

## Logistic Regression Results

### The LOGISTIC Procedure

Model Information		
Data Set	WORK.SORTTEMPTABLESORTED	
Response Variable	x4	X4 - Region
Number of Response Levels	2	
Model	binary logit	
Optimization Technique	Fisher's scoring	

Number of Observations Read	60
Number of Observations Used	60

Response Profile		
Ordered Value	x4	Total Frequency
1	Outside North America	34
2	USA/North America	26

Probability modeled is x4='Outside North America'.

### Stepwise Selection Procedure

Step 0. Intercept entered:

Model Convergence Status
Convergence criterion (GCONV=1E-8) satisfied.

-2 Log L = 82.108

Analysis of Maximum Likelihood Estimates							
Parameter	DF	Estimate	Standard Error	Wald Chi-Square	Pr > ChiSq	Standardized Estimate	Exp(Est)
Intercept	1	0.2683	0.2605	1.0603	0.3031		1.308

Residual Chi-Square Test		
Chi-Square	DF	Pr > ChiSq
42.3497	13	<.0001

Analysis of Effects Eligible for Entry			
Effect	DF	Score Chi-Square	Pr > ChiSq
x6	1	11.9251	0.0006
x7	1	2.0517	0.1520
x8	1	1.6089	0.2046
x9	1	0.8656	0.3522
x10	1	0.7914	0.3737
x11	1	18.3231	<.0001
x12	1	8.6217	0.0033

## Logistic Regression Results

### The LOGISTIC Procedure

Analysis of Effects Eligible for Entry			
Effect	DF	Score Chi-Square	Pr > ChiSq
x13	1	21.3297	<.0001
x14	1	0.4654	0.4951
x15	1	0.6138	0.4333
x16	1	0.0899	0.7644
x17	1	21.2035	<.0001
x18	1	0.1567	0.6922

Step 1. Effect x13 entered:

Model Convergence Status	
Convergence criterion (GCONV=1E-8) satisfied.	

Model Fit Statistics		
Criterion	Intercept Only	Intercept and Covariates
AIC	84.108	60.971
SC	86.202	65.160
-2 Log L	82.108	56.971

R-Square	0.3423	Max-rescaled R-Square	0.4591
----------	--------	-----------------------	--------

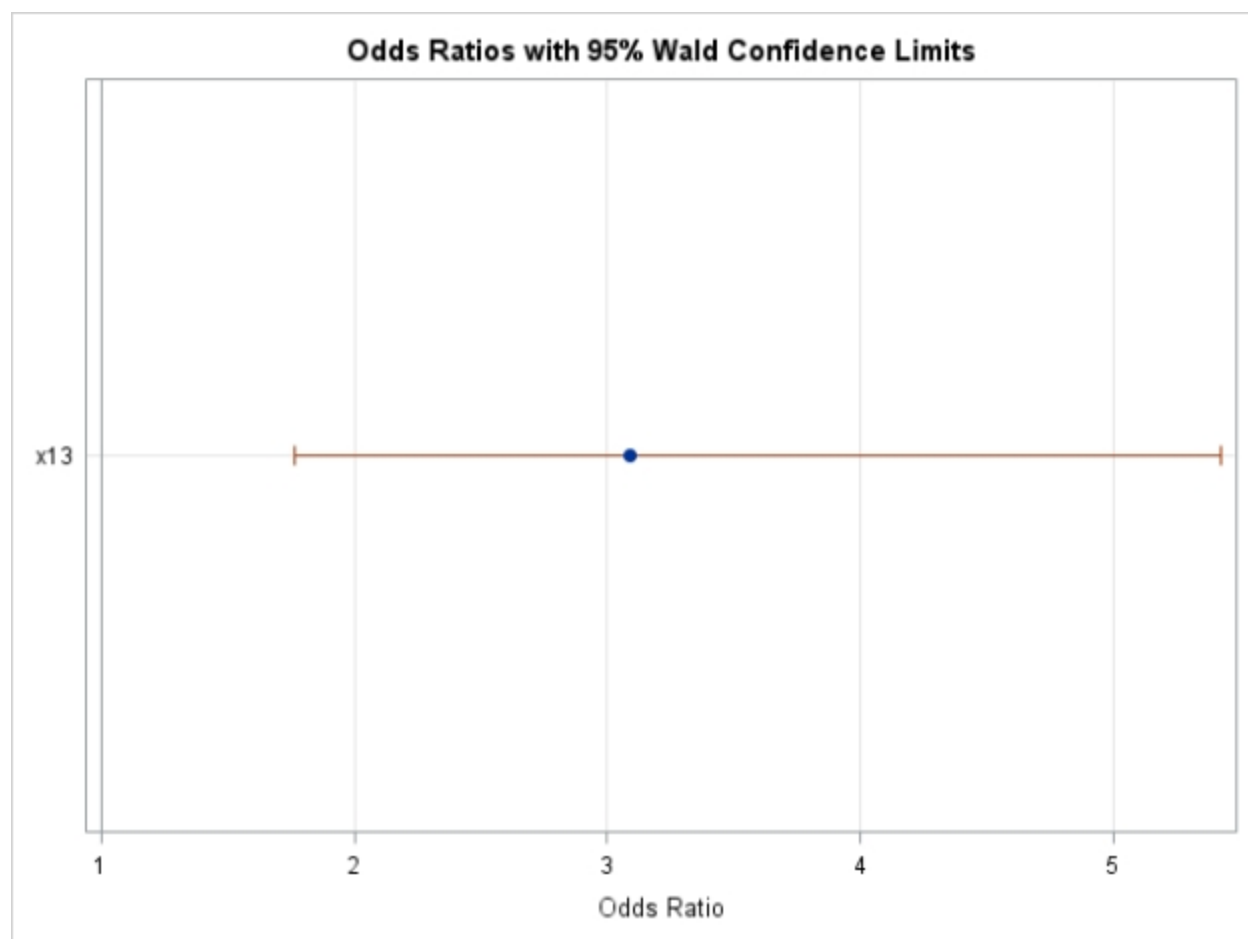
Testing Global Null Hypothesis: BETA=0			
Test	Chi-Square	DF	Pr > ChiSq
Likelihood Ratio	25.1363	1	<.0001
Score	21.3297	1	<.0001
Wald	15.4710	1	<.0001

Analysis of Maximum Likelihood Estimates							
Parameter	DF	Estimate	Standard Error	Wald Chi-Square	Pr > ChiSq	Standardized Estimate	Exp(Est)
Intercept	1	-7.0082	1.8360	14.5698	0.0001		0.001
x13	1	1.1287	0.2870	15.4710	<.0001	0.9480	3.092

Odds Ratio Estimates			
Effect	Point Estimate	95% Wald Confidence Limits	
x13	3.092	1.762	5.426

## Logistic Regression Results

### The LOGISTIC Procedure



#### Association of Predicted Probabilities and Observed Responses

Percent Concordant	84.5	Somers' D	0.699
Percent Discordant	14.6	Gamma	0.705
Percent Tied	0.9	Tau-a	0.349
Pairs	884	c	0.850

#### Residual Chi-Square Test

Chi-Square	DF	Pr > ChiSq
27.3151	12	0.0070

#### Analysis of Effects Eligible for Removal

Effect	DF	Wald Chi-Square	Pr > ChiSq
x13	1	15.4710	<.0001

## Logistic Regression Results

### The LOGISTIC Procedure

Analysis of Effects Eligible for Entry			
Effect	DF	Score Chi-Square	Pr > ChiSq
x6	1	4.8588	0.0275
x7	1	0.1321	0.7163
x8	1	0.0074	0.9315
x9	1	1.3794	0.2402
x10	1	0.1293	0.7192
x11	1	6.1543	0.0131
x12	1	2.7452	0.0975
x14	1	0.6395	0.4239
x15	1	0.3442	0.5574
x16	1	2.5284	0.1118
x17	1	13.7231	0.0002
x18	1	1.2061	0.2721

### Step 2. Effect x17 entered:

Model Convergence Status
Convergence criterion (GCONV=1E-8) satisfied.

Model Fit Statistics		
Criterion	Intercept Only	Intercept and Covariates
AIC	84.108	45.960
SC	86.202	52.243
-2 Log L	82.108	39.960

R-Square	0.5046	Max-rescaled R-Square	0.6769
----------	--------	-----------------------	--------

Testing Global Null Hypothesis: BETA=0			
Test	Chi-Square	DF	Pr > ChiSq
Likelihood Ratio	42.1477	2	<.0001
Score	31.3228	2	<.0001
Wald	14.1772	2	0.0008

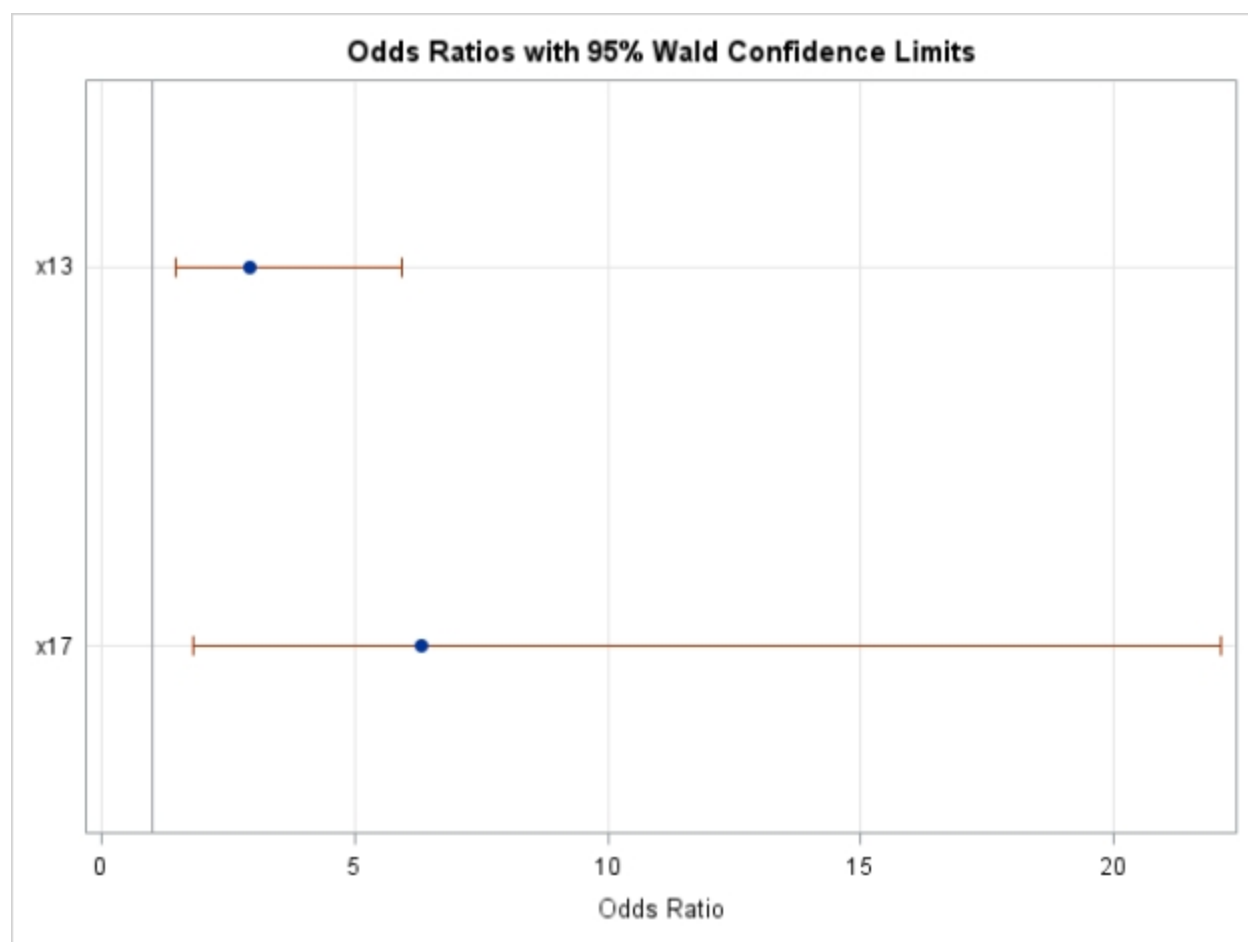
Analysis of Maximum Likelihood Estimates							
Parameter	DF	Estimate	Standard Error	Wald Chi-Square	Pr > ChiSq	Standardized Estimate	Exp(Est)
Intercept	1	-14.1917	3.7123	14.6143	0.0001		0.000
x13	1	1.0791	0.3574	9.1148	0.0025	0.9063	2.942
x17	1	1.8439	0.6388	8.3314	0.0039	1.1123	6.321

Odds Ratio Estimates			
Effect	Point Estimate	95% Wald Confidence Limits	
x13	2.942	1.460	5.928

## Logistic Regression Results

### The LOGISTIC Procedure

Odds Ratio Estimates			
Effect	Point Estimate	95% Wald Confidence Limits	
x17	6.321	1.807	22.110



Association of Predicted Probabilities and Observed Responses			
Percent Concordant	92.1	Somers' D	0.843
Percent Discordant	7.8	Gamma	0.844
Percent Tied	0.1	Tau-a	0.421
Pairs	884	c	0.921

Residual Chi-Square Test		
Chi-Square	DF	Pr > ChiSq
20.2161	11	0.0425

## Logistic Regression Results

### The LOGISTIC Procedure

Analysis of Effects Eligible for Removal			
Effect	DF	Wald	Pr > ChiSq
		Chi-Square	
x13	1	9.1148	0.0025
x17	1	8.3314	0.0039

Note: No effects for the model in Step 2 are removed.

