.264	46
313-03.02	Auto or industrial diesel oil	46.615	47
121-01.22	Leaf tob. (exc. wrappers) virginia, stripped	44.052	48
081-09.09	Other food waste, feed, n.e.s.	42.304	49
121-01.29	Other leaf tob. except wrappers, stripped	39.459	50

Table 18. THE FIRST 50 EXPORTS TO SWEDEN, 1961-1967

Commodity Identification	Description	'F.O.B. Value' 'of Exports'	Rank
221-02.00	Copra	32,004.711	1
053-01.05	Pineapples in syrup	2,692.555	2
032-01.05	Coconuts desiccated or shredded	942.406	3
081-03.04	Copra oil cake or meal	724.160	4
265-05.12	Abaca Hemp S2	141.075	5
265-05.17	Abaca Hemp J2	116.867	6
053-04.05	Pineapple juice	94.825	7
313-01.02	Motor gas or diesel gas	87.487	8
831-02.07	Bags, palm straw or rushes	83.776	9
265-05.18	Abaca Hemp H	74.357	10
265-05.16	Abaca Hemp G	42.537	11
265-05.13	Abaca Hemp S3	37.760	12
899-21.05	Collections specimen curio	37.202	13
657-02.01	Carpet, rugs of textile other than wool	34,098	14
657-02.13	Hemp squares (rugs)	32.926	15
265-05.15	Abaca Hemp J1	32.771	16
655-06.01	Abaca rope	23.894	17
265-05.21	Abaca Hemp K	21.998	18
265-05.55	Abaca Hemp S-S3	20.583	19
265-05.41	Abaca Hemp F	17.224	20
931-02.01	Personal effects	16.027	21
051-07.00	Pineapples	15.993	22
632-09.19	Other manufactures of wood	15.343	23
656-04.24	Abaca placemats (tablemat)	15.122	24
899-99.29	Other manufactured articles, n.e.s.	15.084	25
122-01.00	Cigars and cheroots	13.063	26
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany) nes.	12,582	27
265-03.09	Ramie fiber other grades, n.e.s.	12.190	28
265-05.24	Abaca Hemp M1	11.536	29
657-03.09	Mats & mattings, other n.e.s.	11.050	30
831-02.09	Pocketbook, purses of other materials	10.578	31
657-02.12	Mats and mattings, abaca	10.137	32
656-04.06	Table cloth, jusi and others	8.137	33
265-05.14	Abaca Hemp 1	7.821	34
313-03.02	Auto or industrial diesel oil	7.754	35
265-05.25	Abaca Hemp M2	7.325	36
265-05.57	Abaca Hemp S-J1	5.885	37
062-01.19	Sugar confectionery, n.e.s. without chocolate	4.502	38
265-05.54	Abaca Hemp S-S2	4.398	39
655-06.09	Cord, cables & twines, n.e.s.	4.000	40
291-01.07	Other shells (ornamental, not shellcraft)	3,556	41
899-12.01	Bags & baskets, bamboo, rattan	3.092	42
292-02.00	Copal or almaciga	2.627	43
265-09.21	Coir fibers	2.621	44
899-12.09	Other articles of basketware	2.584	45
313-03.01	Gas oil	2.136	46
267-01.00	Waste materials from textile fabric	2.070	47
657-03.01	Mats & mattings, coconut	1.718	48
629-01.21	Truck tires 440 19 to 295 3 up (sizes)	1.690	49
632-09.16	Carved articles of wood	1.638	50

