

# Earnings of BOI-registered firms from exports last year totalled \$13.1M, well above the 1972 level

Cement topped all commodities in the non-traditional export list between January to September last year.

Exports reached a total of \$13.1 million or \$9.6 million more than what was exported during a comparable period in 1972.

Sales of textile yarns and fabrics also hit a record high last year. Board of Investments-registered textile firms recorded sales of \$11.0 million from January to September last year.

This is \$8.6 million more than what was sold during a similar period in 1972, or a 374.34 per cent increase.

Sales of garments were also extraordinarily high last year. During the period, sales reached a total of \$12.1 million, \$6.0 million more than what was recorded in 1972.

Last year saw the exports of the new Philippine-made items like electronic components, ceramics products, fish and seafood preparations, aluminum, laminated safety glass, pulp of straw and abaca and sugar confectioneries.

### Going up

Electronic companies registered with the Board exported a total of \$2.4 million during the first three quarters last year. This is a \$1.8 million increase from the \$589,000 sales figure in 1972 or 310.02 per cent increase.

Exports of ceramics products also showed an upward movement last year. Ceramic-registered firms made a combined sales of \$2.7 million, \$1.6 million more than in 1972 or a 155.53 per cent increase.

Although laminated safety glass had limited export sales, it made its breakthrough in commercial sales. Exports reached a total of \$1.4 million, \$870,000 more than in 1972.

Sugar confectioneries

and snack items are a growing export segment based on the BOI performance report.

Export of these items reached a total of \$1.6 million in the three quarters of 1973, or higher by \$651,000 over

the 1972 total.

### Better sales

Sales of pulp of straw and abaca improved significantly between January and September 1973. Total sales reached \$522,00 or \$454,000

more than what was sold in 1972 during a similar period.

BOI-registered footwear companies hit the million-dollar mark last year. Sales reached a

(Continued on page 28)

Under R.A. 6135	As of		More (Less)
	Sept. 30, 1973	Dec. 31, 1973	
1. Export Producers			
a) List A	168	99	69 1/
b) List B	22	9	13
c) Mandatory Inclusions	6	3	3
	196	111	85
2. Export Traders	9	5	4
3. Service Exporters	15	12	3
	220	128	92
Under R.A. 5186			
Schedule E	34	48	(14) 2/
<b>TOTAL</b>	<b>254</b>	<b>176</b>	<b>78</b>

1/ One registration certificate cancelled  
2/ Two cancelled, seven transferred to R.A. 6135

	Jan.-Sept.		(Decrease)	
	1973	1972	Amount	Per Cent
Templates	0	621	( 621)	(100.00)
Soil Pipes & Fittings	207	669	( 462)	( 69.06)
Beer Malt & Liquor	770	863	( 93)	(10.78)
Medical & Pharmaceutical Products	507	584	( 77)	(13.18)
Charcoal	338	377	( 39)	(10.34)
Rugs & Carpets	77	80	( 3)	( 3.75)
Sub-Total Loss Leaders	1899	3194	(1295)	40.54
Net Others	66462	27434	39028	142.26
<b>TOTAL</b>	<b>68361</b>	<b>30628</b>	<b>37733</b>	<b>123.20</b>

1/ Excludes Bananas.

PPC

## PHILIPPINE PETROLEUM CORPORATION

a BOI-registered preferred pioneer enterprise

Pioneer in the local production of lubricating oil base stock

Pilia Refinery

# Cement topped non-traditional exports

(Continued from page 27) total of \$10 million or \$393,000 more than what was sold in 1972 for a 55.82 per cent improvement.

shoes was another significant development last year.

The BOI data show that BOI-registered export producers made a total sales of \$75.6 mil-

lion in the first three quarters of last year. This is \$38.8 million more than what was sold in 1972 or a 105.26 per cent increase.

While there was an overall improvement in export sales, six major commodity groupings did not show sales improvements.