Analysis of Effects Eligible for Entry			
Effect	DF	Score	Pr > ChiSq
		Chi-Square	
x6	1	0.6561	0.4179
x7	1	3.5008	0.0613
x8	1	0.0063	0.9369
x9	1	0.6926	0.4053
x10	1	0.0914	0.7624
x11	1	3.4094	0.0648
x12	1	0.8492	0.3568
x14	1	2.3269	0.1272
x15	1	0.0257	0.8727
x16	1	0.0103	0.9192
x18	1	2.9074	0.0882

Note: No (additional) effects met the 0.05 significance level for entry into the model.

Summary of Stepwise Selection							
Step	Effect		DF	Number In	Score	Wald	Variable Label
	Entered	Removed			Chi-Square	Chi-Square	
1	x13		1	1	21.3297		X13 - Competitive Pricing
2	x17		1	2	13.7231		X17 - Price Flexibility

Deviance and Pearson Goodness-of-Fit Statistics				
Criterion	Value	DF	Value/DF	Pr > ChiSq
Deviance	39.9601	57	0.7011	0.9578
Pearson	43.8338	57	0.7690	0.8997

Number of unique profiles: 60

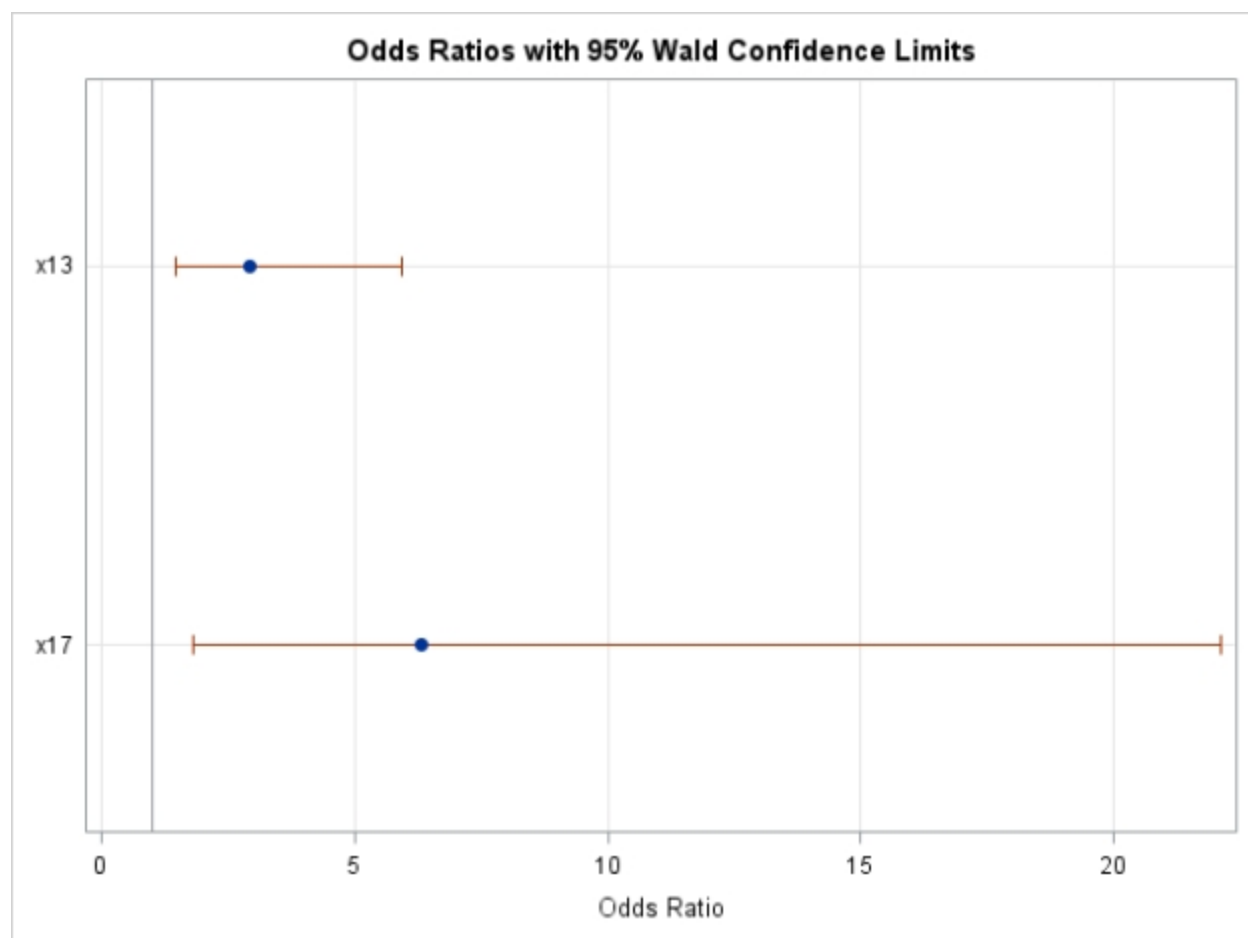
Analysis of Maximum Likelihood Estimates							
Parameter	DF	Estimate	Standard Error	Wald Chi-Square	Pr > ChiSq	Standardized Estimate	Exp(Est)
Intercept	1	-14.1917	3.7123	14.6143	0.0001		0.000

## Logistic Regression Results

### The LOGISTIC Procedure

Analysis of Maximum Likelihood Estimates							
Parameter	DF	Estimate	Standard Error	Wald Chi-Square	Pr > ChiSq	Standardized Estimate	Exp(Est)
x13	1	1.0791	0.3574	9.1148	0.0025	0.9063	2.942
x17	1	1.8439	0.6388	8.3314	0.0039	1.1123	6.321

Odds Ratio Estimates			
Effect	Point Estimate	95% Wald Confidence Limits	
x13	2.942	1.460	5.928
x17	6.321	1.807	22.110



Association of Predicted Probabilities and Observed Responses			
Percent Concordant	92.1	Somers' D	0.843
Percent Discordant	7.8	Gamma	0.844
Percent Tied	0.1	Tau-a	0.421

## Logistic Regression Results

### The LOGISTIC Procedure

#### Association of Predicted Probabilities and Observed Responses

Pairs	884	c	0.921
-------	-----	---	-------

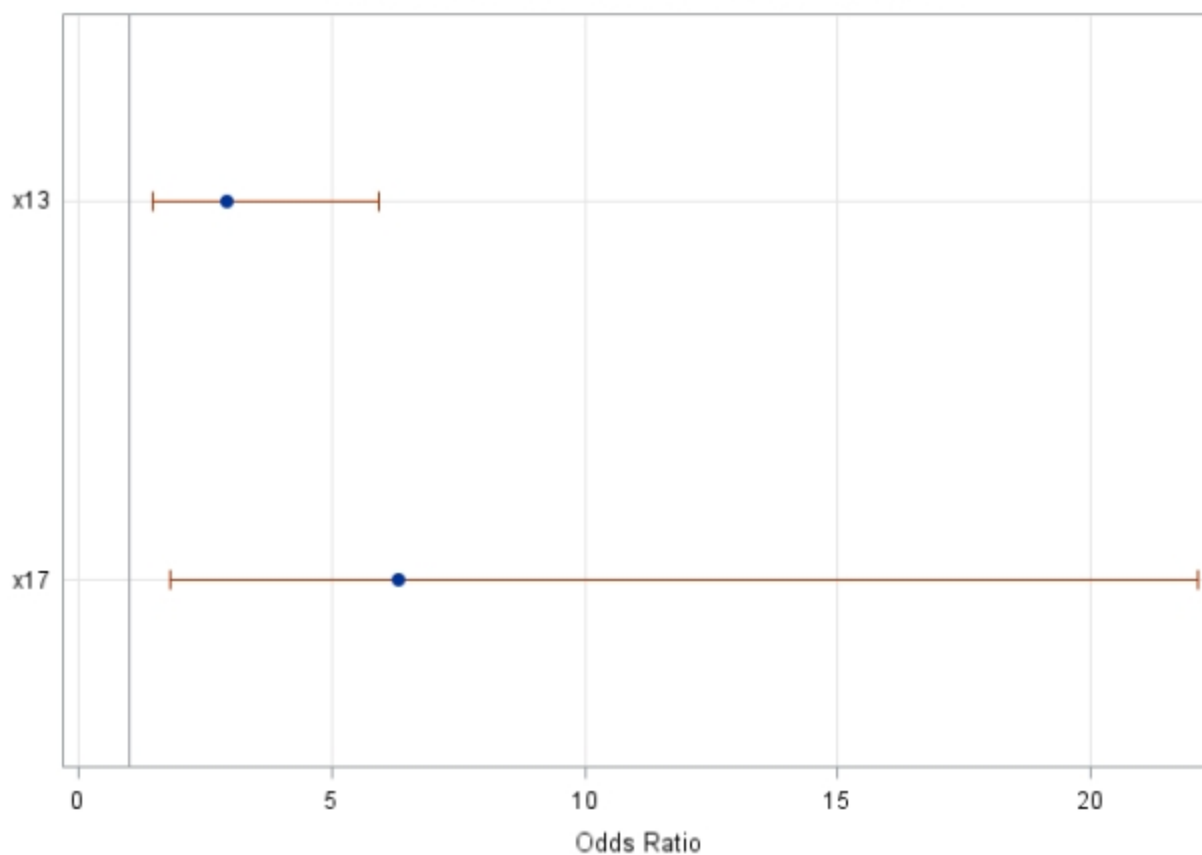
#### Parameter Estimates and Wald Confidence Intervals

Parameter	Estimate	95% Confidence Limits	
Intercept	-14.1917	-21.4678	-6.9157
x13	1.0791	0.3786	1.7797
x17	1.8439	0.5919	3.0960

#### Odds Ratio Estimates and Wald Confidence Intervals

Effect	Unit	Estimate	95% Confidence Limits	
x13	1.0000	2.942	1.460	5.928
x17	1.0000	6.321	1.807	22.110

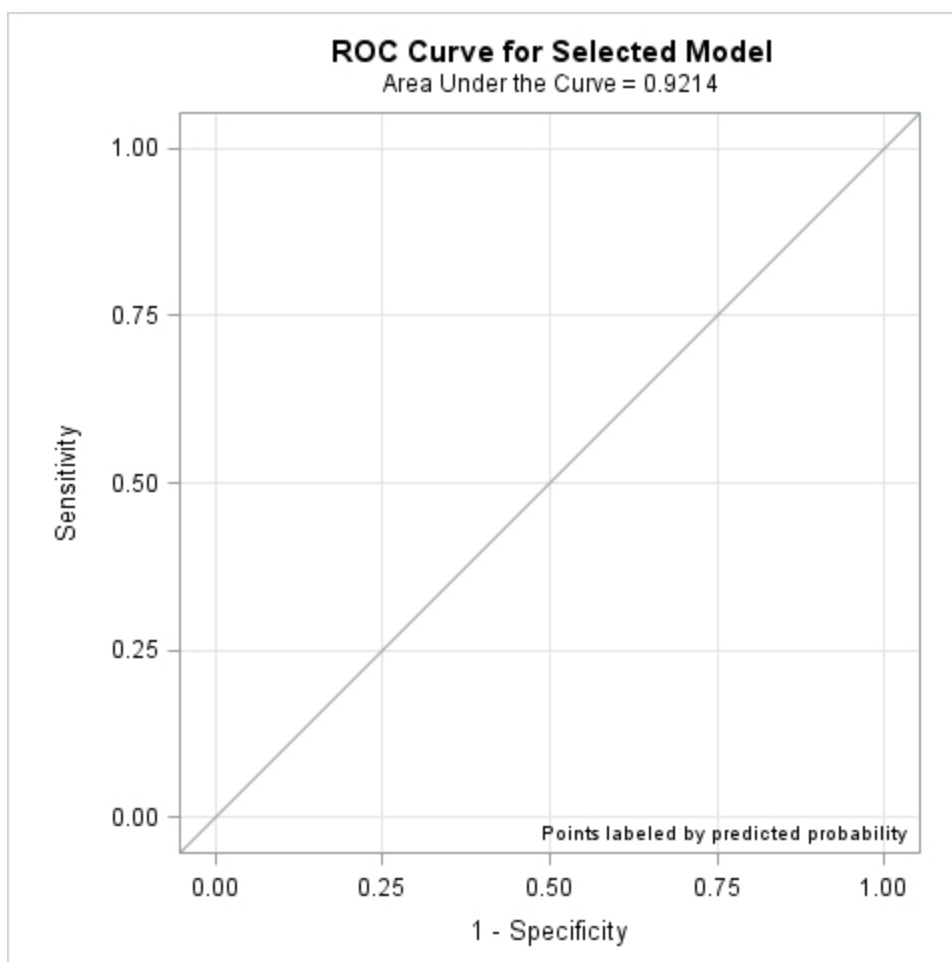
#### Odds Ratios with 95% Wald Confidence Limits