Table 19. THE FIRST 50 EXPORTS TO UNITED KINGDOM, 1961-1967

Commodity Identification	Description	'F.O.B. Value' of Exports (\$1,000)	Rank
283-08.01	Chrome ore	8,998.531	1
053-01.05	Pineapples in syrup	8,427.453	2
265-05.12	Abaca Hemp S2	4,482.559	3
221-02.00	Copra	2,888.900	4
265-05.16	Abaca Hemp G	2,850.011	5
265-05.13	Abaca Hemp S3	2,573.531	6
265-05.57	Abaca Hemp S-J1	2,365.661	7
265-05.18	Abaca Hemp H	2,040.613	8
265-05.61	Abaca Hemp S-H	1,935.480	9
265-05.54	Abaca Hemp S-S2	1,882.777	10
265-05.21	Abaca Hemp K	1,522.359	11
265-05.55	Abaca Hemp S-S3	1,488.730	12
265-05.58	Abaca Hemp S-G	1,426.495	13
265-05.15	Abaca Hemp J1	1,395.759	14
313-03.01	Gas oil	952.497	15
052-01.05	Coconuts desiccated or shredded	872.016	16
292-02.00	Copal or almaciga	830.794	17
265-05.17	Abaca Hemp J2	785.710	18
512-03.01	Glycerine, crude	760.562	19
053-04.05	Pineapple juice	701.076	20
265-05.24	Abaca Hemp M1	575.422	21
265-05.63	Abaca Hemp S-F	561.479	22
265-05.56	Abaca Hemp S-1	441.390	23
265-05.86	Abaca Hemp AD-4	415.991	24
283-19.00	Base metal ores and concentrates, n.e.s.	372.732	25
283-12.02	Molybdenum concentrates	372.514	26
412-07.01	Coconut oil, inedible, crude	318.961	27
265-05.25	Abaca Hemp M2	271.278	28
242-03.13	Wood, Round & Squared: Lauan white, light red	269.582	29
265-05.14	Abaca Hemp 1	256.068	30
265-05.23	Abaca Hemp L2	255.726	31
265-05.11	Abaca Hemp F	227.379	32
281-01.01	Iron ore	220.500	33
313-03.02	Auto or industrial diesel oil	217.590	34
931-02.01	Personal effects	137.723	35
265-05.62	Abaca Hemp S-J2	130.402	36
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany) nes.	123.060	37
265-05.84	Abaca Hemp AD-2	114.665	38
265-05.85	Abaca Hemp AD-3	107.123	39
265-05.53	Abaca Hemp S-F	105.555	40
122-01.00	Cigars and cheroots	97.881	41
121-01.12	Leaf tob. (exc. wrappers) native, unstripped	89.979	42
281-01.02	Iron concentrates	84.571	43
521-02.01	Tar oils and other crude chemicals	76.979	44
265-05.64	Abaca Hemp S-M1	75.182	45
051-07.00	Pineapples	60.349	46
632-09.19	Other manufactures of wood	51.522	47
413-03.01	Acid oils, fatty acids, and alcoholic	44.938	48
283-19.09	Other mattes	43.456	49
267-01.00	Waste materials from textile fabric	43.142	50

Table 20. THE FIRST 50 EXPORTS TO ITALY, 1961-1967

Commodity' Identifi- cation '	Description	'F.O.B. Value' ' of Exports ' Rank ' (\$1,000) '
242-03.13	Wood, Round & Squared: Lauan white, light red	15,009.402 1
221-02.00	Copra	8,243.988 2
412-07.01	Coconut oil, inedible, crude	5,847.926 3
283-08.01	Chrome ore	2,958.670 4
121-01.11	Leaf tob. (exc. wrappers) virginia, unstripped	2,034.228 5
121-01.12	Leaf tob. (exc. wrappers) native, unstripped	1,943.152 6
242-03.11	Wood, Round & Squared: Dao (Paldao)	1,089.992 7
242-03.08	Wood, Round & Squared: Apitong	499.563 8
242-03.29	Wood, Round & Squared: Other logs	499.085 9
292-02.00	Copal or almaciga	393.894 10
265-05.12	Abaca Hemp S2	353.696 11
265-05.16	Abaca Hemp G	341.417 12
265-05.11	Abaca Hemp F	333.749 13
655-06.01	Abaca rope	319.041 14
121-01.22	Leaf (exc. wrappers) virginia, stripped	293.330 15
053-01.05	Pineapples in syrup	277.557 16
265-05.13	Abaca Hemp S3	217.860 17
265-03.09	Ramie fiber other grades, n.e.s.	149.131 18
265-05.21	Abaca Hemp K	146.574 19
265-05.17	Abaca Hemp J2	137.689 20
265-05.24	Abaca Hemp M1	90.232 21
284-01.02	Copper metal scrap	82.800 22
313-03.01	Gas oil	71.637 23
283-07.01	Manganese ore	71.628 24
931-02.01	Personal effects	63.620 25
265-05.18	Abaca Hemp H	63.058 26
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany) nes.	61.478 27
121-01.01	Leaf tob. wrappers, unstripped	60.892 28
291-01.07	Other shells (ornamental not shellcraft)	58.749 29
265-05.15	Abaca Hemp J1	48.859 30
281-01.01	Iron ore	42.000 31
265-03.02	Ramie fiber RD-2	41.321 32
899-21.05	Collections specimen curio	31.438 33
265-05.32	Abaca Hemp Y3	31.070 34
651-05.03	Ramie yarn	30.480 35
291-02.00	Mother of pearl, unworked	27.023 36
053-04.05	Pineapple juice	24.847 37
052-01.05	Coconuts desiccated or shredded	23.301 38
632-09.19	Other manufactures of wood	21.432 39
899-99.29	Other manufactured articles, n.e.s.	17.399 40
243-03.08	Wood, Sawn or Worked: Dao	17.048 41
265-05.22	Abaca Hemp L1	16.590 42
121-01.29	Other leaf tobacco (exc. wrappers) stripped	16.211 43
292-04.04	Buri braids	14.245 44
292-03.07	Elemi	12.196 45
657-03.11	Mats & matting palm, straw	12.063 46
081-03.04	Copra oil cake or meal	11.604 47
265-05.53	Abaca Hemp S-F	11.074 48
265-03.01	Ramie fiber, grade RD-1	10.297 49
267-01.00	Waste materials from textile fabrics	10.275 50

