

SMALL & MEDIUM- SIZED EXPORTING COMPANIES: A STATISTICAL HANDBOOK

Results from the Exporter Data Base

**International Trade Administration
Manufacturing and Services
Office of Trade and Industry Information
June 2005**



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For more information, please visit the the OTII website:
<http://www.ita.doc.gov/td/industry/otea/>

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PREFACE

This report briefly outlines the export activities of U.S. Small and Medium-Sized Enterprises (SMEs). Data presented here are for the year 2002—the latest available—and update 2001 figures previously made available by the International Trade Administration (ITA). All statistics contained in this report were generated from the Commerce Department's Exporter Data Base (EDB), which provides an annual statistical snapshot of U.S. exporters—their number, characteristics, and geographic distribution. The EDB is a joint ITA-Census Bureau project and is a cornerstone of ITA's Trade Data Enhancement Initiative, the goal of which is to develop and disseminate improved statistical information on U.S. international trade and its role in the U.S. economy.

A more detailed explanation of the EDB is contained in the technical notes appended to this report. Additional information can be obtained by visiting the Census Bureau's website at <http://www.census.gov/foreign-trade/aip/edbrel-0102.pdf>. Specific questions about the text, graphs, and tables in this paper should be directed to Elizabeth_Clark@ita.doc.gov.

This report was prepared by staff of the Office of Trade and Industry Information, International Trade Administration. The information contained herein should not be construed as advocating or reflecting any policy position of the U.S. Department of Commerce or International Trade Administration.

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SMALL AND MEDIUM-SIZED ENTERPRISES (SMEs): A PROFILE OF EXPORTERS

Many SMEs Stand to Profit from Future Global Trade Negotiations

- The Commerce Department's Exporter Data Base (EDB) reveals that in 2002 the total number of U.S. firms exporting goods stood at 223,013—up 98 percent (almost double) from the 112,854 firms that exported in 1992. The EDB captures companies exporting merchandise, but not firms that export only services.
- Small and medium-sized enterprises (companies with fewer than 500 workers) would be among the major beneficiaries of U.S. initiatives to reduce foreign barriers to U.S. exports. A total of 215,754 SMEs exported from the United States in 2002, accounting for 97 percent of all U.S. exporters. This is up slightly from the 96 percent share registered in 1992.
- Very small companies—i.e., those with fewer than 20 employees—made up 70 percent (more than two-thirds) of all U.S. exporting firms in 2002. This is up significantly from 1992, when 59 percent of all exporters employed fewer than 20 people.
- SMEs accounted for nearly 98 percent of the 1992-2002 growth in the exporter population. The number of SMEs that export merchandise soared from 108,026 in 1992 to 215,754 in 2002.
- The SME share of U.S. merchandise exports has recently hovered around 30 percent. SMEs were responsible for 26.4 percent of goods exports in 2002, down slightly from 28.8 percent in 1999, 29.5 percent in 1992 and 30.8 percent in 1997.
- The known export revenue of SMEs rose from \$103 billion in 1992 to \$158 billion in 2002. This was an increase of 54 percent, while exports from all companies increased by 72 percent over the same period.
- Non-manufacturing companies dominate exporting by SMEs. In 2002, wholesalers and other non-manufacturing firms made up 68 percent of all SME exporters and generated 64 percent of total SME exports.

SMEs Export a Wide Variety of Products

- In all major product categories, SME exporters outnumber large firms. For example, SMEs comprised 94 percent of all exporters of machinery manufactures in 2002. Other export sectors dominated by SMEs were computer and electronic products (93 percent of all exporters were SMEs), transportation equipment (92 percent), miscellaneous manufactures (92 percent), and chemicals (91 percent).
- SMEs account for a sizable share of exports in some product sectors. Examples include wood products (60 percent of 2002 exports were from SMEs), printed matter & related products (49 percent), miscellaneous manufactures (45 percent), furniture and fixtures (42 percent), and food & related products (41 percent).

SMEs Have a Global Reach

- Many SMEs could sharply boost exports by entering new markets. In 2002, 62 percent of all SME exporters—nearly two-thirds—posted sales to only one foreign market. On the other hand, more than half—52 percent—of large firms that exported recorded sales to five or more foreign markets in 2002.
- All exporters—both large and small companies—benefit from efforts by the U.S. Government to lower foreign barriers to U.S. products. With the implementation of NAFTA, exports to Canada and Mexico by SMEs and large firms relative to the rest of the world rose significantly. The share of SME exports going to Canada and Mexico increased from 24 percent in 1992 to 30 percent in 2002. Similarly, the share of large firms' exports going to those two countries rose from 26 percent in 1992 to 36 percent in 2002.
- Compared with large firms, SMEs are especially dependent on U.S. Government initiatives to open foreign markets. This is because, unlike big companies, most SMEs do not possess offshore business affiliates that can be used to circumvent trade barriers and gain market access. Nearly 89 percent of all SME exporters do business from a single U.S. location, and only 17 percent of SME exports go to affiliates (related parties) abroad. In contrast, 10 percent of large firms that export are single-location companies and 41 percent of the exports from large firms go to foreign affiliates.
- Canada is by far the most popular export destination for SMEs. In 2002, some 87,278 SME exporting companies registered sales to Canada—an increase of 93 percent over 1992. Mexico ranked second, receiving merchandise exports from 35,305 U.S. SMEs. Other popular markets for SME exporters were the United Kingdom, Japan, and Germany.

- Together, the NAFTA countries accounted for 30 percent of U.S. merchandise exports from SMEs in 2002. Canada alone purchased \$26 billion in merchandise exports from SMEs, followed by Mexico with \$21 billion. Other top markets for SMEs in 2002 were Japan (\$14 billion), the United Kingdom (\$8 billion), China (\$7 billion), South Korea (\$6 billion), and Germany (\$6 billion).
- Smaller major markets are among the fastest-growing customers for SMEs. From 1992 to 2002, SME exports to China surged by 262 percent, while exports to Malaysia increased 228 percent, sales to Brazil increased 138 percent, and sales to Ireland rose 101 percent.
- In a number of major markets, SMEs are responsible for a considerable share of U.S. exports. In 2002, 46 percent of known U.S. exports to Israel were attributed to SMEs. SMEs were responsible for 44 percent of merchandise exports to Hong Kong, 40 percent of exports to Saudi Arabia, and 36 percent of exports to Venezuela.

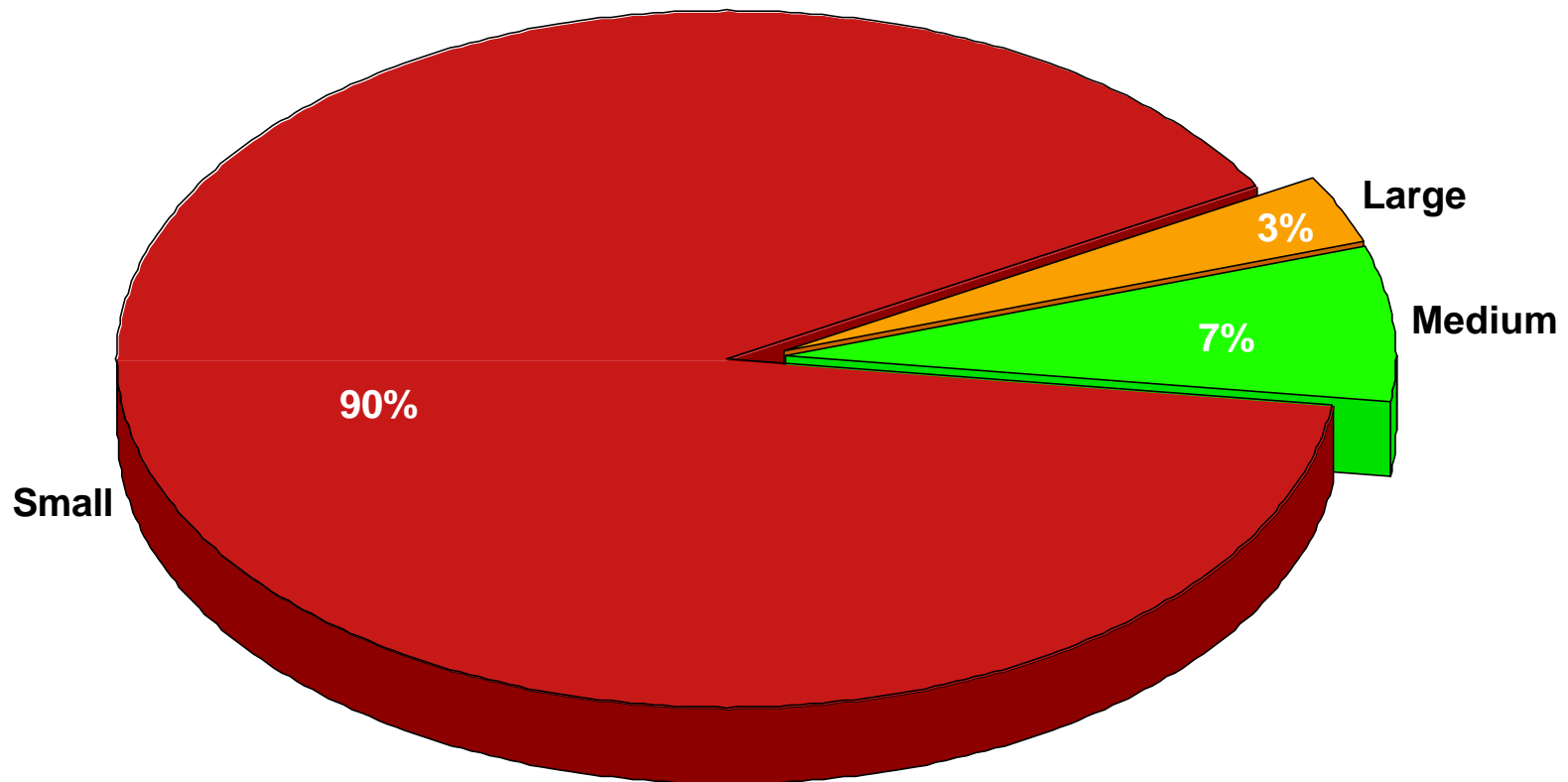
SMEs Export from Every State

- More SMEs exported merchandise from California (52,078 firms) than from any other state in 2002. Other states with large SME exporter populations are Florida, New York, Texas, and Illinois.
- California also ranks first among the states in terms of the percent of total exporters that are SMEs. Ninety-four percent of the firms that exported merchandise from California in 2002 were SMEs, followed by New York (92 percent), Florida (92 percent), Texas (90 percent), and New Jersey (90 percent).
- Likewise, California leads the nation in the value of exports by SMEs. In 2002, SMEs posted exports from California totaling \$33 billion. SMEs also registered large export totals from Texas (\$18 billion), New York (\$15 billion), Florida (\$10 billion), and Louisiana (\$5 billion).
- Although SMEs are responsible for more than one-fourth (26.4 percent) of total U.S. merchandise exports, in many states the SME share of exports is much higher. In 2002, SMEs were responsible for more than half of all value of exports from Alaska. SMEs accounted for 40 to 50 percent of total exports in Florida, New York, Rhode Island, Maine, New Hampshire, and Montana.

SUMMARY GRAPHS

NEARLY 97 PERCENT OF U.S. EXPORTERS ARE SMALL AND MEDIUM-SIZED ENTERPRISES

Size Composition of U.S. Exporting Companies, 2002:

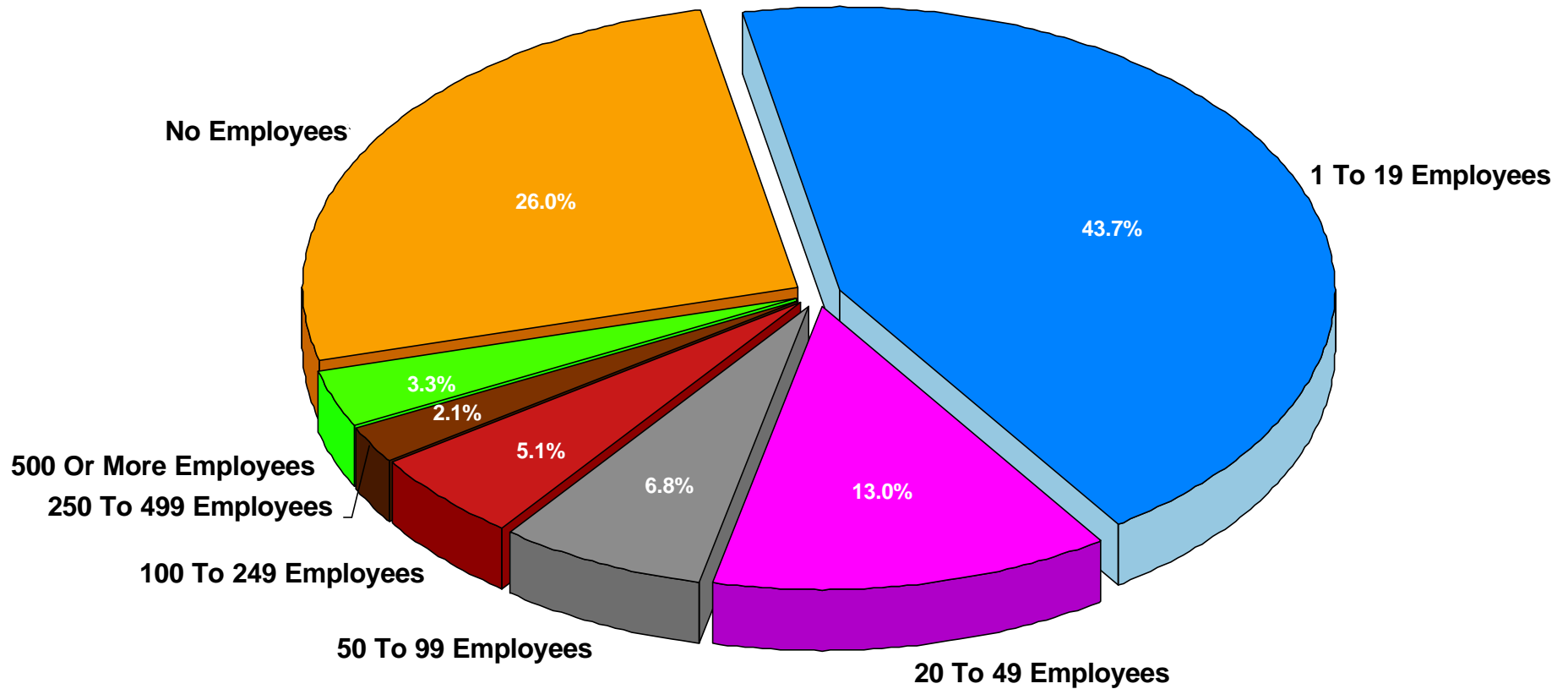


223,013 Companies Exported Goods from the U.S. in 2002

*Definitions: small = less than 100 employees; medium = 100-499 employees; large = 500 or more employees.
Source: U.S. Department of Commerce, Exporter Data Base.*

