

A use-side trade margins matrix for the Andalusian economy

M. Asensio Pardo, J. M. Rueda Cantuche & A. Titos Moreno *

May 2004

ABSTRACT: According to the National Accounting Systems proposed by United Nations (1993) and Eurostat (1996), use and make (or supply) matrices should be measured before goods and services are conveyed to the markets (basic values). Actually, the make table is defined in basic values (excluding trade and transport margins and net commodity taxes) whereas the use table is in purchasers' values (including them). In particular, this paper shows how trade margins can be removed from the use table with the purpose of entering both use and make matrices in the so-called material balance equation. The proposed approach is based on the use-side procedure from the ESA-95 Input-Output Manual (Eurostat, 2002) and is also being applied to the forthcoming 2000 Andalusian Input-Output Framework.

KEYWORDS: *Input-output analysis, use and make matrices, trade margins, National Accounts.*

JEL: D57; C82; R15; C67

* M. Asensio Pardo, Instituto de Estadística de Andalucía, Pabellón de Nueva Zelanda. Av. Leonardo da Vinci s/n, Isla de La Cartuja, 41071, Sevilla, España. A. Titos Moreno, Universidad de Córdoba, Departamento de Economía, Sociología y Política Agrarias, Ap. Correos 3048, Av. Menéndez Pidal s/n, 14080, Córdoba, España. J. M. Rueda Cantuche (to whom correspondence should be sent), Universidad Pablo de Olavide, Departamento de Economía y Empresa, Carretera de Utrera km. 1, 41013, Sevilla, España. Tel: +34-95-4349354, fax: +34-95-4349339. Email: jmruecan@dee.upo.es y Fundación Centro de Estudios Andaluces (CentrA).

1. Introduction

The 1995 European System of Accounts (ESA 95) integrates use and supply tables as one of the new features of the system. Only symmetric input-output tables were included as part of it in the former ESA. As a result, the supply-use framework may provide more accurate and disaggregated descriptions of inter-industry flows for future economic analysis. Hence, many countries adopted the ESA 95 framework to construct supply and use tables and symmetric input-output tables. Particularly, the recently published ESA 95 Input-Output Manual – Compilation and Analysis (Eurostat, 2002) complements the United Nations Manual (UN, 1999), provides a good technical and methodological basis for low experienced countries in the compilation of input-output tables, proposes harmonized solutions and describes the best current practices in compilation and input-output analysis.

According to the National Accounting Systems proposed by United Nations (1993) and Eurostat (1996), use and make (or supply) matrices should be measured before goods and services are conveyed to the markets (basic values). Actually, the make table is defined in basic values (excluding trade and transport margins and net commodity taxes) whereas the use table is in purchasers' values (including them). At the same time, the ESA 95 Input-Output Manual (Eurostat, 2002) provides a guiding procedure for constructing the so-called valuation matrices for trade and transport margins and net commodity taxes.

A *use* table comprises commodities i consumed by industries j (intermediate uses), final uses by commodities (final demand, including exports), and value added for each industry. According to the ESA 95 Input-Output Manual (Eurostat, 2002), the aim of the use table is twofold. Firstly, it presents the input structure of each industry (by column), that is, the cost of production in each corresponding industry; and secondly, it shows the use of different types of commodities (by row) for intermediate or final uses. The use table is defined at purchasers' values although basic values can be derived through some valuation adjustments on trade and transport margins and net commodity taxes¹.

¹ Notice that for exports the FOB valuation is comparable with purchasers' values.

A *supply* table shows the produce of sectors i in terms of commodities j (production matrix), the total imports by products, and some valuation adjustment items to transform the production values from basic prices to purchasers' prices. The purpose of the supply table is to provide the total supply of goods and services of an economy for a given period of time. The supply table is defined at basic values, which excludes the distribution margins (trade and transport) and net taxes on products².

Generally, with the purposes of entering both use and make matrices in the so-called material balance equation, constructing a homogeneous input-output table or constructing technical coefficients matrices, these margins and taxes must be removed from the use table. A guiding procedure for the Andalusian economy can be seen in ten Raa and Rueda Cantuche (2004). In particular, this paper is focused on trade margins and shows how they can be removed from the use table. Our approach is based on the use-side procedure from the ESA-95 Input-Output Manual (Eurostat, 2002) and is also being applied to the forthcoming 2000 Andalusian Input-Output Framework.