Due to raw materials problems, there were no tinplate exports last year. While a total of \$621,000 worth tinplates were exported in 1972, there was a zero

## JAPANESE TEXTILE IMPORTS FROM THE PHILIPPINES

Items	1967	1968	1969	1970	1971
Ramie	433,402 (1,203,991)	468,275 (1,300,868)	470,149 (1,306,073)	507,147 (1,408,554)	220,784 (613,338)
Ramie noils and waste (including pulled or garnetted rags and yarn waste)	4,104 (11,401)	1,339 (3,720)	1,486 (4,128)	6,608 (18,357)	7,829 (21,749)
Manila hemp (including tow)	1,496,272 (4,156,644)	1,281,489 (3,559,976)	1,387,154 (3,853,514)	1,663,039 (4,619,922)	1,256,259 (3,489,888)
Manila hemp waste (including pulled or garnetted rags and yarn waste)	161,278 (449,697)	97,383 (270,530)	85,883 (238,583)	106,955 (297,121)	98,665 (274,091)
Coir	22,537 (62,608)	9,218 (25,608)	3,386 (9,406)	14,442 (40,120)	30,344 (84,296)
Sisal fibers	-	1,710 (4,750)	-	-	-
Cardage, cables, ropes, twines and manufactures thereof	994 (2,761)	1,861 (5,170)	3,071 (8,531)	39,643 (81,848)	10,338 (28,719)
Table linen	110 (444)	-	-	-	1,140 (3,167)
Articles of plaiting materials	336 (2,997)	2,514 (6,984)	-	6,629 (18,415)	1,135 (3,153)
Woven fabrics of flex or ramie	567 (1,575)	-	450 (1,260)	4,700 (13,067)	554 (1,639)
Vegetable textile fibres, n.e.s.	-	-	1,440 (4,084)	427 (1,186)	-
Cardage, cables, ropes, etc. of Manila fibres	-	2,150 (5,873)	2,150 (5,973)	142 (394)	-
Nets and netting	-	838 (2,328)	23,368 (64,916)	21,238 (58,999)	-
Linens	-	569 (1,581)	143 (397)	821 (2,281)	-
Textile fibres	-	-	1,926 (5,350)	83,316 (231,452)	21,599 (60,002)
Outer garments for men and boys	-	-	747 (2,076)	752 (2,089)	27,615 (76,714)
Outer garments for women, girls and infants	-	-	4,313 (11,982)	49,381 (134,402)	29,647 (82,359)
Handkerchiefs	-	-	124 (344)	1,235 (3,431)	-
Undergarments	-	-	2,443 (6,787)	1,862 (5,154)	237 (658)
Knitted or crocheted outer garments	-	-	1,791 (4,975)	12,010 (33,617)	6,429 (17,860)
Spun yarn of synthetic fibres	-	-	-	8,406 (23,349)	109,400 (303,913)
Cotton fabrics woven (not including narrow and special fabrics)	-	-	-	33,989 (94,421)	9,052 (25,146)
Embroidery	-	-	-	2,610 (7,251)	888 (2,467)
Hat bodies	-	-	-	829 (2,303)	-
Articles of textile fibres for furnishing	-	-	-	925 (2,570)	762 (2,117)
Carpets, carpeting, rugs, etc.	-	-	-	153 (1,814)	320 (859)
Stockings and socks	-	-	-	97,670 (274,105)	5,326 (14,796)
fabrics woven, of synthetic fibres, not including narrow fabrics	-	-	-	-	375 (1,042)
Total imports	2,120,849 (5,891,719)	1,864,832 (5,180,503)	1,990,949 (5,530,856)	2,656,537 (7,379,860)	1,838,888 (5,107,903)

Source: Japan Exports & Imports

High sales of rubber

### COMPARATIVE FOREIGN EXCHANGE EARNINGS

Registered Service Exporters  
January to September, 1972 and 1973  
(In Thousand US Dollars)

	No. of Reporting Firms	1972	1973	Amount	Per Cent
Professional & Technical Services	10	811	292	519	177.74
Transport & Cargo Handling	1	4886	6619	(1733)	(26.18)
Motion Pictures	2	149	42	107	254.76
Advertisements	2	21	22	(1)	(4.58)
TOTAL	15	5867	6975	(1108)	(15.89)



## We are a grateful company

We are a direct beneficiary of the government's program of encouragement and assistance to local enterprises exercised through the Board of Investments.

