

Support For Competitiveness Of Automotive Sector Via Disclaims Tax: Recof

Oduvaldo Vendrametto^{*}, Jorge Monteiro Júnior⁺, Adilson Rocha[#]

^{*} UNIP – Universidade Paulista CPF: 058.783.068-91

⁺ UNIP – Universidade Paulista / FATEC – Faculdade de Tecnologia de Santos CPF: 031.255.138-04

[#] UNIP – Universidade Paulista / FATEC – Faculdade de Tecnologia de Sorocaba CPF: 122.737.808-42

Email: oduvaldov@uol.com.br, jorgemonteiro@uol.com.br, adrocha@terra.com.br

Abstract

The characteristic of the national industrial development as a non developer has become dependent on the production and on the international will. The transnational companies launch their products according to the market's interests. The economical crisis of 2008, which affected Brazil to a lesser extent, reduced the vehicles production and as a result also the auto parts. The fast recovery of the vehicles sales, already in 2009, brought imbalance in the supply of auto parts. The lack of parts or components, has brought again, as a subject, RECOF – Regime Aduaneiro de Entrepósito Industrial [Customs Regime of Industrial Warehouse] under Computerized Control, which can mitigate the harmful effects of delays and even suspension of the production. The article presents an analysis of the automotive sector, it shows RECOF's functionality and how it can work in collaboration in a crisis or permanently, contributing for an increase in competitiveness of the automotive sector.

Keywords: RECOF; Automotive Sector, Auto Parts Sector, Customs Regimen.

1 Introduction

The Brazilian automotive sector is going through an expressive growth and reveals structural contradictions. The lack of long term industrial politics was replaced by opportunistic decisions and has created, with no control, sectors which are dependent on the initiatives and international interests. The governmental option for the market economy from the beginning of the nineties, caused an increase in the automotive companies in Brazil, or their representatives in an extraordinary number, interested in the internal market and in exportation. Today, twenty-two brands, none of them are national, are acting in the national territory for the vehicles assembling in Brazil. This number may grow with the arrival of the Chinese and Indian companies. With all this capacity installed, the production of vehicles has jumped to the fourth position, in 2010, in the global ranking. The imbalance between the capacity of the automotive companies and their local suppliers, associated to the automotive companies' strategies in using international nets for parts or set suppliers, makes mandatory the need for imports of parts and components. With the objective of keeping the productive and competitive capacity, the Brazilian authorities have created special customs arrangements which will act as facilitators, as for the case of RECOF, which acts in temporary admission for warehousing, temporary exportation, re-importation, among others. The productive chain strength of the automotive sector with the diversity of economic activities has become essential for the generation and jobs maintenance and tax collection.

This article presents a historical report for the industrial development, indicating the absence of an inductive industrial policy, both in terms of research, knowledge and development, as in financial, not even for sectors where there is notorious national vocation. The advantages and disadvantages of this special customs regimen are also discussed for contributing as an input of a certain product and to maintain important economic activities. However, there is also the obstruction that such facilities can lead to the development of skills, technologies and other attributes important to the growth of national economy and vital to reduce economic dependence.

In the first segment there will be a historical revision of the industrial politics which has produced the current picture of the automotive sector. The second segment will address the expansion occurred in this sector from the adoption of the policy of economic globalization of the market followed by Brazil in the 90s. And, finally, in the last segment, the conclusions related to the theme will be presented, as for the possibility that the sector might bring more benefits to the Brazilian economy through RECOF.

2 The State of the Art

The Brazilian economy, ten years after the Plano Real, proved to be well structured and prepared for national and international adversities.

Driven by the Chinese economic growth since the nineties, which promoted sharp appreciation of *commodities*, Brazil has gained prominence mainly as a supplier of primary products, minerals and agricultural products. Significant advantages were obtained in the balance between the imports and exports, according to the Table 1 - Brazilian Trade Balance.

