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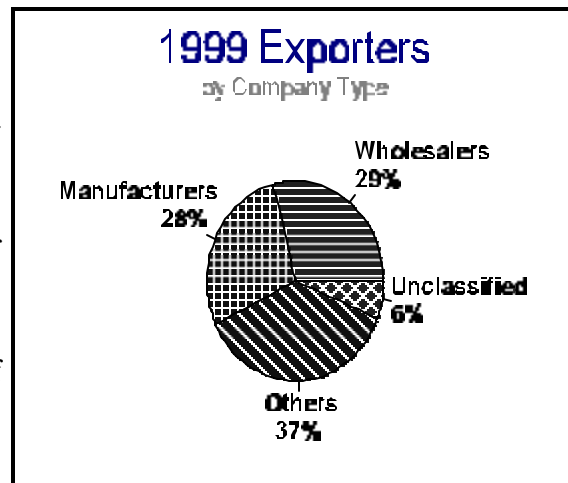
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Highlights from **A Profile of U.S. Exporting Companies, 1998 - 1999**

The Census Bureau, Department of Commerce, announced today that identified U.S. exporters, defined as companies that can be linked to export transactions, totaled 231,420 in 1999. They accounted for \$585 billion in exports or 84 percent of the total export value (\$696 billion) in 1999. The remaining portion of the total export value was accounted for by individuals, governments, low-value estimates, and documentation filed with missing or incomplete company identifiers. Because not all export shipments can be linked to specific companies, the number of exporters may be understated.

The distribution of identified companies by type (manufacturers, wholesalers, and other companies) is shown on the pie chart to the right. The classification of companies by type is based on the North American Industry Classification System (NAICS).

The highlights in this release, extracted from *A Profile of U.S. Exporting Companies, 1998 - 1999*, represent only those export transactions linked to specific companies. Approximately 16 percent of the 1999 and 18 percent of the 1998 total export value could not be linked to specific companies. Export values are taken from detailed export documentation used to compile the official U.S. trade statistics. Company size and type information are from the Business Register.



The International Trade Administration is a partial sponsor of this work, providing both financial assistance and advice on data user needs. The complete profile report, available at www.census.gov/foreign-trade/www/ or by calling (301) 457-2242, provides more detailed tables, covering 1999 and revised 1998 data, as well as full technical documentation.

Revised 1998 Information

The identified U.S. exporting community, consisted of 215,259 companies, exported \$560 billion in merchandise in 1998. These numbers are revised from the estimates presented in *A Profile of U. S. Exporting Companies, 1997 - 1998*, based on the ability to match additional export transactions to specific companies. The 1998 data in all the detailed tables in the 1998 - 1999 profile report have also been revised.

Year-to-Year Comparisons

The number of identified exporters increased by 7.5 percent from 1998 to 1999. Similarly, the value of export shipments made by these identified exporters, the *known value*, increased by 4.5 percent. Users, however, are cautioned to make year-to-year comparisons with care. Increases in the number of identified exporters and the known value are due to both increases in the number of companies entering the export market and improvements in the match rates.

Company Size and Type

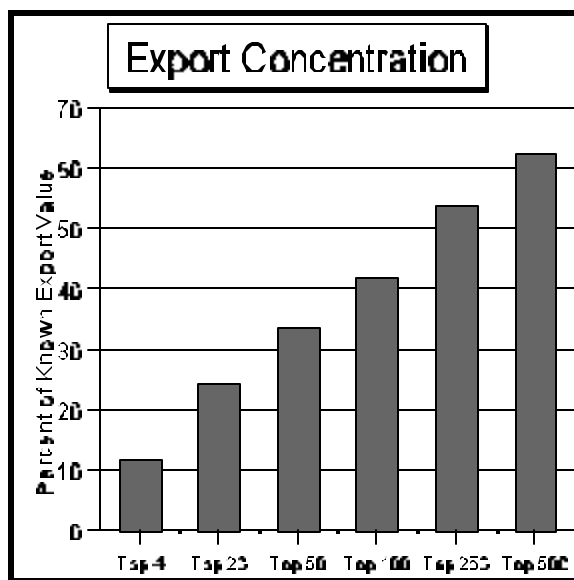
Although export companies were fairly evenly distributed by company type, most exporting companies were small (less than 100 employees) while a few large companies (500 or more employees) accounted for most of the known export value.

1999 Number of Exporters and Value by Company Size		
	Number of Exporters	Value (\$ Mil)
Small (<100 employees)	205,577	116,793
Medium (100-499 employees)	18,104	51,749
Large (500+ employees)	7,739	416,183

- Large companies accounted for 71 percent of the known export value but less than 4 percent of exporters in both 1998 and 1999.
- Small companies made up around 88 percent of the identified exporters and about 20 percent of the known export value in both 1998 and 1999.
- Manufacturers accounted for almost 70 percent of the 1999 known export value while large manufacturers contributed 86 percent of this sector's exports.
- Wholesalers accounted for 14 percent of the 1999 known export value with large wholesalers' share at 38 percent of the wholesalers' exports.