MORE THAN TWO-THIRDS OF U.S. EXPORTERS HAVE FEWER THAN 20 EMPLOYEES

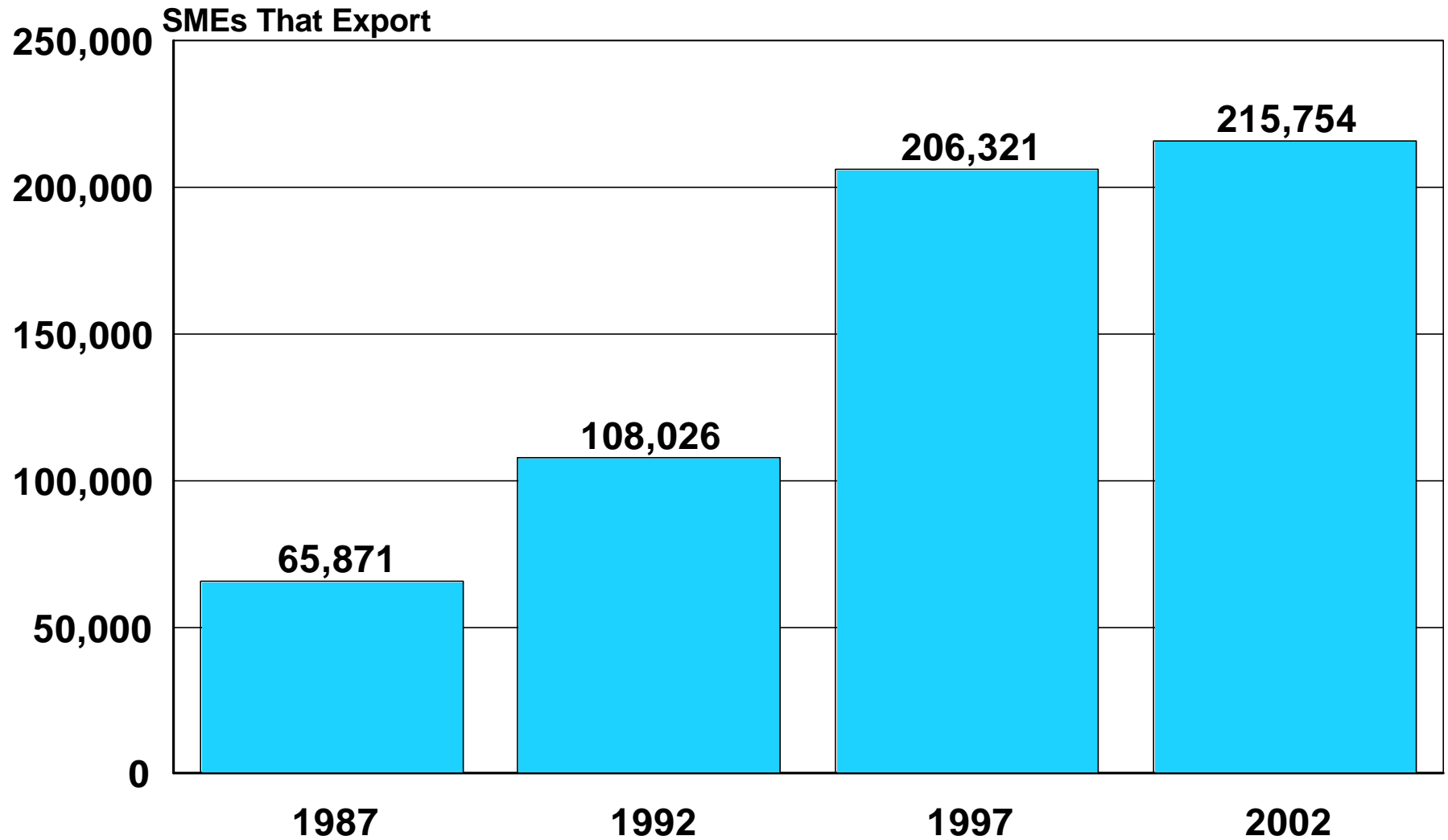
Percent of U.S. Exporting Firms in 2002 with:



223,013 Companies Exported Goods from the U.S. in 2002

Note: "No Employees" includes sole proprietorships, start-ups, and firms that rely exclusively on temporary or seasonal help.
Source: U.S. Department of Commerce, Exporter Data Base.

THE NUMBER OF SME EXPORTING COMPANIES ROSE 228 PERCENT FROM 1987 TO 2002

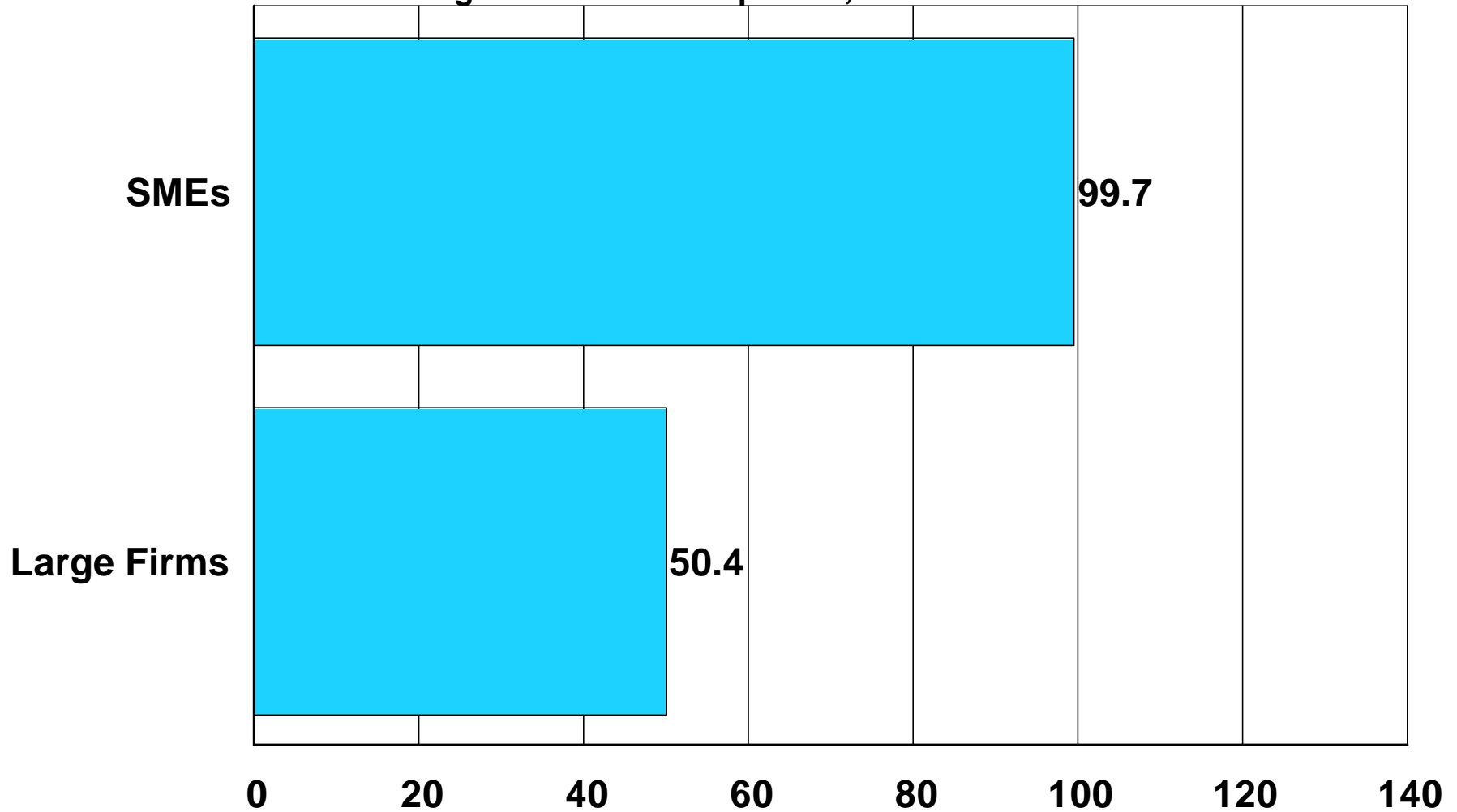


Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Source: U.S. Department of Commerce, Exporter Data Base.

THE NUMBER OF SME EXPORTERS GREW TWICE AS FAST AS THE NUMBER OF LARGE COMPANY EXPORTERS BETWEEN 1992 AND 2002

Percent Change in Number of Exporters, 1992-2002

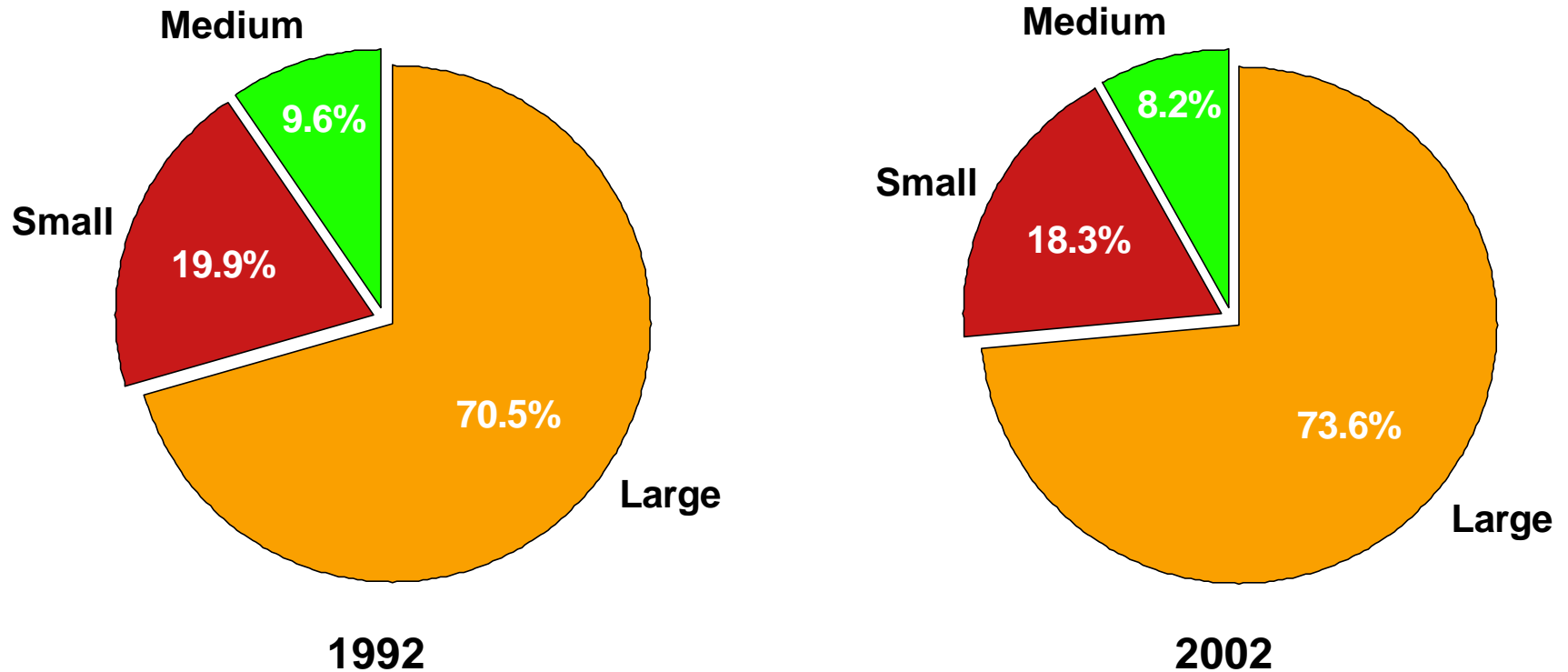


Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Source: U.S. Department of Commerce, Exporter Data Base.

SMALL AND MEDIUM-SIZED ENTERPRISES ARE RESPONSIBLE FOR MORE THAN ONE-FOURTH OF U.S. EXPORTS

Percent of U.S. Exports Sold By:



Known Value of U.S. Merchandise Exports in 2002 was \$599.8 Billion

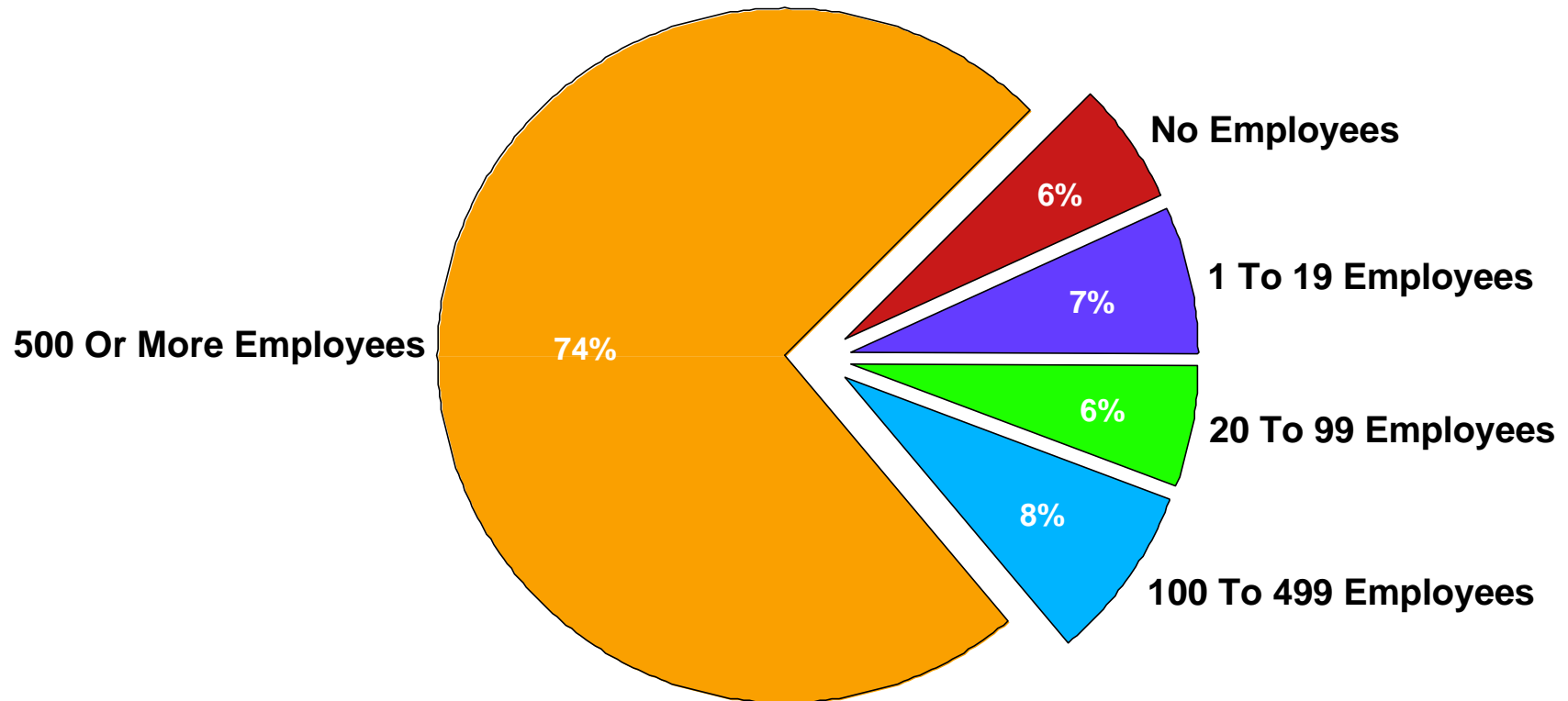
Definitions: small = less than 100 employees; medium = 100-499 employees; large = 500 or more employees.

Note: Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

LARGE FIRMS ACCOUNT FOR A MAJORITY OF EXPORTS

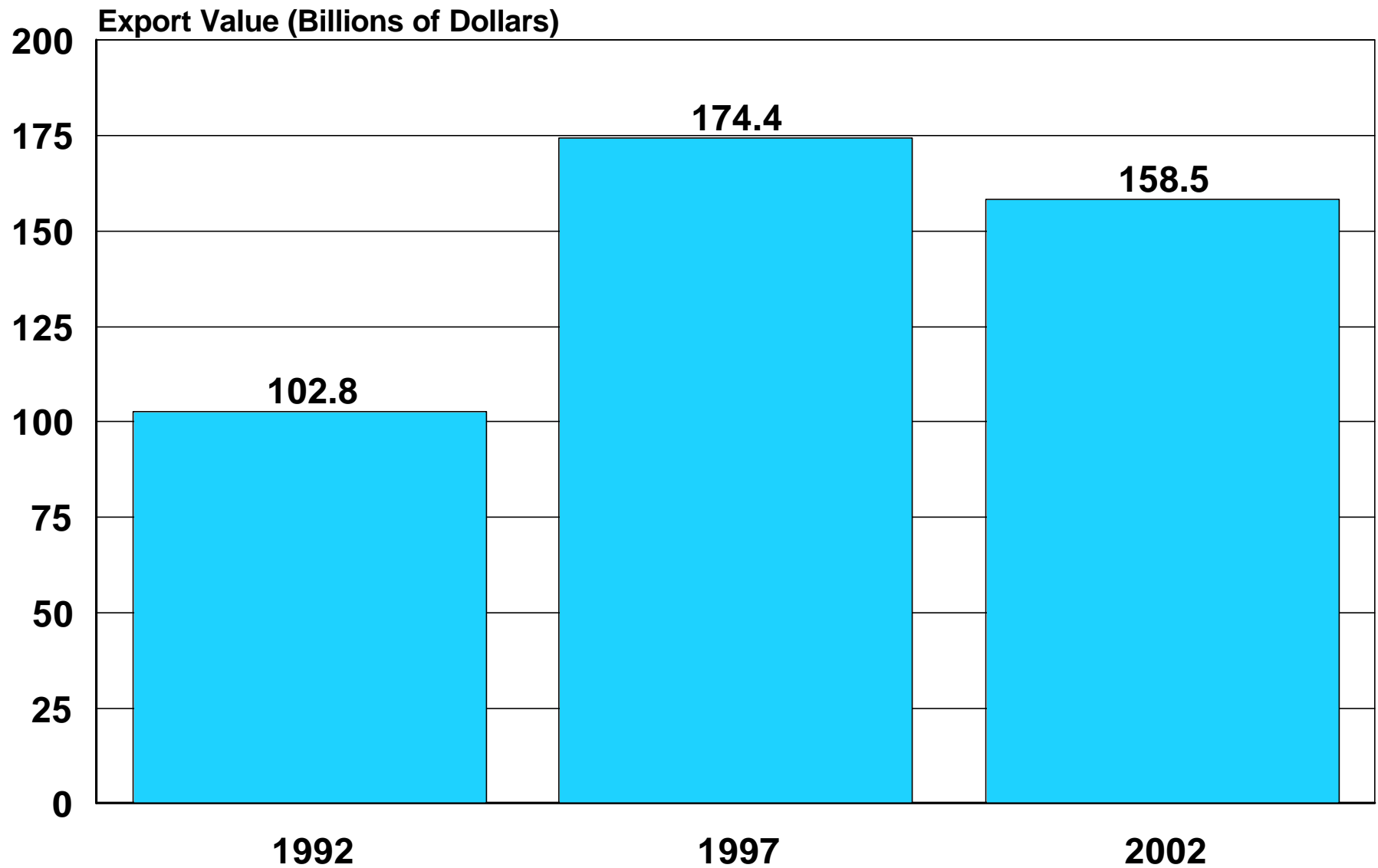
Share of 2002 U.S. Merchandise Export Value by Companies With :