Next section discusses the use-side and supply-side procedures described in the ESA 95 Input-Output Manual for constructing trade margins matrices. Section 3 presents the Andalusian experience and results and section 4 concludes.

2. Methodology

According to the ESA 95, a *trade margin* is the difference between the actual or imputed price realized on a good purchased for resale and the price that would have to be paid by the distributor to replace the good at the time it is sold or otherwise disposed of. (...). Trade margins are valued at basic prices.

Thus, trade margins can be derived as the difference between the trade turnover (at basic prices) and the costs of goods purchased for resale adjusted by changes in stocks. Recall that trading is defined as resale of goods without any transformation³ and that trading activities are measured regardless whether done as main or secondary activity.

² Notice that for imports the CIF valuation is comparable with basic values.

³ However, certain manipulations such as sorting, mixing, breaking bulk, and repacking for distribution in smaller lots are included.

Trade services are generally divided into wholesale and retail sale. The ESA 95 Input-Output Manual (Eurostat, 2002) states that wholesale consists of re-selling new and used goods to retailers, industrial, commercial, institutional or professional users, or to other wholesalers; while retailing includes re-selling of new and used goods mainly for personal or household consumption. Neither exclusive trade services on second hand goods, waste, and scrap, nor should transit trade be included as trade margins. Lastly, because of the valuation concepts of imports (cif), no imports of trade margins need to be considered either.

The compilation of trade margins matrices admits two procedures, either from the supply side or from the use side. The ESA 95 Input-Output Manual (Eurostat, 2002) favors the former arguing that data sources can be more likely available⁴. However, the use side approach becomes more useful solving this issue, at least for the Andalusian experience, as we will show later.

Supply-side trade margin matrices

The starting point of this method is trade turnover data derived by surveyed establishments, that is, the total trade sales and changing in trading stocks. Sometimes, plausible assumptions should be made to achieve data on total trade margins of the economy (e.g. non-market services industries, recreational and sporting activities, etc.).

The first step would be to distinguish trade revenues between wholesale and retail sale, which can be easy for trade industries but not for the other industries. Even if that would be possible, costs of purchased goods for resale may not be required to be separated between wholesale and retail trade. Hence, the subdivision of trade revenues into wholesale and retail trade turnover must be done by using again plausible assumptions when no survey based data are available. For instance, trade sales of restaurants and hotels can be ascribed to retail trade; and trade activities of advertising

⁴ Van den Cruyce (2004) also constructs a use-side trade margins matrix for Belgium but with no account for differences in trade margins ratios between distributive channels. Our analysis may complement van den Cruyce's.

agents to wholesale trade. Whether such trade turnovers correspond to one or to another will depend normally on the kind of industry.

Wholesale industries are classified in the industry classification NACE Rev. 1 under division 51, retail industries under division 52 and a mixture of both wholesale and retail trade activities under division 50, “sale, maintenance and repair of motor vehicles and motorcycles, and retail sale of automotive fuel”.

The second step consists of subdividing trade turnovers by products or group of products, which would result in two trade turnover matrices industries by products, one for wholesale activities and one for retail trade. Here, again, plausible assumptions are usually required in case non-trade industries because of their lack of such data. Not surprisingly, estimating trade turnover by products is also a difficult task for many branches in the trade industries, generally when a lot of goods are traded (i.e. non-specialised supermarkets) or in some wholesale cases, due to the higher level of heterogeneity products sold. A possible solution proposed by the ESA 95 Input-Output Manual is to get some information by asking selected units with important trade turnovers.

The following step is to transform the trade turnover matrices by multiplying them by the assumed product margin ratios, which are defined as the share of a trade margin in relation to the trade turnover. Such ratios can be defined at the level of products (or group of products) or at the level of industries. Particularly, the ESA 95 Input-Output Manual favors the product approach because it seems to be the best approximation to reality.

Hence, the next step would be to search potential sources of product specific margin ratios, both for wholesale and for retail trade. An easy way to estimate them would be to use the surveyed margin ratios of single trade branches as proxies. So, one could use the margin ratio of the retail trade branch with dairy products as the typical retail margin for dairy products. Of course, very detailed data would be needed. Having established the product specific margin ratios, it is only a matter of multiplication to obtain the trade margins matrix, assuming implicitly that each specific ratio is valid in all industries trading that product.

