

Dunne, Roberts & Samuelson (1988, RAND)

Patterns of firm entry and exit
in U.S. manufacturing industries

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Abstract

- Summarizes the pattern of firm, entry and exit in the four-digit U.S. manufacturing industries over the period 1963-1982.
- Sorting entrants by the type of entry, and examine the relative importance of each types
: entry-exit rates, and postentry performance

Background

- Theoretical studies have examined the of deterring entry.
- Empirical studies have investigated the correlation between variables measuring market performance and factors that can hinder the entry.
- This paper provide the stylized facts about the actual patterns of firm entry and exit in the U.S. economy.

Attention

- They focused on three aspects of the entry and exit process.
 - ① Types of entrants
: whether the entrant is a newly established firm or not, and whether the firm constructed a new plant to produce goods for entry to the industry.
 - ② Time-series and cross-industries patterns of entry-exit behavior
 - ③ Postentry performance of the entrants
: market shares, average size, and failure rate as they age

Data

- Dataset : Constructed from U.S. Census Bureau covers all firms producing each four-digit manufacturing industries in 1963, 1967, 1972, 1977, and 1982.
- Two general approaches in studies on firm/industry evolution :
 - This paper uses **individual plant-level** data.

TABLE 1 **Summary Data for Manufacturing Firms in Each Census Year**

Census Year	Total Firms		Single-Plant Firms			Multiplant Firms			
	Number of Firms	Average Number of Four-Digit Industries per Firm	Share of Number of Firms	Share of Total Value of Production	Average Number of Four-Digit Industries per Firm	Share of Number of Firms	Share of Total Value of Production	Average Number of Four-Digit Industries per Firm	Average Number of Plants per Firm
1963	265,779	1.31	.945	.215	1.23	.055	.785	2.75	3.72
1967	265,599	1.24	.942	.194	1.15	.058	.806	2.69	3.59
1972	263,169	1.25	.926	.146	1.13	.074	.854	2.70	3.54
1977	295,687	1.23	.928	.150	1.12	.072	.850	2.55	3.59
1982	294,394	1.22	.927	.152	1.08	.073	.848	2.52	3.50

Entry & Exit Measures

- Entry and Exit Rates :

$$ER_i(t) = NE_i(t) / NT_i(t-1)$$

$$XR_i(t-1) = NX_i(t-1) / NT_i(t-1)$$

- Market Shares :

$$ESH_i(t) = QE_i(t) / NT_i(t-1)$$

$$XSH_i(t-1) = QX_i(t-1) / QT_i(t-1)$$

- Average Size : average output per firm

$$ERS_i(t) = \frac{QE_i(t) / NE_i(t)}{(QT_i - QE_i(t)) / (NT_i(t) - NE_i(t))}$$

$$XRS_i(t-1) = \frac{QX_i(t) / NX_i(t-1)}{(QT_i(t-1) - QX_i(t-1)) / (NT_i(t-1) - NX_i(t-1))}$$

Entry and Exit Variables

- In each census years, 30-40 % of the firms are entrants.
- Their market shares and sizes are relatively small (15.8% and 35.2% on average, respectively).
- Exit variables reveal a similar pattern.

TABLE 2 Entry and Exit Variables for the U.S. Manufacturing Sector
(Averages over 387 Four-Digit SIC Industries)

	1963-1967	1967-1972	1972-1977	1977-1982
Entry Rate (<i>ER</i>):				
All firms	.414	.516	.518	.517
Smallest firms deleted	.307	.427	.401	.408
Entrant Market Share (<i>ESH</i>):				
All firms	.139	.188	.146	.173
Smallest firms deleted	.136	.185	.142	.169
Entrant Relative Size (<i>ERS</i>):				
All firms	.271	.286	.205	.228
Smallest firms deleted	.369	.359	.280	.324
Exit Rate (<i>XR</i>):				
All firms	.417	.490	.450	.500
Smallest firms deleted	.308	.390	.338	.372
Exit Market Share (<i>XSH</i>):				
All firms	.148	.195	.150	.178
Smallest firms deleted	.144	.191	.146	.173
Exit Relative Size (<i>XRS</i>):				
All firms	.247	.271	.221	.226
Smallest firms deleted	.367	.367	.310	.344

²⁰ When we include the smallest firms in each industry, the entry rate increases by approximately 10 percentage points in each year.

²¹ The market share of all entering firms varies from .139 to .188 over time. It falls by approximately .4 percentage points when the smallest firms are deleted. This indicates that entrants account for approximately 55% of the industry output, which is deleted when small firms are excluded.

²² When all firms are included, the exit rate increases by approximately 11 percentage points in each year, but the market share increases by only .4 percentage points.