For this, we are truly grateful.

More power to the BOI! May it continue to succeed in its mission through the inspired leadership of men whose proven competence justifies our most optimistic expectations.



**LEPANTO CONSOLIDATED MINING COMPANY**

**Subsidiaries:**

Diasort Products (Philippines), Inc. • Insular Lumber Company (Philippines), Inc.  
• Diamond Drilling Corporation of the Philippines • Lepanto Exploration (Asia), Inc.  
• Lepanto Investment and Development Corporation • Shipside, Incorporated

PHILIPPINES



*We serve the Nation and the People*

**CFC CORPORATION**

MAKERS OF:

- BLEND 45 COFFEE  
*the nation's largest selling coffee*
- N-RICH NON-DAIRY CREAMER
- PRESTO CHOCOLATES
- PRESTO BISCUITS
- PRESTO ICE CREAM
- BRACH'S CHOCOLATES

**UR UNIVERSAL ROBINA CORPORATION**

MAKERS OF:

- JACK 'n JILL FUN SNACKS *chippy, pretzels, chiz curls, barbecue curls, potato chips*
- JACK 'n JILL CANDIES
- BRACH'S CANDIES
- JOJO CANDIES
- NISSIN'S RAMEN NOODLE
- TOOTSIE ROLL & POPS
- DUBBLE BUBBLE GUM
- ROBINA CANNED GOODS

PASIG, RIZAL



TELEPHONE 692-5402



record in 1973.

Exports of soil pipes and fittings did not improve last year. First three quarter sales were only \$207,000 compared to a high of \$669,000 sales in 1972.

Sales of beer malt and liquor were also not encouraging in 1973. The Board data show that sales only reached \$770,000 compared to the 1972 sales of \$963,000 or a \$93,000 deficit.

**No improvement**

Although firms like United Laboratories made a serious marketing campaign in Southeast Asia, sales of medicinal and pharmaceutical products did not im-

prove either.

The first three quarter sales amounted to only \$507,000 or \$77,000 short of the \$584,000 recorded in 1972.

Charcoal, an anti-pollution material, did not seem to sell very well as earlier projected. Sales only reached \$338,000 compared to \$377,000, in 1972.

**Banana sales**

As in previous years, foreign exchange earnings from banana exports continued to grow.

Sales in the first three quarters reached a total of \$7.3 million or \$1.0 million more than that sold in 1972.

The banana industry, compared to other sec-



tors, has been developing at a more rapid pace.

Its share in the Japanese market alone has grown from less than one per cent in 1966 to 32 per cent in 1972. In 1972, banana exports alone amounted to \$24.3 million and ranked eighth place among the Philippine top exports products. Area planted to bananas as of June 30, 1973, already reached 18,000 hectares.

At present, there are 22 banana growers with technical and marketing tie-ups with Japan. Exports of bananas continue to be limited to Japan.

**Export firms**

As of December, 1973, there were a total of 176 firms registered with export capacities. Two segments, the textile yarns and the garments producers, constitute a significant number

of these export firms.

There are over 27 garment companies registered with the Board and some 24 textile yarns producers.

In 1972, the Board initiated a rationalization scheme for both the textile and the garments industry. During the first semester of 1973, exports of textile yarns, fabrics and garments totalled \$13.5 million, three times the 1972

figure of \$4.3 million.