Table 21. THE FIRST 50 EXPORTS TO TAIWAN, 1961-1967

Commodity Identification	Description	F.O.B. Value of Exports (\$1,000)	Rank
242-03.13	Wood, Round & Squared: Lauan white, light red	67,634.500	1
242-03.29	Wood, Round & Squared: Other logs	1,241.508	2
242-03.08	Wood, Round & Squared: Apitong	826.685	3
081-02.00	Bran, pollard and sharps	766.635	4
221-02.00	Copra	407.560	5
292-02.00	Copal or almaciga	325.110	6
052-01.05	Coconuts desiccated or shredded	219.207	7
265-05.16	Abaca Hemp G	195.744	8
112-03.01	Beer malt liquor	135.876	9
121-01.22	Leaf tob. (exc. wrappers) virginia, stripped	131.250	10
313-03.01	Gas oil	130.031	11
283-07.01	Manganese ore	120.934	12
541-09.49	Other medicinal & pharmaceutical prods., n.e.s.	115.905	13
265-03.02	Ramie Fiber RD-2	110.370	14
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany)	97.336	15
681-07.21	Iron steel sheets	97.050	16
242-03.12	Wood, Round & Squared: Lauan red, dark red	88.800	17
265-05.12	Abaca Hemp S2	88.520	18
081-03.04	Copra oil cake or meal	65.579	19
053-04.19	Other concentrates, n.e.s.	64.452	20
313-01.02	Motor gas or diesel gas	52.971	21
272-19.07	Baryte and witherite	52.150	22
655-06.01	Abaca rope	46.125	23
313-03.02	Auto or industrial diesel oil	43.720	24
283-08.01	Chrome ore	32.220	25
121-01.12	Leaf tob. (exc. wrappers) native, unstripped	29.609	26
931-02.01	Personal effects	23.520	27
243-03.13	Wood, Sawn or Worked: Lauan red (mahogany)	23.490	28
313-04.02	Lubricating oil	16.154	29
291-09.01	Bristles	14.815	30
265-03.01	Ramie Fiber, Grade RD-1	14.637	31
284-01.01	Brass metal scrap	14.400	32
265-05.32	Abaca Hemp Y3	14.219	33
265-03.03	Ramie Fiber RD-3	12.050	34
533-03.29	Other paints and enamels	11.779	35
265-03.09	Ramie Fiber, other grades, n.e.s.	10.019	36
512-03.01	Glycerine, crude	9.765	37
265-05.54	Abaca Hemp S-S2	9.480	38
265-03.04	Ramie Fiber RD-A	8.516	39
599-09.39	Chemical materials and specialties, n.e.s.	7.142	40
211-09.01	Reptile & aquatic leather	7.085	41
657-02.01	Carpet, rugs of textile other than wool	6.993	42
533-03.21	Grafting putty & pastes	6.451	43
599-02.04	Insecticide and rodenticide	6.356	44
533-01.28	Other mineral pigments, liquor or paste	5.896	45
291-02.00	Mother of pearl, unworked	5.600	46
284-01.02	Copper metal scrap	5.600	47
265-05.53	Abaca Hemp S-F	5.346	48
899-99.29	Other manufactured articles, n.e.s.	4.584	49
265-09.16	Buntal fibers X	3.959	50