Known Value of U.S. Merchandise Exports in 2002 was \$599.8 Billion

*Note: "No Employees" includes sole proprietorships, start-ups, and firms that rely exclusively on temporary or seasonal help.
Definitions: small and medium-sized = less than 500 employees; large = 500 or more employees.
Source: U.S. Department of Commerce, Exporter Data Base.*

SMEs' EXPORT REVENUE ROSE 54 PERCENT FROM 1992 TO 2002

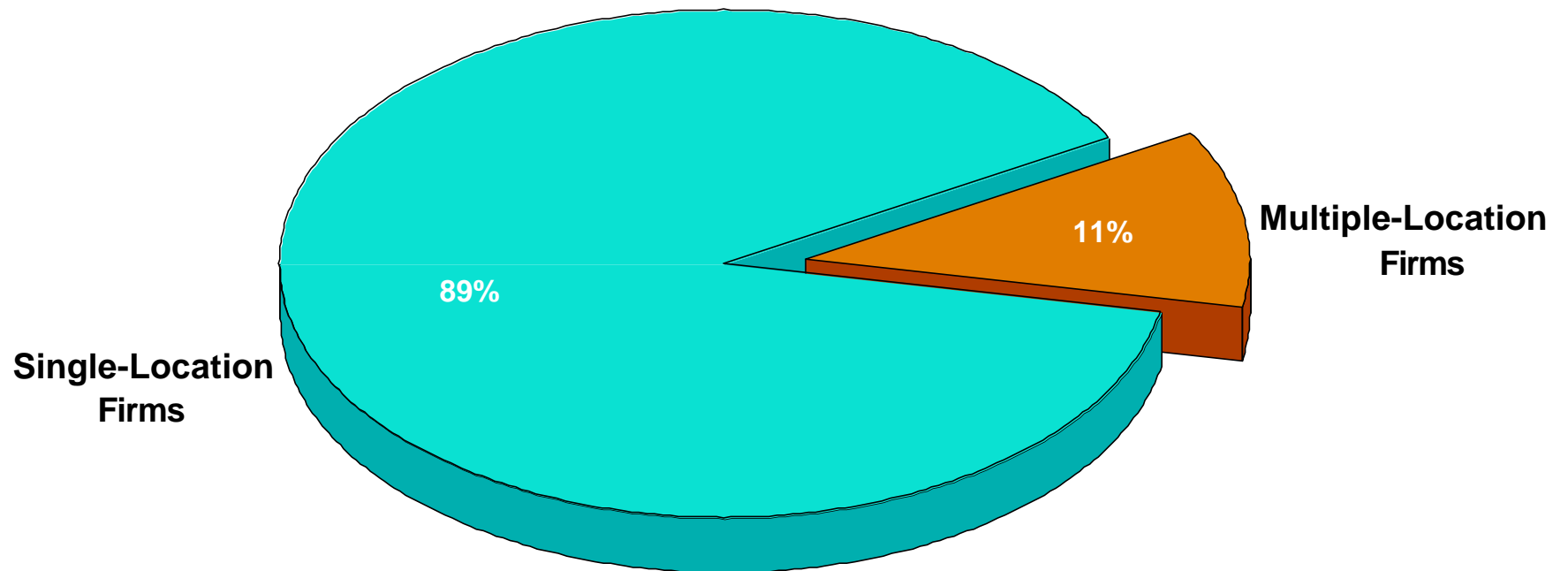


Definitions: small and medium-sized = less than 500 employees; large = 500 or more employees.

Source: U.S. Department of Commerce, Exporter Data Base.

ALMOST NINETY PERCENT OF SME EXPORTERS ARE SINGLE-LOCATION COMPANIES

Percent of SME Exporters in 2002 that Were:

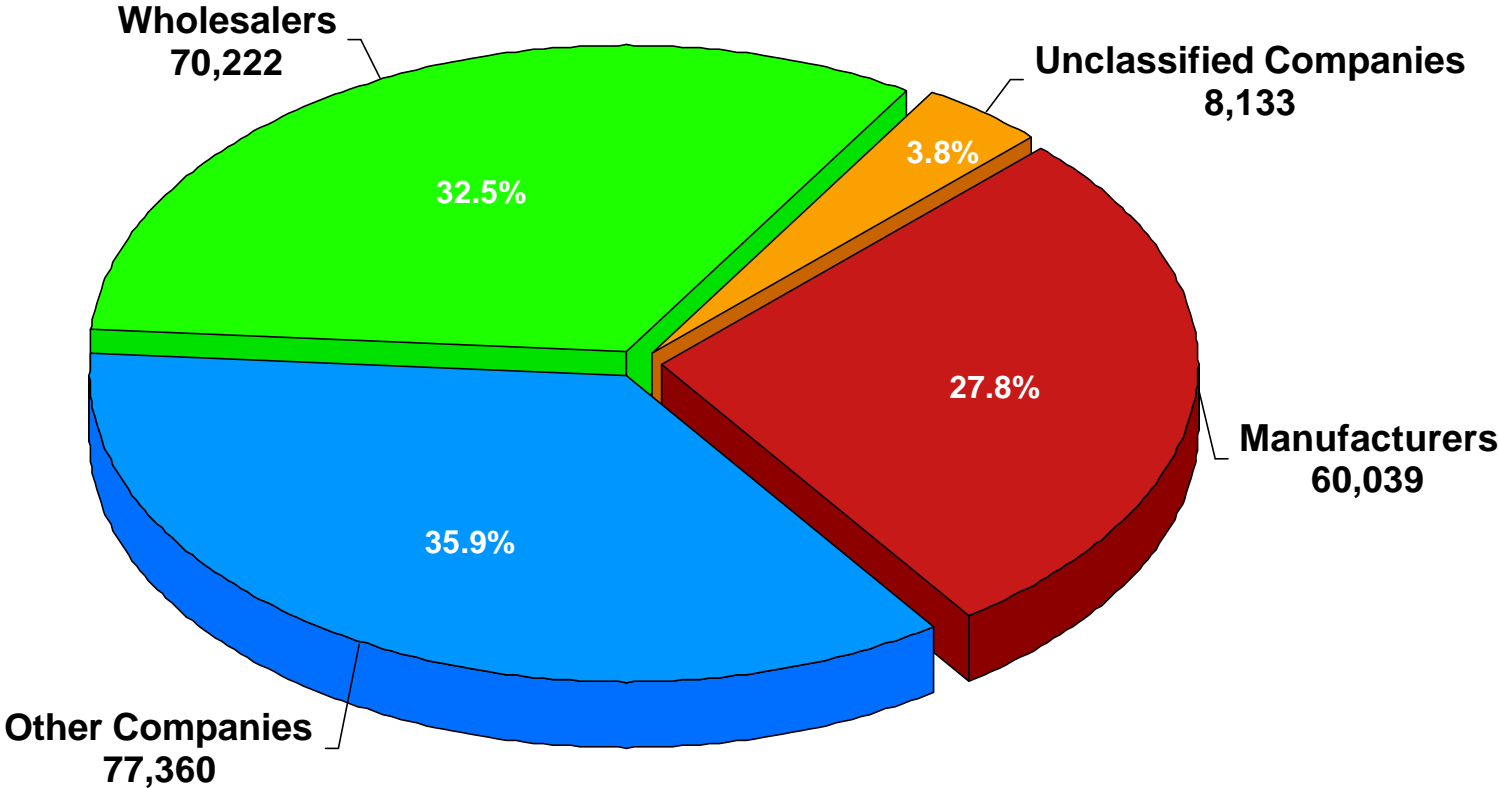


215,754 SMEs Exported Goods from the U.S. in 2002

*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.
Source: U.S. Department of Commerce, Exporter Data Base.*

MORE THAN TWO-THIRDS OF SMALL AND MEDIUM-SIZED EXPORTERS ARE NON-MANUFACTURERS

Industry Distribution of Small and Medium-Sized Exporting Firms, 2002:



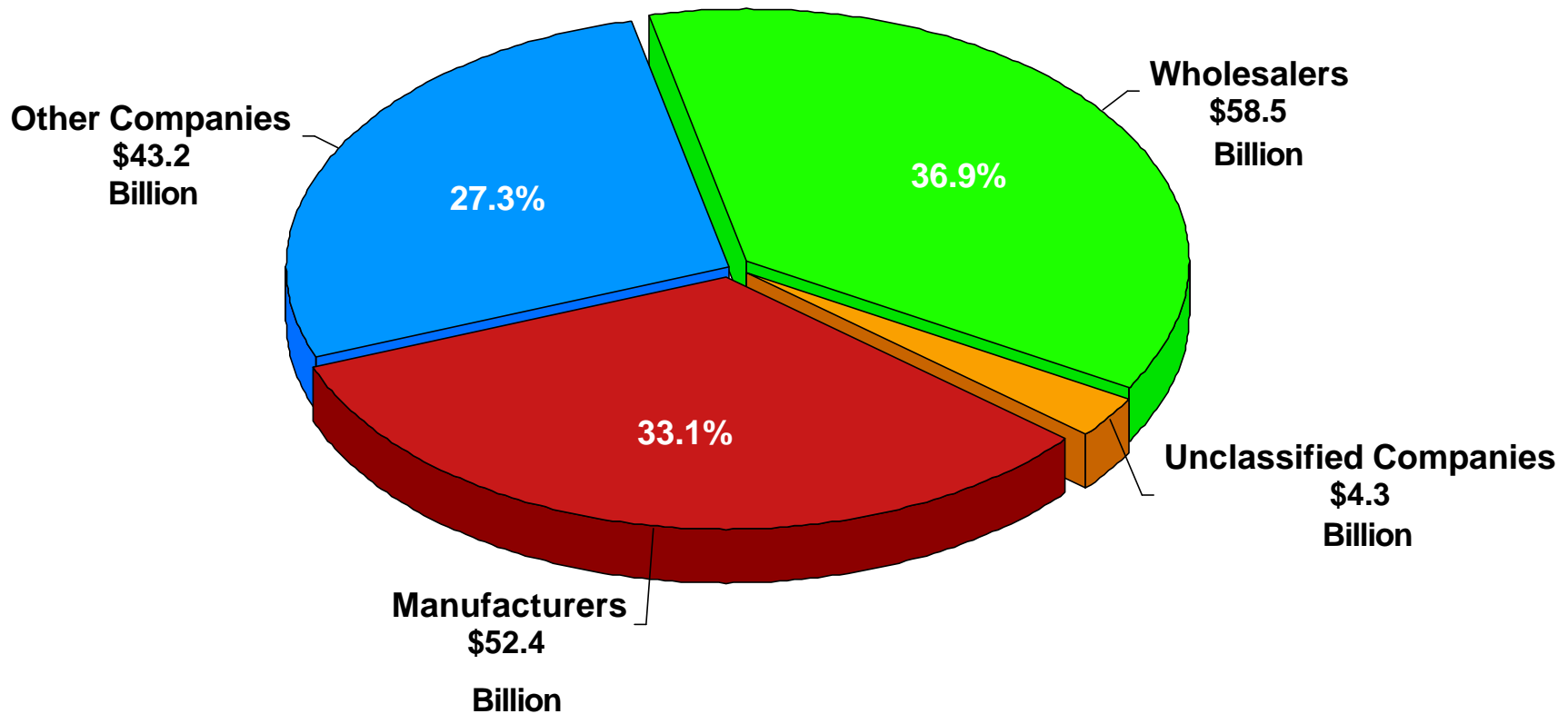
215,754 SMEs Exported Goods from the U.S. in 2002

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. "Other Companies" include resource extraction firms and various service companies (transport services, communications, engineering and management services, business services, etc.).

Source: U.S. Department of Commerce, Exporter Data Base.

NON-MANUFACTURERS ARE RESPONSIBLE FOR OVER SIXTY PERCENT OF TOTAL SME EXPORTS

Industry Distribution of Exports by Small and Medium-Sized Firms, 2002:



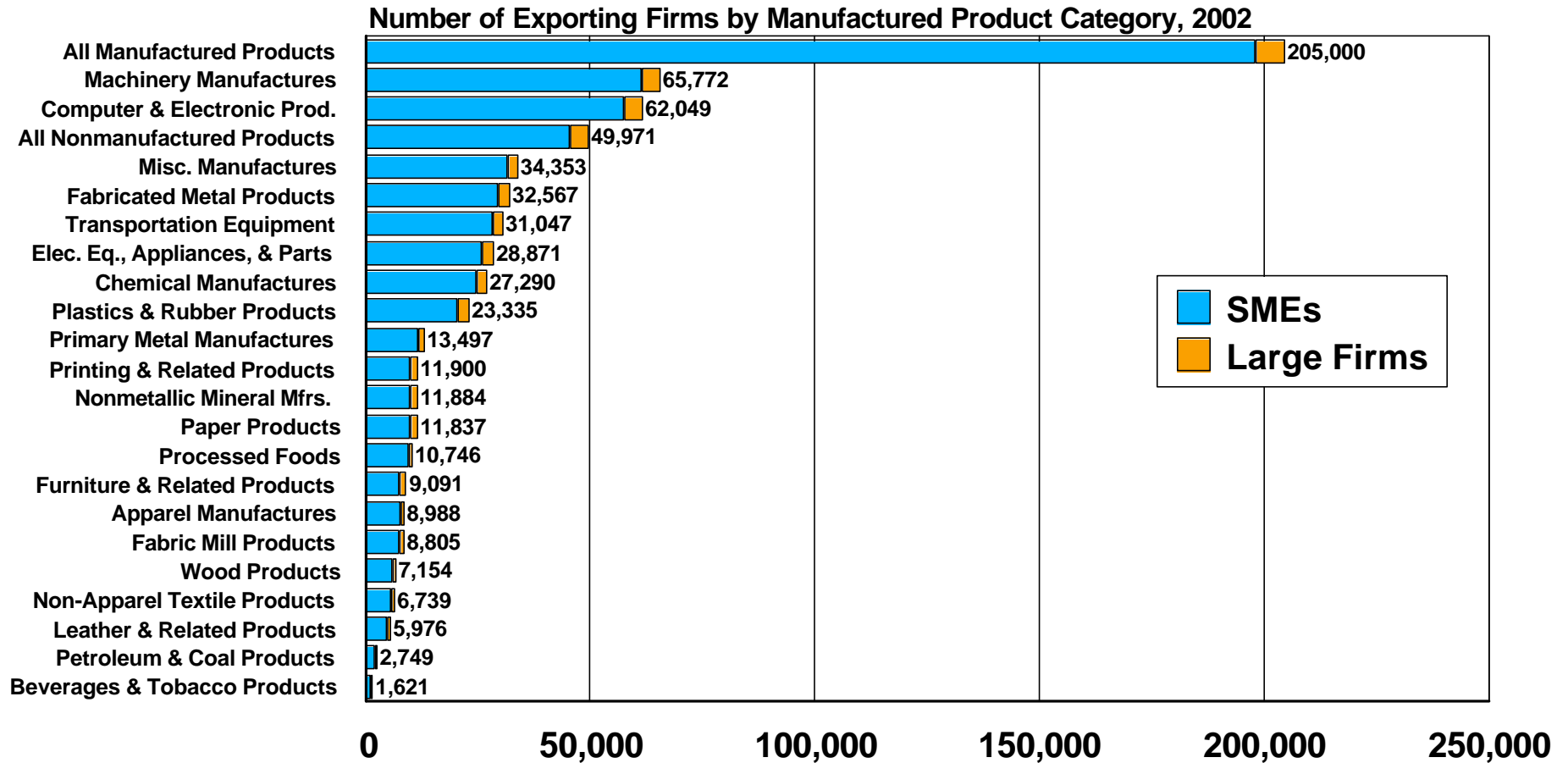
Known Value of Merchandise Exports from Small and Medium-Sized Enterprises in 2002 was \$158 Billion

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. "Other Companies" include resource extraction firms and various service companies (transport services, communications, engineering and management services, business services, etc.).