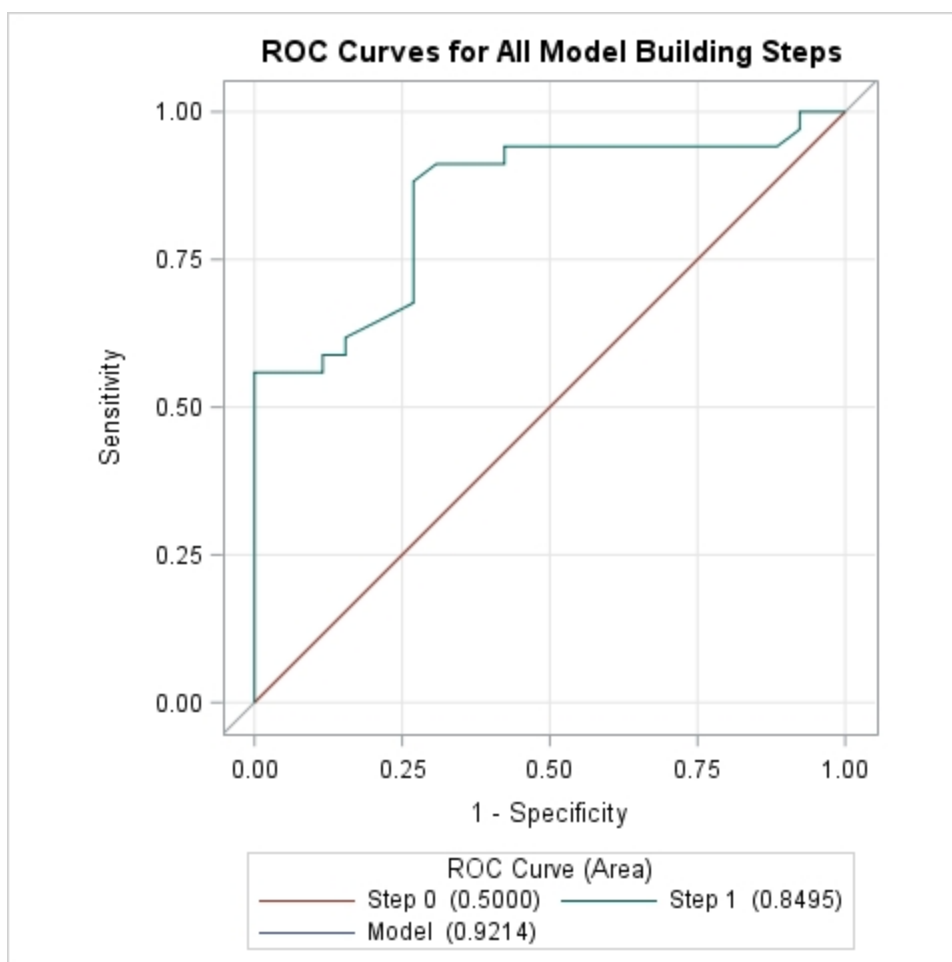
## Logistic Regression Results

### The LOGISTIC Procedure



## Logistic Regression Results

### The LOGISTIC Procedure



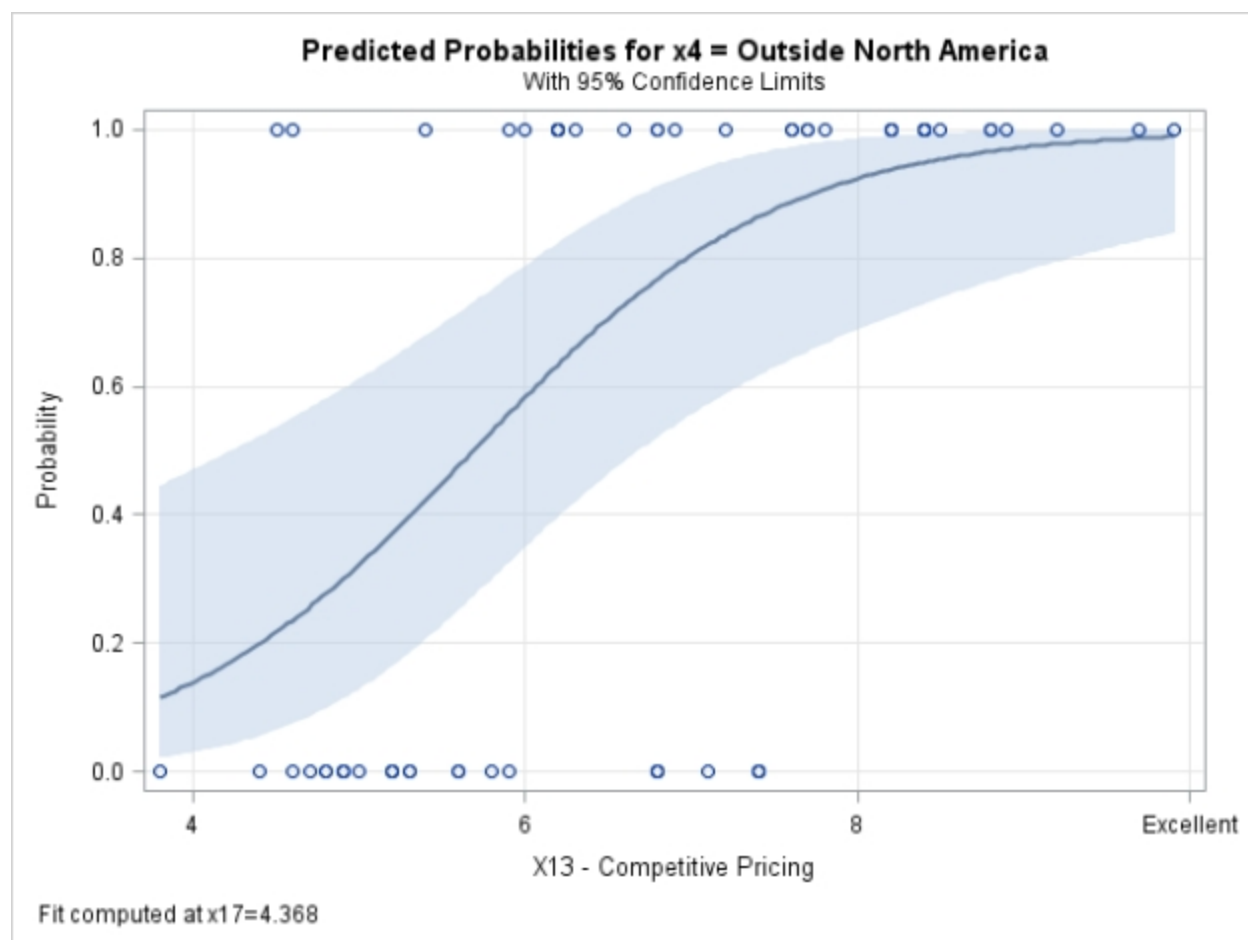
Partition for the Hosmer and Lemeshow Test					
Group	Total	x4 = Outside North America		x4 = USA/North America	
		Observed	Expected	Observed	Expected
1	6	0	0.25	6	5.75
2	6	2	0.75	4	5.25
3	6	1	1.07	5	4.93
4	7	2	2.37	5	4.63
5	6	1	2.63	5	3.37
6	6	5	4.45	1	1.55
7	6	6	5.71	0	0.29
8	6	6	5.87	0	0.13
9	7	7	6.92	0	0.08
10	4	4	3.99	0	0.01

## Logistic Regression Results

### The LOGISTIC Procedure

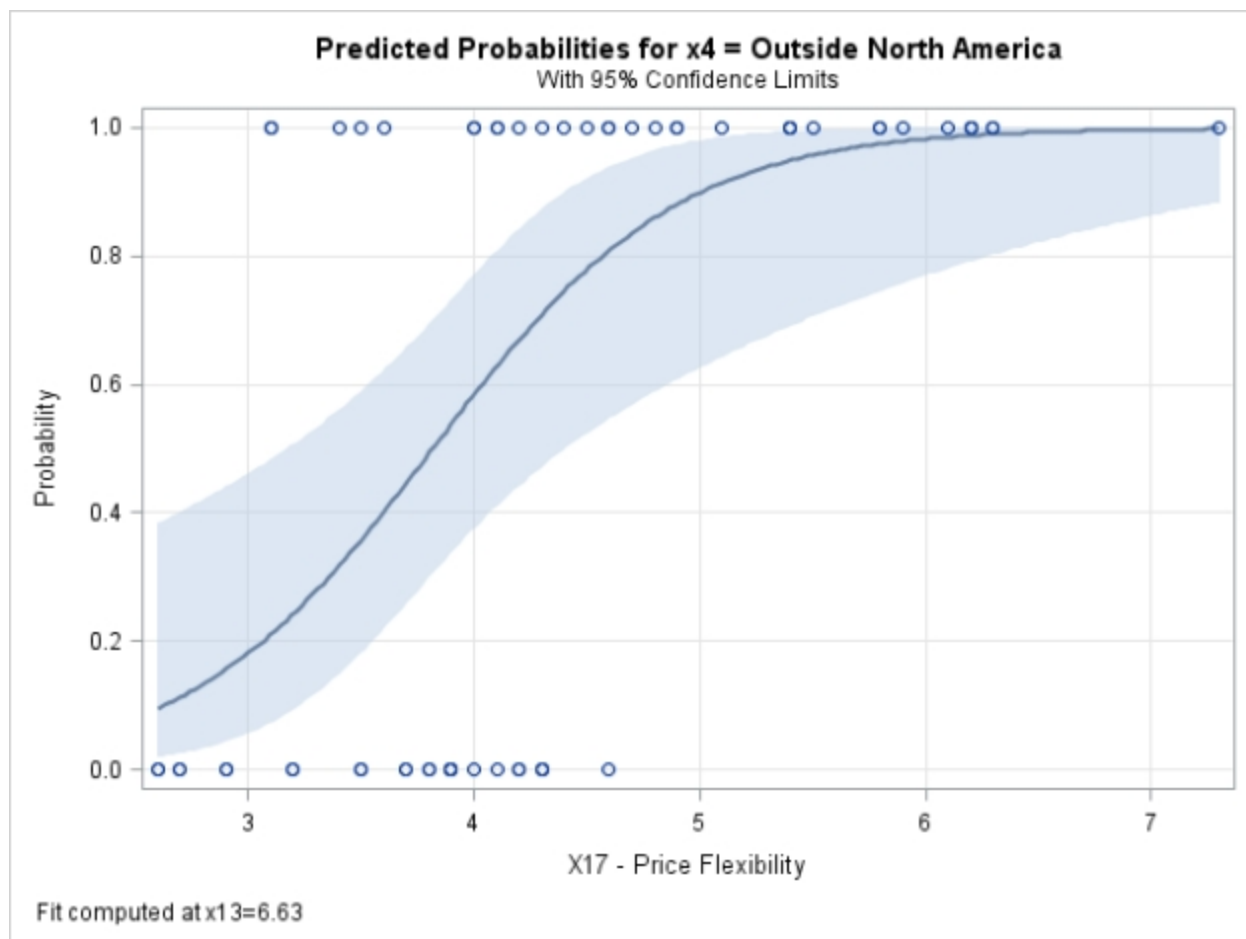
#### Hosmer and Lemeshow Goodness-of-Fit Test

Chi-Square	DF	Pr > ChiSq
5.3257	8	0.7223



## Logistic Regression Results

### The LOGISTIC Procedure



Classification Table									
Prob Level	Correct		Incorrect		Percentages				
	Event	Non-Event	Event	Non-Event	Correct	Sensitivity	Specificity	False POS	False NEG
0.000	34	0	26	0	56.7	100.0	0.0	43.3	.
0.020	34	1	25	0	58.3	100.0	3.8	42.4	0.0
0.040	34	3	23	0	61.7	100.0	11.5	40.4	0.0
0.060	34	5	21	0	65.0	100.0	19.2	38.2	0.0
0.080	34	6	20	0	66.7	100.0	23.1	37.0	0.0
0.100	33	6	20	1	65.0	97.1	23.1	37.7	14.3
0.120	31	7	19	3	63.3	91.2	26.9	38.0	30.0
0.140	31	9	17	3	66.7	91.2	34.6	35.4	25.0
0.160	31	9	17	3	66.7	91.2	34.6	35.4	25.0
0.180	31	13	13	3	73.3	91.2	50.0	29.5	18.8
0.200	31	13	13	3	73.3	91.2	50.0	29.5	18.8
0.220	31	14	12	3	75.0	91.2	53.8	27.9	17.6

## Logistic Regression Results

### The LOGISTIC Procedure

Classification Table									
Prob Level	Correct		Incorrect		Percentages				
	Event	Non- Event	Event	Non- Event	Correct	Sensi- tivity	Speci- ficity	False POS	False NEG
0.240	31	14	12	3	75.0	91.2	53.8	27.9	17.6
0.260	31	15	11	3	76.7	91.2	57.7	26.2	16.7
0.280	31	15	11	3	76.7	91.2	57.7	26.2	16.7
0.300	31	16	10	3	78.3	91.2	61.5	24.4	15.8
0.320	29	16	10	5	75.0	85.3	61.5	25.6	23.8
0.340	29	17	9	5	76.7	85.3	65.4	23.7	22.7
0.360	29	17	9	5	76.7	85.3	65.4	23.7	22.7
0.380	29	18	8	5	78.3	85.3	69.2	21.6	21.7
0.400	28	20	6	6	80.0	82.4	76.9	17.6	23.1
0.420	28	20	6	6	80.0	82.4	76.9	17.6	23.1
0.440	28	22	4	6	83.3	82.4	84.6	12.5	21.4
0.460	28	22	4	6	83.3	82.4	84.6	12.5	21.4
0.480	28	24	2	6	86.7	82.4	92.3	6.7	20.0
0.500	28	24	2	6	86.7	82.4	92.3	6.7	20.0
0.520	27	25	1	7	86.7	79.4	96.2	3.6	21.9
0.540	27	25	1	7	86.7	79.4	96.2	3.6	21.9
0.560	27	25	1	7	86.7	79.4	96.2	3.6	21.9
0.580	27	25	1	7	86.7	79.4	96.2	3.6	21.9
0.600	27	25	1	7	86.7	79.4	96.2	3.6	21.9
0.620	26	25	1	8	85.0	76.5	96.2	3.7	24.2
0.640	25	25	1	9	83.3	73.5	96.2	3.8	26.5
0.660	25	25	1	9	83.3	73.5	96.2	3.8	26.5
0.680	25	25	1	9	83.3	73.5	96.2	3.8	26.5
0.700	25	25	1	9	83.3	73.5	96.2	3.8	26.5
0.720	25	25	1	9	83.3	73.5	96.2	3.8	26.5
0.740	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.760	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.780	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.800	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.820	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.840	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.860	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.880	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.900	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.920	24	25	1	10	81.7	70.6	96.2	4.0	28.6
0.940	21	25	1	13	76.7	61.8	96.2	4.5	34.2
0.960	18	26	0	16	73.3	52.9	100.0	0.0	38.1
0.980	11	26	0	23	61.7	32.4	100.0	0.0	46.9
1.000	0	26	0	34	43.3	0.0	100.0	.	56.7