Firms registered under the Export Incentives Act as of June 30, 1973 employ a total of 39,113 individuals and pay salaries amounting to P68 million per year. The chemical industries provide the largest number of employment with 15,997 followed by agro-industries (8,036) and mining and mineral processing industries (6,579).

**BOI-REGISTERED EXPORT PRODUCERS  
LEAD EXPORT ITEMS  
NON-TRADITIONAL MANUFACTURES 1/**  
January to September, 1972 and 1973  
(FOB In Thousand U.S. Dollars)

	Jan.-Sept.		Increase Amount	Per Cent
	1973	1972		
Cement	13,151	3,544	9,607	271.08
Textile Yarns & Fabrics	11,019	2,323	8,696	374.34
Garments	12,173	6,164	6,009	97.49
Handicrafts	4,507	2,551	1,956	76.68
Electronic Components	2,415	589	1,826	310.02
Ceramic Products	2,701	1,057	1,644	156.53
Fish & Seafood Preparations	3,214	1,882	1,332	70.78
Cordage	3,091	2,168	923	42.57
Aluminum	1,573	678	895	132.01
Laminated Safety Glass	1,432	562	870	154.80
Sugar Confectioneries				
Coffee and Other				
Snack Items	1,659	1,008	651	64.58
Explosives & Misc. Chem.				
Materials	1,522	946	576	60.89
Furniture & Fixtures	1,204	648	556	85.80
Pulp of Straw and Abaca	522	68	454	667.65
Footwear	1,097	704	393	55.82
Sub-Total Lead Items	61,280	24,892	36,388	146.18
Net Others	7,081	5,736	1,345	23.45
<b>TOTAL</b>	<b>68,361</b>	<b>30,628</b>	<b>37,733</b>	<b>123.20</b>

1/ Excludes Bananas.

**COMPARATIVE EXPORT PERFORMANCE OF  
BOI-REGISTERED PRODUCERS  
January to September, 1972 and 1973  
(FOB In Thousand U.S. Dollars)**

	1973	1972	Amount	Per Cent	Non of Reporting Firms
Garments	12,173	6,164	6,009	97.49	27
Textile Yarns & Fabrics	10,996	2,323	8,672	373.31	24
Handicrafts	4,507	2,551	1,956	76.68	22
Fish & Seafood Preparations	3,214	1,882	1,332	70.78	10
Cordage	3,091	2,168	923	42.57	4
Ceramic Products	2,701	1,057	1,644	156.53	3
Electronic Components	2,415	589	1,826	310.02	8
Sugar Confectioneries					
Coffee and other					
Snack Items	1,659	1,008	651	64.58	4
Aluminum Products	1,573	678	895	132.01	1
Explosives & Misc. Chemical Mat.	1,522	946	576	60.89	6
Laminated Safety Glass	1,432	562	870	154.80	3
Furniture & Fixtures	1,204	648	556	85.80	10
Footwear	1,097	704	393	55.82	6
Beer Malt & Liquor	770	863	(93)	(10.78)	4
Wood Manufactures	665	482	203	43.94	6
Pulp of Straw & Abaca	522	68	454	667.65	5
Medicinal & Pharmao					
ceutical Products	507	584	77	(13.18)	4
Paints & Lacquers	430	219	211	96.35	2
Other Electrical Apparatus and Appl.	369	198	171	86.36	7
Charcoal	336	377	(41)	(10.34)	2
Crumb Rubber	292	149	143	95.37	3
Soil Pipe & Fittings	207	689	(482)	(69.08)	2
Synthetic Wigs	205	44	161	365.91	1
Rugs & Carpets	77	80	(3)	(3.75)	2
Triplates	0	621	(621)	(100.00)	3
Others	3,221	1,470	1,751	119.12	40
Total Other Manufactures	68,337	30,628	37,709	123.12	221
Bananas	7,306	6,225	1,081	17.37	6
<b>TOTAL</b>	<b>75,643</b>	<b>36,853</b>	<b>38,790</b>	<b>105.26</b>	<b>227</b>



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