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

IN ALL PRODUCT GROUPS, MOST EXPORTERS ARE SMALL AND MEDIUM-SIZED ENTERPRISES



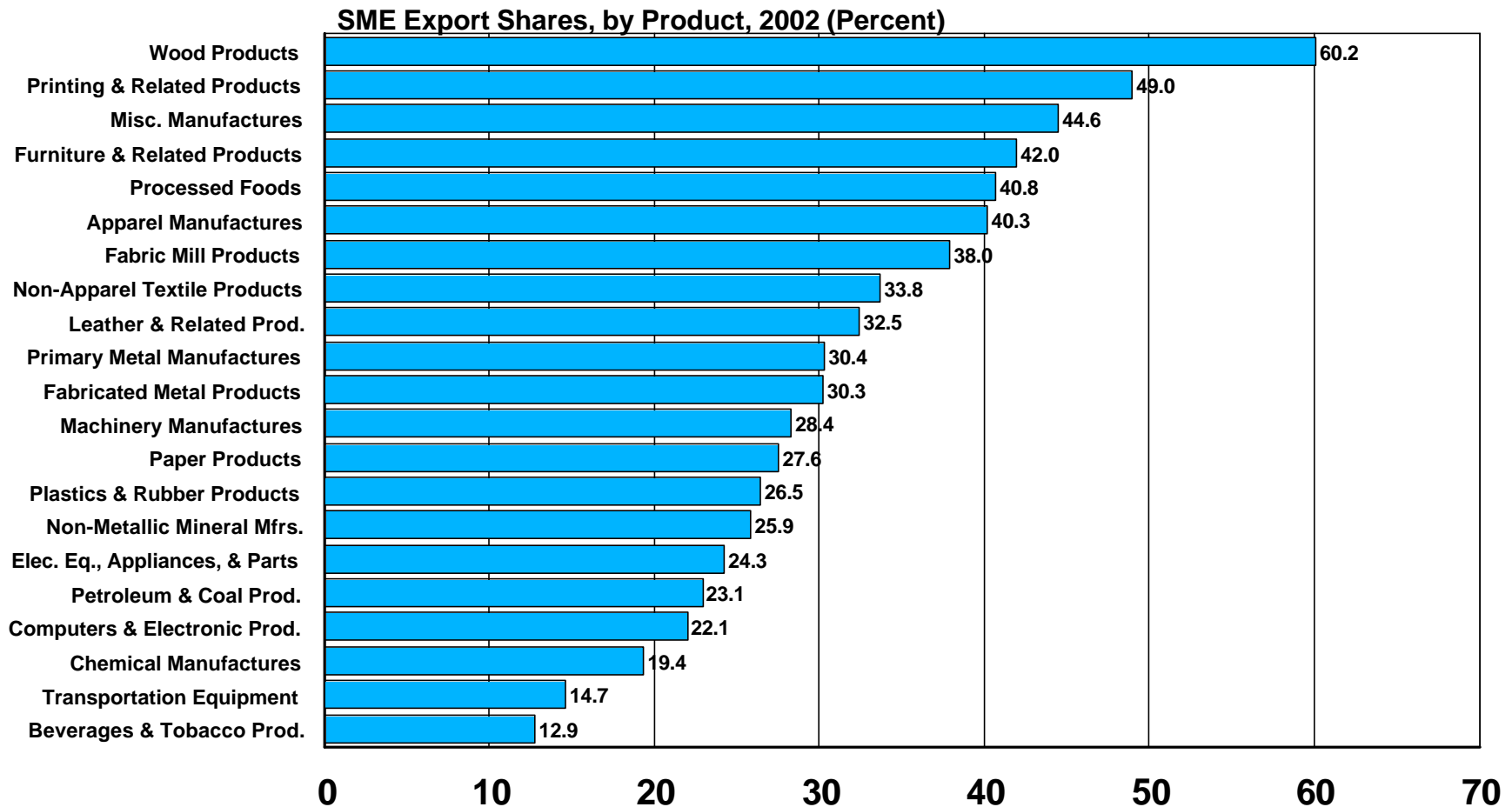
215,754 SMEs Exported Goods from the U.S. in 2002

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Note: Because firms sometimes export multiple products, exporter counts cannot be summed to arrive at a U.S. total.

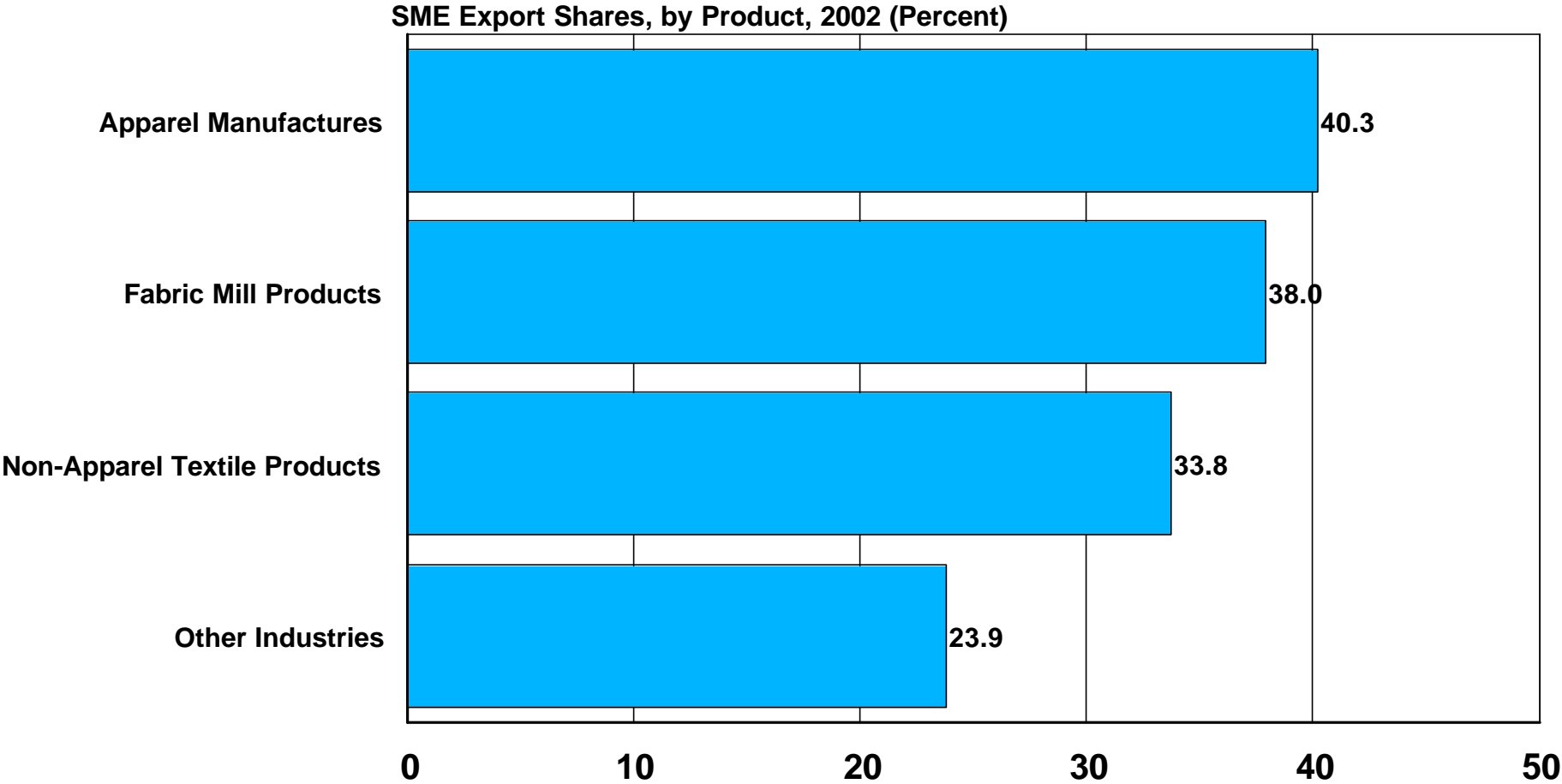
Source: U.S. Department of Commerce, Exporter Data Base.

SMEs ARE RESPONSIBLE FOR A SIGNIFICANT SHARE OF EXPORTS IN MANY INDUSTRIES



*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.
Source: U.S. Department of Commerce, Exporter Data Base.*

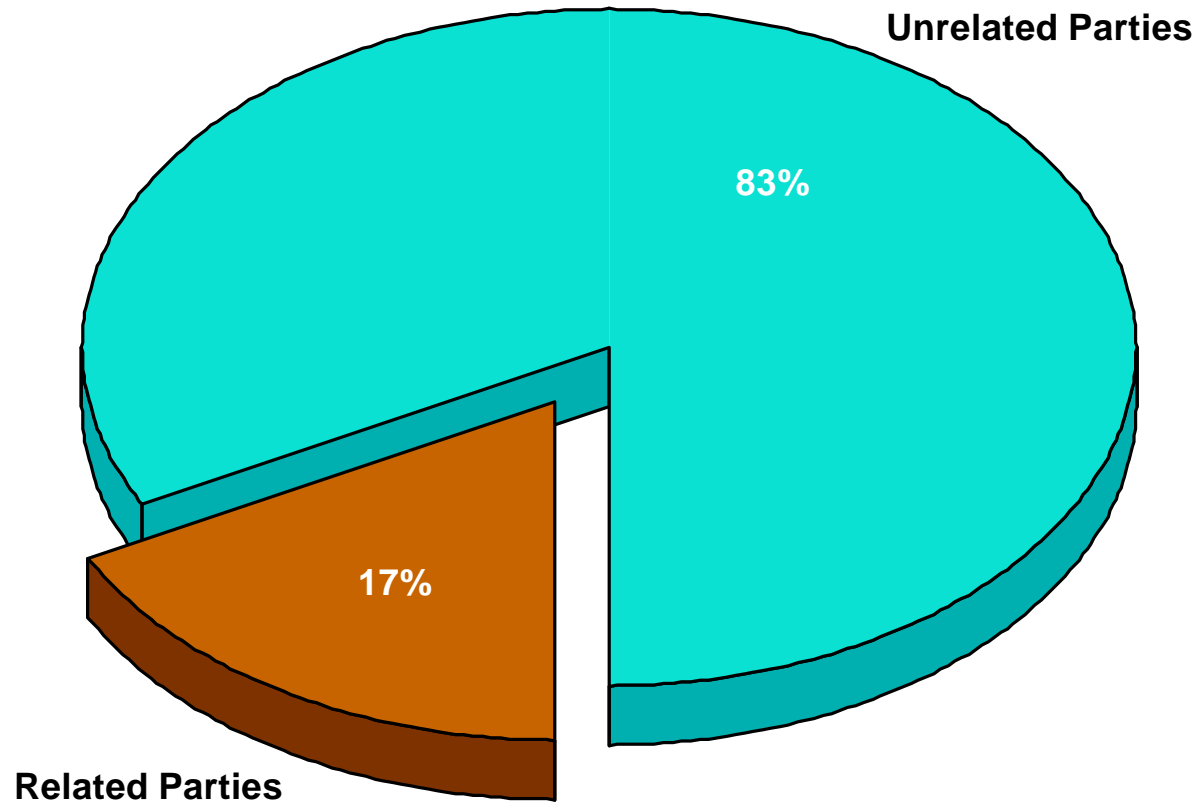
SMEs CLAIM A GREATER SHARE OF EXPORTS IN TEXTILE & APPAREL INDUSTRIES THAN IN OTHER INDUSTRIES



Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.
Source: U.S. Department of Commerce, Exporter Data Base.

SMEs SELL RELATIVELY FEW GOODS TO AFFILIATED CUSTOMERS ABROAD

Percent of 2002 SME Exports Going to:



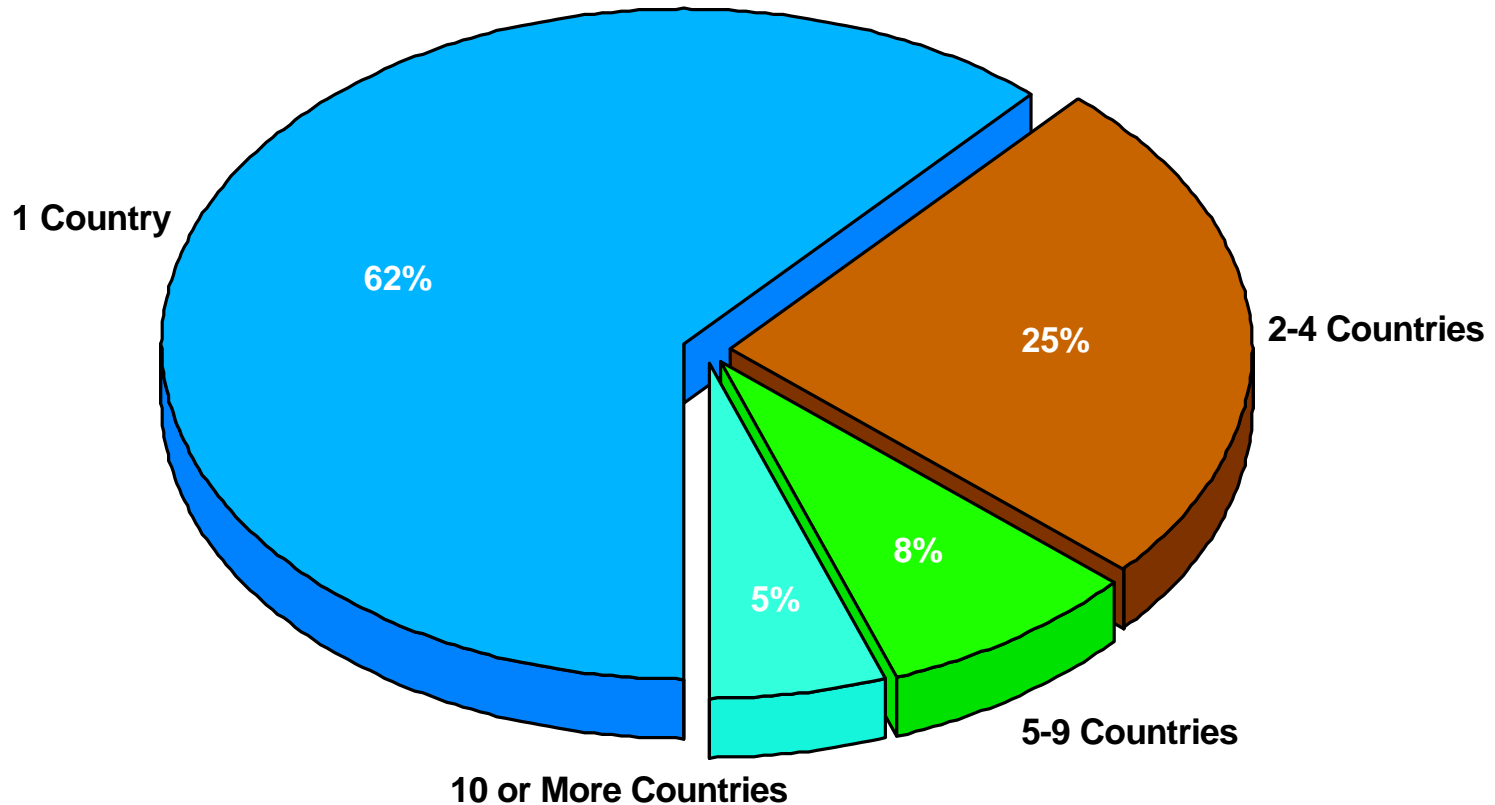
Known Value of Merchandise Exports from Small and Medium-Sized Enterprises in 2002 was \$158 Billion

Definitions: small and medium-sized enterprises (SMEs) have fewer than 500 employees. A related party transaction is one between a U.S. exporter and a foreign consignee, where either party owns (directly or indirectly) 10 percent or more of the other party.

Source: U.S. Department of Commerce, Exporter Data Base.