Table 1. Comparison between the Brazilian exports and imports

Values: Billions of dollars											
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Exportations	58.3	60.4	73.2	96.7	118.5	137.8	160.6	197.9	152.9	201.9	256.0
Importation	55.6	47.2	48.3	62.8	73.6	91.4	120.6	172.9	127.7	181.6	226.2
Balance	2.68	13.2	24.8	33.8	44.9	46.4	40.3	24.9	25.3	20.3	29.8

Source: Built from SECEX-MDIC data

This development led Brazil to be part of the BRIC (Brazil, Russia, India and China), created in 2001 by the economist Jim O'Neill, a market analyst at Goldman Sachs group, through a study of economic growth forecast in the world for the next fifty years. He came to the conclusion that these four nations were the most promising and should occupy the top rankings of the largest economies in the world in the following decades.

By the end of 2008, the international economic crisis that originated in the U.S. real estate sector, which spread to other countries and caused concern about the continuity of Brazilian economic growth. However, the reflexes on the Brazilian economy were not as severe as in Western Europe and the United States. The government acted quickly by taking measures to prevent the effects of the crisis to reach consumption that would cause a disruption on production. Decisions such as the reduction of the IPI (Tax on Industrialized Products), stimulated the economy, increased the demand and managed to contain the significant part of unemployment without throwing the economy into stagnation.

The automotive industry, which before the economic crisis was among the most important of the Brazilian economy, in the second half of 2009, the beginning of the crisis, had a reduction in sales and the auto parts sector was strongly struck by this economic scenario. However, with the heating of domestic demand in 2010, the auto parts sector was unable to resume production to the levels required by the new demand. This strong growth in sales of vehicles was not followed by the suppliers at the same speed. After a crisis, they need to reorganize teams, supply the stocks, reactivate their suppliers and logistics systems, which prevent them from responding in the same frequency that the orders are entered.

The municipalities, states and the union itself depend on the automotive industry health. Sensitive to the consequences of the problem and to avoid possible production and revenue reductions, measures are taken quickly. About that, the IPEA (2009) issued technical note exposing that the tax reduction was a strategy to diminish the crisis effects of the tax collection: "

"O que explica a queda recente da receita tributária federal? [What explains the recent drop in federal tax revenues?] Developed by Dimac/Ipea (public agencies) indicated that the tax relief explain a significant

portion (49%) of decrease in revenues of the main federal taxes in the first half of 2009" (IPEA, 2009). Clarifying that the study based measure taken revealed the tax relief advantage as a way of reducing tax collection due to the big sales decrease. The IPI reduction for automobiles would stimulate sales positively affecting all productive chain. This way, collection losses would be lower, compensated by the sales increase and job maintenance.

3 The Origin of the Brazilian Automotive Industry

Another raised question concerns the Brazilian automotive industry DNA. Around 1950, the political and academic debate about the UNECLAC (United Nations Economic Commission for Latin America and the Caribbean) proposal. Historically, the advanced or "central" countries, technical and technological developers in the capitalist system always enjoyed a better situation than the "peripherals" in terms of political organization, job and earnings. To the centrals the manufactured and the services. The peripherals, poor people and the ones with late economy, had to produce in nature food and raw material. From exportation of these low aggregate value products, the peripheral countries obtained resources to import technical basis products and technology to improve its production, health, transportation and infrastructure system. However the result of this product exchanges were always perverse to the peripherals.. The relation of the obtained financial resources by the peripherals on the exportation of its products was significantly lacking in comparison with the consumed with import. The distance among technical development, prosperity of the central countries (rich) and the peripheral countries (poor) increased with the consequent employment degradation, life condition, causing ruptures in the social and political fabric many times.

The UNECLAC sees industrialization as a way of creating wealth and make the exchange process, exportation /import less unfair. Proposing this way, as a cycle exit, the creation of an industrial productive system that would replace imports.