## Logistic Regression Results

### The LOGISTIC Procedure

Regression Diagnostics							
Case Number	Covariates		Pearson Residual	Deviance Residual	Hat Matrix Diagonal	Standardized Pearson Residual	Standardized Deviance Residual
	X13 - Competitive Pricing	X17 - Price Flexibility					
1	6.8000	5.1000	0.2794	0.3877	0.0588	0.2880	0.3997
2	5.3000	4.3000	-0.7620	-0.9569	0.0665	-0.7887	-0.9904
3	4.5000	4.0000	2.6645	2.0454	0.0547	2.7405	2.1038
4	6.8000	3.5000	-0.8187	-1.0129	0.0590	-0.8440	-1.0442
5	8.5000	4.7000	0.1614	0.2269	0.0323	0.1641	0.2306
6	8.8000	6.2000	0.0344	0.0487	0.00454	0.0345	0.0488
7	8.4000	6.1000	0.0469	0.0662	0.00718	0.0470	0.0665
8	4.8000	3.8000	-0.3669	-0.5026	0.0440	-0.3753	-0.5141
9	7.7000	5.5000	0.1189	0.1676	0.0242	0.1204	0.1696
10	5.2000	2.7000	-0.1652	-0.2320	0.0256	-0.1673	-0.2350
11	9.2000	4.5000	0.1331	0.1874	0.0284	0.1350	0.1901
12	6.8000	3.5000	-0.8187	-1.0129	0.0590	-0.8440	-1.0442
13	7.7000	4.6000	0.2726	0.3786	0.0493	0.2796	0.3883
14	5.9000	6.3000	0.1502	0.2112	0.0529	0.1543	0.2170
15	5.2000	4.2000	-0.6584	-0.8487	0.0606	-0.6793	-0.8756
16	8.2000	7.3000	0.0173	0.0244	0.00183	0.0173	0.0244
17	4.7000	4.2000	-0.5027	-0.6713	0.0691	-0.5210	-0.6958
18	5.3000	4.3000	-0.7620	-0.9569	0.0665	-0.7887	-0.9904
19	6.3000	4.6000	0.5802	0.7618	0.0697	0.6016	0.7898
20	7.4000	3.2000	-0.8582	-1.0506	0.1115	-0.9105	-1.1146
21	4.4000	3.9000	-0.3243	-0.4472	0.0485	-0.3324	-0.4584
22	6.2000	3.1000	2.4413	1.9699	0.0512	2.5063	2.0223
23	7.2000	3.6000	0.8976	1.0872	0.0728	0.9322	1.1291
24	6.2000	6.2000	0.1401	0.1971	0.0439	0.1433	0.2016
25	6.0000	5.9000	0.2058	0.2880	0.0686	0.2132	0.2984
26	8.2000	4.8000	0.1731	0.2430	0.0340	0.1761	0.2472
27	5.9000	3.9000	-0.7285	-0.9227	0.0381	-0.7427	-0.9408
28	9.9000	4.0000	0.1446	0.2035	0.0395	0.1476	0.2076
29	4.6000	4.1000	2.3022	1.9186	0.0615	2.3765	1.9805
30	9.7000	5.4000	0.0443	0.0626	0.00630	0.0445	0.0628
31	8.8000	4.1000	0.2388	0.3330	0.0565	0.2458	0.3428
32	8.9000	4.2000	0.2063	0.2887	0.0480	0.2114	0.2959
33	6.9000	6.3000	0.0876	0.1236	0.0209	0.0885	0.1249
34	8.4000	5.8000	0.0618	0.0873	0.0103	0.0621	0.0878
35	6.8000	3.7000	-0.9845	-1.1642	0.0525	-1.0114	-1.1960
36	8.2000	4.9000	0.1578	0.2219	0.0309	0.1603	0.2254
37	7.1000	2.6000	-0.4198	-0.5698	0.1054	-0.4439	-0.6024
38	4.9000	3.9000	-0.4247	-0.5759	0.0476	-0.4352	-0.5901
39	6.2000	6.2000	0.1401	0.1971	0.0439	0.1433	0.2016
40	6.2000	4.4000	0.7364	0.9308	0.0598	0.7594	0.9600

## Logistic Regression Results

### The LOGISTIC Procedure

Regression Diagnostics							
Likelihood Residual	Intercept DfBeta	x13 DfBeta	x17 DfBeta	Confidence Interval Displacement C	Confidence Interval Displacement CBar	Delta Deviance	Delta Chi- Square
0.3940	-0.0572	0.0306	0.0630	0.00518	0.00488	0.1552	0.0829
-0.9783	-0.0281	0.1007	-0.0725	0.0443	0.0414	0.9571	0.6221
2.1435	0.4086	-0.5435	-0.0681	0.4349	0.4111	4.5947	7.5105
-1.0335	-0.0350	-0.0692	0.0865	0.0447	0.0420	1.0680	0.7123
0.2288	-0.0261	0.0249	0.0185	0.000898	0.000869	0.0523	0.0269
0.0488	-0.00220	0.00152	0.00201	5.432E-6	5.407E-6	0.00238	0.00119
0.0664	-0.00373	0.00247	0.00351	0.000016	0.000016	0.00440	0.00221
-0.5088	-0.0575	0.0631	0.0219	0.00648	0.00619	0.2588	0.1408
0.1686	-0.0170	0.0111	0.0164	0.000359	0.000350	0.0284	0.0145
-0.2335	-0.0252	0.0144	0.0231	0.000736	0.000717	0.0545	0.0280
0.1887	-0.0193	0.0209	0.0114	0.000533	0.000518	0.0356	0.0182
-1.0335	-0.0350	-0.0692	0.0865	0.0447	0.0420	1.0680	0.7123
0.3837	-0.0529	0.0470	0.0418	0.00406	0.00386	0.1472	0.0782
0.2142	-0.0261	0.00591	0.0352	0.00133	0.00126	0.0459	0.0238
-0.8650	-0.0482	0.0986	-0.0361	0.0298	0.0280	0.7482	0.4615
0.0244	-0.00067	0.000365	0.000699	5.466E-7	5.456E-7	0.000597	0.000299
-0.6851	-0.0615	0.1051	-0.0154	0.0201	0.0188	0.4694	0.2715
-0.9783	-0.0281	0.1007	-0.0725	0.0443	0.0414	0.9571	0.6221
0.7782	-0.0952	0.0395	0.1241	0.0271	0.0252	0.6056	0.3619
-1.0938	-0.0364	-0.1587	0.1647	0.1041	0.0925	1.1963	0.8290
-0.4531	-0.0519	0.0637	0.0146	0.00563	0.00536	0.2053	0.1105
2.0499	0.4057	-0.1004	-0.4585	0.3391	0.3218	4.2021	6.2818
1.1159	-0.0369	0.1540	-0.0510	0.0683	0.0633	1.2452	0.8690
0.1994	-0.0232	0.00697	0.0296	0.000942	0.000901	0.0398	0.0205
0.2933	-0.0411	0.0100	0.0551	0.00335	0.00312	0.0860	0.0455
0.2451	-0.0290	0.0257	0.0224	0.00109	0.00105	0.0601	0.0310
-0.9340	-0.0422	0.0362	0.00782	0.0219	0.0210	0.8724	0.5517
0.2056	-0.0215	0.0287	0.00794	0.000896	0.000860	0.0423	0.0218
2.0072	0.3247	-0.4801	-0.00112	0.3704	0.3476	4.0287	5.6476
0.0627	-0.00331	0.00292	0.00247	0.000013	0.000012	0.00394	0.00198
0.3381	-0.0437	0.0552	0.0197	0.00362	0.00341	0.1143	0.0604
0.2924	-0.0361	0.0436	0.0179	0.00225	0.00215	0.0855	0.0447
0.1242	-0.0108	0.00475	0.0124	0.000167	0.000163	0.0154	0.00783
0.0875	-0.00590	0.00413	0.00538	0.000040	0.000040	0.00766	0.00386
-1.1870	0.0110	-0.0996	0.0391	0.0567	0.0537	1.4090	1.0229
0.2236	-0.0255	0.0218	0.0202	0.000819	0.000794	0.0500	0.0257
-0.5877	-0.0781	-0.0229	0.1261	0.0232	0.0208	0.3454	0.1970
-0.5837	-0.0618	0.0735	0.0167	0.00947	0.00902	0.3407	0.1894
0.1994	-0.0232	0.00697	0.0296	0.000942	0.000901	0.0398	0.0205
0.9492	-0.0829	0.0301	0.1206	0.0367	0.0345	0.9010	0.5767

## Logistic Regression Results

### The LOGISTIC Procedure

Regression Diagnostics							
Case Number	Covariates		Pearson Residual	Deviance Residual	Hat Matrix Diagonal	Standardized Pearson Residual	Standardized Deviance Residual
	X13 - Competitive Pricing	X17 - Price Flexibility					
41	4.8000	3.8000	-0.3669	-0.5026	0.0440	-0.3753	-0.5141
42	6.6000	3.5000	1.3606	1.4476	0.0518	1.3973	1.4866
43	8.4000	4.3000	0.2464	0.3433	0.0511	0.2529	0.3524
44	5.6000	2.9000	-0.2464	-0.3434	0.0361	-0.2510	-0.3498
45	7.4000	4.6000	-3.1201	-2.1788	0.0540	-3.2080	-2.2401
46	8.4000	5.8000	0.0618	0.0873	0.0103	0.0621	0.0878
47	3.8000	4.0000	-0.2573	-0.3580	0.0502	-0.2640	-0.3673
48	6.8000	3.4000	1.3394	1.4335	0.0633	1.3839	1.4812
49	5.2000	2.7000	-0.1652	-0.2320	0.0256	-0.1673	-0.2350
50	5.4000	4.9000	0.7151	0.9088	0.1262	0.7650	0.9723
51	4.9000	3.9000	-0.4247	-0.5759	0.0476	-0.4352	-0.5901
52	5.8000	3.7000	-0.5740	-0.7547	0.0374	-0.5850	-0.7692
53	7.6000	5.4000	0.1376	0.1937	0.0285	0.1396	0.1965
54	5.0000	2.6000	-0.1352	-0.1903	0.0209	-0.1366	-0.1924
55	4.6000	4.1000	-0.4344	-0.5880	0.0615	-0.4484	-0.6069
56	7.8000	3.1000	1.0297	1.2024	0.1539	1.1194	1.3071
57	4.9000	4.3000	-0.6141	-0.8000	0.0755	-0.6387	-0.8320
58	7.6000	5.4000	0.1376	0.1937	0.0285	0.1396	0.1965
59	7.4000	3.2000	-0.8582	-1.0506	0.1115	-0.9105	-1.1146
60	5.6000	2.9000	-0.2464	-0.3434	0.0361	-0.2510	-0.3498