Difference among the types of entrants

- New-firm, new-plant (NF/NP) account for more than half rate of number among the entrants, followed by diversifying-firm, existing-plants(DF/PM)(36.1%) and diversifying-firm, new-plant(DF/NP)(8.5%).

TABLE 3 **Entry Variables by Type of Firm and Method of Entry**
(Averages over 387 Four-Digit SIC Industries)

Type of Firm/ Method of Entry*	1963-1967	1967-1972	1972-1977	1977-1982
<u>Entry Rate</u>				
Total	.307	.427	.401	.408
<i>NF/NP</i>	.154	.250	.228	.228
<i>DF/NP</i>	.028	.053	.026	.025
<i>DF/PM</i>	.125	.123	.146	.154
<u>Entrant Market Share</u>				
Total	.136	.185	.142	.169
<i>NF/NP</i>	.060	.097	.069	.093
<i>DF/NP</i>	.019	.039	.015	.020
<i>DF/PM</i>	.057	.050	.058	.057
<u>Entrant Relative Size</u>				
Total	.369	.359	.280	.324
<i>NF/NP</i>	.288	.308	.227	.311
<i>DF/NP</i>	.980	.919	.689	.896
<i>DF/PM</i>	.406	.346	.344	.298

* *NF/NP* = new-firm, new-plant; *DP/NP* = diversifying-firm, new-plant; *DF/PM* = diversifying-firm, product-mix.

TABLE 4 Exit Variables by Type of Firm and Method of Entry
(Averages over 387 Four-Digit SIC Industries)

Type of Firm/ Method of Entry	1963-1967	1967-1972	1972-1977	1977-1982
<u>Exit Rate</u>				
Total	.308	.390	.338	.372
1963 firms	.308	.224	.103	.082
<i>NF/NP</i>		.087	.134	.173
<i>DF/NP</i>		.011	.024	.022
<i>DF/PM</i>		.068	.076	.096
<u>Exit Market Share</u>				
Total	.144	.191	.146	.173
1963 firms	.144	.126	.056	.061
<i>NP/NP</i>		.032	.050	.061
<i>DF/NP</i>		.005	.013	.014
<i>DF/PM</i>		.027	.028	.038
<u>Exit Relative Size</u>				
Total	.367	.367	.310	.344
1963 firms	.367	.499	.506	.802
<i>NF/NP</i>		.312	.290	.255
<i>DF/NP</i>		.587	.628	.639
<i>DF/PM</i>		.360	.301	.322

TABLE 5 **The Distribution of Entry and Exit Variables across Industries**
(Means and 10% and 90% Deciles (in parentheses) across Years
and Four-Digit Industries Within Each Two-Digit Sector)

Two-Digit Sector	Rate	Market Share	Relative Size
<u>Entry Variables</u>			
20 Food Processing	.239 (.08, .39)	.098 (.02, .19)	.313 (.10, .57)
21 Tobacco	.205 (.00, .63)	.021 (.00, .06)	.107 (.00, .27)
22 Textiles	.372 (.17, .60)	.177 (.05, .31)	.374 (.16, .56)
23 Apparel	.403 (.20, .65)	.262 (.11, .38)	.512 (.22, .82)
24 Lumber	.497 (.23, .90)	.264 (.09, .42)	.424 (.21, .64)
25 Furniture	.471 (.28, .69)	.239 (.13, .38)	.383 (.21, .65)
26 Paper	.314 (.07, .52)	.107 (.01, .24)	.304 (.10, .74)
27 Printing	.490 (.22, .91)	.228 (.09, .39)	.407 (.15, .71)
28 Chemicals	.325 (.12, .53)	.086 (.01, .18)	.217 (.08, .44)
29 Petroleum and Coal	.337 (.16, .58)	.140 (.02, .28)	.354 (.10, .83)
30 Rubber and Plastics	.431 (.10, .88)	.129 (.01, .26)	.224 (.06, .43)
31 Leather	.294 (.19, .48)	.186 (.06, .33)	.476 (.23, .83)
32 Stone, Clay, Glass	.344 (.13, .58)	.131 (.02, .29)	.330 (.07, .65)
33 Primary Metals	.319 (.08, .55)	.122 (.01, .26)	.328 (.10, .63)
34 Fabricated Metals	.429 (.23, .65)	.193 (.07, .35)	.376 (.15, .70)
35 Nonelectrical Machinery	.465 (.26, .66)	.167 (.06, .32)	.299 (.11, .52)
36 Electrical Machinery	.461 (.21, .78)	.095 (.03, .26)	.216 (.08, .45)
37 Transportation Equipment	.465 (.09, .73)	.141 (.01, .39)	.257 (.06, .73)
38 Instruments	.603 (.29, .88)	.189 (.06, .32)	.224 (.09, .39)
39 Miscellaneous	.402 (.21, .63)	.187 (.07, .30)	.351 (.15, .61)

