

# Men's Suits, Sport Coats, and Outerwear

## Men's Suits (2006)

Variable Category	Variable Name	Parameter Estimate	T Statistic	Tolerance Statistic
	Intercept	6.16344	205.70	.
<b>Brand/Label Category:</b>	Exclusive	1.02600	24.00	0.65942
	Premium	0.39212	9.78	0.76408
	National/Regional	Base		
	Private	-0.20691	-9.30	0.64555
	Miscellaneous	-0.26212	-5.55	0.64058
<b>Fiber:</b>	Spandex	0.02032	1.47	0.86696
	Cashmere	0.00565	1.19	0.85747
	Linen	0.00453	2.12	0.60108
	Wool	Base		
	Rayon	-0.00589	-2.33	0.63160
	Polyester	-0.00615	-12.31	0.53021
<b>Fabric Design:</b>	Multicolor	0.05044	2.78	0.91829
	No Design/solid color	Base		
<b>Jacket Style:</b>	Single-breasted	Base		
	Double-breasted	-0.14174	-2.30	0.91081
<b>Jacket Back Opening:</b>	Two side vents	0.15632	4.69	0.84573
	No vent and center vent	Base		
<b>Pants Bottom:</b>	Unfinished	Base		
	Pre-hemmed, with cuffs	-0.10969	-2.86	0.46766
	Pre-hemmed, without cuffs	-0.21359	-4.30	0.60688
<b>Pants Details/Features:</b>	Suspender buttons	0.12189	4.26	0.87835
<b>Alteration Policy:</b>	Hemming free	0.09841	4.39	0.66286
	Hemming extra	Base		
	Hemming unavailable	-0.09735	-2.72	0.48235
<b>Country of Origin:</b>	Italy	0.17489	5.29	0.65910
	USA	Base		
	South East Asia	-0.08591	-2.13	0.83587
	Central America	-0.09581	-3.81	0.78777
	East Asia, excluding China	-0.16826	-3.08	0.84884
	China	-0.17116	-4.13	0.83189
	Eastern Europe	-0.17485	-3.43	0.89443
<b>Type of Outlet:</b>	Boutique	0.17523	2.32	0.87353
	Full-price department	Base		
	Catalog	-0.24022	-3.43	0.86055

	Full-price men's	-0.25297	-11.27	0.72414
	E-Commerce	-0.43304	-3.99	0.92469
	Discount family	-0.54128	-6.00	0.83923
	Off-price department	-0.89453	-16.37	0.77931
	Off-price family	-0.93263	-19.71	0.78883
	Discount department	-1.00903	-9.90	0.65727
<b>Control Variables:</b>	Northeast region	0.05435	1.95	0.59116
	West region	-0.03190	-1.21	0.59660
	Midwest region	-0.03894	-1.53	0.62723
	B-size PSU	-0.07142	-3.45	0.83173

$R^2 = 0.8765$ ; Adjusted  $R^2 = 0.8701$ ; F statistic = 137.68; Number of observations = 715

## Men's Sportcoats and Tailored Jackets (2006)

Variable Category	Variable Name	Parameter Estimate	Standard Error	T Statistic	Tolerance Statistic
	Intercept	5.55361	0.03542	156.78	.
<b>Brand/label category:</b>	Exclusive	1.10349	0.08777	12.57	0.43676
	Premium	0.49387	0.08661	5.70	0.71451
	National/Regional	Base			
	Private	-0.21514	0.03683	-5.84	0.71899
	Miscellaneous	-0.40085	0.08644	-4.64	0.63196
<b>Fiber:</b>	Spandex	0.12298	0.06047	2.03	0.83276
	Rayon	0.00878	0.00504	1.74	0.83352
	Cashmere	0.00700	0.00128	5.45	0.78982
	Leather	0.00338	0.00168	2.01	0.85355
	Camel	0.00264	0.00116	2.28	0.90683
	Wool (woolen, worsted, lambs)	Base			
	Polyester	-0.00654	0.00066	-9.90	0.73213
	Cotton	-0.00769	0.00101	-7.62	0.73062
	Nylon	-0.01071	0.00728	-1.47	0.91992
<b>Handstitching:</b>	With handstitching	0.17000	0.06174	2.75	0.63727
	No handstitching	Base			
<b>Size Range:</b>	Big and tall	0.15736	0.06068	2.59	0.67805
	Regular	Base			
<b>Venting:</b>	Two side vents	0.20529	0.09712	2.11	0.71598
	Center or none	Base			
<b>Buttons:</b>	Natural material (bone, horn, shell)	0.20836	0.10317	2.02	0.86383
	Metal or plastic	Base			
<b>Country of origin:</b>	Western Europe	0.31160	0.07682	4.06	0.52817
	East Asia (excluding China)	0.19252	0.10457	1.84	0.84081
	USA	0.12748	0.05261	2.42	0.61711
	Central America	0.07509	0.06579	1.14	0.80987
	Canada	Base			
	South America	-0.06641	0.05587	-1.19	0.84699
	Southeast Asia	-0.10258	0.06192	-1.66	0.84377
	Eastern Europe	-0.11617	0.07002	-1.66	0.86179
<b>Type of outlet:</b>	Independent boutique	0.25109	0.16278	1.54	0.68490
	Specialty Apparel	0.19542	0.09366	2.09	0.48176
	Full price department	Base			
	Full price family	-0.14153	0.08994	-1.57	0.66254
	Full price men's	-0.20603	0.04091	-5.04	0.71472