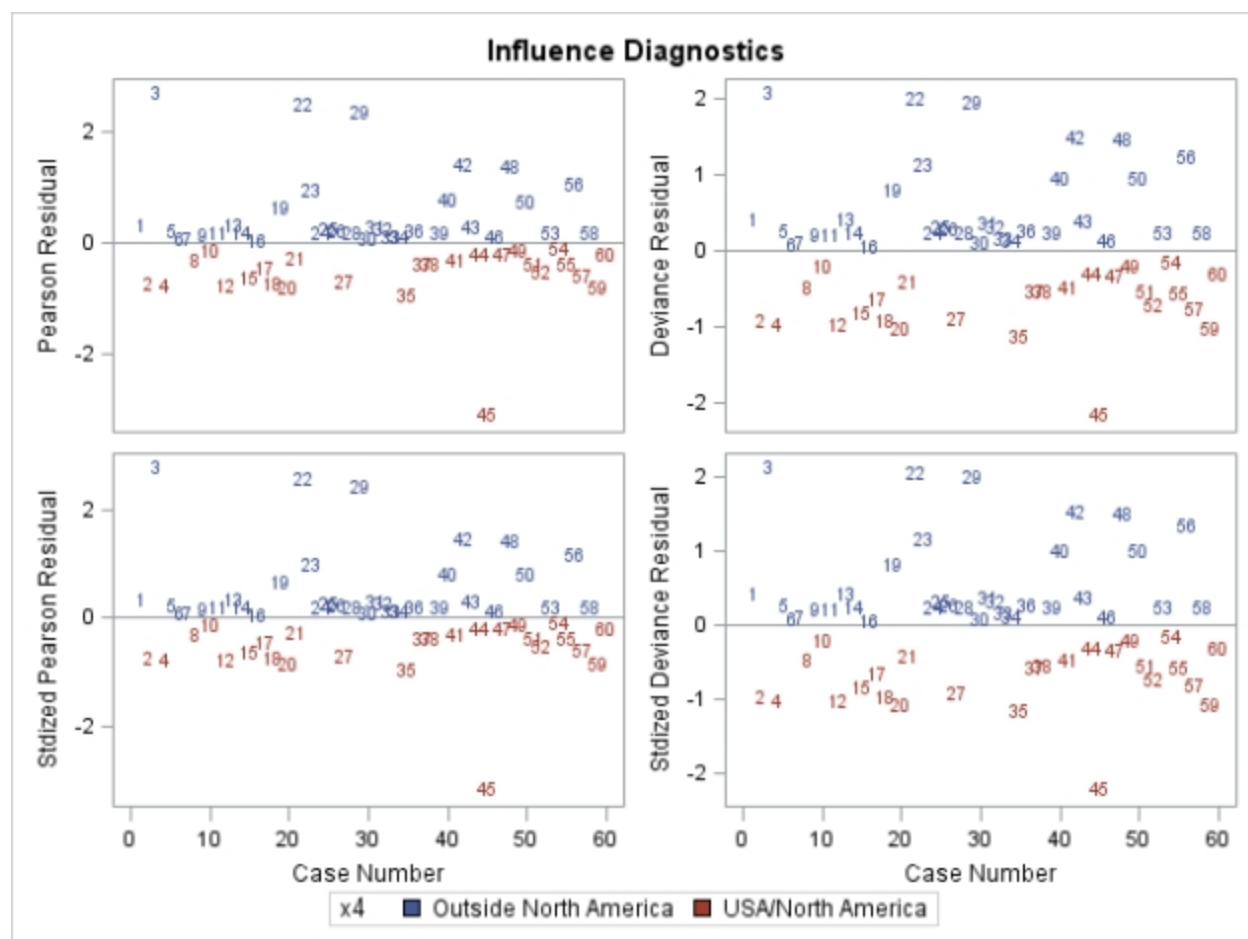
## Logistic Regression Results

### The LOGISTIC Procedure

Regression Diagnostics							
Likelihood Residual	Intercept DfBeta	x13 DfBeta	x17 DfBeta	Confidence Interval Displacement C	Confidence Interval Displacement CBar	Delta Deviance	Delta Chi- Square
-0.5088	-0.0575	0.0631	0.0219	0.00648	0.00619	0.2588	0.1408
1.4821	0.0930	0.0621	-0.1503	0.1067	0.1011	2.1966	1.9524
0.3481	-0.0458	0.0514	0.0266	0.00344	0.00327	0.1211	0.0640
-0.3467	-0.0424	0.0211	0.0407	0.00236	0.00227	0.1202	0.0630
-2.3028	0.6199	-0.5167	-0.5266	0.5875	0.5558	5.3029	10.2911
0.0875	-0.00590	0.00413	0.00538	0.000040	0.000040	0.00766	0.00386
-0.3628	-0.0411	0.0547	0.00857	0.00368	0.00350	0.1317	0.0697
1.4752	0.0917	0.1011	-0.1829	0.1295	0.1213	2.1762	1.9153
-0.2335	-0.0252	0.0144	0.0231	0.000736	0.000717	0.0545	0.0280
0.9486	-0.1027	-0.0510	0.2230	0.0845	0.0739	0.8998	0.5852
-0.5837	-0.0618	0.0735	0.0167	0.00947	0.00902	0.3407	0.1894
-0.7631	-0.0636	0.0427	0.0406	0.0133	0.0128	0.5823	0.3422
0.1951	-0.0213	0.0139	0.0206	0.000571	0.000555	0.0381	0.0195
-0.1914	-0.0189	0.0113	0.0170	0.000399	0.000390	0.0366	0.0187
-0.5984	-0.0613	0.0906	0.000212	0.0132	0.0124	0.3581	0.2011
1.2800	0.0125	0.2802	-0.2286	0.2279	0.1929	1.6385	1.2531
-0.8190	-0.0529	0.1181	-0.0448	0.0333	0.0308	0.6708	0.4079
0.1951	-0.0213	0.0139	0.0206	0.000571	0.000555	0.0381	0.0195
-1.0938	-0.0364	-0.1587	0.1647	0.1041	0.0925	1.1963	0.8290
-0.3467	-0.0424	0.0211	0.0407	0.00236	0.00227	0.1202	0.0630

