



# Trade Flows and Trade Policy Analysis

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# Firms in international trade

## Stylized facts about firms in international trade

- Firms are heterogeneous
- The extensive and intensive margin of trade at the firm level
- Only few firms export
- Exporting is concentrated
- Exporters are different
- Most productive firms self-select into exporting
- Trade liberalization raises industry productivity
- Evidence on importing firms
- Overview of major trade theories
- Melitz (2003) in a nutshell

## Firms are heterogeneous

- Across all the US plants in 1992 ([Bernard et al., 2003](#)) :
  1. A plant one standard deviation above the mean size is 167% bigger than the average
  2. A plant one standard deviation above the mean plant productivity level is 75% more productive

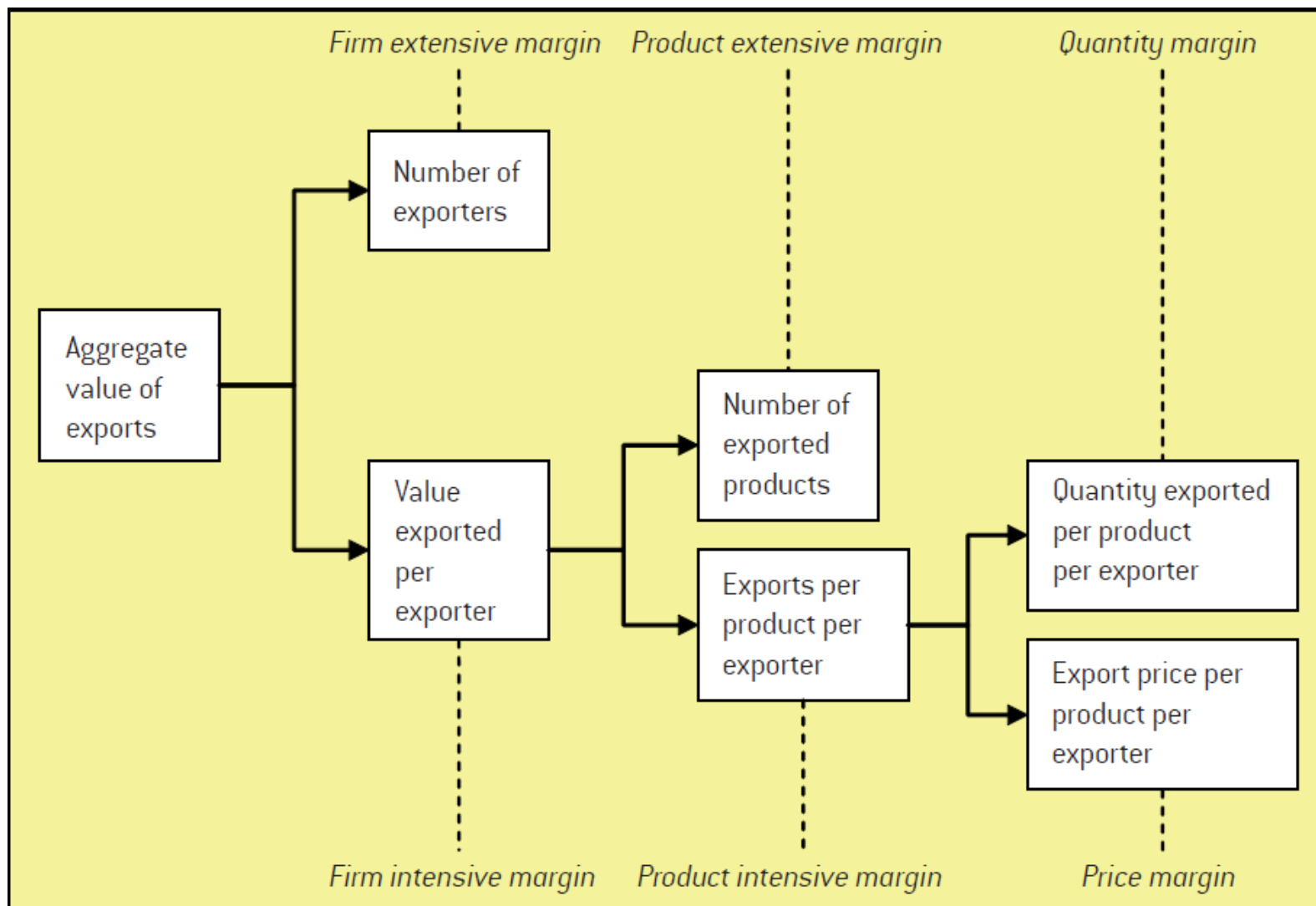
## Firms are heterogeneous (ct'd)

- The distribution of firms size is dispersed, even within sectors (evidence of heterogeneity across firms)

Table 1: Heterogeneity of firms (standard deviation of log sales)

Country	Producers	Overall	Within sector
France	76,456	1.82	1.7
Italy	39,704	1.33	1.29
Spain	31,446	1.26	1.18
US (plants)	224,009	1.67	-

## The extensive and intensive margin of trade at the firm level



Source: Mayer and Ottaviano (2007)

## Only few firms export

Table 2: Share of exporters in total number of manufacturing firms

	Year	Share of exporters in total number of manufacturing firms
United States	2002	18.0
Norway	2003	39.2
France	1986	17.4
Japan	2000	20.0
Chile	1999	20.9
Colombia	1990	18.2
Indonesia	1991-2000	19.0

Sources: [WTO \(2008, Table 5\)](#); [Amiti and Cameron \(2012\)](#) for Indonesia

## Only few firms export (ct'd): Heterogeneity across sectors

Table 3: Heterogeneity of US firms ([Bernard et al. 2007](#))

Sector	Per cent of firms	Per cent of Firms that export	Mean Exports as a per cent of total shipments
Food manufacturing	6.8	12	15
Beverage and tobacco products	0.7	23	7
Textile mills	1	25	13
Textile product mills	1.9	12	12
Apparel manufacturing	3.2	8	14
Leather and allied product	0.4	24	13
Wood product manufacturing	5.5	8	19
Paper manufacturing	1.4	24	9
Printing and related support	11.9	5	14
Petroleum and coal products	0.4	18	12
Chemical manufacturing	3.1	36	14
Plastics and rubber products	4.4	28	10
Nonmetallic mineral products	4	9	12
Primary metal manufacturing	1.5	30	10

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