This argumentation served as theoretical justification to the industrialization process by import replacement. (MARÇAL, 2006; BIELSCHOWSKY, 2000)

When Getúlio Vargas took on the Republic Presidency, 1951/1954, he established two tendencies that proposed different ways for faster development of the Brazilian economy. Antagonistic, one created in 1951 as Assessoria Econômica da Presidência da República – AEPR. The parties of this group that was considered evolutionist, was represented by entrepreneurs and nationalists of the public sector. Lauerhass (1986) states in his book: "The nationalism and the industry ended mutually supporting each other driven by reciprocal interest. "Had as proposal the autonomous development, keeping the economical decisions internally with the country borders, emphasizing the need that the control of the recommended development remained national, however without denying the capital needs and external technologies. (Bielschowsky, 2000; Lauerhass, 1986). The other, represented by the liberals, professed political cooperation remaining from the Dutra Government, the Brazilian-North American Joint Commission for Economical Development - CMBEU.

The CMBEU recommended the North American cooperation for development, including funding with corrective measures that, according to this report, "had as objective to strengthen all the Brazilian industrial system". (OLIVEIRA, 2003). The non compliance of the American financing expectation to promote the set of works took Vargas, in 1953, to prestige the AEPR with the creation of Petrobrás and Inbra - Instituto Nacional de Colonização e Reforma Agrária. Initiatives that were against the American capitalism principles, taking the CMBEU to exhaustion. The political pressure on that time took Vargas to commit suicide in 1954. Was followed by a tumultuous transition on the job as President of the Republic, in which Juscelino Kubitschek presented himself as Vargas heir. Elected President of the Republic, however, supported in a decisive way an industrial politic that contemplated the CMBEU proposals, this way promoting the cooperated development. This political option of industrializing the country at any cost instead of creating knowledge and national skills, articulated the influx of capital and of the foreign companies to reproduce vehicles that were being manufactured at the hosting countries. This way

harboring the traditional automotive manufacturers from Europe and United States that had a consolidated automotive industry. This decision hampered the technological development process in the country. The installation of these big companies with projects, technologies and people didn't transfer skill to Brazil. This procedure inhibited national initiatives before the automotive manufacturers' power. Promoted production verticalization with low effective technology transference, always keeping significant dependence on imports of castings and components for vehicle assembly. This way the national automotive industry was implemented. The institution's policy of import substitution promoted the supply for domestic companies. This policy established the reserve market to foreign automotive companies and the emerging national auto parts industry, which manufactured, under license, without worrying about developing new products.

At the beginning of the nineties, liberation agreements for the internal market to the foreign products have found the production system outdated, unable to compete and with a capital loss. Over domestic production, there was the cost for Brazil, characterized by abusive taxation, besides the low level of technological development and innovation. The Brazilian potential for consumption, with the release aroused the interest of foreign companies, especially in the automotive sector. The granting of advantages when the production was local, has led to the installation of almost all the existing brands in the world. At the same time, the auto parts foreign companies, with a high scale production capacity, advanced technological research centers, some connected to the assemblers, have turned the national auto parts companies practically impractical. As a consequence, the national auto parts industries have lost the market value and were absorbed by international giants as the German company Mahle, the American Dana and Delphi, the Italian Magnetti Marelli, the French Valeo, among others. In a foreign basis a powerful automotive sector was assembled in Brazil.

The world economic crisis of 2008 met Brazil in a privileged situation. And has quickly answered to this crisis, mainly through the internal market. The shortage of parts due to lack of productive capacity with the heating of the economy in 2009 and 2010 could be mitigated with the use of RECOF in order not to lose market share and competitiveness.

4 Brazilian Auto Parts Sector

The auto parts industry is directly reported to the automotive industry, and in Brazil, although its origin is in the 1930s, it has consolidated in the 1950s, specifically in the government of Juscelino Kubitschek, with the process of import substitution and encouraging national production, even if made by foreign companies.