	Discount family	-0.53430	0.14869	-3.59	0.82087
	Off price family	-0.70570	0.08264	-8.54	0.78479
	Off price department	-0.79262	0.09527	-8.32	0.81579
	E-Commerce	-0.92031	0.28826	-3.19	0.86518
	Discount department	-1.25256	0.20179	-6.21	0.88565
<b>Control variables:</b>	Northeast region	0.06972	0.03741	1.86	0.84803
	C-size PSU	0.17551	0.07325	2.40	0.78765

$R^2 = 0.8722$ ; Adjusted  $R^2 = 0.8565$ ; F Statistic = 55.42; Number of Observations = 311

## Men's Outerwear (2007)

Variable Category	Variable Name	Parameter Estimate	Standard Error	T Statistic	Tolerance Statistic
	Intercept	4.39735	0.04738	92.82	
<b>Style:</b>	Other styles	Base			
	Vest	-0.26835	0.12602	-2.13	0.90680
<b>Brand/label category:</b>	Exclusive	0.74358	0.10851	6.85	0.73246
	National/Regional	Base			
	Private	-0.12375	0.03886	-3.18	0.74493
	Miscellaneous	-0.15512	0.07507	-2.07	0.79134
<b>Liner and lining:</b>	Liner with lining	0.23365	0.06712	3.48	0.65663
	No liner with lining	Base			
	No liner and no lining	-0.15619	0.04847	-3.22	0.74555
<b>Length:</b>	Long (knee, midcalf)	0.37598	0.09307	4.04	0.54991
	Mid (fingertip, midthigh)	0.16091	0.04507	3.57	0.74591
	Short (waist, hip)	Base			
<b>Fiber:</b>	Lamb's skin leather	0.01468	0.00127	11.52	0.82496
	Cashmere	0.01263	0.00266	4.75	0.69495
	Leather	0.01319	0.00069448	18.99	0.67502
	Suede	0.01324	0.00169	7.84	0.93011
	Wool	0.00731	0.00110	6.67	0.56567
	Cotton	0.00222	0.00053264	4.17	0.65273
	Nylon	0.00142	0.00054812	2.59	0.69094
	Polyester	Base			
<b>Closure and closure style:</b>	Button and zipper	0.39231	0.08679	4.52	0.84995
	Velcro and zipper	0.26079	0.10453	2.49	0.64804
	Snap and zipper	0.16575	0.05768	2.87	0.81656
	Button or zipper only	Base			
	Snaps	-0.34920	0.11856	-2.95	0.89061
	Pullover (no closure)	-0.42061	0.10947	-3.84	0.92449
<b>Cleaning method:</b>	Dry clean	0.41719	0.05780	7.22	0.55847
<b>Detail/feature:</b>	Gore-Tex	0.88659	0.19704	4.50	0.79541
	Detachable hood	0.16673	0.08188	2.04	0.74469
	Waterproof	0.20095	0.07578	2.65	0.61182
	Hood	-0.10881	0.05154	-2.11	0.70711
	(Stain resistant)	-0.15826	0.13053	-1.21	0.91434
	(Wind proof/resistant)	0.07236	0.04143	1.75	0.75835
	(Water resistant)	0.08343	0.04533	1.84	0.68955
<b>Country of origin:</b>	Western Europe	0.41751	0.14528	2.87	0.73814
	(Mexico)	0.25475	0.14751	1.73	0.71592

	Other countries/regions	Base			
	South Asia	-0.15237	0.06036	-2.52	0.84474
<b>Type of outlet:</b>	Full-price specialty and department	Base			
	Sports specialty	-0.10710	0.06152	-1.74	0.70159
	Catalog and E-comm	-0.27064	0.07469	-3.62	0.76700
	Leather specialty	-0.36018	0.11805	-3.05	0.75194
	Hardware	-0.55071	0.24748	-2.23	0.75414
	Off-price specialty	-0.67227	0.09567	-7.03	0.90260
	Off-price department	-0.98493	0.05769	-17.07	0.78050
	Discount department	-1.14140	0.05975	-19.10	0.77901
	Wholesale club	-1.23151	0.16952	-7.26	0.92248
	Grocery	-1.20389	0.32811	-3.67	0.85559
	Discount specialty	-1.15903	0.22280	-5.20	0.93052
	Variety	-1.60245	0.26432	-6.06	0.88018
	<b>Control variable:</b>	Southern PSU	-0.10067	0.04392	-2.29
B-size PSU		-0.07029	0.04146	-1.70	0.77423

$R^2=0.8088$ ; Adjusted  $R^2=0.7958$ ; F Statistic = 61.93; Number of Observations = 689