	<u>Exit Variables</u>		
20 Food Processing	.313 (.16, .44)	.123 (.03, .23)	.303 (.11, .55)
21 Tobacco	.223 (.03, .48)	.032 (.00, .09)	.110 (.00, .25)
22 Textiles	.372 (.22, .52)	.179 (.06, .32)	.355 (.18, .55)
23 Apparel	.453 (.34, .58)	.291 (.15, .45)	.517 (.27, .77)
24 Lumber	.441 (.29, .57)	.264 (.12, .41)	.452 (.25, .71)
25 Furniture	.431 (.32, .62)	.241 (.12, .36)	.418 (.22, .63)
26 Paper	.299 (.14, .43)	.122 (.05, .24)	.324 (.13, .57)
27 Printing	.429 (.33, .58)	.243 (.11, .40)	.439 (.19, .73)
28 Chemicals	.285 (.13, .42)	.081 (.01, .17)	.213 (.08, .42)
29 Petroleum and Coal	.297 (.13, .40)	.144 (.02, .27)	.373 (.09, .74)
30 Rubber and Plastics	.302 (.09, .52)	.133 (.01, .25)	.316 (.09, .48)
31 Leather	.390 (.28, .49)	.240 (.13, .40)	.487 (.33, .77)
32 Stone, Clay, Glass	.307 (.13, .46)	.138 (.03, .29)	.357 (.08, .69)
33 Primary Metals	.277 (.10, .43)	.120 (.01, .29)	.341 (.08, .69)
34 Fabricated Metals	.355 (.21, .48)	.182 (.05, .31)	.406 (.13, .73)
35 Nonelectrical Machinery	.373 (.29, .48)	.161 (.06, .28)	.328 (.12, .55)
36 Electrical Machinery	.351 (.23, .48)	.119 (.03, .25)	.240 (.08, .45)
37 Transportation Equipment	.327 (.05, .56)	.117 (.00, .28)	.233 (.06, .50)
38 Instruments	.468 (.35, .61)	.182 (.08, .28)	.254 (.10, .39)
39 Miscellaneous	.410 (.30, .49)	.222 (.10, .34)	.430 (.19, .71)

Coverage: 387 four-digit SIC industries in 1963–1967 and 1967–1972, 431 four-digit SIC industries in 1972–1977 and 1977–1982.

TABLE 6 Correlations between Industry Entry and Exit Measures across Census Years
(387 Four-Digit Industries)

	Entry Measures				Exit Measures			
	1963-1967	1967-1972	1972-1977	1977-1982	1963-1967	1967-1972	1972-1977	1977-1982
<u>Entry Rate</u>					<u>Exit Rate:</u>			
1963-1967	1.000	.310	.233	.251	1.000	.671	.594	.577
1967-1972		1.000	.274	.265		1.000	.681	.624
1972-1977			1.000	.306			1.000	.739
1977-1982				1.000				1.000
<u>Entrant Market Share</u>					<u>Exiter Market Share:</u>			
1967	1.000	.721	.697	.598	1.000	.777	.707	.649
1972		1.000	.804	.692		1.000	.778	.721
1977			1.000	.759			1.000	.787
1982				1.000				1.000
<u>Entrant Relative Size</u>					<u>Exiter Relative Size:</u>			
1967	1.000	.400	.455	.377	1.000	.569	.502	.501
1972		1.000	.610	.503		1.000	.617	.564
1977			1.000	.609			1.000	.555
1982				1.000				1.000

TABLE 7 **Correlations between Industry Entry and Exit Variables (387 Four-Digit Industries)**

		No Correction for Fixed Industry Effects				Correction for Fixed Industry Effects			
		1963-1967	1967-1972	1972-1977	1977-1982	1963-1967	1967-1972	1972-1977	1977-1982
		<u>Entry Rate</u>				<u>Entry Rate</u>			
<u>Exit Rate</u>									
1963-1967		.180	.363	.387	.323	-.249	.071	.123	-.005
1967-1972		.447	.274	.273	.363	.371	-.191	-.177	.118
1972-1977		.358	.408	.321	.328	.051	.137	-.129	-.081
1977-1982		.237	.324	.389	.304	-.114	-.029	.147	-.028
		<u>Entrant Market Share</u>				<u>Entrant Market Share</u>			
<u>Exiter Market Share</u>									
1963-1967		.741	.725	.743	.691	.308	-.116	-.037	-.167
1967-1972		.722	.770	.759	.703	.124	.154	-.058	-.228
1972-1977		.681	.800	.788	.784	-.153	.160	-.044	.032
1977-1982		.571	.691	.758	.804	-.287	-.172	.132	.354