In 1990, the Brazilian auto parts sector began to face a new scenario - the globalization. The liberation in import and the country's economic stabilization with the Real Plan (1994) led to the entry of foreign products of better quality. The valorization of commodities due to growth in China, more responsible economic policy, promoted the Brazilian domestic market for consumer and peripherals, giving them better opportunities for goods and services to be imported. Event that has facilitated the export of vehicles assembled in Brazil.

The auto parts industry, due to the high tax burden and shortage of raw material such as steel, aluminum, rubber and polyamide caused disruptions in the production chain, emerging CCR - Capacity Constrained Resources. As a consequence there is the increased cost of production. According to the magazine *Automotive Business*, of August/2011, local production costs are up to 60% higher than those of competing countries. Leading the industry to lose competitiveness against the prices charged abroad, as China, Korea, India, among others.

Brazil was able to adjust quickly after the international crisis of 2008, particularly the automotive sector. However, the auto parts sector did not have the same efficiency and, while still producing and exporting, the figures show that imports of auto parts have been increasing gradually. The Sindipeças [National Union of Auto Parts Industry]– (<http://www.sindipeças.org.br/arquivos/BCANOV2011.pdf>) data from the

Ministry of Industry and Commerce Development (MDIC) - demonstrates that growth, as shown in Table 2, the trade deficit in auto parts increased 29.35%, increasing from U.S.\$ 3.12 billion in 2010 to U.S.\$ 4.04 billion.

Table 2 - Comparison of the balance of exportation / importation of parts.

Balance of trade of auto parts comparison from January to October (U.S.\$)			
	Exportation	Importation	Result(*)
2010	7,828,973,480	10,948,774,352	- 3,119,800,872
2011	9,346,347,674	13,381,654,209	- 4,035,306,535
Var.%	19.38	22.22	29.35

(*) – means deficit. Source: MDIC/Secex. Prepared by Sindipeças (adapted)

For the future, Sindipeças, based on MDIC information, predicts the worsening of the results, consequently increasing the deficit in the auto parts industry in 2012, signaling the fragility of competitiveness both abroad and in our own country.

Data on the spare capacity varied 17.46%, in average from January/2011 to September/2011, i.e, there are conditions in the industry to improve its performance. The Federal Government, reacting to the increasing of this situation, developed in August 2011, the Provisional Measure (MP) 540/2011, establishing a new tax regime for the automotive sector. It aims to encourage the competitiveness of Brazilian companies.

As for the measures announced, there are doubts about its effectiveness. This sector has always depended on foreign know how, not only by inexperienced R & D sectors of Brazilian companies, but also by their main sources of innovation such as fairs, international conferences, meetings and special publications. (IBGE, PINTEC, 2008).

Although Brazil is now with the economy stable, it cannot accommodate, it must change the thinking and speech on economic and technological development. The understanding that cutting-edge machinery and equipment means having technology with expertise from other countries, keeps Brazil as a labor country and dependent on external knowledge.

The Government, through DECREE No. 7567 of September 15, 2011, established that the car makers installed in Brazil should meet the requirement of 65% of domestic content for products manufactured in Brazil, for the benefit of the exemption of 30% increase in tax (IPI). In the evaluation of the National Union of Auto Parts Industry (Sindipeças), practically, this rate of nationalization of parts actually reduces to something around 21%, to settle the 65% of the selling price of vehicle. For example, the amount of taxes, spending on marketing and other administrative costs that do not contribute to development or technology transfer, is embedded in this formula.

According to the president of the National Union of Auto Parts Industry (Sindipeças), to monitor the annual investment of U.S.\$ 4.4 billion planned by car makers until 2015, auto parts companies would have to invest U.S.\$ 1.4 per U.S.\$ 1 of automotive factories, which would give an annual investment of U.S.\$ 6 billion.

Difficulties of Economic, technological and lack of long-term policies for the sector lead to remedies such as importing and creating benefits such as RECOF.

