Inspired by other strands of the international trade literature, we also test our models using “Unit Values” of the products exported, by dividing the total value exported by the total weight exported in kilograms (Latzer and Mayneris 2021; Manova and Zhang 2012; Bastos and Silva 2010). Using the unit value as the dependent variable in our estimations allow us to analyse if the value per unit exported is affected by PTAs. To be consistent in our effort to understand the potentially heterogenous effects of PTAs according to the different category of the members in trade volume, but also in quality upgrading and industrialization development of countries, we focus on manufacturing products (Chatzilazarou and Dadakas 2023) with HS 2-digit codes 84 (Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof ) and 85 (Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles) which are part of the “Machinery and mechanical appliances; electrical equipment; parts thereof; sound recorders and reproducers, television image and sour sound recorders and reproducers, and parts and accessories of such articles” category from the World Customs Organization. Our aim is to compare the effects of PTAs on trade volumes against the effects on the unit value of manufacturing products exported.

References

Bastos, Paulo, and Joana Silva. 2010. “The Quality of a Firm’s Exports: Where You Export to Matters.” *Journal of International Economics* 82 (2): 99–111. https://doi.org/10.1016/j.jinteco.2010.07.001.

Chatzilazarou, Lazaros Antonios, and Dimitrios Dadakas. 2023. “Trade Potential in European Union Manufacturing.” *Journal of Economic Studies* 51 (5): 1144–63. https://doi.org/10.1108/JES-06-2023-0292.

Latzer, Hélène, and Florian Mayneris. 2021. “Average Income, Income Inequality and Export Unit Values.” *Journal of Economic Behavior & Organization* 185 (May):625–46. https://doi.org/10.1016/j.jebo.2021.03.002.

Manova, Kalina, and Zhiwei Zhang. 2012. “Export Prices Across Firms and Destinations.” *The Quarterly Journal of Economics* 127 (1): 379–436.