Table 22. THE FIRST 100 EXPORTS TO JAPAN, 1961-1967

T22-1			
Commodity Identifi- cation	Description	'F.O.B. Value' of Exports (\$1,000)	Rank
242-03.13	Wood, Round & Squared: Lauan white, light red	690,541.750	1
283-01.02	Copper concentrates	255,739.375	2
242-03.08	Wood, Round & Squared: Apitong	134,009.125	3
281-01.01	Iron ore	56,066.176	4
221-02.00	Copra	44,528.227	5
061-03.00	Molasses, inedible	43,647.828	6
281-01.02	Iron concentrates	22,825.008	7
242-03.29	Wood, Round & Squared: Other logs	19,954.816	8
081-02.00	Bran, pollard and sharps	15,846.008	9
283-08.02	Chrome concentrates	13,386.535	10
283-01.01	Copper ore	10,965.406	11
283-08.01	Chrome ore	7,445.102	12
265-05.16	Abaca Hemp G	6,229.051	13
265-03.02	Ramie Fiber RD-2	5,163.277	14
265-05.58	Abaca Hemp S-G	5,139.324	15
265-05.32	Abaca Hemp Y3	4,850.375	16
283-07.01	Manganese ore	4,812.469	17
284-01.02	Copper metal scrap	3,819.463	18
265-05.21	Abaca Hemp K	3,721.422	19
265-03.01	Ramie Fiber, Grade RD-1	3,556.486	20
284-01.01	Brass metal scrap	3,216.540	21
265-05.12	Abaca Hemp S2	2,754.395	22
512-03.01	Glycerine, crude	2,489.479	23
053-01.05	Pineapples in syrup	2,473.664	24
281-01.04	Magnetite concentrates	2,361.487	25
265-05.55	Abaca Hemp S-S3	2,175.926	26
265-05.17	Abaca Hemp J2	1,978.929	27
265-03.04	Ramie Fiber RD-A	1,945.988	28
265-05.15	Abaca Hemp J1	1,880.861	29
265-05.54	Abaca Hemp S-S2	1,625.391	30
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany) ns	1,596.932	31
283-19.01	Mercury (ore)	1,559.929	32
242-03.05	Wood, Round & Squared: Redwood	1,550.765	33
242-03.16	Wood, Round & Squared: Palosapis	1,508.834	34
265-05.23	Abaca Hemp L2	1,493.521	35
283-05.02	Zinc concentrates	1,359.894	36
265-05.13	Abaca Hemp S3	1,312.391	37
265-05.22	Abaca Hemp L1	1,256.035	38
052-01.05	Coconuts desiccated or shredded	1,182.294	39
241-02.01	Charcoal, coconut shell	1,109.830	40
511-09.08	Mercury (chemical element)	1,061.679	41
631-01.01	Veneer core, veneer sheets	1,021.770	42
265-05.63	Abaca Hemp S-K	938.103	43
265-05.57	Abaca Hemp S-J1	848.486	44
242-03.18	Wood, Round & Squared: Nato	814.564	45
265-05.31	Abaca Hemp Y2	767.492	46
265-05.24	Abaca Hemp M1	728.277	47
285-09.01	Copper, gold & silver concentrates	674.726	48
211-01.04	Glue stock cattle splits	655.572	49
031-01.01	Fish, fresh lightly salted	479.897	50

Table 22. (continued).

