

Recent Advances in the Field of Trade Theory and Policy Analysis Using Micro-Level Data

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Cosimo Beverelli and Nadia Rocha
(World Trade Organization)

Content

- a) Stylized facts about firms in international trade
- b) The heterogeneous firms model of international trade
- c) (Additional) empirical evidence
- d) Implications of the new-new theory for normative and positive trade policy analysis

a) Stylized facts about firms in international trade

- Firms are heterogeneous
- 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

Firms are heterogeneous

- Across all the US plants in 1992:
 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 ([Bernard et al., 2003](#))

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	-

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 IDN

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
Fabricated metal product	19.9	14	12
Machinery manufacturing	9	33	16
Computer and electronic product	4.5	38	21
Electrical equipment	1.7	38	13
Transportation equipment	3.4	28	13
Furniture and related product	6.4	7	10
Miscellaneous manufacturing	9.1	2	15
Aggregate Manufacturing	100	18	14

Only few firms export (ct'd)

- Exporting firms ship a small share of their total shipments abroad
 - In the US, the average is 14% (see Table 3)
 - The shares range from 21% in computer sector to 7% in beverages
- In the EU, the *intensive margin* (share of export value over total turnover) is as follows:

Table 4. Intensive margin of exports in the EU

	Austria	France	Germany	Hungary	Italy	Spain	UK
Intensive	40.4	28.5	30.0	44.8	34.6	25.9	29.1

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