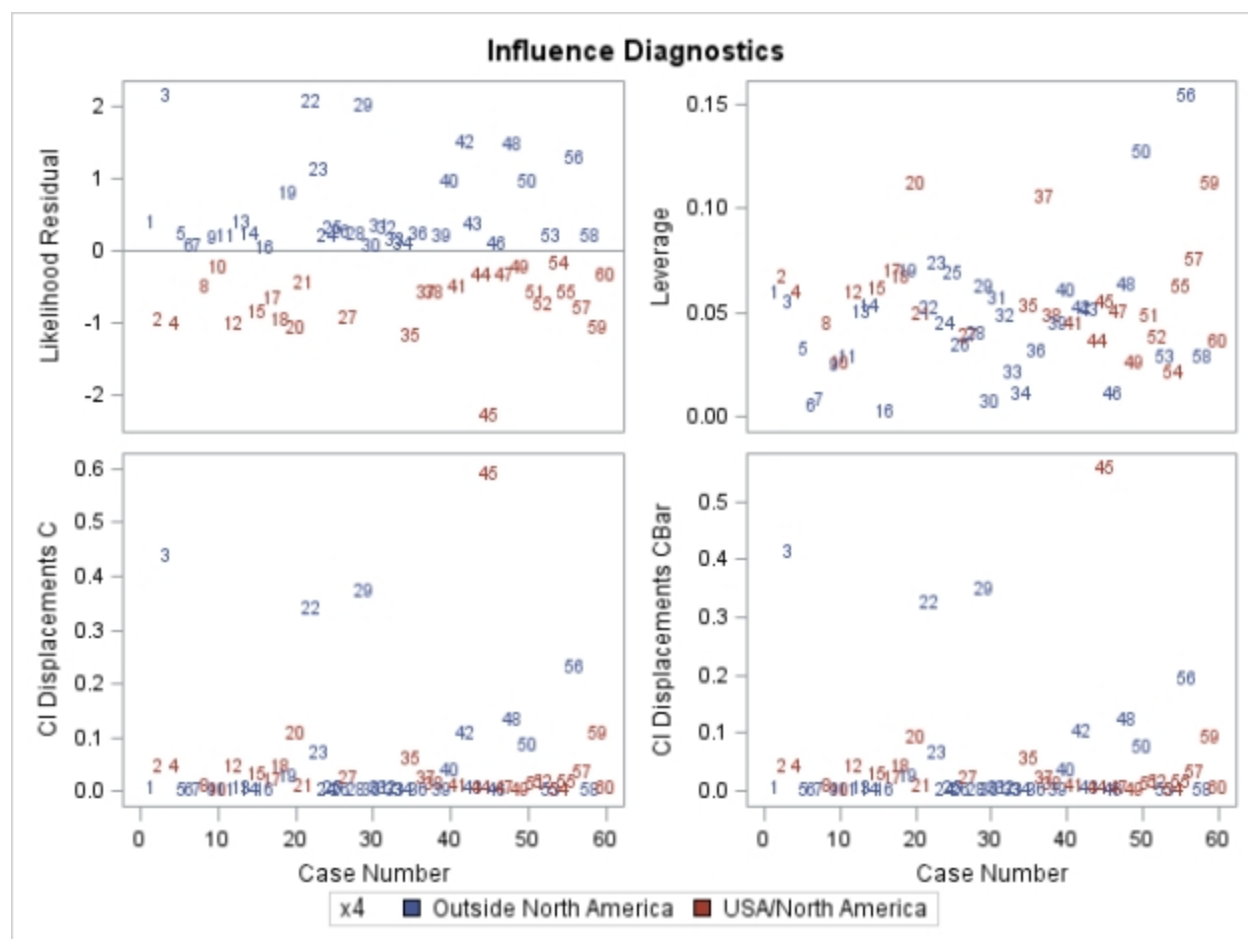
## Logistic Regression Results

### The LOGISTIC Procedure



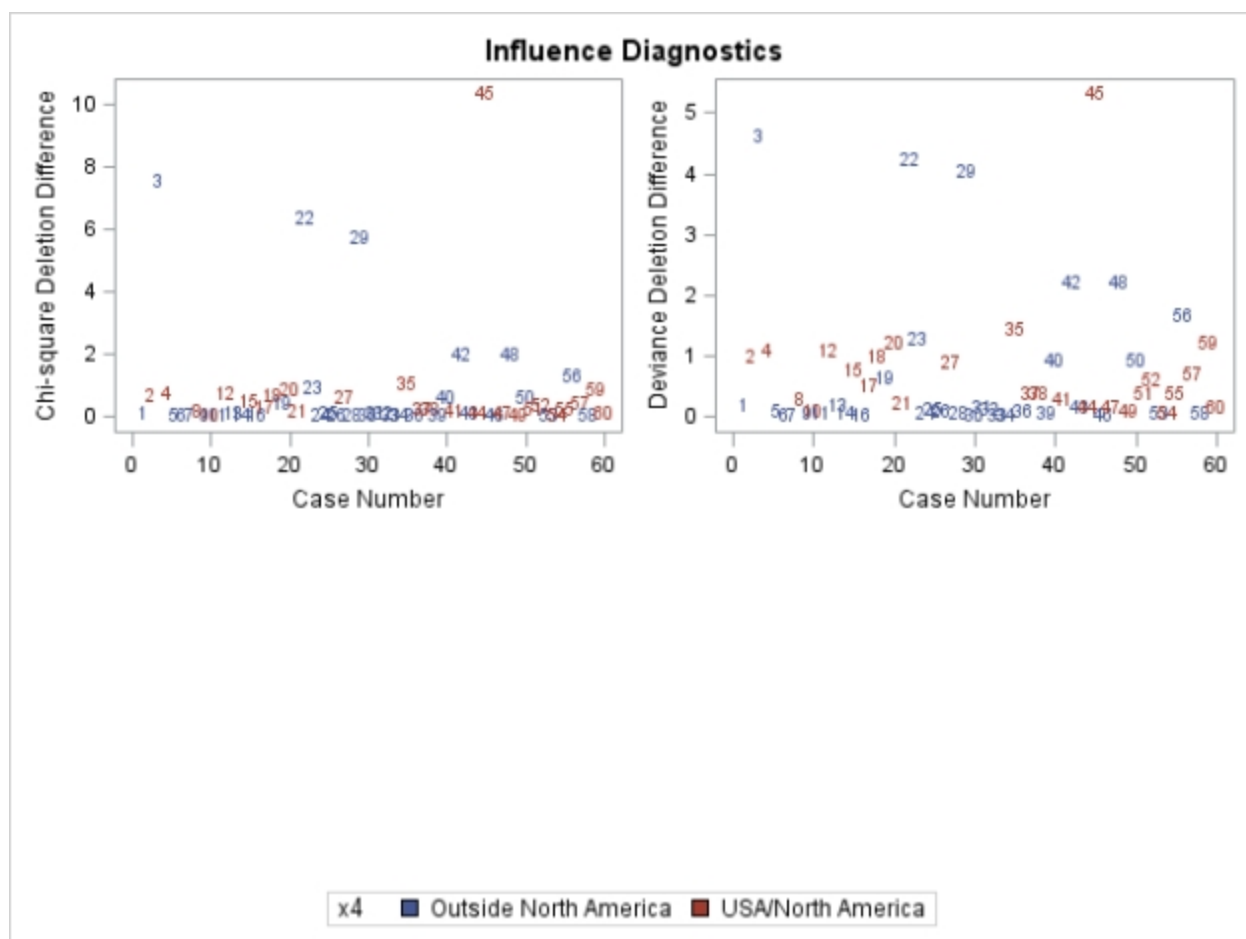
## Logistic Regression Results

### The LOGISTIC Procedure



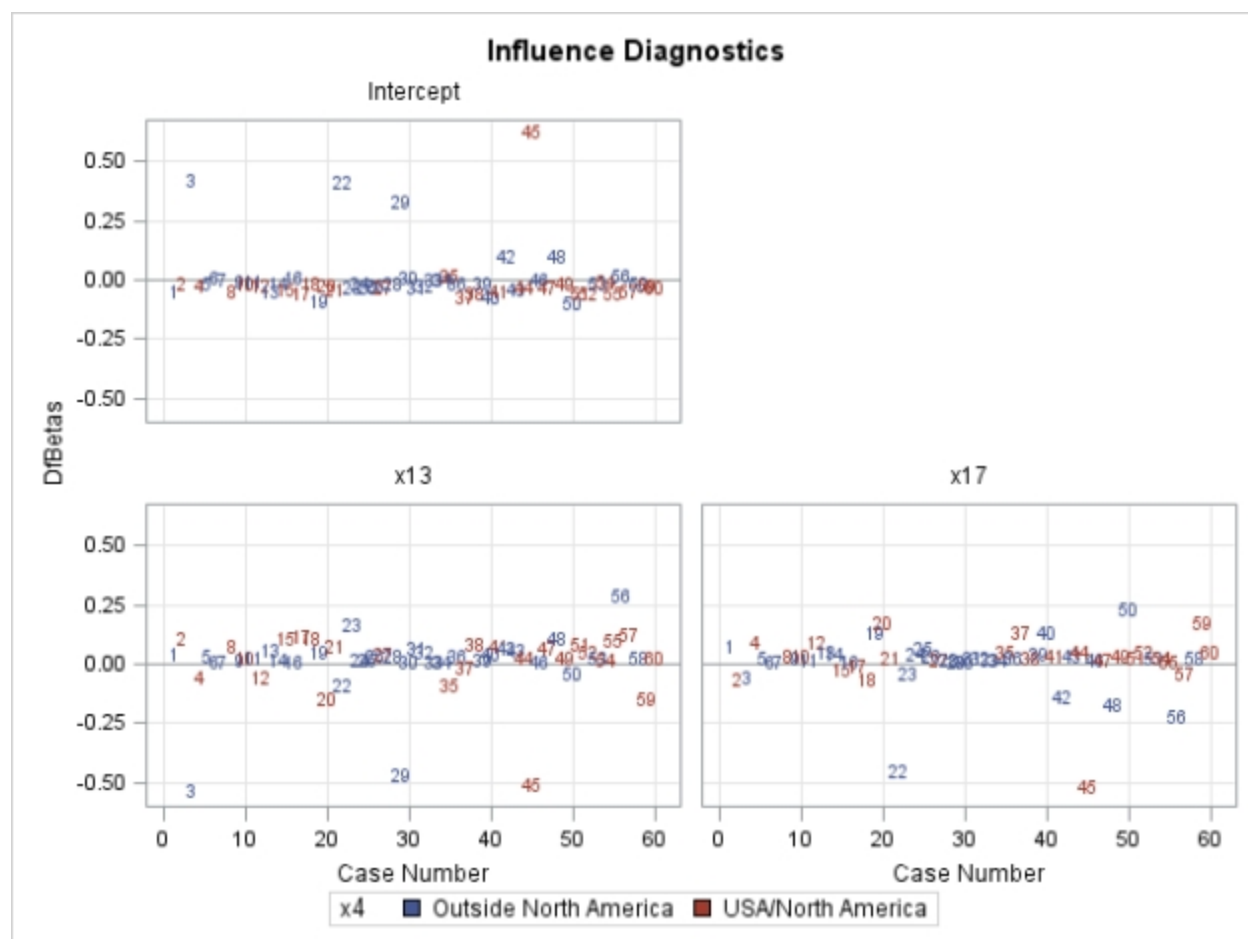
## Logistic Regression Results

### The LOGISTIC Procedure



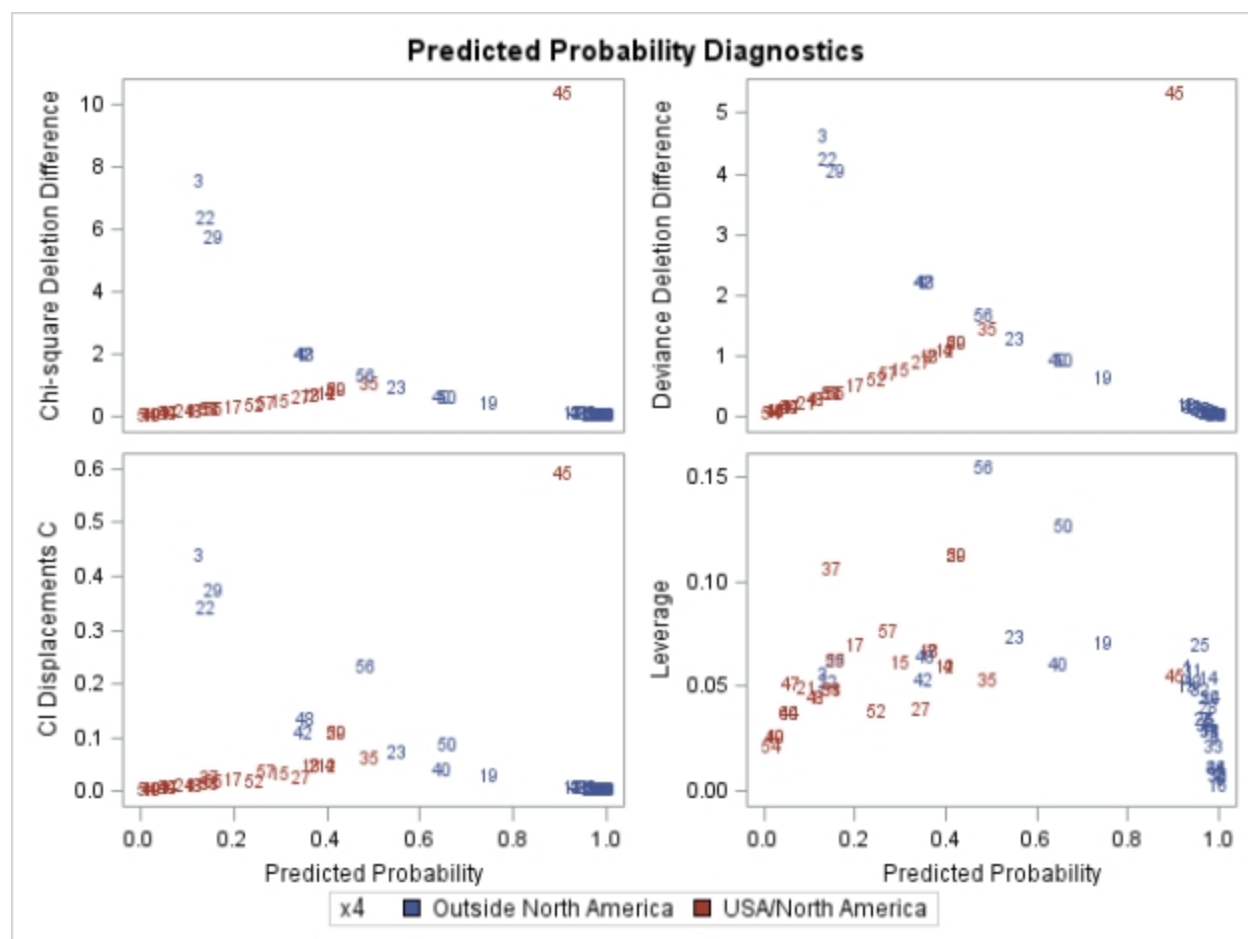
## Logistic Regression Results

### The LOGISTIC Procedure



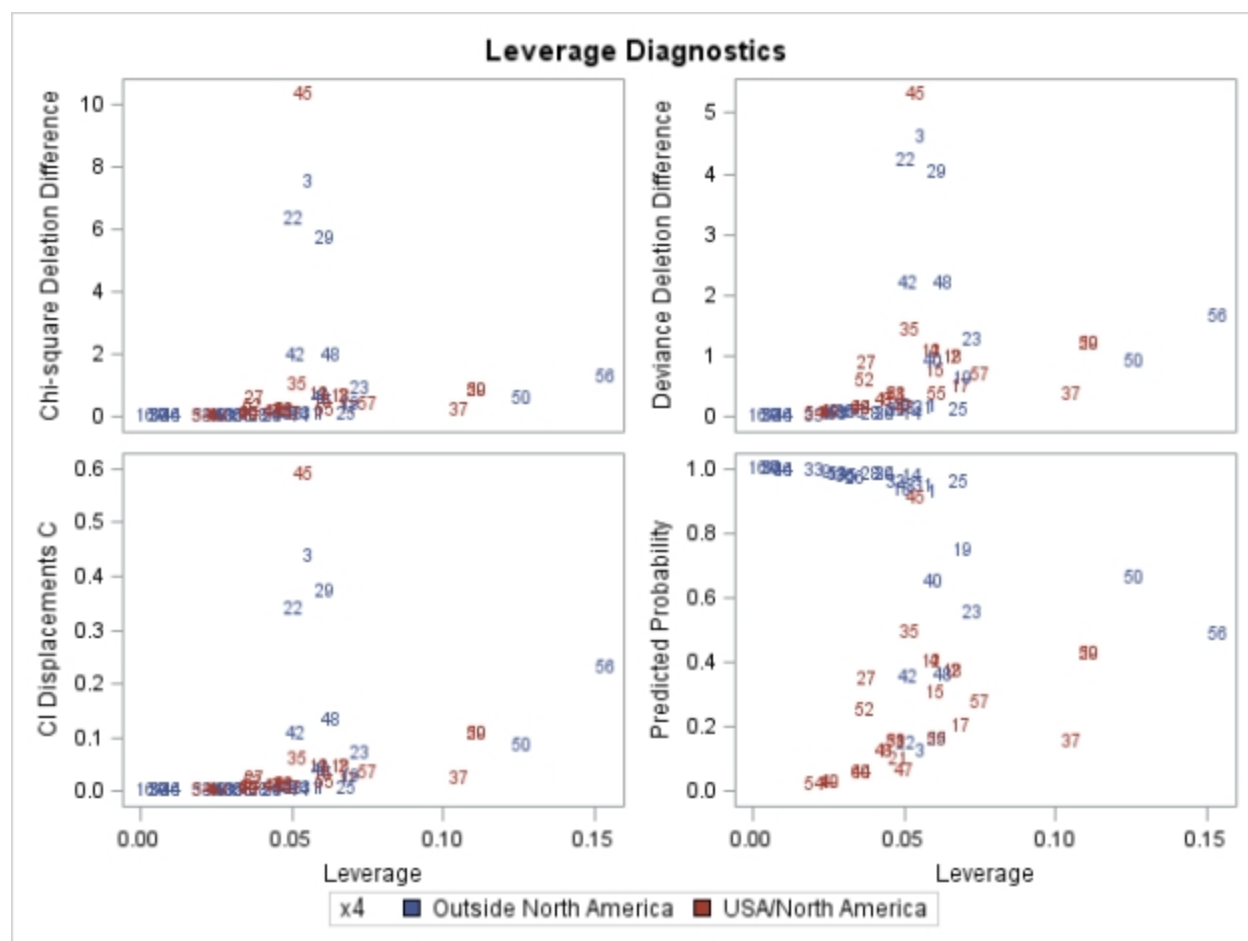
## Logistic Regression Results

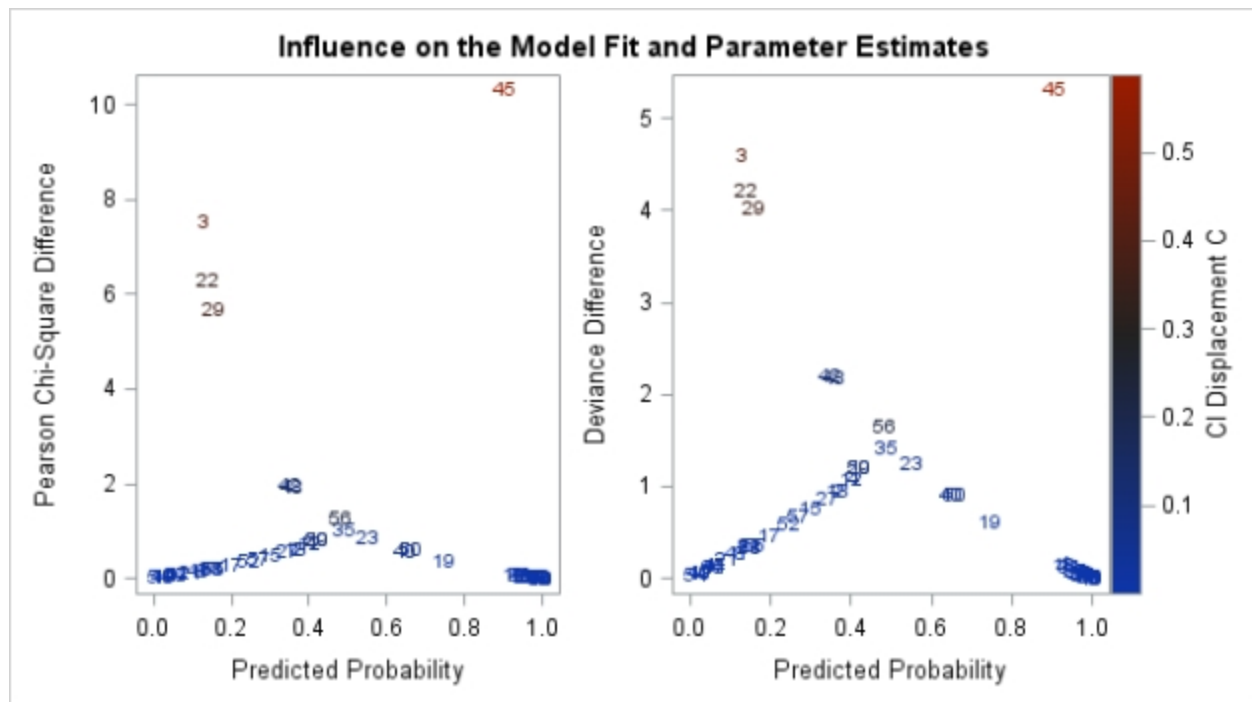
### The LOGISTIC Procedure



## Logistic Regression Results

### The LOGISTIC Procedure

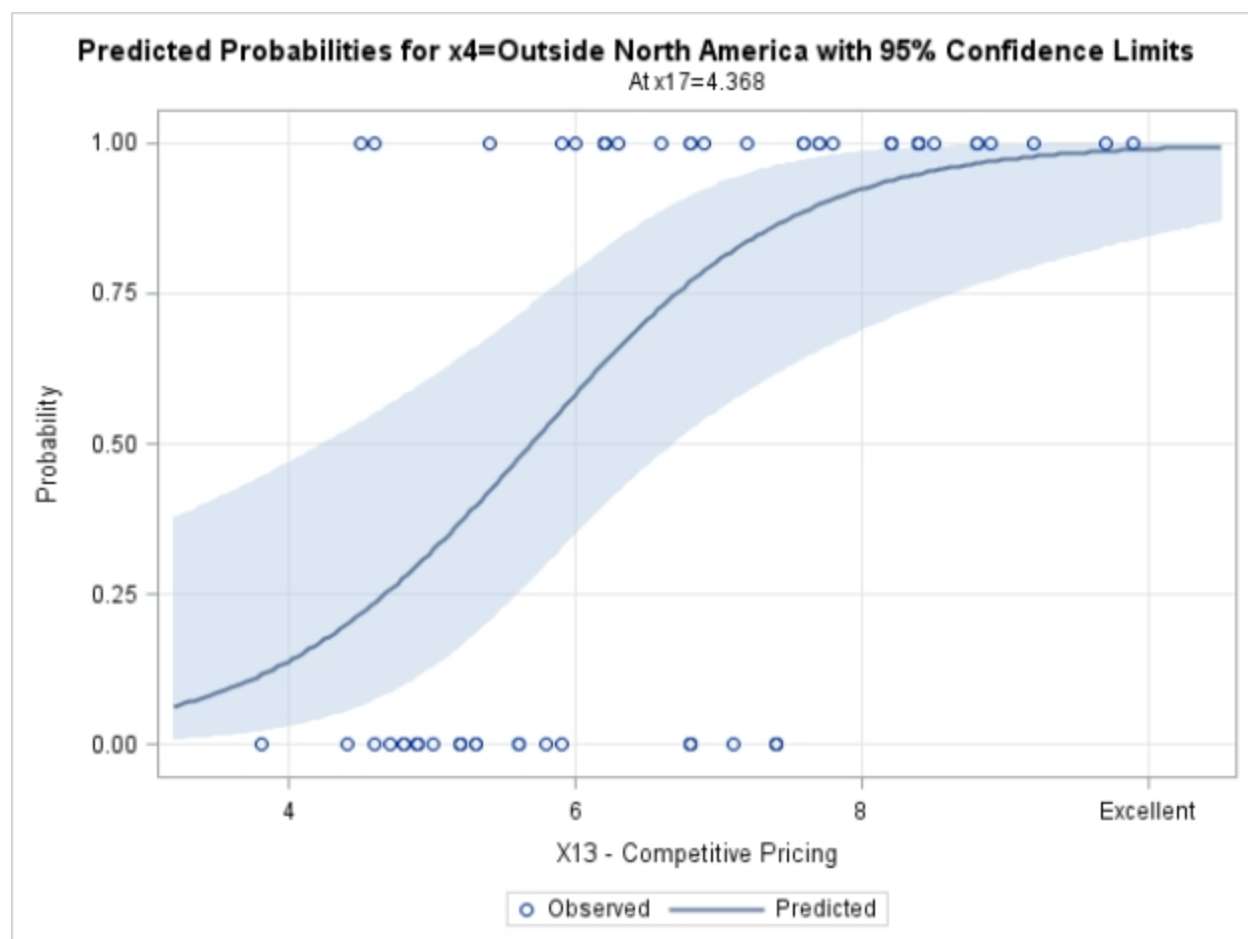






## Logistic Regression Results

### The LOGISTIC Procedure



### Regression Analysis Predictions

id	x1	x2	x3	x4	x5	x6	x7	x8	x9	x10	x11	x12	x13	x14	x15
1	1 to 5 years	Magazine industry	Large (500+)	Outside North America	Direct to customer	8.5	3.9	2.5	5.9	4.8	4.9	6	6.8	4.7	4.3
2	Over 5 years	Newsprint industry	Small (0 to 499)	USA/North America	Indirect through broker	8.2	2.7	5.1	7.2	3.4	7.9	3.1	5.3	5.5	4
3	Over 5 years	Magazine industry	Large (500+)	Outside North America	Direct to customer	9.2	3.4	5.6	5.6	5.4	7.4	5.8	4.5	6.2	4.6
5	1 to 5 years	Magazine industry	Large (500+)	USA/North America	Direct to customer	9	3.4	5.2	4.6	2.2	6	4.5	6.8	6.1	4.5
6	Less than 1 year	Newsprint industry	Small (0 to 499)	Outside North America	Indirect through broker	6.5	2.8	3.1	4.1	4	4.3	3.7	8.5	5.1	9.5
15	1 to 5 years	Magazine industry	Large (500+)	Outside North America	Direct to customer	6.3	4.5	4.7	6.9	4.5	6.8	5.9	8.8	6	5.4
20	Over 5 years	Magazine industry	Large (500+)	Outside North America	Indirect through broker	9.1	4.5	3.6	6.4	5.3	5.3	7.1	8.4	5.8	6.7
27	Over 5 years	Magazine industry	Small (0 to 499)	USA/North America	Indirect through broker	8.5	3	7.2	5.8	4.1	7.6	3.7	4.8	6.9	6.7
30	Less than 1 year	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	7.6	3.6	3	4	5.1	4.2	4.6	7.7	4.9	7.2
31	Less than 1 year	Newsprint industry	Small (0 to 499)	USA/North America	Direct to customer	6.9	3.4	8.5	4.3	4.5	6.4	4.7	5.2	7.7	3.3
33	Less than 1 year	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	6.7	3.7	6.5	5.3	5.3	5.1	4.9	9.2	5.7	4.2
37	1 to 5 years	Magazine industry	Small (0 to 499)	USA/North America	Direct to customer	9	3.4	5.9	4.6	3.9	6	4.5	6.8	6.4	4.3
38	Over 5 years	Magazine industry	Large (500+)	Outside North America	Direct to customer	9.6	4.1	6.2	7.3	2.9	7.7	5.5	7.7	6.1	4.4

### Regression Analysis Predictions

x16	x17	x18	x19	x20	x21	x22	x23	split60	split50	_FROM_	_INTO_
5	5.1	3.7	8.2	8	8.4	65.1	Yes, would consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
3.9	4.3	4.9	5.7	6.5	7.5	67.1	No, would not consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
5.4	4	4.5	8.9	8.4	9	72.1	Yes, would consider	Estimation Sample	Estimation Sample	Outside North America	USA/North America
4.5	3.5	3.5	7.1	6.6	9	57.1	No, would not consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
3.6	4.7	3.3	4.7	6.3	6.1	50.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
4.8	6.2	5.2	8	7	7.6	62.1	Yes, would consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
4.5	6.1	4.4	7.6	8.5	8.8	67.1	Yes, would consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
5.3	3.8	4.4	6.3	7.1	7	70.1	No, would not consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
4.7	5.5	3.5	5.4	5.5	6.2	52.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
3.7	2.7	3.3	6.1	6.8	7.1	44.1	No, would not consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
3.5	4.5	3.4	5.4	6.5	7.6	44.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
3.9	3.5	3.5	7.1	8	7.2	57.1	No, would not consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
5.2	4.6	4.9	8.7	9.9	9.9	77.1	Yes, would consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America

### Regression Analysis Predictions

IP_Outside_North_America	IP_USA_North_America	LEVEL	lower_x4	upper_x4	reschi_x4
0.92759	0.07241	Outside North America	0.67181	0.98768	0.27939
0.36736	0.63264	Outside North America	0.16908	0.62365	-0.76203
0.12347	0.87653	Outside North America	0.03377	0.36212	2.66447
0.40130	0.59870	Outside North America	0.20241	0.63905	-0.81872
0.97460	0.02540	Outside North America	0.80366	0.99723	0.16145
0.99881	0.00119	Outside North America	0.94782	0.99997	0.03444
0.99781	0.00219	Outside North America	0.92892	0.99994	0.04687
0.11867	0.88133	Outside North America	0.03641	0.32423	-0.36695
0.98606	0.01394	Outside North America	0.84037	0.99895	0.11889
0.02655	0.97345	Outside North America	0.00386	0.16098	-0.16515
0.98260	0.01740	Outside North America	0.81864	0.99859	0.13307
0.40130	0.59870	Outside North America	0.20241	0.63905	-0.81872
0.93083	0.06917	Outside North America	0.70757	0.98681	0.27260