NEARLY TWO-THIRDS OF SMALL AND MEDIUM-SIZED EXPORTERS SOLD TO JUST ONE FOREIGN MARKET IN 2002

Percent of Small and Medium-Sized Exporters Selling to:

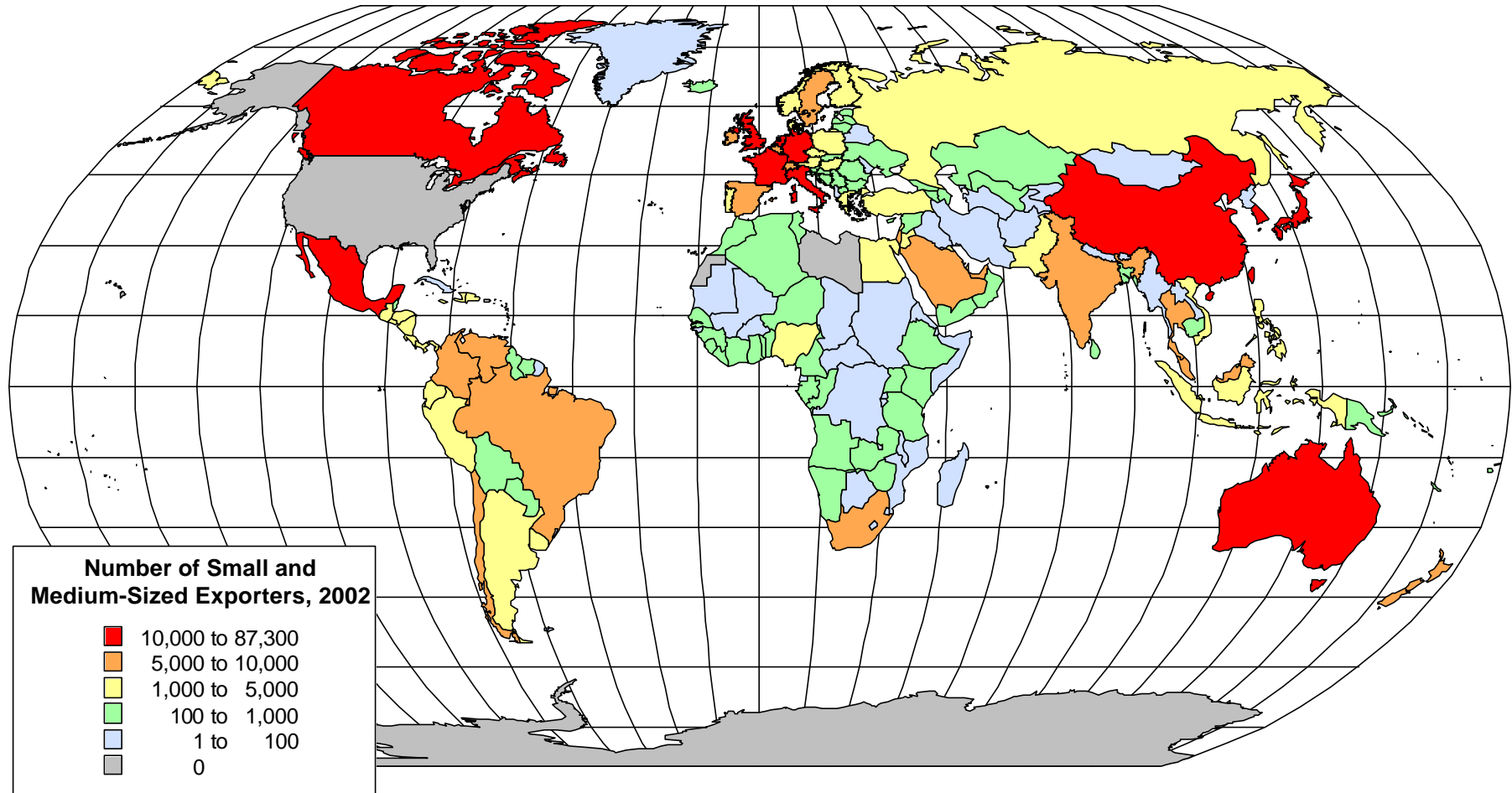


215,754 Small and Medium-Sized Companies Exported Goods in 2002

Definitions: Small and medium-sized enterprises (SMEs) = less than 500 employees; large = 500 or more employees
Source: U.S. Department of Commerce, Exporter Data Base.

SMALL AND MEDIUM-SIZED ENTERPRISES EXPORT GOODS ALL OVER THE WORLD

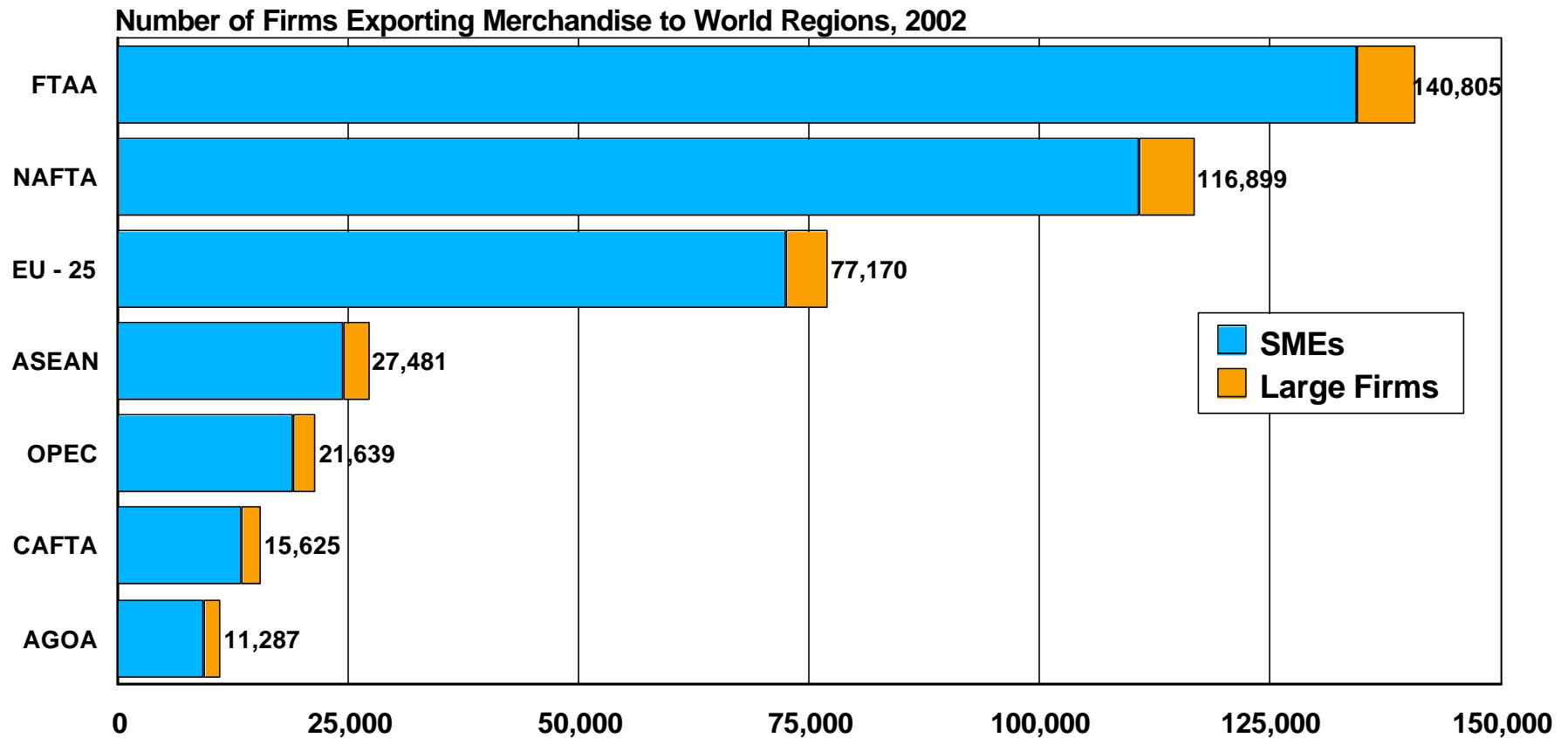
Number of Small and Medium-Sized Enterprises (SMEs) Exporting Merchandise from the U.S. to Foreign Markets, 2002



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Figures refer to firms selling merchandise to specific markets. Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

MOST EXPORTERS TO MAJOR TRADING REGIONS ARE SMALL AND MEDIUM-SIZED ENTERPRISES



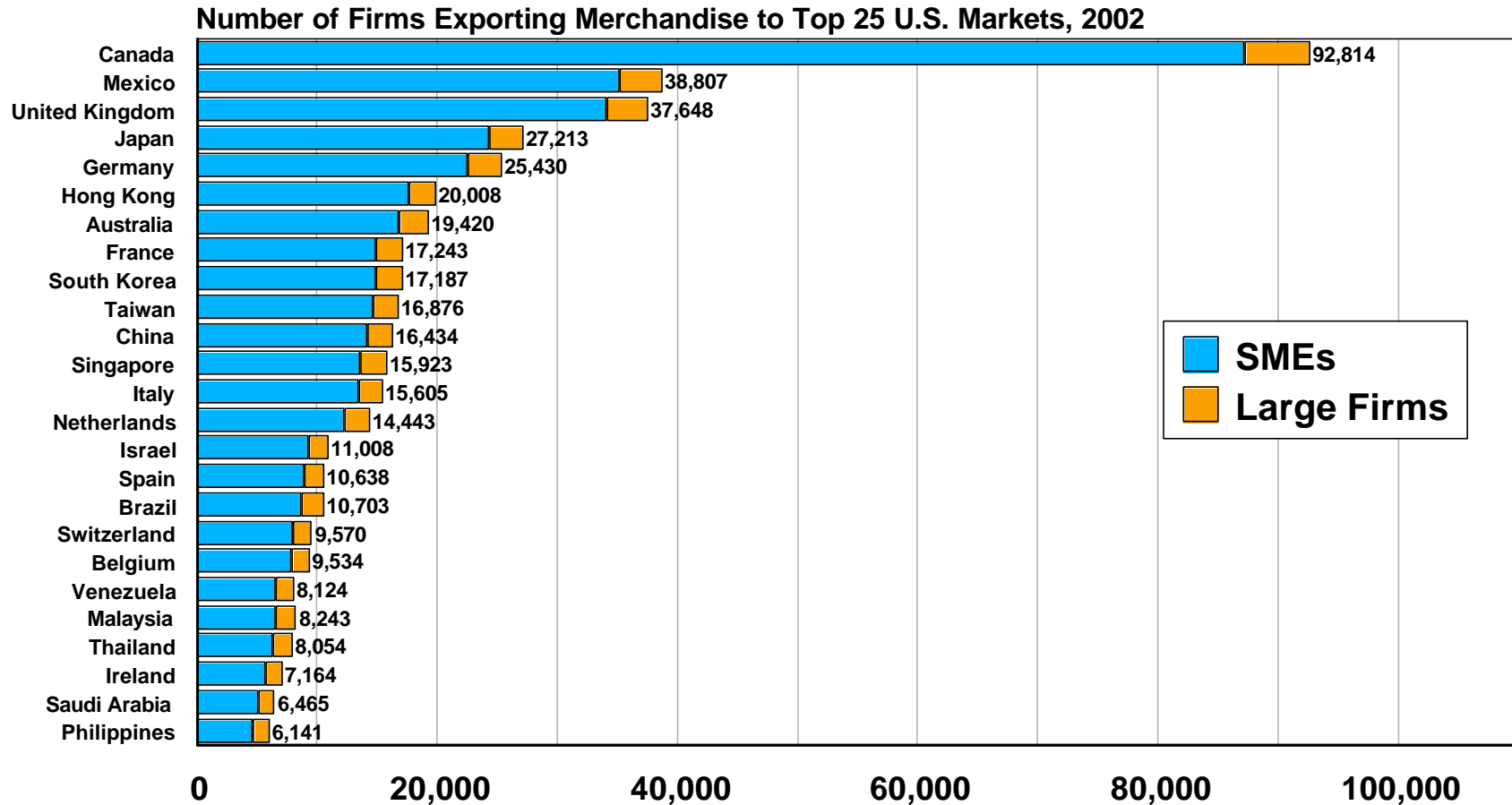
215,754 Small and Medium-Sized Companies Exported Goods in 2002

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Because firms sometimes export to multiple locations, exporter counts for individual regions cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

A MAJORITY OF EXPORTERS TO MAJOR MARKETS ARE SMALL AND MEDIUM-SIZED ENTERPRISES



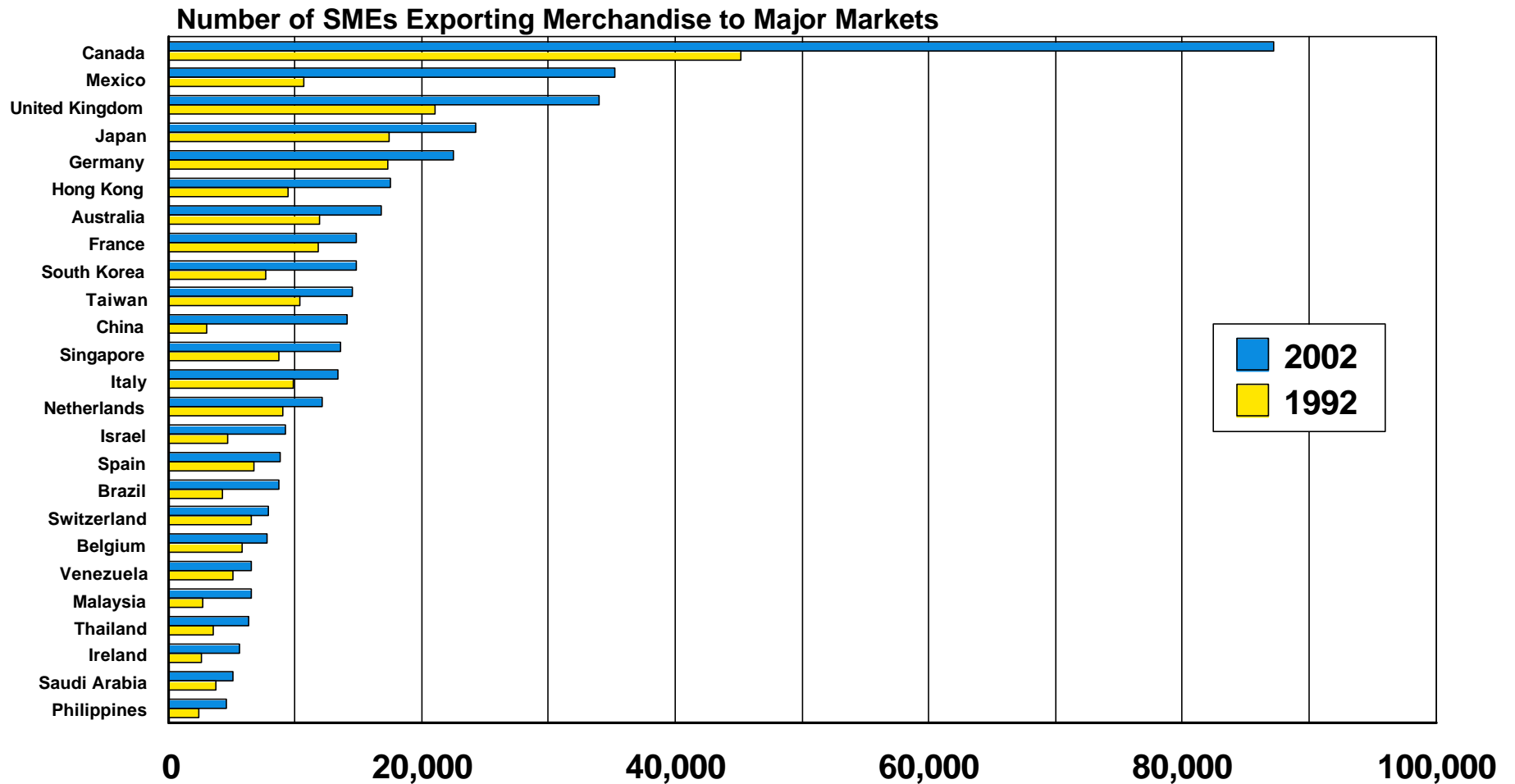
215,754 Small and Medium-Sized Companies Exported Goods in 2002