T22-2			
Commodity Identification	Description	F.O.B. Value of Exports (\$1,000)	Rank
313-03.09	Fuel oil, n.e.s.	462.406	51
241-01.00	Sawmill & timber waste, fuelwood	441.761	52
242-03.11	Wood, Round & Squared: Dao (Paldao)	427.671	53
265-05.56	Abaca Hemp S-1	376.974	54
541-09.49	Other medicinal & pharmaceutical prods, nes.	369.003	55
243-03.05	Wood, Sawn or Worked: Apitong	362.393	56
682-01.09	Copper & alloys unwrought, n.e.s.	352.539	57
631-02.02	Plywood, ordinary	341.998	58
081-03.04	Copra oil cake or meal	340.204	59
243-03.13	Wood, Sawn or Worked: Lauan red (mahogany)	333.208	60
533-01.25	Iron oxide powder	318.356	61
283-12.02	Molybdenum concentrates	303.217	62
265-05.14	Abaca Hemp 1	300.633	63
031-03.01	Shrimps prawn, fresh, frozen	298.022	64
631-01.02	Dry core stock	296.406	65
265-05.71	Abaca Hemp S-Y2	290.047	66
242-03.39	Wood, Round & Squared: Lanipao	281.779	67
292-09.09	Vegetable materials, inedible, n.e.s.	276.199	68
121-01.12	Leaf tob. (exc. wrappers) native, unstripped	254.735	69
313-03.01	Gas oil	252.808	70
285-09.03	Copper & silver concentrates	250.924	71
682-01.11	Copper, cement in the crude	242.841	72
265-05.35	Abaca Hemp O2	233.452	73
265-05.25	Abaca Hemp M2	227.447	74
265-05.61	Abaca Hemp S-H	213.008	75
686-02.05	Zinc dust, powder & flakes	210.963	76
291-02.00	Mother of pearl, unworked	210.922	77
655-06.01	Abaca rope	204.106	78
265-05.33	Abaca Hemp Y4	196.047	79
265-05.38	Abaca Hemp T2	194.870	80
412-19.09	Other oils from nut seed kernel, n.e.s.	190.892	81
283-19.00	Base metals ores & concentrates, n.e.s.	190.692	82
265-03.03	Ramie Fiber RD-3	171.778	83
265-05.62	Abaca Hemp S-J2	167.663	84
061-01.03	Centrifugal sugar	167.378	85
265-05.64	Abaca Hemp S-M1	165.259	86
511-09.83	Calcium carbide	165.000	87
242-03.12	Wood, Round & Squared: Lauan red, dark red	164.853	88
221-07.00	Castor seed or beans	160.507	89
265-05.18	Abaca Hemp H	152.950	90
931-02.01	Personal effects	152.921	91
265-03.09	Ramie fiber other grades, n.e.s.	152.079	92
265-03.05	Ramie Fiber RD-W	150.552	93
285-09.06	Lead & copper concentrates with gold & silver	145.225	94
265-05.72	Abaca Hemp S-Y3	144.721	95
284-01.19	Scrap of other non-ferrous metals	139.189	96
285-09.05	Gold and lead concentrates	126.573	97
112-03.01	Beer malt liquor	125.842	98
265-09.21	Coir fibers	125.831	99
265-05.78	Abaca Hemp S-T2	124.949	100

Table 23. THE FIRST 50 EXPORTS TO SOUTH KOREA, 1961-1967

Commodity Identification	Description	'F.O.B. Value' ' of Exports ' (\$1,000)	Rank
242-03.13	Wood, Round & Squared: Lauan white	63,193.648	1
265-05.21	Abaca Hemp K	3,403.384	2
242-03.29	Wood, Round & Squared: Other logs	2,312.704	3
242-03.08	Wood, Round & Squared: Apitong	1,217.706	4
265-05.16	Abaca Hemp G	1,146.152	5
061-03.00	Molasses, inedible	687.747	6
512-03.01	Glycerine, crude	434.068	7
243-03.14	Wood, Sawn or Worked: Lauan white (mahogany) nes	305.842	8
291-02.00	Mother of pearl, unworked	248.314	9
265-05.15	Abaca Hemp J1	223.782	10
631-01.01	Veneer core, veneer sheets	195.112	11
265-05.17	Abaca Hemp J2	173.041	12
265-05.12	Abaca Hemp S2	153.053	13
283-07.01	Manganese ore	127.292	14
221-02.00	Copra	92.400	15
242-09.00	Poles piling posts and other	77.917	16
265-05.32	Abaca Hemp Y3	60.907	17
243-03.29	Wood, Sawn or Worked: All other	34.880	18
081-02.00	Bran, pollard & sharps	33.731	19
265-05.13	Abaca Hemp S3	27.661	20
242-03.12	Wood, Round & Squared: Lauan red, dark red	27.250	21
511-09.83	Calcium carbide	26.832	22
533-03.29	Other paints and enamels	23.317	23
931-02.01	Personal effects	17.017	24
283-01.02	Copper concentrates	16.983	25
265-05.08	Abaca Hemp R	12.877	26
265-03.01	Ramie Fiber, Grade RD-1	12.617	27
541-09.49	Other medicinal & pharmaceutical prods., n.e.s.	10.956	28
265-05.22	Abaca Hemp L1	9.582	29
265-05.36	Abaca Hemp O3	8.405	30
265-05.63	Abaca Hemp S-K	8.181	31
112-03.01	Beer malt liquor	7.738	32
265-03.04	Ramie Fiber RD-A	7.653	33
265-05.61	Abaca Hemp S-H	7.548	34
265-03.02	Ramie Fiber RD-2	7.023	35
291-01.07	Other shells (ornamental, not shellcraft)	6.416	36
533-03.05	Varnishes	5.965	37
313-03.01	Gas oil	5.337	38
265-05.58	Abaca Hemp S-G	4.933	39
265-05.77	Abaca Hemp S-T1	4.800	40
313-05.02	Wax, mineral	4.394	41
313-03.02	Auto or industrial diesel oil	3.935	42
242-03.11	Wood, Round & Squared: Dao (paldao)	3.743	43
533-01.32	Other chemical pigments, liquid or paste	2.728	44
265-05.18	Abaca Hemp H	2.466	45
892-09.19	Other printed matters, n.e.s.	2.447	46
265-05.14	Abaca Hemp 1	2.425	47
632-09.16	Carved articles of wood	2.043	48
265-05.11	Abaca Hemp F	1.763	49
265-05.23	Abaca Hemp L2	1.756	50