### Regression Analysis Predictions

resdev_x4	difdev_x4	difchisq_x4
0.38772	0.15521	0.0829
-0.95693	0.95710	0.6221
2.04538	4.59465	7.5105
-1.01292	1.06803	0.7123
0.22685	0.05233	0.0269
0.04870	0.00238	0.0012
0.06625	0.00440	0.0022
-0.50264	0.25884	0.1408
0.16755	0.02842	0.0145
-0.23199	0.05454	0.0280
0.18736	0.03562	0.0182
-1.01292	1.06803	0.7123
0.37863	0.14722	0.0782

### Regression Analysis Predictions

id	x1	x2	x3	x4	x5	x6	x7	x8	x9	x10	x11	x12	x13	x14	x15
44	1 to 5 years	Newsprint industry	Large (500+)	Outside North America	Direct to customer	5.1	5.1	6.6	6.9	4.4	5.4	7.8	5.9	7.2	5.2
45	Over 5 years	Newsprint industry	Small (0 to 499)	USA/North America	Indirect through broker	8	2.5	4.7	7.1	3.6	7.7	3	5.2	5.1	3.9
48	1 to 5 years	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	5.7	3.8	6.8	7.5	5.7	5.7	6	8.2	6.6	4.8
50	Over 5 years	Newsprint industry	Large (500+)	USA/North America	Direct to customer	7.9	3.9	4.3	5.8	4.4	6.9	5.8	4.7	5.2	3.6
52	Over 5 years	Newsprint industry	Small (0 to 499)	USA/North America	Indirect through broker	8.2	2.7	3.7	7.4	2.7	7.9	3.1	5.3	5.3	5
53	Over 5 years	Magazine industry	Large (500+)	Outside North America	Direct to customer	9.4	2.5	4.8	6.1	3.2	7.3	4.6	6.3	6.3	9.2
56	Over 5 years	Newsprint industry	Small (0 to 499)	USA/North America	Indirect through broker	9.3	3.8	7.3	5.7	3.7	6.4	5.5	7.4	6.6	5.9
58	Over 5 years	Newsprint industry	Small (0 to 499)	USA/North America	Indirect through broker	7.6	3.6	5.2	5.8	5.6	6.6	5.4	4.4	6.7	6.4
64	Less than 1 year	Magazine industry	Large (500+)	Outside North America	Indirect through broker	7.7	2.2	6.3	4.5	2.4	4.7	3.4	6.2	6	4.7
65	Less than 1 year	Magazine industry	Large (500+)	Outside North America	Indirect through broker	6.6	3.6	5.8	4.1	4.9	4.7	4.8	7.2	6.5	3.9
67	1 to 5 years	Newsprint industry	Small (0 to 499)	Outside North America	Indirect through broker	5.7	4	7.9	6.4	2.7	5.5	5.1	6.2	7.5	6.4
68	1 to 5 years	Newsprint industry	Small (0 to 499)	Outside North America	Direct to customer	5.5	3.7	4.7	5.4	4.3	5.3	4.9	6	5.6	2.5
87	Less than 1 year	Magazine industry	Small (0 to 499)	Outside North America	Indirect through broker	5	3.6	1.3	3	3.5	4.2	4.9	8.2	4.3	7.6

### Regression Analysis Predictions

x16	x17	x18	x19	x20	x21	x22	x23	split60	split50	_FROM_	_INTO_
4.9	6.3	4.5	7.6	7.9	8.4	55.1	Yes, would consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
4.3	4.2	4.7	5.5	5.6	6.5	65.1	No, would not consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
6.5	7.3	5.2	7.6	7.6	7.1	60.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
4.1	4.2	4.3	8.6	7.8	7.6	61.1	Yes, would consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
4.5	4.3	4.9	5.7	7.1	8.2	67.1	Yes, would consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
4.7	4.6	4.6	8.7	9	9	66.1	Yes, would consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
4.1	3.2	3.4	7.7	7.6	8.9	59.1	Yes, would consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
4.6	3.9	4	8.2	7.5	7.5	58.1	Yes, would consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
3.3	3.1	2.6	6	6	8.1	47.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	USA/North America
3.5	3.6	2.8	5.4	6.9	7.1	48.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
5	6.2	4.5	6.4	5.6	6.2	50.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
4.5	5.9	4.3	6.1	6.3	8.2	48.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
2.4	4.8	3.1	5.2	5.5	6	48.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America

### Regression Analysis Predictions

IP_Outside_North_America	IP_USA_North_America	_LEVEL_	lower_x4	upper_x4	reschi_x4
0.97794	0.02206	Outside North America	0.67315	0.99895	0.15018
0.30241	0.69759	Outside North America	0.13163	0.55352	-0.65841
0.99970	0.00030	Outside North America	0.96325	1.00000	0.01727
0.20175	0.79825	Outside North America	0.06544	0.47705	-0.50273
0.36736	0.63264	Outside North America	0.16908	0.62365	-0.76203
0.74814	0.25186	Outside North America	0.47412	0.90730	0.58021
0.42415	0.57585	Outside North America	0.16379	0.73473	-0.85824
0.09515	0.90485	Outside North America	0.02358	0.31408	-0.32428
0.14368	0.85632	Outside North America	0.04523	0.37275	2.44131
0.55379	0.44621	Outside North America	0.29982	0.78248	0.89763
0.98076	0.01924	Outside North America	0.71948	0.99901	0.14008
0.95938	0.04062	Outside North America	0.63683	0.99687	0.20576
0.97091	0.02909	Outside North America	0.79546	0.99652	0.17309



### Regression Analysis Predictions

resdev_x4	difdev_x4	difchisq_x4
0.21121	0.04587	0.0238
-0.84867	0.74823	0.4615
0.02442	0.00060	0.0003
-0.67131	0.46941	0.2715
-0.95693	0.95710	0.6221
0.76179	0.60555	0.3619
-1.05063	1.19630	0.8290
-0.44718	0.20533	0.1105
1.96986	4.20212	6.2818
1.08717	1.24524	0.8690
0.19714	0.03976	0.0205
0.28797	0.08605	0.0455
0.24299	0.06010	0.0310