The last step would be to compare the above estimated trade margins by industries with the survey based trade margins by industries. There should be surely differences between them, which can be ascribed to errors in the assumptions made so far on the trade turnover matrix, the subdivision between wholesale and retail trading, the product margin ratios and the product technology assumption. Next, the corresponding compiler should check the data and the assumptions made accordingly.

It should be noticed that the supply-side method for constructing trade margins matrices has to deal with some uncertainties such as weak databases, changing forms of supply of tradable goods, e-commerce, etc. Nevertheless, some advantages should be recognized. The supply-side method allows checking trade sales and trade margins by products with the respective surveyed supply of these products; and the distributive channels, the product specific ratios as well as the size of total trade margins by products are taken into account.

In short, as stated by the ESA 95 Input-Output Manual (Eurostat, 2002), “this compilation method should thus be followed as much as possible depending on the data sources (...)”.

Use-side trade margin matrices

From the use-side means that our main objective is to estimate the share of trade margins included in each cell of the use table at purchasers' prices. These shares depend mostly on the typical product margin ratio (as in the supply-side method) and on the distributive channel of each product-flow, which is rarely available by asking establishments and other users. Data availability seems to be again crucial. Particularly, from the use-side it seems to be even worse because of the ignorance of the buyer about the trade margin incorporated and the previous distributive channels involved for each product before the final seller. Notwithstanding the difficult task of finding reliable data sources, plausible assumptions and the balance with estimated total supply of the trade margins should be made, as in the supply-side method.

According to the ESA 95 Input-Output Manual (Eurostat, 2002) the following information is needed: (1) for each single element of the use table at purchasers' prices, the distributive channel involved, if that exists; and (2) the relevant margin ratios of the products. Most of these data are usually unknown for statistical offices and therefore, plausible assumptions are required, particularly, on the distributive channel, on the different trade margin ratio of certain products between users, and on the distinction between wholesale and retail trade. For instance, intermediate consumption, capital formation and inventories usually involve mostly wholesale trade margins than private consumption, which is more likely connected with retail trade margins.

Once the above information is obtained, the resulting use-side trade margins matrix must be checked with the total supply of trade margins by products, as in the supply-side method. Having achieved final use-side trade margins matrices, they only have to be used for deducting margin values for each industry and final demand components from the use table at purchasers' prices, and then allocate them to the trade margin products according to the corresponding classification. Checking overall plausibility is advisable.

3. The Andalusian experience

The high availability of data sources from surveyed trade establishments allows the Institute of Statistics of Andalusia (IEA) to construct a use-side trade margins matrix. The IEA's trade survey collected information about 4,858 trade establishments; 2,999 retailers, 1,207 wholesalers, and 652 both wholesalers and retailers of motor vehicles and motorcycles and retailers of automotive fuel. The aim of this section will be to explain the whole procedure that has been carried out with that purpose.

Estimating specific trade margins ratios

Surveyed trade establishments were divided into three groups according to the Classification of Products Activity (CPA) division 50, 51 and 52, that is, both wholesale and retail trade of motor vehicles and motorcycles as well as retail trade for automotive fuel, wholesalers, and retailers, respectively. They were asked for trade sales and costs of goods for resale by products as well as changes in stocks. Consequently, specific trade margins ratios for each CPA division were available. They were derived by dividing the

difference between trade turnover and costs of goods purchased by the total trade sales for each product and for each surveyed establishment. Of course, some adjustments were needed to ensure full coverage of trade margins supply because of underreporting, sampling, hidden economy and other additional information. Notice that these estimated trade margins ratios are assumed to be the same for the trade secondary activities of the rest of the economy, that is, the specific trade margin ratio for i.e. shoes is fixed irrespective what kind of establishment may sell them. That seems to be a plausible assumption. Table 1 shows the results for the Andalusian economy in percentages.

“Place Table 1”

Distributive channels

The distributive channels are clearly the unknown component of the required information for constructing a use-side trade margins matrix. Usually, buyers do not know whether a product has been sold through retailers, wholesalers or none of them. However, this lack of available information is solved by an exhaustive study for the Spanish region Castilla y León (CEH, 1990), where for each element of the use table at purchasers' prices, the most frequent type of distributive channel is identified.