Table 24. MAJOR EXPORTS TO TEN COUNTRIES

Country	Coverage of 'Major Exports'	(1) 'F.O.B. Value of' 'Major Exports' (\$1,000)	(2) 'Total 'F.O.B. Value of' 'Exports'	'Per Cent '(1)/(2)
1. U.S.A.	First 100	2,198,302.416	2,210,219.000	99.461
2. Japan	First 100	1,409,020.667	1,412,998.000	99.718
3. Denmark	First 50	36,640.336	36,758.215	99.679
4. West Germany	First 50	287,132.312	288,160.875	99.643
5. Netherlands	First 50	359,358.684	359,871.750	99.857
6. Sweden	First 50	37,495.471	37,503.996	99.977
7. United Kingdom	First 50	55,344.653	56,137.066	98.588
8. Italy	First 50	42,184.811	42,352.437	99.604
9. Taiwan	First 50	73,367.703	73,422.687	99.918
10. South Korea	First 50	74,408.471	74,418.500	99.986
Total for 10 countries major exports		<u>\$4,573,255.524</u>	<u>\$4,591,842.526</u>	<u>99.595</u>

riod studied was 93.66 per cent and that for all Philippine exports, the first 106 commodities contributed 99 per cent of total export volume.

IX. THOUGHTS ON THE POLICY IMPLICATIONS OF THE EXPORT INVENTORY

At the very beginning of this study, it is mentioned that this paper will only be concerned with the description of the exports of the Philippines for the period 1961-1967. Since we are aware that this extensive export listing we have prepared will be used for policy purposes, we feel it is appropriate to lay down a few of the author's thoughts on export promotion policy.

The period covered by this export inventory represented a relatively more favorable period for exports compared to the years preceding it. Yet, the structure of economic incentives did not shift strongly enough to emphasize a vigorous export expansion. Nevertheless, an extensive list of export commodities has appeared in the Philippine export list. After making corrections for the extreme disaggregation of some export groups (like abaca, ramie, and the wood product exports), there remain still some more than 500 export commodities of the most detailed variety. However, only the first 451 exports had values which exceeded \$10,000 for the seven-year period being studied.

Some of these exports have experienced relative fluctuations around a given volume without much sign of an upward trend. Others are simply exports that appeared once or twice, and later on disappeared from the list. From the extensive list and the varied performance of many export commodities, some hope of export expansion would be possible for the Philippines.

In assessing the implications of the export inventory for policy, a case for a general in contrast with a commodity by com-

modity approach to export policy is argued.. A general strategy favorable to export expansion rather than specific commodity by commodity encouragement of exports is a superior export promotion policy. Within broad limits, a general strategy for export expansion can be devised which does not discriminate against any commodity of export : not enjoying ~~enjoy~~ substantial market incentives currently. A commodity approach to export promotion necessarily discriminates against potential exportables which are not specifically promoted. We are of the opinion that a general policy could very well induce the expansion of exports already appearing in this inventory and that it will stimulate potential exportables that have not yet been realized.

It is often hard for policymakers to pinpoint economic directions with accuracy. Changes in incentives brought about by policy often affect minute sectors not within the context of original plans. Thus, any policy which gives incentives in certain directions oftentimes calls forth a response from entrepreneurs that might not even have occurred as a thought to policymakers at the beginning. The above remarks should sufficiently warn policy-makers, therefore, against the folly of assuming that a specific products approach to export policy will be able to create a climate favorable to general export expansion.