Export Concentration

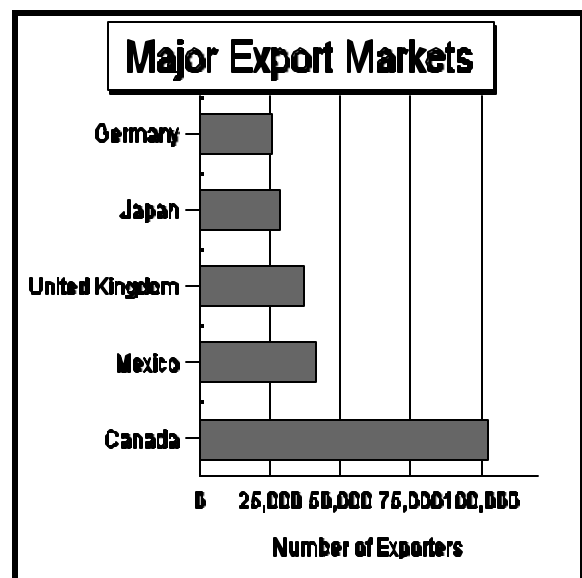
Although the exporter profile identified more than 231 thousand exporters in 1999, over 62 percent of the known export value was controlled by the top 500 companies and these companies were primarily large manufacturers. Export sales by wholesalers, on the other hand, were less concentrated.



- Almost 54 percent of the total known export value was represented by the top 250 exporters.
- The top 100 manufacturers contributed 39 percent of the total known export value and 55 percent of all exports by manufacturers.
- The top 100 wholesalers accounted for 6 percent of the total known export value and 42 percent of all exports by wholesalers.

Major Export Markets

Most exporting companies (63 percent) traded with only one foreign country in 1999; however, these exporters comprised only 6 percent of the known export value. In contrast, less than 0.5 percent of exporters traded with 50 or more countries but accounted for half of the known export value in 1999.



- The top five U.S. export markets in 1999, based on total export value, were Canada, Mexico, Japan, the United Kingdom, and Germany.
- More U.S. companies exported to Canada than any other country (101,957), followed by Mexico (40,357), the United Kingdom (36,297), Japan (28,066), and Germany (24,698).
- Based on the number of U.S. exporters, Mexico once again showed a significant gain (23 percent) and climbed from third place in 1998 to second in 1999. Mexico was seventh in 1992.

State Exports

The top five exporting states based on total export value in 1999 were California, Texas, New York, Washington, and Michigan. Thirty-one states gained export value; they were led by New Mexico (69 percent), Nevada (55 percent), Idaho (45 percent), and Alaska (31 percent).

Even though the number of identified U.S. exporters increased by 7.5 percent over 1998, three states experienced decline, Delaware (-4 percent), Mississippi (-5 percent), and Oklahoma (-1 percent). These data are based on the reported state of the origin of movement (OM). Similar data based on the exporter location (EL) are also available in the expanded report.

Full Report

A Profile of U.S. Exporting Companies, 1998 - 1999 is the fifth in a series of reports profiling U.S. exporters produced by the Census Bureau with the support of the International Trade Administration. The full profile includes the following tables as well as more detailed explanatory information:

1. 1998 and 1999 Exports by Company Type and Employment Size
2. Top Companies' Share of the 1998 and 1999 Export Market by Company Type
3. 1998 and 1999 Exports to Related Parties by Company Type and Employment Size
4. 1998 and 1999 Exports by Company Type and Employment Size to Number of Partner Countries
5. 1998 and 1999 Exports by Company Employment Size to World Areas and Selected Countries
6. 1998 and 1999 Exports by State of the Exporter Location
7. 1998 and 1999 Exports by State of the Origin of Movement

The full report can be downloaded from the Census Bureau's internet site at www.census.gov/foreign-trade/www/. Copies of the report can also be obtained by calling (301) 457-2242. Highlights of prior reports can be found on the internet by going to www.census.gov/foreign-trade/siteindex/site_index.html and searching for the series of *A Profile of U.S. Exporting Companies* report.

NOTE TO ALL USERS: *The data in this release, and the profile report from which it was extracted, came from Census Bureau files and administrative records of other federal agencies. Stringent quality assurance procedures were applied to all phases of collection, processing, and tabulation to minimize errors. However, the data are still subject to nonsampling errors, such as miscoding, misreporting, estimation of missing or erroneous data, and difficulties in identifying every exporting company that should be included in this report.*

*Additional information about nonsampling error, definitions, and data quality are provided in the "Technical Documentation" section of the profile report or go to www.census.gov/foreign-trade/www/ and search for *A Profile of U.S. Exporting Companies, 1998 - 1999*. The Census Bureau recommends that data users consider this information in their analyses, as it could impact the conclusions drawn from the results.*