“Place Table 2”

We distinguish ten different distributive channels (see Table 2). Notice that channels 1, 2 and 10 do not imply trade margins at all, since no trade activities are involved. On the contrary, channel 4 implies three steps before the product is purchased by the consumer. Notice that we distinguish two types of wholesalers, those which are situated next to producers (on supply) and those which are situated next to final consumers (on demand). Agriculture products usually perform like that. Channels 5, 6 and 7 involve two steps and channels 3, 8 and 9, only one step. The Castilla y León's study (CEH, 1990) provides us with the most frequent kind of channel involved in each element of the use table at purchasers' prices. Hence, the total share of trade margins for each one of the elements can be estimated as follows.

Estimating total share of trade margins

Let us denote u_{ij}^p as the use of product i by industry j at purchasers' prices; and r_i and w_i as the specific retail and wholesale trade margin ratios for product i , respectively. Since trade margins are included in purchasers' values accumulatively, in the case of three-step distributive channels, we have that:

$$u_{ij}^p - u_{ij}^p r_i = u_{ij}^p (1 - r_i)$$

would correspond to the price paid by retailers to those wholesalers situated next to final consumers. Analogously,

$$u_{ij}^p (1 - r_i) - u_{ij}^p (1 - r_i) w_i = u_{ij}^p (1 - r_i) (1 - w_i)$$

would represent the price paid by the wholesaler placed on demand to the wholesaler situated next to producers. And lastly,

$$u_{ij}^p (1 - r_i) (1 - w_i)^2 \tag{1}$$

will stand for the price paid by the wholesaler on supply to the producers.

Let us operate mathematically with (1),

$$\begin{aligned} u_{ij}^p (1 - r_i) (1 - w_i)^2 &= u_{ij}^p (1 - r_i) (1 - (2w_i - w_i^2)) = \\ &= u_{ij}^p (1 - r_i) (1 - w_i (2 - w_i)) = \\ &= u_{ij}^p (1 - (r_i + w_i (2 - w_i) - w_i r_i (2 - w_i))) = \\ &= u_{ij}^p (1 - (r_i + (1 - r_i) (2 - w_i) w_i)). \end{aligned}$$

Hence, the total share of trade margins for the use of a product that has been delivered through channel 4 would be:

$$r_i + w_i (1 - r_i) (2 - w_i). \tag{2}$$

From the total of (2), r_i would be ascribed to retail trade and the rest $w_i(1-r_i)(2-w_i)$ to wholesale trade.

The case of two-step distributive channels admits two different types. Channel 5 is basically a particular case of the three-step procedure but with $r_i = 0$. Therefore, the resulting formula would be:

$$w_i(2-w_i). \quad (3)$$

In case channels 6 and 7, it can be obtained that:

$$u_{ij}^p(1-r_i)$$

is the price paid by retailers to wholesalers and furthermore,

$$u_{ij}^p(1-r_i)(1-w_i) \quad (4)$$

stands for the price paid by wholesalers to producers. Let us operate with (4) to obtain:

$$u_{ij}^p(1-r_i)(1-w_i) = u_{ij}^p(1-(r_i + w_i - r_i w_i)),$$

which accounts for the total share of trade margins of a product that has been delivered by channels 6 or 7. That is,

$$r_i + w_i - r_i w_i. \quad (5)$$

From (5), r_i would be ascribed to retail trade and the rest $w_i - r_i w_i$ to wholesale trade.

One-step distributive channels can be considered particular cases of the two-step procedure. Channel 3 can be derived just when $r_i = 0$, and analogously, channels 8 and 9

can be obtained when $w_i = 0$. In the first case, all trade margins must be ascribed to retail trade and in the second, to wholesale trade exclusively. A brief summary of the results presented so far can be seen in Table 3.

“Place Table 3”

Adjusted estimated shares of trade margins

However, intermediate uses rarely involve retail trade activities and it would be too rigorous to admit no retail trade sales at all in such product flows. With respect to final consumption, it would be the opposite way. A product would be rarely delivered to final consumption through exclusively wholesale trade activities. With the purpose of solving this issue, we have designed the following adjustment procedure to add retail trade margins to each element of the use table and to deduct retail trade margins to each element of the final consumption vector. Recall that in intermediate consumption, capital formation, inventories and exports, wholesale margins can be involved but not retail sale margins⁵ and that private consumption performs the other way round.