TABLE 8 **Market Shares, Average Firm Sizes, and Exit Rates of Entry Cohorts by Year (Means and Standard Deviations across 387 Industries)**

	1963	1967	1972	1977	1982
<u>Market Shares</u>					
1963 Firms	1.00	.861 (.104)	.729 (.169)	.657 (.202)	.578 (.222)
1967 Entry Cohort		.139 (.104)	.083 (.062)	.067 (.054)	.053 (.044)
1972 Entry Cohort			.189 (.130)	.131 (.088)	.099 (.069)
1977 Entry Cohort				.147 (.109)	.098 (.074)
1982 Entry Cohort					.173 (.113)
<u>Average Size of Surviving Firms Relative to All Firms in the Industry</u>					
1963 Firms	1.00	1.49 (.406)	2.13 (1.13)	2.92 (1.90)	3.76 (3.37)
1967 Entry Cohort		.352 (.240)	.597 (.485)	.915 (.935)	1.32 (1.47)
1972 Entry Cohort			.396 (.250)	.686 (.455)	1.07 (.867)
1977 Entry Cohort				.308 (.202)	.560 (.357)
1982 Entry Cohort					.346 (.204)
<u>Cumulative Cohort Exit Rates</u>					
1963 Firms		.419 (.116)	.640 (.120)	.741 (.118)	.815 (.109)
1967 Entry Cohort			.639 (.100)	.790 (.075)	.876 (.063)
1972 Entry Cohort				.575 (.103)	.782 (.090)
1977 Entry Cohort					.632 (.111)

TABLE 9 **Market Shares of Entry Cohorts and Entry Categories by Year**
(Means and Standard Deviations across 387 Industries)

	1963	1967	1972	1977	1982
<u>1963 Firms</u>	1.00	.861 (.104)	.729 (.169)	.657 (.202)	.578 (.222)
<u>1967 Entry Cohort</u>					
<i>NF/NP</i>		.062 (.059)	.033 (.036)	.025 (.027)	.019 (.022)
<i>DF/NP</i>		.020 (.025)	.019 (.025)	.018 (.026)	.015 (.026)
<i>DF/PM</i>		.058 (.066)	.032 (.040)	.026 (.038)	.020 (.031)
<u>1972 Entry Cohort</u>					
<i>NF/NP</i>			.099 (.088)	.065 (.055)	.046 (.042)
<i>DF/NP</i>			.040 (.040)	.034 (.040)	.030 (.040)
<i>DF/PM</i>			.052 (.051)	.032 (.040)	.024 (.032)
<u>1977 Entry Cohort</u>					
<i>NF/NP</i>				.073 (.066)	.047 (.044)
<i>DF/NP</i>				.017 (.020)	.015 (.021)
<i>DF/PM</i>				.059 (.056)	.038 (.046)
<u>1982 Entry Cohort</u>					
<i>NF/NP</i>					.095 (.069)
<i>DF/NP</i>					.021 (.033)
<i>DF/PM</i>					.059 (.052)

TABLE 10 **Average Size of Surviving Firms Relative to All Firms in the Industry
for Entry Cohorts and Entry Categories by Year
(Means and Standard Deviations across 387 Industries)**

	1963	1967	1972	1977	1982
<u>1963 Firms</u>	1.0	1.49 (.406)	2.13 (1.13)	2.92 (1.90)	3.76 (3.37)
<u>1967 Entry Cohort</u>					
<i>NF/NP</i>		.270 (.213)	.392 (.355)	.551 (.556)	.750 (.842)
<i>DF/NP</i>		1.41 (2.06)	2.82 (4.60)	4.26 (6.69)	5.55 (9.98)
<i>DF/PM</i>		.404 (.390)	.725 (1.03)	1.14 (1.70)	1.53 (2.03)
<u>1972 Entry Cohort</u>					
<i>NF/NP</i>			.319 (.243)	.518 (.400)	.752 (.639)
<i>DF/NP</i>			1.39 (1.77)	2.49 (2.93)	3.49 (4.28)
<i>DF/PM</i>			.406 (.392)	.681 (.692)	1.036 (1.07)
<u>1977 Entry Cohort</u>					
<i>NF/NP</i>				.229 (.166)	.406 (.299)
<i>DF/NP</i>				1.07 (1.40)	2.22 (3.17)
<i>DF/PM</i>				.456 (.416)	.780 (.827)
<u>1982 Entry Cohort</u>					
<i>NF/NP</i>					.320 (.211)
<i>DF/NP</i>					1.42 (2.86)
<i>DF/PM</i>					.339 (.277)