Many of the exports that may prove to be significant in the next 5 or 10 years are probably already in the inventory reported here. ~~But~~ it will be quite difficult to make any clear-

cut assumption that some exports will expand faster than others even though in the last seven years we may have been observing expansion of some particular exports, while others have declined or remained stagnant. For instance, it is very obvious that the situation in Vietnam has affected the performance of some new export industries. Because of its temporary character, however, these exports may be adversely affected once the Vietnam war ceases to be a major war. The expansion of the exports induced by the Vietnam war is essentially an indication of a favorable response to a profitable situation, in this case due to the presence of an extraordinary level of demand. A problem of export incentives policy is to make exports relatively more profitable during ordinary circumstances.

A profitable situation arises either from the cost (or supply) side and from the demand side. If world demand is something that cannot be manipulated by export policy, export incentives must pay greater attention to those which reduce costs. This is especially true if, to begin with, certain exportables are unable to enter foreign markets because of high production costs and a tendency by domestic enterprises to be content with too high profit margins as a rule of business conduct. The latter thrives under a climate of overprotection, which allows large profits on very lean scales of production operations. In the case of overprotected industries, some competitive squeeze on profit rates, either through higher internal profit taxes or reduced tariffs, and a corresponding cost-reducing incentive for export sales may do the trick. In any case, the lesson for export policy is to adopt incentives which reduce costs of production.

Creating an economic climate favorable to export expansion requires a bold redirection of economic incentives in the structure of economic policy. Despite many attempts at introducing more export awareness in the current policies -- in the investment incentives act, in administrative reform concerning the processing of export papers, to cite some examples -- the major agenda for favoring export expansion would require a general re-structuring of the incentives to export, for example, by putting a squeeze on profits on some already well-entrenched domestic import substituting industries with observed overcapacity on the one hand and giving more profitable returns to the act of exporting on the other; it also requires an ~~under~~playing of the overstress on cheapening capital goods imports on the one hand and stressing a cheap labor policy on the other (through subsidy of employment).

The above general policies, which have been proposed in this author's writings, as noted at the beginning of this study, require relatively simple acts of Congress. These acts can be very politically attractive. For instance, an attack on labor policies which is directed at subsidizing employment in activities which are export-oriented or at allowing more than usual reductions for labor-productivity-oriented expenses at the level of the firm have enormous value to voters. Second, the recent increase in the corporate income tax rates should occasion an attempt to balance these rate increases by yielding exemptions on the corporate income tax rates for export sales. This squeeze on profit earned from domestic sales should be followed by a release of profit-incentives in export sales for the individual firms.

✓ Thus, while the export inventory provided in this study can give us insights into the performance of certain exports, it should not be made an excuse to formulate policies with respect only to specific export commodities.

Two major points ought to be emphasized in connection with the commodity and geographic concentration of exports. We have noted the dependence of Philippine exports on generally few export commodities. We have pointed out that the first 34 export commodities account for 94 per cent of total exports and that 99 per cent of Philippine exports is accounted for by the first 106 commodities out of 766 commodities which appear in our export inventory. One implication of this study for export policy is that ~~some~~ differential incentives for the new export may be called for, in addition to the policies already suggested. The differential incentives can be in terms of policies which exclude major exports from receiving any specific incentives which are given to new exports. For instance, it can be argued with reason that exports of sugar, logs and perhaps even raw mineral products need not receive any additional incentives because they serve markets which are already highly profitable. The American market buys Philippine sugar at relatively high prices (compared to the world market price) and the demand for some minerals, like copper, ores, and others, are always moving inelastically along with the world market prices as determined in the metallic commodity exchange markets. In the case of logs, the absence of incentives will make it differentially more attractive to export processed wood products.

Although the above has some suggested commodity exclusions for export policy, the approach should be of a general kind, by allowing incentives for all other exportables other than the excluded commodities -- which are only few.

In the case of the observed geographic concentration of exports, it may be unwise to propose any differential incentives. In a sense, the incentives to Philippine shipping contained in the investment incentives act, which differentiates between usual and new ports of call is already an existing incentive which favors some geographic redirection of exports. But the fact that the US and Japan account for more than 2/3 or about 3/4 of Philippine exports does not imply policies that will provide differential incentives to exports going to countries other than these two partners. The reason is simply that a foreign market that absorbs the country's exports provides a jumping board for further market expansion. Expansion to new markets would follow more easily especially, if to begin with, exports (especially new exports) to the traditional markets help to increase the market scale of production of the export industries. This is more effective when the industry could benefit from enormous economies of scale or when the cost patterns are such that expansion of size does not lead to rapid cost increases.