Hence, let us divide our ten distributive channels into two different groups: those which combine wholesale and retail trade margins (combined channels); and those, which do not combine them (single channels) but they should be. If we denote α_c as the share of u_{ij}^p which is delivered through combined channels; and α_s as the share of u_{ij}^p which is delivered through single channels, such that $\alpha_c + \alpha_s = 1$, then the total single channel trade flows would be $\alpha_s m_{ij}^s u_{ij}^p$, with m_{ij}^s as the total share of trade margins included in the use flow, u_{ij}^p . Notice that the value of m_{ij}^s will depend on the corresponding single channel involved (see Table 3). Hence, the total share of trade margins included in intermediate uses through combined channels would be⁶:

$$\alpha_c m_{ij}^c u_{ij}^p = (m_{ij}^c - m_{ij}^s) \alpha_c u_{ij}^p + m_{ij}^s \alpha_c u_{ij}^p,$$

⁵ There could be exceptions like petroleum refining products, where retailers can play an important role.

⁶ Notice that for all i and j , it is verified that $m_{ij}^c > m_{ij}^s$.

with m_{ij}^c as the total share of trade margins included in u_{ij}^p . Notice also that m_{ij}^c will depend on the particular case of combined channel involved for each element of the use table (see Table 3).

If, for instance, we assign single channels to wholesale trade, as mostly for intermediate uses, the total share of wholesale trade margins of u_{ij}^p would be:

$$\alpha_s m_{ij}^s u_{ij}^p + \alpha_c m_{ij}^s u_{ij}^p = (\alpha_s + \alpha_c) m_{ij}^s u_{ij}^p = m_{ij}^s u_{ij}^p,$$

since $\alpha_c + \alpha_s = 1$. And the total share of retail trade margins of u_{ij}^p :

$$(m_{ij}^c - m_{ij}^s) \alpha_c u_{ij}^p,$$

Consequently, by choosing a proper α_c some additional retail trade margins will be included in the corresponding use flow and therefore, in the total use-side estimated supply of trade margins. Our starting point would be the case where $\alpha_c = 0$ and $\alpha_s = 1$. Notice that the total amount of wholesale trade margins won't change because, though we have assumed a new step further on the distributive channel, wholesale trade activities are always present for every element of the use table. For detailed formulation see Table 4.

“Place Table 4”

Proposition 1

Both total wholesale and retail trade margins associated to each element of the use table (intermediate uses) can be expressed as a weighted average of the corresponding trade margins ratios for the involved single and combined channels, respectively.

Proof

Let us define the total trade margins incorporated to each element of the use table as:

$$\begin{aligned}
m_{ij}^s u_{ij}^p + (m_{ij}^c - m_{ij}^s) \alpha_c u_{ij}^p &= m_{ij}^s u_{ij}^p + m_{ij}^c \alpha_c u_{ij}^p - m_{ij}^s \alpha_c u_{ij}^p \\
&= m_{ij}^c \alpha_c u_{ij}^p + (1 - \alpha_c) m_{ij}^s u_{ij}^p \\
&= (m_{ij}^c \alpha_c + m_{ij}^s \alpha_s) u_{ij}^p.
\end{aligned}$$

□

Final consumption admits no such results (see Table 5). In this case, a combined channel is the point of departure because it is generally assumed that households mostly buy to retailers and not directly to wholesalers, as in intermediate uses. Then, by choosing a proper α_s we will deduct some retail trade margins by removing the last step of the corresponding distributive channel and consequently, the initial use-side estimated total supply of trade margins will be reduced as well.

For combined and single distributive channels, the total adjusted shares of wholesale and retail trade margins of u_{ij}^p can be seen in Table 5.

“Place Table 5”

Constructing a use-side trade margins matrix

Once specific retail and wholesale trade margins ratios are estimated by products and once distributive channels are identified for each element of the use table at purchasers' prices, a use-side trade margins matrix thus can be estimated by multiplying each corresponding share of either retail or wholesale trade margins by their respective uses. The final results consist of two different trade margins matrices; one for retail trade margins and other for wholesale trade margins, both by products and industries.

4. Conclusions

The main purpose of our work has been to develop a more detailed procedure to construct a trade margins matrix, particularly for the Andalusian economy, and which is based on the use side method proposed by the ESA 95 Input-Output Manual (Eurostat, 2002). Solving the data availability problem stated in Eurostat (2002) and assuming usual errors involved in trade databases (e-commerce, changing forms of supply, etc.), the Institute of Statistics of Andalusia has constructed a use-side trade margins matrix. This

will be used to transform the use table from purchasers' prices to basic values within the forthcoming Andalusian Input-Output Framework 2000.