5 Regime Aduaneiro de Entrepasto Industrial sob Controle Informatizado – RECOF

Customs Regimes are procedures created by government entities to reduce bureaucracy and encourage external market, as well as avoiding lapses that can reduce or prevent production operations.

Established by Enactment no. 2.412 (1997) the Industrial Warehouse under Computerized Customs Control Regime (RECOF) allows importation of goods for industrialization operations of products directed to the external market, with suspension of taxes payment.

According to Ashikaga (2011), RECOF enables the company to import, with suspension of federal taxes, goods that will be directed to the external market after submitted to industrialization, and part of this production can be nationalized. Under this special policy, both the importation operation and the productive process are performed under customs control, with the escort of the federal revenue.

Article 420 of Recof discipline the customs control of entry, stay and exit of goods, performed individually by the qualified importing company, through a computerized process, using a software developed by the beneficiary and consistent with computerized control systems of the Federal Revenue Office, generating monthly reports of the goods status under the RECOF.

The inputs can be imported with or without exchange coverage, but also can be purchased in the internal market with suspension of federal tributes. The deadline for the end of this special customs regime is up to one year, extendable for the same period.

The suspended taxes are represented by II (Import Tax), by IPI (Tax on Manufactured Products), by PIS (Contribution to the Social Integration Plan) and by COFINS (Contribution for Social Security Financing).

The RECOF for the automotive industry is regulated by IN SRF 254 (2002), subsequently repealed by IN SRF no. 417, from April 20th of 2004, in which the II and IPI payments are suspended. The suspensions covered by this Normative Instruction refer to the goods imported and purchased on the internal market that are directed to industrialization of exportation products.

This is a special regime (automotive RECOF), which aims to reduce bureaucracy in the international trade, facilitating importations and encouraging exportations.

The main benefits offered by the regime are the agility in the importation customs clearance process, reduction in the working capital costs, rationalization of the cash flow and reduction of storage costs.

The customs clearance process by the automotive RECOF is computerized, providing the release of the cargo on the ports and airports within 24 hours. The entry of raw materials and imported components is guaranteed, without needing to pass through the habitual customs process, avoiding the retention of the items by unexpected problems, as a stoppage in the SRF - Secretaria da Receita Federal (Federal Revenue Office), in addition to the tax (II and IPI) suspension benefit.

This way, the customs authorities avoid the retention of products for a longer period of time and the registered companies can keep low levels of stock, to a "just-in-time" supply, reducing the costs with storage, increasing the flow of stocked goods and speeding up the products distribution on the market.

The required counterpart by the effective legislation is that total access to the companies' files must be given to the SRF. This access is provided by the *front-end* system through Internet, and it is necessary that all information is updated and correct.

In addition to the provided agility, Portugal (2006), assert that also there is sharing of the regime with suppliers, earnings in the cash flow, by paying the taxes only at the time of the sale at the internal market (if the good is not exported), reduction of storage taxes and computerized control of the process.

The II and IPI payment is required in the customs clearance at the habitual operations of products importation that, in the industrial process, compose other products directed to the external market.

At exportation, the companies can credit these paid taxes on the purchase (importation). These credits are compensated when paying the same taxes, owed in internally performed operations (DUTRA, 2006).

In the habitual operations of raw material and national inputs purchase, to compose final products directed to the internal or external market, the IPI is paid on its purchase. In fact the IPI is included on the purchase price.

When selling the final product (internal or external market), the company is credited from the IPI paid in the purchase of raw material and inputs.

In exportations, the credit can be compensated on the IPI owed over the sale to the internal market. In internal operations, once the company has already paid the IPI on the purchase, it can be credited from it, when owed in the sale of the final product (DUTRA, 2006).

According to Bortolli (2006) the trend is that this modality is a survival factor on the auto parts sector, because, aside the quick release of the imported inputs, the taxes are suspended until the sale of the finished product. It is important to point out that the taxes suspension period cannot exceed more than a year from the entry of the material to its application and destination.