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

A GROWING NUMBER OF SMALL AND MEDIUM-SIZED ENTERPRISES EXPORT TO MAJOR MARKETS



215,754 Small and Medium-Sized Companies Exported Goods in 2002

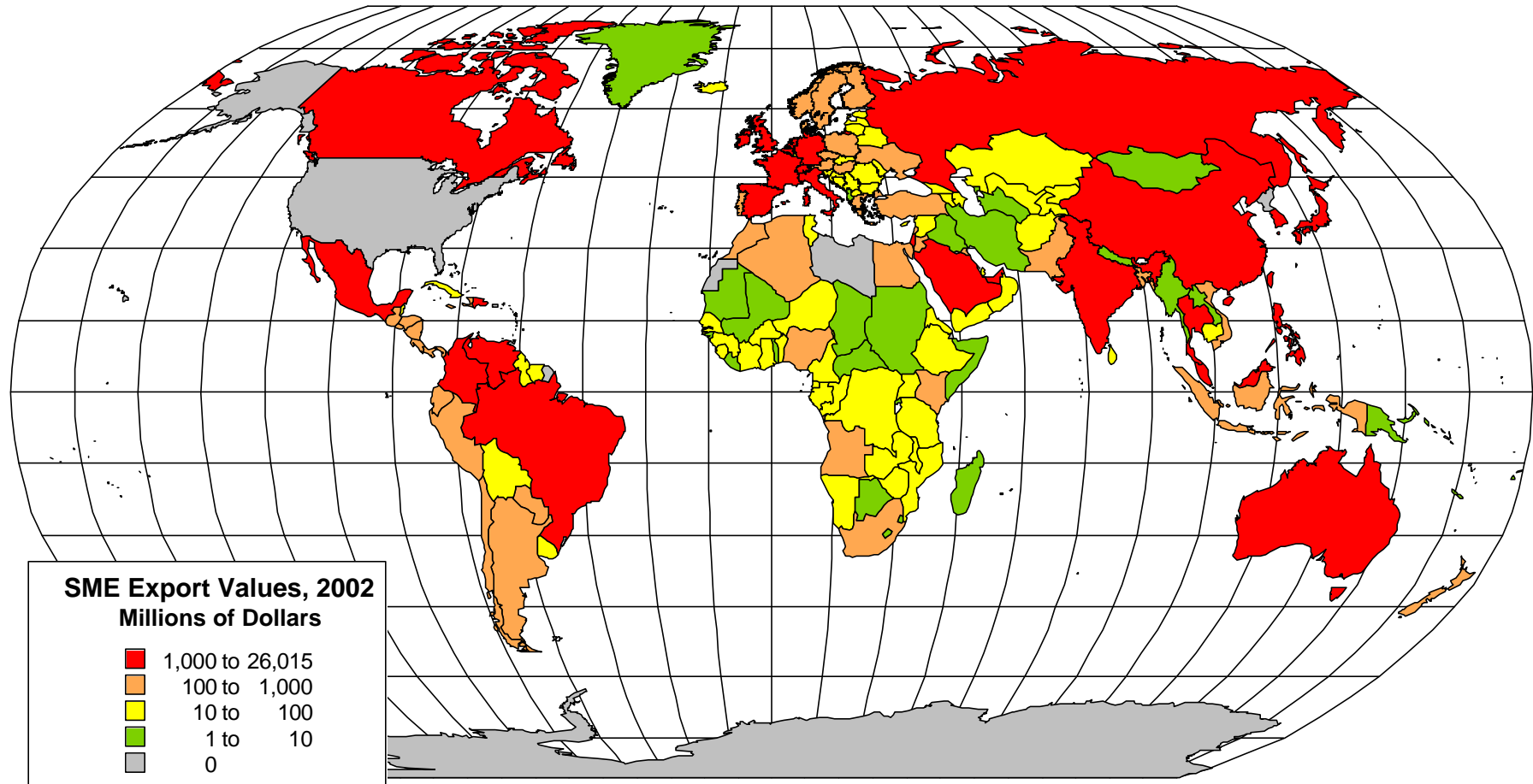
Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

SMALL AND MEDIUM-SIZED ENTERPRISES EXPORT GOODS WORTH \$1 BILLION OR MORE TO EACH OF THIRTY FOREIGN MARKETS

Known Value of Merchandise Exports Attributed to Small and Medium-Sized Enterprises (SMEs), 2002

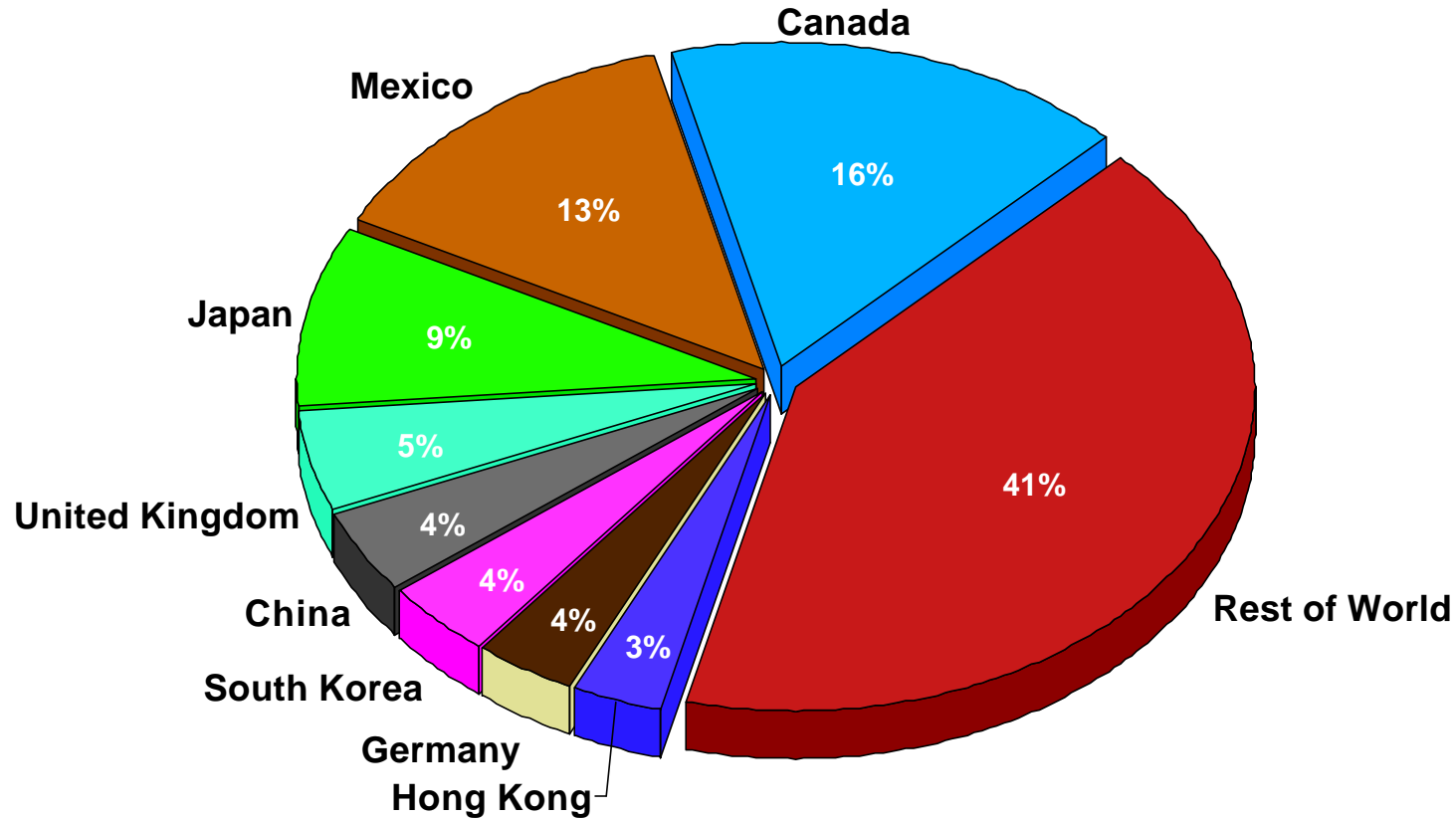


Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. The known value of U.S. merchandise exports in 2002 was \$600 billion. Of that, \$158 billion, or 26 percent, was attributed to SMEs.

Source: U.S. Department of Commerce, Exporter Data Base.

NEARLY HALF OF ALL SME EXPORTS GO TO JUST FIVE MARKETS

Percent of Total Known SME Exports Sent to Major Foreign Markets, 2002



Known Value of U.S. Merchandise Exports from SMEs in 2002 was \$158 Billion

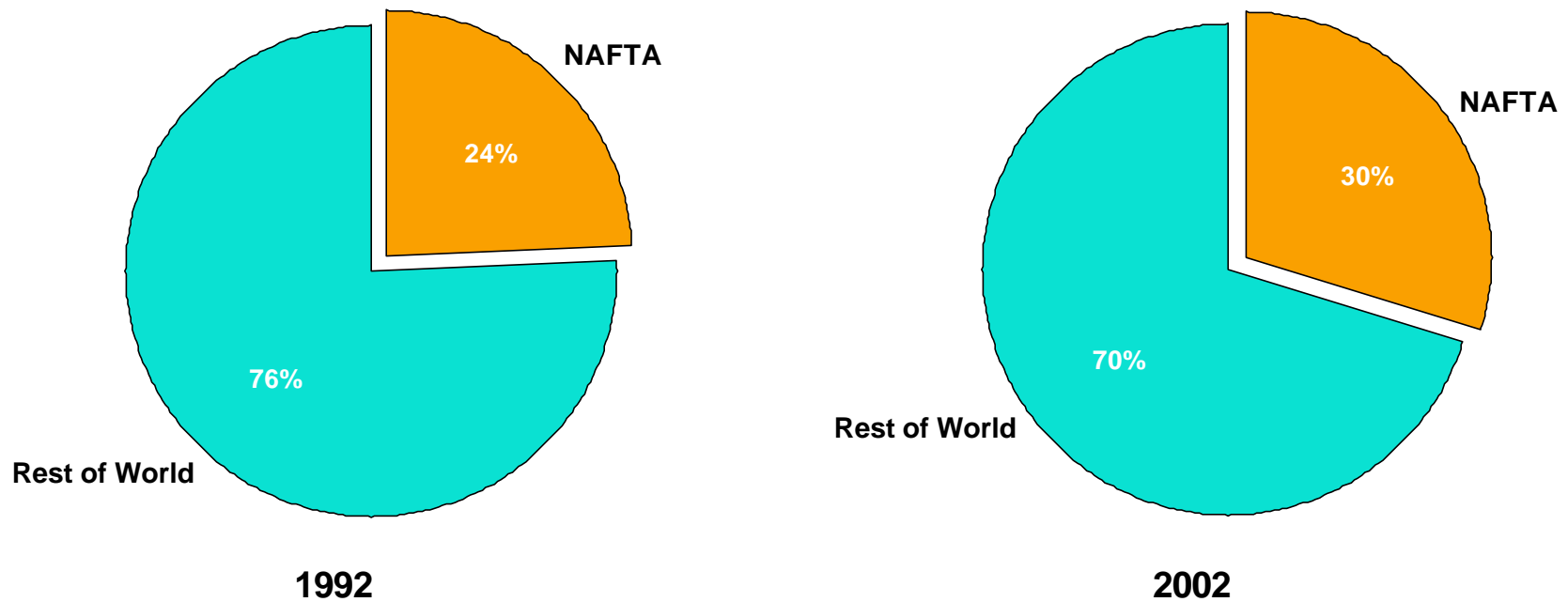
Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

THE SHARE OF TOTAL SME EXPORTS GOING TO CANADA AND MEXICO INCREASED FROM 1992 TO 2002

Percent of Total SME Exports Going to:

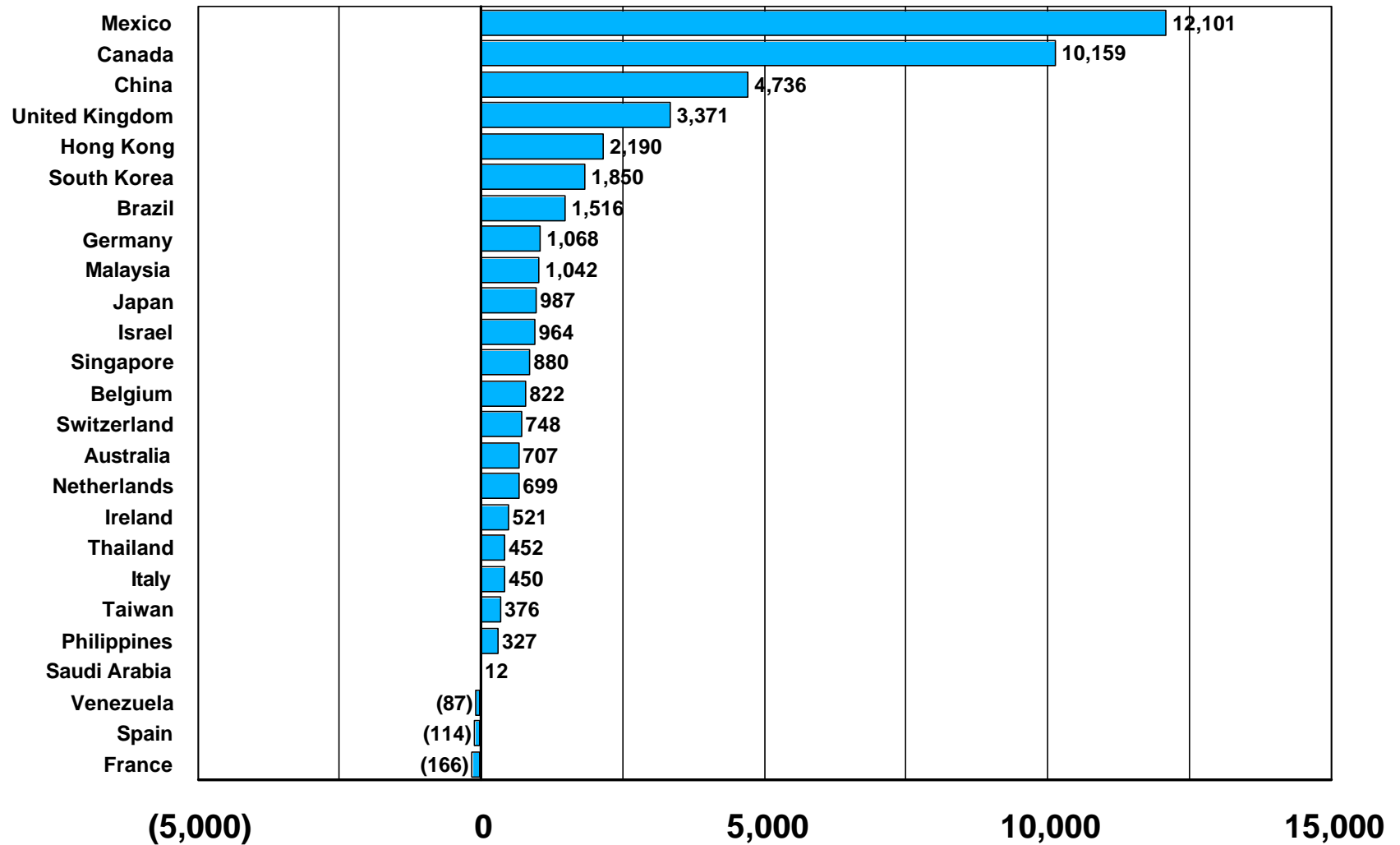


SME Exports of Merchandise to NAFTA Totaled \$47 Billion in 2002

*Definitions: Small and medium-sized enterprises (SMEs) = less than 500 employees; large = 500 or more employees
Source: U.S. Department of Commerce, Exporter Data Base.*