References

- CONSEJERIA DE ECONOMIA Y HACIENDA (CEH) (1990), *Tablas Input-Output y contabilidad regional de Castilla y León 1985: y proyección a 1987*, Consejería de Economía y Hacienda de la Junta de Castilla y León, Valladolid.
- INSTITUTO DE ESTADÍSTICA DE ANDALUCÍA (1999), *Sistema de Cuentas Económicas de Andalucía. Marco Input-Output 1995*, IEA, Sevilla, 2 vols.
- INSTITUTO DE ESTADÍSTICA DE ANDALUCÍA (2002), *Servicios de Comercio en Andalucía 2000*, IEA, Sevilla.
- EUROSTAT (1996), *European System of Accounts ESA 95*, Statistical Office of the European Communities, Luxembourg.
- EUROSTAT (2002), *The ESA 95 Input-Output Manual. Compilation and Analysis*, Statistical Office of the European Communities, Luxembourg.
- TEN RAA, THIJS AND JOSÉ M. RUEDA CANTUCHE (2004), "How to estimate unbiased and consistent input-output multipliers on the basis of use and make matrices", *Economic Working Papers Series* (forthcoming), Fundación Centro de Estudios Andaluces: CentrA, Sevilla.
- UNITED NATIONS (1968), *A System of National Accounts*, Studies in Methods Series F, No. 2, rev. 3, United Nations, New York.
- UNITED NATIONS (1973), *Input-Output Tables and Analysis*, Studies in Methods Series F, No. 14, rev. 1, United Nations, New York.
- UNITED NATIONS (1999), *Handbook of Input-Output Table Compilation and Analysis*, Studies in Methods Series F, No. 74, United Nations, New York.
- UNITED NATIONS, EUROSTAT, IMF, OECD AND WB (1993), *A System of National Accounts 1993*, United Nations, Brussels, Luxembourg, New York, Paris, Washington DC.
- VAN DEN CRUYCE, BART (2004), "Use tables for imported goods and valuation matrices for trade margins - an integrated approach for the compilation of the Belgian 1995 Input-Output Tables", *Economic Systems Research*, Vol. 16, No. 1, 35-63, Taylor & Francis, Basingstoke.

TABLE 1
SPECIFIC TRADE MARGINS RATIOS (PRELIMINARY RESULTS IN PERCENTAGES)

Product	Description	CPA	CPA	CPA
		Division 50	Division 51	Division 52
1	Fruits and vegetables (*)	24.37	24.58	24.37
2	Olive and vine	-	-	-
3	Other agriculture and related services	-	19.69	24.71
4	Livestock and hunting	-	16.08	15.89
5	Forestry and related services	10.45	22.77	14.44
6	Fish and fishing products	-	15.63	20.02
7	Coal mining	20.53	0.21	16.60
8	Metallic minerals	-	-	-
9	Non-metallic and non-enegetic minerals	-	-	-
10	Meat and meat products	-	16.76	24.79
11	Canned and preserved fish	-	13.72	26.05
12	Canned and preserved fruits and vegetables	17.87	13.97	22.49
13	Fats and oils	28.90	21.85	17.85
14	Milk and dairy products	27.52	14.70	20.45
15	Grain mills, bakery, sugar mills, ...	25.50	18.91	17.34
16	Pet food	-	18.74	12.12
17	Miscellaneous food products. Tobacco products.	25.23	32.64	25.74
18	Wines and alcoholic beverages	24.25	21.93	16.54
19	Beer and soft drinks	23.72	34.43	18.65
20	Textile mill products	17.14	25.22	33.49
21	Clothing products	-	21.15	39.53
22	Leather tanning, leather products and footwear	-	33.71	35.70
23	Cork and wood products	-	21.17	29.72
24	Paper and allied products	-	22.69	28.30
25	Printing, publishing and editing services	26.84	20.87	28.96
26	Petroleum refining products	9.78	19.42	19.63
27	Basic chemical products	31.34	13.55	22.48
28	Other chemical products	5.95	6.72	26.79
29	Rubber and plastic products	24.57	23.87	42.75
30	Cement, lime and allied products	-	21.57	19.14
31	Ceramics, clay, bricks and other products for building	-	17.80	24.43
32	Stone and glass products	-	26.83	35.00
33	Primary metal products	-	13.65	21.85
34	Fabricated metal products	24.05	22.19	25.06
35	Machinery and mechanic equipment	21.48	19.46	33.34
36	Computers and office equipments	-	15.77	20.55
37	Electrical and electronic machinery	17.58	15.56	21.12
38	Electronic materials, radio and television equipments	25.35	15.69	18.70
39	Professional and scientific instruments	-	22.39	56.60
40	Motor vehicles transportation equipment	9.05	14.17	25.50
41	Naval transportation and repairing services	-	-	-
42	Miscellaneous transportation equipment	20.61	9.84	35.77
43	Furniture (*)	29.91	25.24	29.91
44	Miscellaneous manufactured products	20.10	20.39	32.40
45	Recycling products (*)	51.34	32.50	51.34