For the products to be exported or sold to clients registered on RECOF, the taxes related to importation are exempts from payments. The products directed to the internal market are corrected only by the variation of the respective aliquot and/or by the exchange variation of foreign currency.

In accordance to Portugal (2005), the role of the RECOF is vital for the country, because it is not only limited to economic questions, but it also reflected in logistical gains to the companies that adopt this regime. Created with the objective of stimulating and facilitating the companies' importation and exportation operations, giving more competitiveness and agility to its products and inputs on the international trades, the regime has helped several companies to reduce their costs with logistics and taxes.

In this way, the RECOF expedite the clearance of goods directed to the external market, at the same time that reduces the customs costs and simplifies the logistical management of storage, transport and distribution, activities that burden the logistical costs in the supply chains.

The automotive RECOF reduces the importation processes bureaucracy, expedites and exonerates the purchase of components, providing an increase in the competitiveness of the exporting companies in the automotive sector.

To get the benefits of the automotive RECOF, the company shall express their interest to the SRF, adhering to the program through the use of a software. The automotive sector is the third segment getting benefits from a special customs regime for companies with potential to support exportations.

The application of the regime can be extended to goods used in products development, in performance and resistance check and in operations of renewal, reconditioning, maintenance and repair.

The suspension period of incident tributes payments over the importation is up to 01 year, extendable for a period not over one year. However, in justified cases, the period can be extended for a period not over five years, in total.

5.1 Cohabilitation

The cohabilitation was expected to benefit the auto parts industry that can also apply to the Recof without the requirements predicted to the automotive manufacturers.

In the products industrialization of the automotive industry, the cohabilitation can extend to the suppliers of national products or produced in the Country with imported raw material and parts, directed to line production of the supplier referred in the caput.

It will not be demanded from the cohabilitated supplier the compliance with the requirements established to the automotive manufacturers. However, the qualified company accepts joint responsibility for the tax obligations arising from the goods admission on the regime by the co-habilitated supplier. There can also be the supply of goods admitted into the regime to the beneficiary in the state where they have been imported by the co-qualified supplier.

The re-qualified supplier to operate the system shall maintain fiscal bookkeeping and record of daily turnover of stock to enable the control of entry, maintenance and departure of goods in the regime and assessment of owed, extinguished or suspended taxes, as well as the use the granted authorizations.

6 Conclusion and Comments

The way that the foreign auto industry was installed in Brazil and the policies that followed it did perpetuate and accentuate the economic dependence to a segment that has become one of the most important. The significant contribution of taxes, the big job creation in the production chain give this segment powerful instruments of pressure and bargain before the Government. At the first sign of any crisis, foreign or domestic, economic, financial or political, the companies and the government mobilize to eliminate or mitigate its effects on production.

The auto parts industry emerged due to the setting of protection to the national market that was known as importation substitution, did not prosper as desired. It was based on seeking sources of innovation in fairs and exhibitions and reverse engineering without creating knowledge and skills to develop or innovate products. Dependent on the orders from local automotive manufacturers, these auto parts companies were limited to reproduce products of foreign origin. Without conquering other markets and evolve they became an easy prey for giant auto parts multinationals, interested in the new open market with the arrival of several automotive manufactures. For being unable to compete, almost all of them were absorbed by foreign companies. Still, with all the apparatus available these large auto parts companies have difficulties in meeting the domestic market, causing it to create mechanisms to maintain an effective supply to the automakers.

RECOF is one of those instruments to help the accredited companies to maintain boosted stocks of imported products. Thus, the manufacturing companies strategically reduce their costs by importing auto parts when it is convenient and reducing stop risks for lack of supply. Due to the bulky and costly bureaucratic demands few companies joined RECOF, which lead the Government to allow the use of RECOF by co-qualified. These, with an authorization from an accredited company can be benefited from the advantages offered by RECOF.