To make the point clearer, perhaps it will be important to stress the role of the American market in Philippine export growth. The American market has provided the initial market

for most of Philippine new exports. So far, we have shown that the proportion of new Philippine export commodities entering the US have been relatively large. Any export promotion policy should encourage future expansion of these exports to the US market for a reason we have already stressed. However, an expansion of the volume of exports going to the US does not necessarily mean that the Philippines will be dependent forever on the US market for these new exports. Provided export incentives which allow private enterprise to seek new market outlets are present (in terms of general export incentives policies), the system will work to enable entrepreneurs to expand their market opportunities to other countries. The expansion of export to the US market should simply serve as a jumping board for new export expansion to all other potential markets. It should not be an end in itself.

It is worth stressing that a major failing of our economic policies in the past regarding trade and industrialization policies of the 1950's was the failure to take advantage of the potentially enormous benefits of preferential trade with the largest single market in the world -- the US market. The answer, of course, was that we diverted all our scarce resources in promoting an import substitution policy which at the same time prevented the opening of export outlets.

The above thoughts on export policy imply that we can institute better economic incentives that promote export expansion further. If these policies are linked directly to the in-

dustrial sector as in general they should, they can create an industrialization program which is efficiency-oriented. Before closing, it is important to focus attention on two points which have appeared in various forms in discussions concerning exports in the country:

1. The Philippine industrial sector is now becoming sophisticated enough to be able to export in due time. The fallacy behind this statement is that taking the course of development of manufacturing, we may expect some enterprises to achieve export-orientation simply by virtue of its growing experience. It is of course true that firms, laborers, entrepreneurs by doing things simply or by interaction with other firms, laborers, and entrepreneurs accumulate experience which enable them to reduce costs and improve quality. This is a case of progress stimulated by learning by doing. Expressed this way, the argument is correct. But it has no implications for policy concerning exports. If to begin with, incentives are incorrectly structured thereby encouraging industries which will forever be "infant industries" because they are not, in a world context, economic, then the waiting for exports can take an eternity. Moreover, even for those industries which are on the margin of producing exportables, the presence of incorrect incentives which make it attractive to remain home-production-oriented, will not cause exports to arise. Thus, one has to do much more to create a favorable set of economic incentives for export manufacturing.

2. Export Pessimism Due to Biased Trade Structure in the Developed Countries: "the UNCTAD Syndrome". Many less developed countries have grouped together in UNCTAD to make a unilateral demand for preferences for their exports in the markets of the developed countries. This demand is a reflection of the pessimism concerning export development which is due to the trade policies of the more developed countries. Developed countries have high tariffs on manufactures and less, if not zero tariffs on raw materials. We may call this pessimism the "UNCTAD syndrome", because it reflects a chronic tendency to attribute to external factors the failure of internal economic policies to generate healthy rates of economic growth and of export growth. The decade of the 1960's has produced counterexamples (Taiwan, HongKong, and South Korea) which will show that export growth depends on a vigorous push for exports by internal policies, which begins with correcting economic incentives as between home-production and export production.

The Philippines may yet be the classic example of how, with the presence of the most attractive and "exclusive" trade preference by virtue of the Laurel-Langley treaty with the most developed country in the world, little export growth in new commodities has been realized. The lesson of this example is that the Philippines -- like all the other less developed countries -- must not rest its case of export growth on international measures such as "unilateral preferences" between rich and poor nations and on re-

gional "customs unions". More work on revising internal policies favorable to exports is called for. In short, success depends on what we do, not on what we do in concert with other countries, although the latter can be made to serve national policy and further enhance success.

In summary, the export list enables policy makers to have an idea of exports which the country has succeeded in selling to other countries. When all the traditional as well as other large exports have been struck out from the list, we discover an inventory of exports which is very varied, which would have been beyond the scope of any economist or public official to predict. The activities of private enterprises in a private enterprise economy are therefore not easy to pinpoint, even in the area of export promotion.

The above should suggest that policy makers would be able to do better in encouraging exports by pushing through policies which simply increase the incentive to export. This is a general approach to the problem of export promotion. Viewed in this context, policy makers should not ask the question, which exports shall we encourage. Rather, they should ask, what policies are best which generate a response in terms of more exports from all potential exporters.