Source: own elaboration.

(*)Specific CPA 50 trade margins ratios of these products match with retailers' due to their small sample size.

TABLE 2
DISTRIBUTIVE CHANNELS

Description	
1	Imports → Consumer
2	Producer → Consumer
3	Producer → Retailer → Consumer
4	Producer → Wholesaler on supply → Wholesaler on demand → Retailer → Consumer
5	Producer → Wholesaler on supply → Wholesaler on demand → Consumer
6	Imports → Wholesaler on demand → Retailer → Consumer
7	Producer → Wholesaler on demand → Retailer → Consumer
8	Imports → Wholesaler on demand → Consumer
9	Producer → Wholesaler on demand → Consumer
10	Producer → Exports

Source: own elaboration.

TABLE 3
VALUES FOR COMBINED AND SINGLE TRADE MARGINS RATIOS

	Type	Total share of trade margins (m_{ij}^c or m_{ij}^s)	Retail	Wholesale
Channels 1, 2, & 10	No trade	0	0	0
Channel 4	Combined	$r_i + w_i(1 - r_i)(2 - w_i)$	r_i	$w_i(1 - r_i)(2 - w_i)$
Channel 5	Single	$w_i(2 - w_i)$	0	$w_i(2 - w_i)$
Channels 6 & 7	Combined	$r_i + w_i - r_i w_i$	r_i	$w_i - r_i w_i$
Channel 3	Single	r_i	r_i	0
Channels 8 & 9	Single	w_i	0	w_i

Source: own elaboration.

TABLE 4
ADJUSTED VALUES FOR COMBINED AND SINGLE TRADE MARGINS RATIOS
(INTERMEDIATE USES)

Channels	Type	Total adjusted share of trade margins	Retail	Wholesale
1, 2, & 10	No trade	0	0	0
4	Combined	$r_i + w_i(1 - r_i)(2 - w_i)$	r_i	$w_i(1 - r_i)(2 - w_i)$
5	Single	$(r_i - r_i w_i(2 - w_i))\alpha_c + w_i(2 - w_i)$	$(r_i - r_i w_i(2 - w_i))\alpha_c$	$w_i(2 - w_i)$
6 & 7	Combined	$r_i + w_i - r_i w_i$	r_i	$w_i - r_i w_i$
3	Single	r_i	r_i	0
8 & 9	Single	$(r_i - r_i w_i)\alpha_c + w_i$	$(r_i - r_i w_i)\alpha_c$	w_i

Source: own elaboration.

TABLE 5
 ADJUSTED VALUES FOR COMBINED AND SINGLE TRADE MARGINS RATIOS
 (FINAL CONSUMPTION)

Channels	Type	Total adjusted share of trade margins	Retail	Wholesale
1, 2, & 10	No trade	0	0	0
4	Combined	$r_i(1 - \alpha_S) + w_i(1 - r_i)(2 - w_i)$	$r_i(1 - \alpha_S)$	$w_i(1 - r_i)(2 - w_i)$
5	Single	$w_i(2 - w_i)$	0	$w_i(2 - w_i)$
6 & 7	Combined	$r_i(1 - \alpha_S) + w_i - r_i w_i$	$r_i(1 - \alpha_S)$	$w_i - r_i w_i$
3	Single	r_i	r_i	0
8 & 9	Single	w_i	0	w_i

Source: own elaboration.