There are criticisms to the fact that industrial policies, or lack of them, for the long run only increase the sector dependency, increasingly transforming the country into an industrial production base to reproduce products created in other countries, with all the consequences that arise from it, technological underdevelopment, continuous royalty payments, huge profit remittances, difficulty in having competitive products. The instruments used by the Government, such as RECOF, tax waivers or privileged funding increase the competitiveness of foreign companies, without actual compensation from the effective transfer of technical knowledge and staff training. Such benefits inhibit even further the possibility of training developers and fade the hopes that Brazil will not only be a commodities exporter, but of new products developed here with added value, as it happened in South Korea.

References

- ASHIKAGA, C. E. G. Análise da tributação na Importação e na Exportação. São Paulo: Aduaneiras, 2011. Automotive Business, revista, publicação agosto/2011,
- BORTOLI, L. O. Análise das mudanças de processos e dos benefícios gerados com a implementação do Recof automotivo. Universidade Tecnológica Federal do Paraná. Ponta Grossa, 2006.
- BRASIL, Decreto nº 2.412, de 03 de dezembro de 1997. Institui o Regime Aduaneiro Especial de Entrepasto Industrial sob Controle Informatizado – RECOF. Diário Oficial da República Federativa do Brasil, Brasília, 04 de dezembro de 1997.
- BRASIL, Regulamento Aduaneiro. DECRETO Nº 6.759, DE 5 DE FEVEREIRO DE 2009, available on http://www.planalto.gov.br/ccivil_03/_Ato2007-2010/2009/Decreto/D6759.htm, accessed in November 2011.
- BRASIL, SECRETARIA DA RECEITA FEDERAL, Instrução Normativa SRF nº 417, from April 20, 2004; available on <http://www.receita.fazenda.gov.br/legislacao/Ins/2004/in4172004.htm>, accessed in November 2011.

- DUTRA, D. J. S. Uma comparação entre os mecanismos de tributação sobre a produção industrial nos países do Mercosul. Universidade Tecnológica Federal do Paraná. Ponta Grossa, 2006.
- IBGE, PINTEC - Diretoria de Pesquisas, Coordenação de Indústria, Pesquisa de Inovação Tecnológica 2008
- IPEA— Instituto de Pesquisas Econômicas Aplicadas - Diretoria de Estudos Macroeconômicos/Dimac; (NOTA TÉCNICA "Impactos da Redução do Imposto sobre Produtos Industrializados (IPI) de Automóveis", agosto 2009
- LAUERHASS, L. J – "Getulio Vargas e triunfo do nacionalismo brasileiro" – Belo Horizonte, Itatiaia; São Paulo:Editora da Universidade de São Paulo, 1986,
- MARÇAL, E. F. Economia. Brasília (DF). V7, n.2, p.307-329, maio-agosto, 2006 .
- OLIVEIRA, I. R. de. Missão Cooke: o Estado Novo e Implantação da CSN. Rio de Janeiro, e-papers serviços editoriais, 2003
- PORTUGAL, U. P. RECOF e os ganhos logísticos. Disponível em agosto de 2005. Accessed in November 2011. <http://www.supplychainonline.com.br/modules.php?name=News&file=article&sid=141>,
- BIELSCHOWSKY, R. Pensamento Econômico Brasileiro: o ciclo ideológico do desenvolvimento. 4ª. ed. Rio de Janeiro: Contraponto, 2000.
- SEBRAE. Estudo de atividade empresarial sobre a contextualização do comércio varejista de autopeças de Sergipe, performed by the body, in February 2008.
- VALOR SETORIAL INDÚSTRIA AUTOMOBILÍSTICA, Journal Valor Econômico, available on <http://www.revistavalor.com.br/home.aspx?pub=65&edicao=1>, accessed in December 2011.
- www.anfavea.com.br, accessed in December 2011.
- www.sindipeças.org.br, accessed in December 2011.