### Regression Analysis Predictions

id	x1	x2	x3	x4	x5	x6	x7	x8	x9	x10	x11	x12	x13	x14	x15
88	1 to 5 years	Magazine industry	Small (0 to 499)	USA/North America	Direct to customer	7.7	2.6	8	6.7	3.5	7.2	4.3	5.9	6.9	7.7
92	Less than 1 year	Newsprint industry	Small (0 to 499)	Outside North America	Indirect through broker	7.1	4.2	4.1	2.6	2.1	3.3	4.5	9.9	5.5	3.5
94	Over 5 years	Magazine industry	Large (500+)	Outside North America	Direct to customer	9.3	3.5	5.4	7.8	4.6	7.5	5.9	4.6	6.4	4.9
100	1 to 5 years	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	7.9	3	4.4	5.1	5.9	4.2	4.8	9.7	5.7	5.8
4	Less than 1 year	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	6.4	3.3	7	3.7	4.7	4.7	4.5	8.8	7	3.6
7	Less than 1 year	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	6.9	3.7	5	2.6	2.1	2.3	5.4	8.9	4.8	2.5
8	1 to 5 years	Magazine industry	Large (500+)	Outside North America	Indirect through broker	6.2	3.3	3.9	4.8	4.6	3.6	5.1	6.9	5.4	4.8
10	Less than 1 year	Magazine industry	Large (500+)	Outside North America	Indirect through broker	6.4	4.5	5.1	6.1	4.7	5.7	5.7	8.4	5.4	5.3
11	Over 5 years	Magazine industry	Large (500+)	USA/North America	Direct to customer	8.7	3.2	4.6	4.8	2.7	6.8	4.6	6.8	5.8	7.5
12	Less than 1 year	Magazine industry	Large (500+)	Outside North America	Indirect through broker	6.1	4.9	6.3	3.9	4.4	3.9	6.4	8.2	5.8	5.9
14	Over 5 years	Newsprint industry	Small (0 to 499)	USA/North America	Direct to customer	9.2	3.9	5.7	5.5	2.4	8.4	4.8	7.1	6.7	3
16	Over 5 years	Magazine industry	Small (0 to 499)	USA/North America	Indirect through broker	8.7	3.2	4	6.8	3.2	7.8	3.8	4.9	6.1	5

### Regression Analysis Predictions

x16	x17	x18	x19	x20	x21	x22	x23	split60	split50	_FROM_	_INTO_
5.1	3.9	4.3	8.2	7.6	8.2	52.1	No, would not consider	Estimation Sample	Estimation Sample	USA/North America	USA/North America
2	4	2.4	4.8	5	6.5	51.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
4.8	4.1	4.6	8.9	7.6	8.9	72.1	Yes, would consider	Estimation Sample	Estimation Sample	Outside North America	USA/North America
3.4	5.4	3.5	6.4	7.3	7	57.1	No, would not consider	Estimation Sample	Estimation Sample	Outside North America	Outside North America
4.3	4.1	3	4.8	6	7.2	40.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
2.1	4.2	2	5.7	7.8	7.2	41.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
4.3	6.3	3.7	6.3	5.8	7.7	56.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
4.1	5.8	4.4	5.5	5.9	6.7	59.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
3.8	3.7	4	7.4	7	8.4	68.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
3	4.9	3.2	6	6.3	6.6	53.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
4.5	2.6	4.2	7.6	6.9	8.2	72.1	Yes, would consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
4.3	3.9	4.5	6.6	6.4	7.1	71.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America

### Regression Analysis Predictions

IP_Outside_North_America	IP_USA_North_America	_LEVEL_	lower_x4	upper_x4	reschi_x4
0.34668	0.65332	Outside North America	0.19190	0.54250	-0.72846
0.97951	0.02049	Outside North America	0.75345	0.99866	0.14463
0.15873	0.84127	Outside North America	0.04750	0.41651	2.30217
0.99804	0.00196	Outside North America	0.93801	0.99994	0.04432
0.94607	0.05393	Outside North America	0.69059	0.99280	0.23877
0.95918	0.04082	Outside North America	0.72842	0.99517	0.20630
0.99239	0.00761	Outside North America	0.83395	0.99970	0.08756
0.99619	0.00381	Outside North America	0.91228	0.99985	0.06180
0.49219	0.50781	Outside North America	0.28302	0.70413	-0.98450
0.97569	0.02431	Outside North America	0.81090	0.99734	0.15785
0.14984	0.85016	Outside North America	0.02879	0.51172	-0.41982
0.15281	0.84719	Outside North America	0.05208	0.37191	-0.42470

### Regression Analysis Predictions

resdev_x4	difdev_x4	difchisq_x4
-0.92270	0.87241	0.5517
0.20348	0.04226	0.0218
1.91862	4.02868	5.6476
0.06264	0.00394	0.0020
0.33300	0.11430	0.0604
0.28872	0.08550	0.0447
0.12359	0.01544	0.0078
0.08732	0.00766	0.0039
-1.16417	1.40900	1.0229
0.22186	0.05002	0.0257
-0.56979	0.34543	0.1970
-0.57589	0.34067	0.1894

### Regression Analysis Predictions

id	x1	x2	x3	x4	x5	x6	x7	x8	x9	x10	x11	x12	x13	x14	x15
17	1 to 5 years	Newsprint industry	Small (0 to 499)	Outside North America	Direct to customer	5.7	4	6.7	6	3.3	5.5	5.1	6.2	6.7	5.4
24	Over 5 years	Magazine industry	Large (500+)	Outside North America	Direct to customer	9.3	2.4	2.6	7.2	2.2	7.2	4.5	6.2	6.4	4.2
29	Over 5 years	Magazine industry	Small (0 to 499)	USA/North America	Indirect through broker	8.5	3	5.7	6	2.3	7.6	3.7	4.8	5.8	6
32	Less than 1 year	Magazine industry	Large (500+)	Outside North America	Indirect through broker	8.1	2.5	7.2	4.5	2.3	5.1	3.8	6.6	6.8	6.1
35	Less than 1 year	Magazine industry	Large (500+)	Outside North America	Indirect through broker	6.7	4	5.2	3.9	3	5.4	6.8	8.4	6.2	6
36	Less than 1 year	Magazine industry	Small (0 to 499)	USA/North America	Indirect through broker	8.7	3.2	6.1	4.3	3.5	6.1	2.9	5.6	6.1	6.5
43	Over 5 years	Magazine industry	Large (500+)	USA/North America	Direct to customer	9.3	5.1	4.6	6.8	5.8	6.6	6.3	7.4	5.1	4.1
46	1 to 5 years	Magazine industry	Large (500+)	Outside North America	Indirect through broker	5.9	4.1	5.7	5.9	5.8	6.4	5.5	8.4	6.4	5.1
47	Over 5 years	Newsprint industry	Small (0 to 499)	USA/North America	Direct to customer	Excellent	4.3	7.1	6.3	2.9	5.4	4.5	3.8	6.7	3.7
49	Over 5 years	Magazine industry	Small (0 to 499)	Outside North America	Direct to customer	9.9	3.7	3.7	6.1	4.2	7	6.7	6.8	5.9	7.2
54	Less than 1 year	Newsprint industry	Small (0 to 499)	USA/North America	Direct to customer	6.9	3.4	5.7	4.4	3.3	6.4	4.7	5.2	6.4	4.4
60	Over 5 years	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	9.9	2.8	7.2	6.9	2.6	5.8	3.5	5.4	6.2	7
61	Over 5 years	Magazine industry	Small (0 to 499)	USA/North America	Indirect through broker	8.7	3.2	8.4	6.1	2.8	7.8	3.8	4.9	7.2	4.5

### Regression Analysis Predictions

x16	x17	x18	x19	x20	x21	x22	x23	split60	split50	_FROM_	_INTO_
4.2	6.2	4.5	6.4	7.5	7.2	50.1	Yes, would consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
6.7	4.4	4.5	8.6	8.1	8	65.1	Yes, would consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
5.7	3.8	4.4	6.3	6.9	7.2	70.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
3	3.5	3	6.4	5.8	6.2	51.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	USA/North America
2.5	4.3	3.5	6.3	6.6	6.7	54.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
3.1	2.9	2.5	5.4	4.6	7.1	51.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
4.6	4.6	4.3	8.9	7.8	7.6	72.1	Yes, would consider	Estimation Sample	Validation Sample	USA/North America	Outside North America
5.2	5.8	4.8	7.4	8.6	7.7	58.1	Yes, would consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
5	4	3.5	7.1	8.8	8	67.1	Yes, would consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
4.5	3.4	3.9	8.7	8.1	8.5	67.1	Yes, would consider	Estimation Sample	Validation Sample	Outside North America	USA/North America
3.2	2.7	3.3	6.1	7	7.2	44.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
5.6	4.9	4	7.9	8.5	8.5	61.1	Yes, would consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
5.4	3.9	4.5	6.6	6.9	7.2	71.1	Yes, would consider	Estimation Sample	Validation Sample	USA/North America	USA/North America

### Regression Analysis Predictions

IP_Outside_North_America	IP_USA_North_America	LEVEL	lower_x4	upper_x4	reschi_x4
0.98076	0.01924	Outside North America	0.71948	0.99901	0.14008
0.64841	0.35159	Outside North America	0.40332	0.83420	0.73637
0.11867	0.88133	Outside North America	0.03641	0.32423	-0.36695
0.35072	0.64928	Outside North America	0.17499	0.57908	1.36060
0.94277	0.05723	Outside North America	0.70980	0.99107	0.24639
0.05725	0.94275	Outside North America	0.01208	0.23175	-0.24643
0.90685	0.09315	Outside North America	0.67009	0.97902	-3.12015
0.99619	0.00381	Outside North America	0.91228	0.99985	0.06180
0.06207	0.93793	Outside North America	0.01062	0.28986	-0.25725
0.35791	0.64209	Outside North America	0.16612	0.60933	1.33939
0.02655	0.97345	Outside North America	0.00386	0.16098	-0.16515
0.66167	0.33833	Outside North America	0.30983	0.89495	0.71508
0.15281	0.84719	Outside North America	0.05208	0.37191	-0.42470



### Regression Analysis Predictions

resdev_x4	difdev_x4	difchisq_x4
0.19714	0.03976	0.0205
0.93085	0.90095	0.5767
-0.50264	0.25884	0.1408
1.44759	2.19665	1.9524
0.34333	0.12114	0.0640
-0.34339	0.12019	0.0630
-2.17878	5.30289	10.2911
0.08732	0.00766	0.0039
-0.35800	0.13166	0.0697
1.43350	2.17622	1.9153
-0.23199	0.05454	0.0280
0.90884	0.89984	0.5852
-0.57589	0.34067	0.1894

### Regression Analysis Predictions

id	x1	x2	x3	x4	x5	x6	x7	x8	x9	x10	x11	x12	x13	x14	x15
63	Less than 1 year	Magazine industry	Small (0 to 499)	USA/North America	Direct to customer	8.8	3.9	3.8	5.1	4.3	4.7	4.8	5.8	5	7.2
69	Less than 1 year	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	7.5	3.5	3.8	3.5	2.9	4.1	4.5	7.6	5.1	5.2
72	Less than 1 year	Newsprint industry	Small (0 to 499)	USA/North America	Direct to customer	6.7	3.2	3	3.7	4.8	6.3	4.5	5	5.2	2.5
79	Over 5 years	Magazine industry	Small (0 to 499)	USA/North America	Direct to customer	9.3	3.5	6.3	7.6	5.5	7.5	5.9	4.6	6.6	3.1
80	Less than 1 year	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	7.1	3.4	4.9	4.1	4	5	5.9	7.8	6.1	3.5
81	Over 5 years	Magazine industry	Large (500+)	USA/North America	Indirect through broker	9.9	3	7.4	4.8	4	5.9	4.8	4.9	5.9	6.9
86	Less than 1 year	Newsprint industry	Large (500+)	Outside North America	Indirect through broker	7.5	3.5	4.1	4.5	3.5	4.1	4.5	7.6	4.9	2.8
95	Over 5 years	Newsprint industry	Large (500+)	USA/North America	Indirect through broker	9.3	3.8	4	4.6	4.7	6.4	5.5	7.4	5.3	4.8
98	Less than 1 year	Magazine industry	Small (0 to 499)	USA/North America	Direct to customer	8.7	3.2	3.3	3.2	3.1	6.1	2.9	5.6	5	4.3

### Regression Analysis Predictions

x16	x17	x18	x19	x20	x21	x22	x23	split60	split50	_FROM_	_INTO_
4.4	3.7	2.9	6.3	5.5	8	44.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
4	5.4	3.4	5.2	5.8	5.8	51.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
2.9	2.6	3.1	5.8	6	7	43.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
5.2	4.1	4.6	8.9	7.3	8.1	72.1	Yes, would consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
2.6	3.1	2.7	5.7	5.8	7.6	44.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	USA/North America
3.2	4.3	3.8	7.1	7.9	8.8	63.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
3.4	5.4	3.4	5.2	6	7.2	51.1	No, would not consider	Estimation Sample	Validation Sample	Outside North America	Outside North America
3.6	3.2	3.4	7.7	7.3	8.4	59.1	Yes, would consider	Estimation Sample	Validation Sample	USA/North America	USA/North America
3.1	2.9	2.5	5.4	7	7.7	51.1	No, would not consider	Estimation Sample	Validation Sample	USA/North America	USA/North America

### Regression Analysis Predictions

IP_Outside_North_America	IP_USA_North_America	_LEVEL_	lower_x4	upper_x4	reschi_x4
0.24781	0.75219	Outside North America	0.12042	0.44220	-0.57397
0.98142	0.01858	Outside North America	0.82023	0.99837	0.13761
0.01795	0.98205	Outside North America	0.00216	0.13378	-0.13520
0.15873	0.84127	Outside North America	0.04750	0.41651	-0.43437
0.48538	0.51462	Outside North America	0.16841	0.81457	1.02968
0.27385	0.72615	Outside North America	0.10127	0.55794	-0.61410
0.98142	0.01858	Outside North America	0.82023	0.99837	0.13761
0.42415	0.57585	Outside North America	0.16379	0.73473	-0.85824
0.05725	0.94275	Outside North America	0.01208	0.23175	-0.24643

### Regression Analysis Predictions

resdev_x4	difdev_x4	difchisq_x4
-0.75467	0.58233	0.3422
0.19369	0.03807	0.0195
-0.19034	0.03662	0.0187
-0.58795	0.35806	0.2011
1.20235	1.63851	1.2531
-0.79999	0.67080	0.4079
0.19369	0.03807	0.0195
-1.05063	1.19630	0.8290
-0.34339	0.12019	0.0630