1. salary 1990 salary, thousands \$

2. pcsalary % change salary, 89-90

3. sales 1990 firm sales, millions \$

4. roe return on equity, 88-90 avg

5. pcroe % change roe, 88-90

6. ros return on firm's stock, 88-90

7. indus =1 if industrial firm

8. finance =1 if financial firm

9. consprod =1 if consumer product firm

10. utility =1 if transport. or utilities

11. Isalary natural log of salary

12. Isales natural log of sales