FROM 1992-2002, NAFTA MARKETS ACCOUNTED FOR THE BIGGEST DOLLAR GAINS IN SME EXPORTS

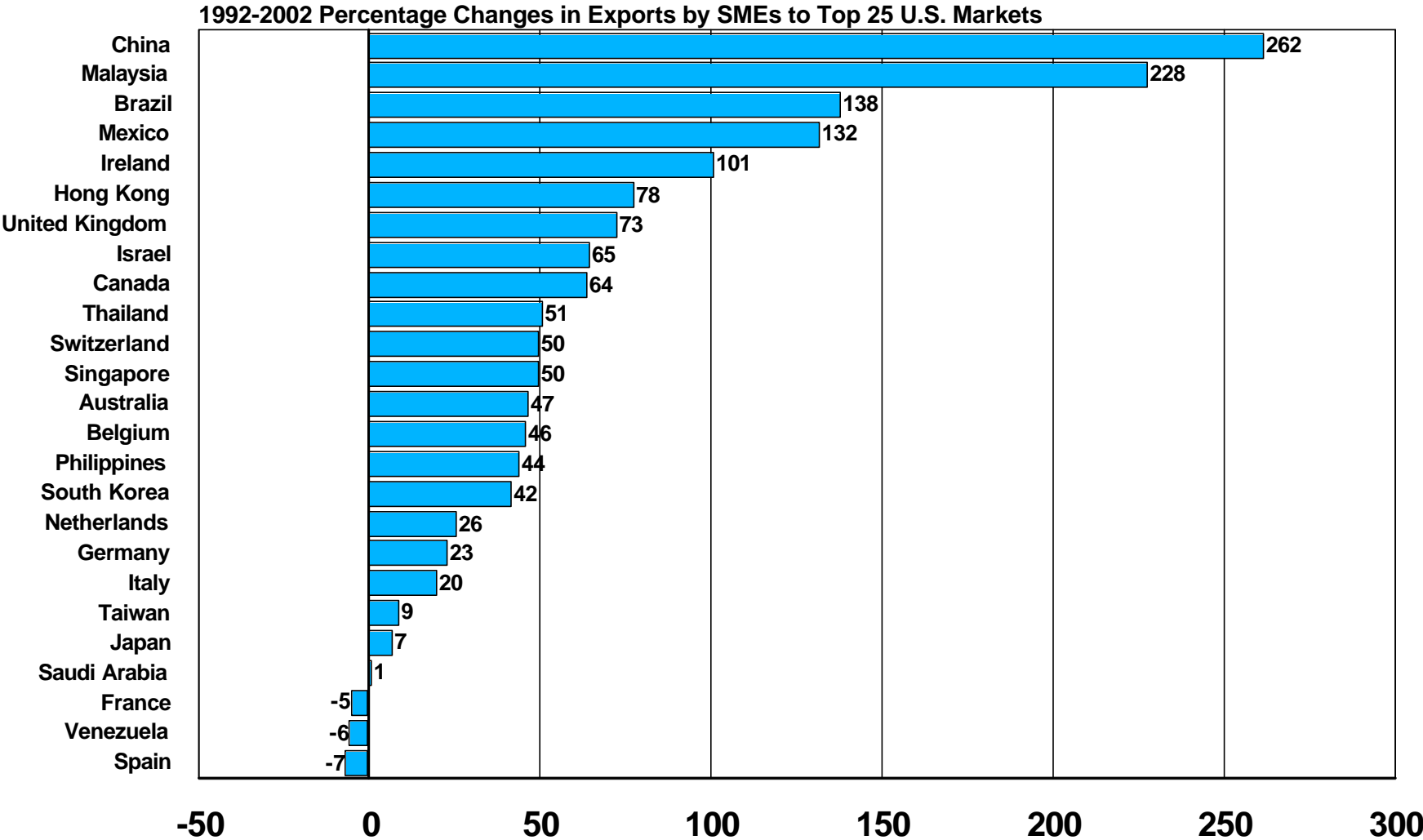
1992-2002 Dollar Changes in Exports by SMEs to Top 25 U.S. Markets (Millions of Dollars)



Notes: Values include only identifiable or "known" exports – i.e., 1992 & 2002 exports that can be linked to individual companies utilizing information on U.S. export declarations. SMEs (small and medium-sized enterprises) are firms with fewer than 500 employees.

Source: U.S. Department of Commerce, Exporter Data Base.

OVER THE 1992-2002 PERIOD, THE FASTEST-GROWING MARKETS FOR SMEs WERE CHINA, MALAYSIA, AND BRAZIL

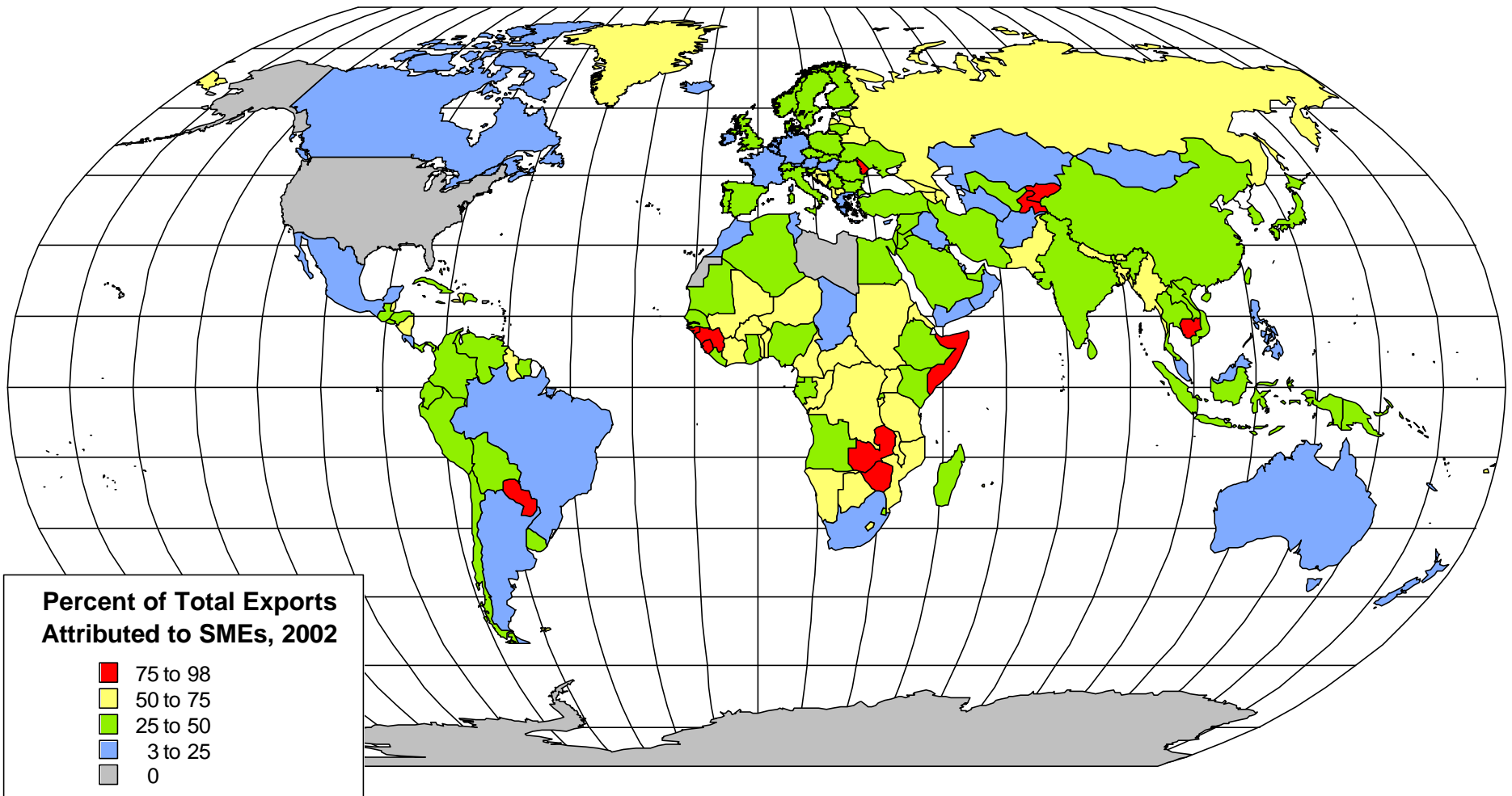


Notes: Values include only identifiable or "known" exports – i.e., 1992 & 2002 exports that can be linked to individual companies utilizing information on U.S. export declarations. SMEs (small and medium-sized enterprises) are firms with fewer than 500 employees.

Source: U.S. Department of Commerce, Exporter Data Base.

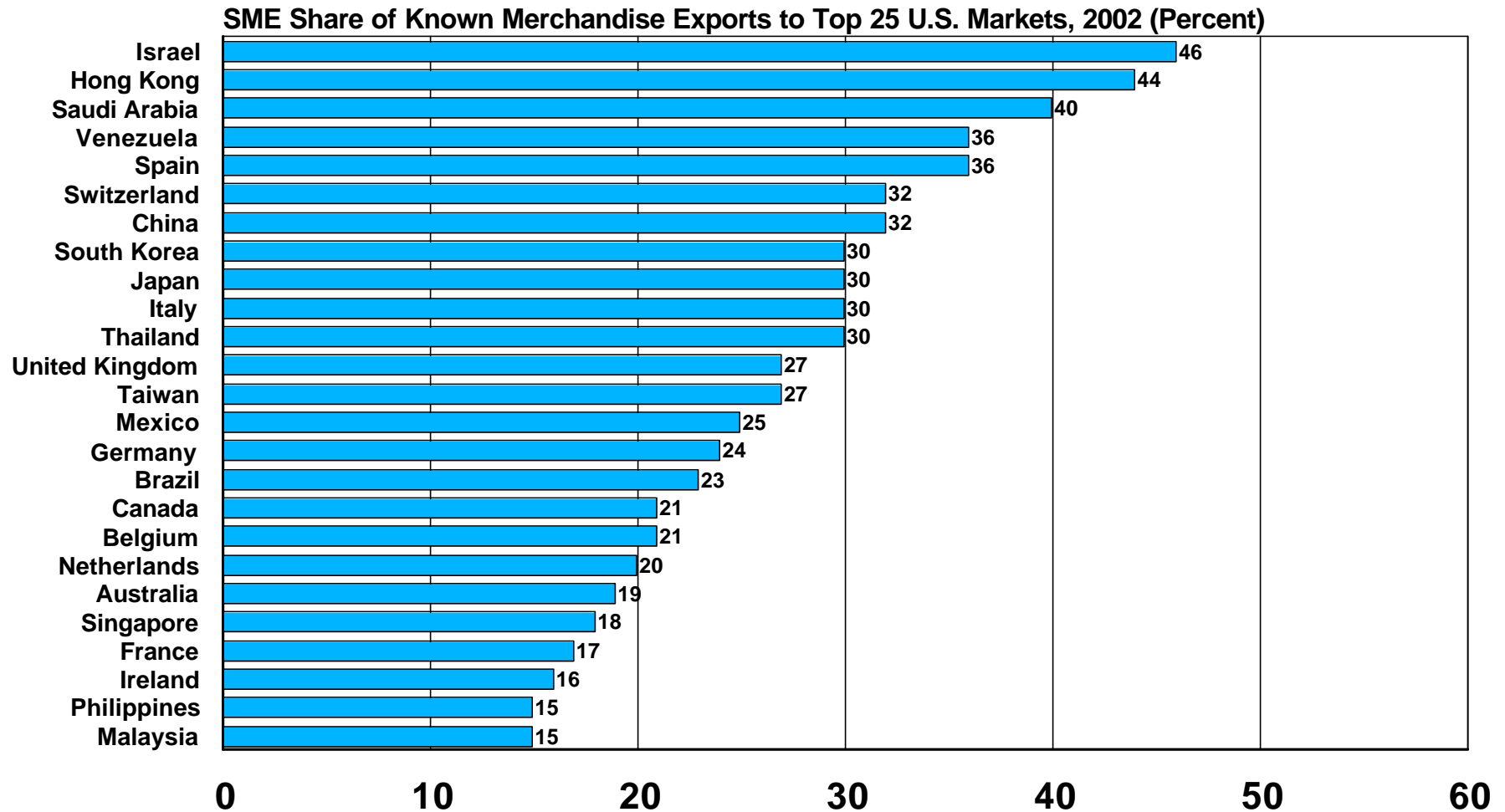
IN NINETY-TWO MARKETS, SMALL AND MEDIUM-SIZED ENTERPRISES ARE RESPONSIBLE FOR AT LEAST HALF OF ALL U.S. EXPORTS

Percent of U.S. Merchandise Exports Attributed to Small and Medium-Sized Enterprises (SMEs), 2002



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. The known value of U.S. merchandise exports in 2002 was \$600 billion. Of that, \$158 billion, or 26 percent, was attributed to SMEs.
Source: U.S. Department of Commerce, Exporter Data Base.

SMEs PLAY AN IMPORTANT ROLE IN EXPORTS TO KEY MARKETS



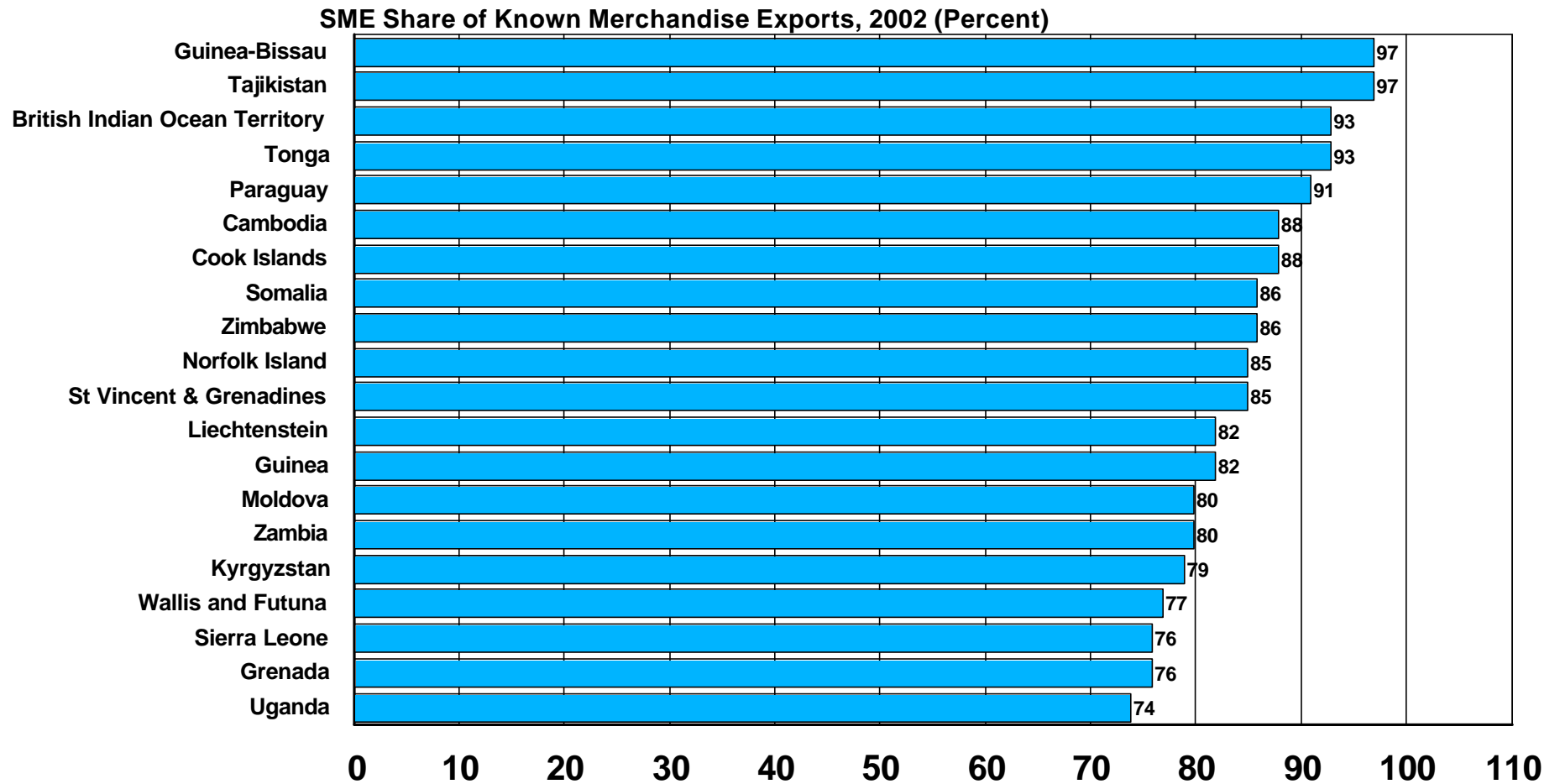
SMEs Were Responsible for 26 Percent of U.S. Goods Exported in 2002

Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

SMALL AND MEDIUM-SIZED ENTERPRISES DOMINATE EXPORTS TO MANY SMALLER MARKETS



SMEs Were Responsible for 26 Percent of U.S. Goods Exported in 2002

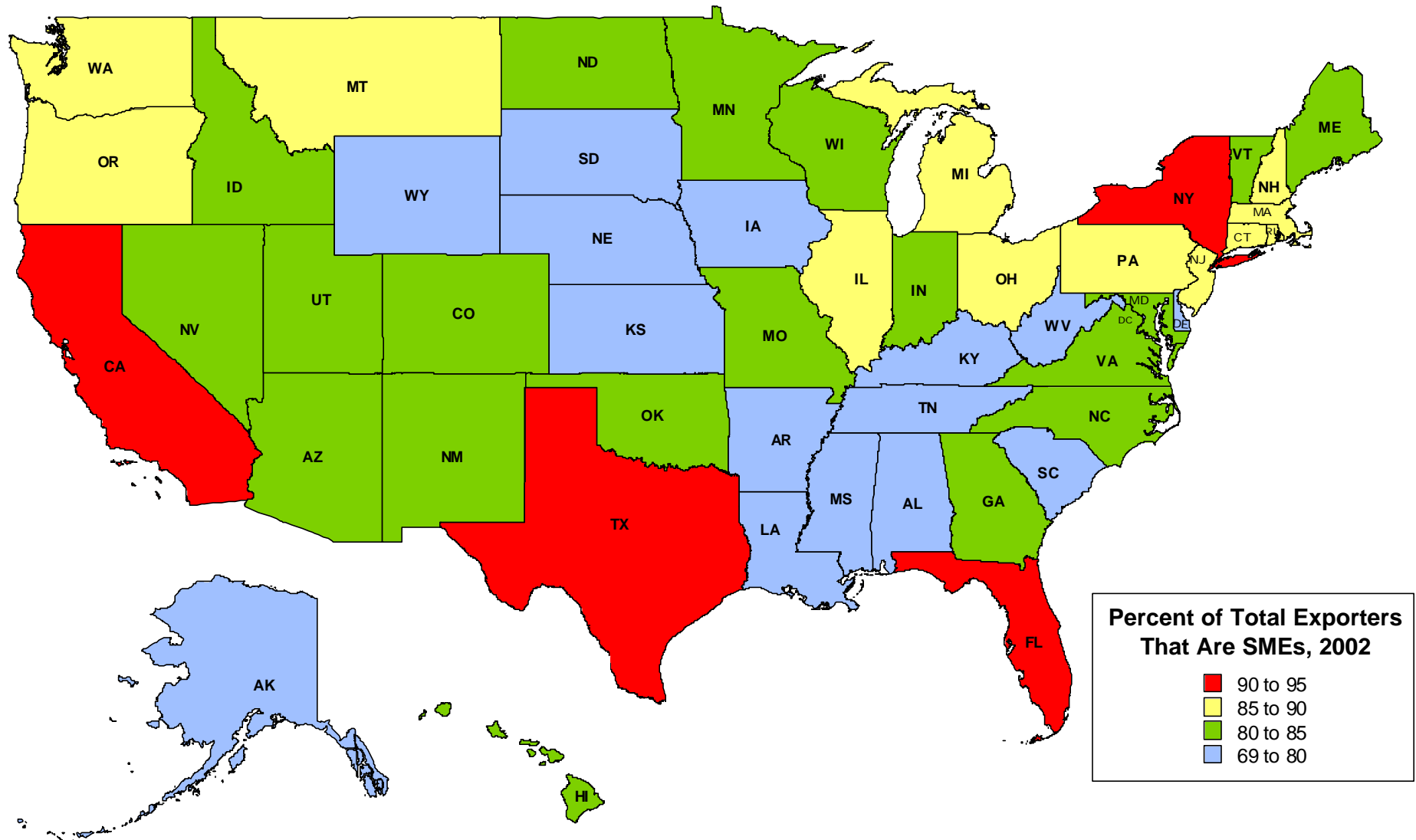
Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

IN THIRTY-FIVE STATES, AT LEAST EIGHTY PERCENT OF ALL EXPORTERS ARE SMEs

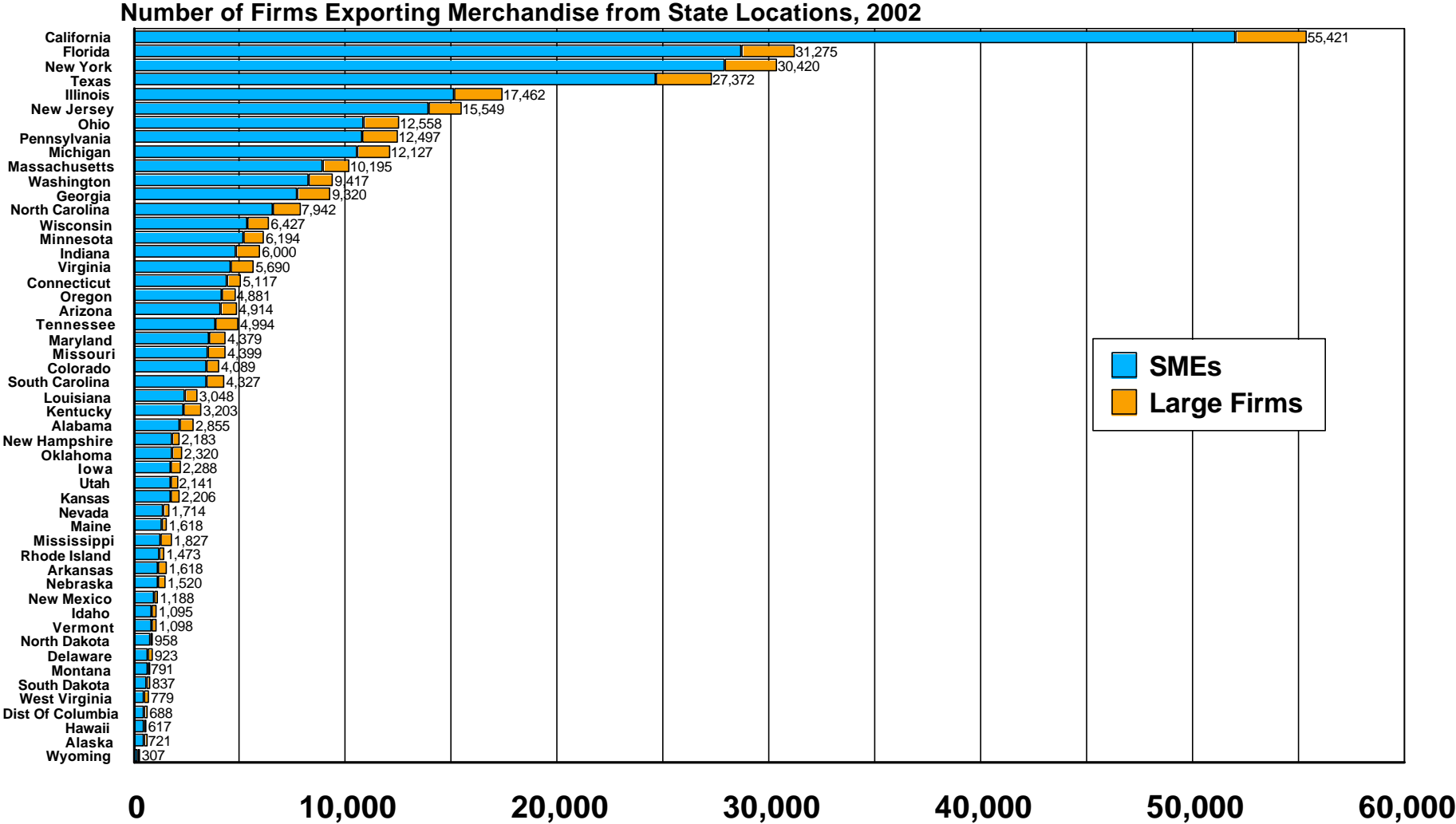
Percent of Companies Exporting Merchandise from Each State that are Small and Medium-Sized Enterprises (SMEs), 2002



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. A total of 223,013 companies exported merchandise from the U.S. in 2002. Of those firms, 215,754 (96.7 percent) were SMEs. Firms sometimes export from more than one state location and therefore state totals cannot be summed to arrive at a U.S. total.

Source: U.S. Department of Commerce, Exporter Data Base.

IN EVERY STATE, A MAJORITY OF EXPORTERS ARE SMEs

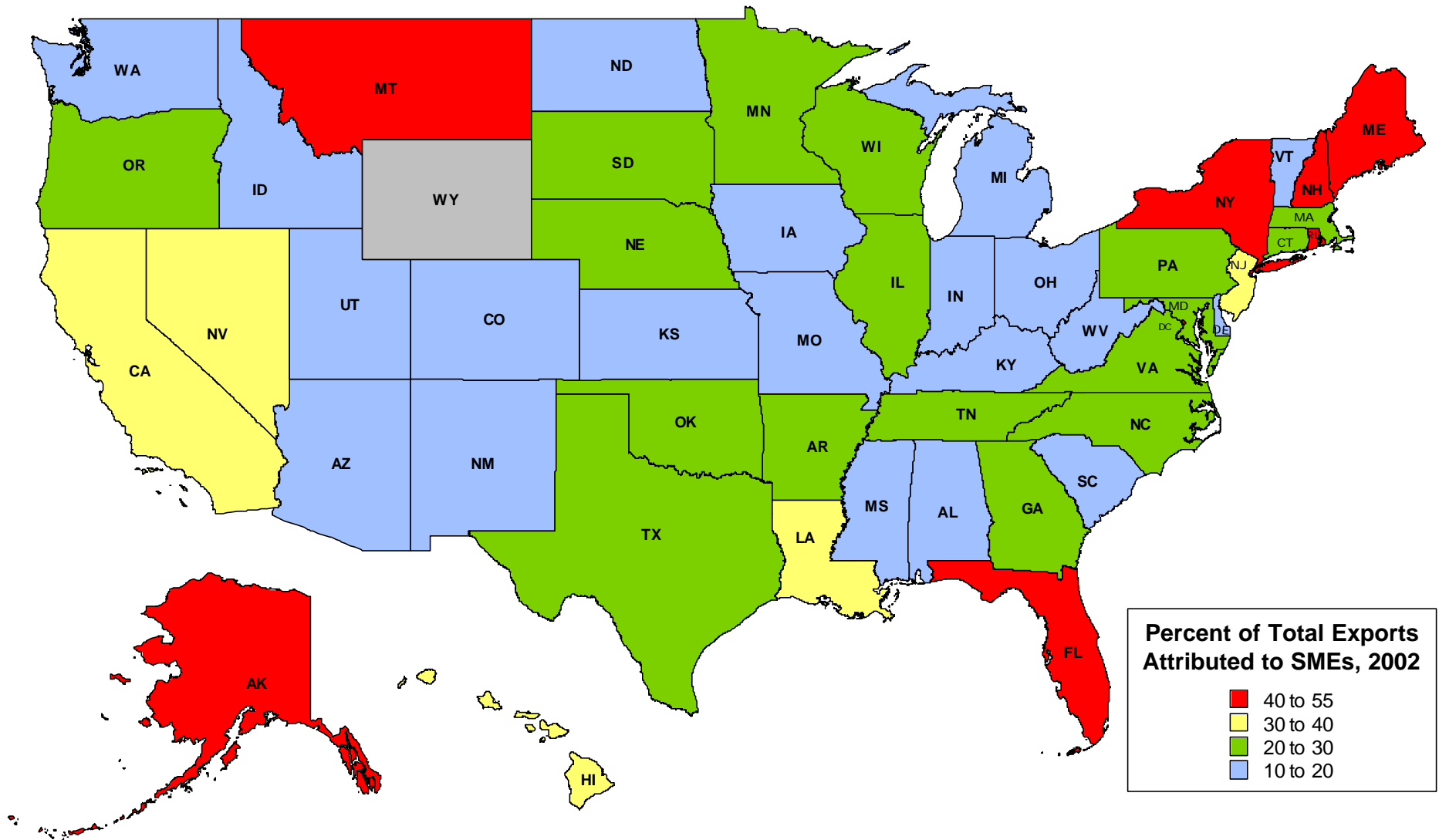


215,754 SMEs Exported Goods from the U.S. in 2002

Definitions: SMEs are small and medium-sized enterprises with fewer than 500 employees. Large companies have 500 or more employees
Note: Because firms sometimes export from multiple locations, exporter counts cannot be summed to arrive at meaningful totals.
Source: U.S. Department of Commerce, Exporter Data Base.

IN TWELVE STATES, SMEs ARE RESPONSIBLE FOR AT LEAST THIRTY PERCENT OF EXPORTS

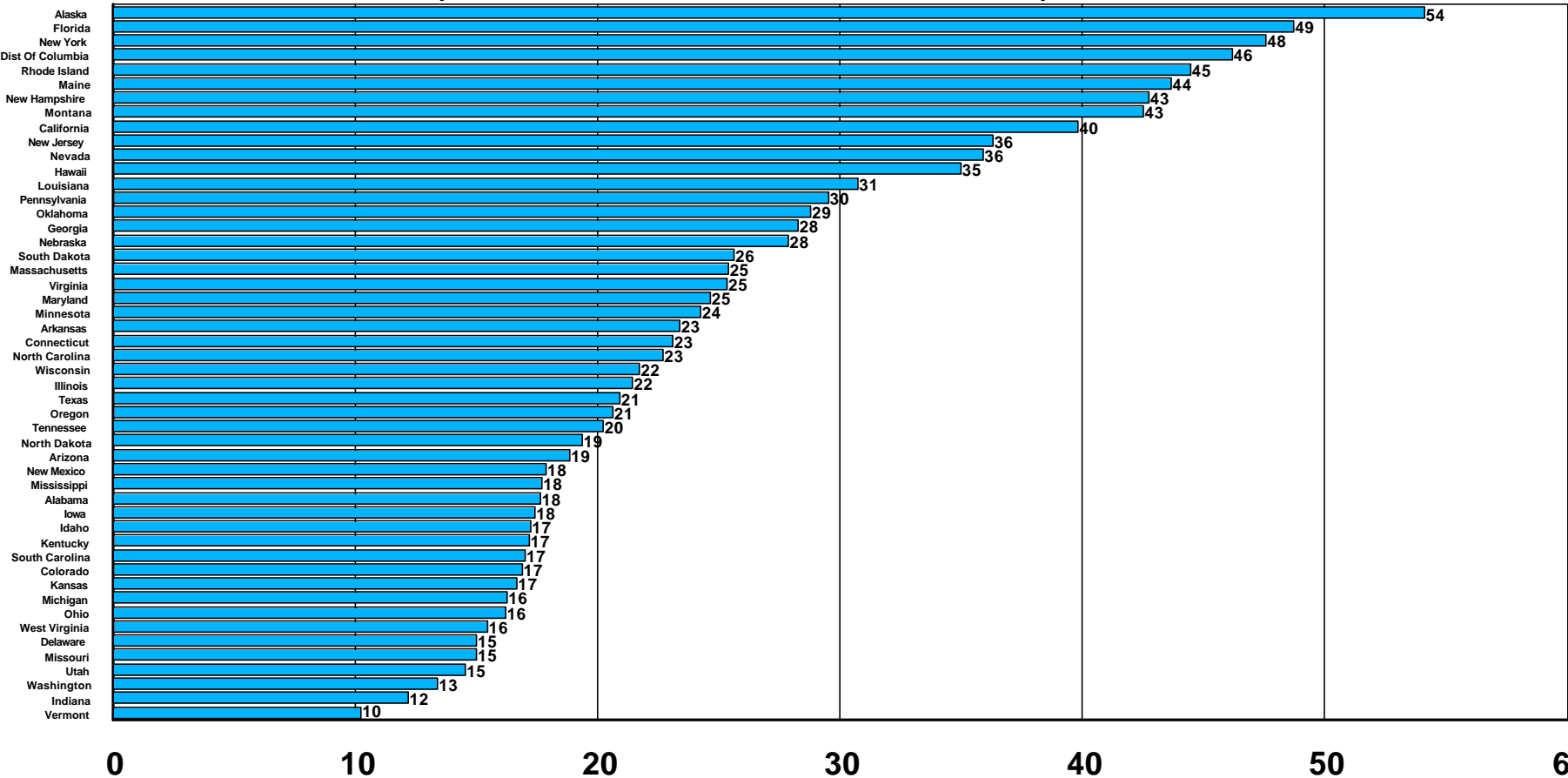
Percent of Total Merchandise Export Value Attributed to Small and Medium-Sized Enterprises (SMEs) by State, 2002



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. In 2002, 26 percent of known U.S. exports were attributed to SMEs. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. Data for Wyoming are suppressed due to federal regulations governing disclosure of confidential business information. Source: U.S. Department of Commerce, Exporter Data Base.

IN MANY STATES, SMEs ARE RESPONSIBLE FOR A SIZEABLE PORTION OF TOTAL EXPORTS

Percent of Each State's Exports Attributed to Small and Medium-Sized Enterprises, 2002



215,754 SMEs Exported Goods from the U.S. in 2002

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.
Notes: Data for Wyoming is suppressed due to federal regulations governing disclosure of confidential business information. Because firms sometimes export from multiple locations, state exporter counts cannot be summed to arrive at meaningful totals.
Source: U.S. Department of Commerce, Exporter Data Base.

SUMMARY TABLES

U.S. MERCHANDISE EXPORTS TO THE WORLD, 2002

Number of Exporters and Known Value of Exports of Merchandise by Product Sector and Company Size

Data Arrayed by Three- and Four-Digit NAICS Code

<u>NAICS</u>	<u>Product Sector</u>	<u>Number of Exporters</u>				<u>Value of Exports (Millions of Dollars)</u>			
		<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>	<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>
AP	All Products	215,754	7,259	223,013	96.7	158,492	441,347	599,839	26.4
AM	All Manufactured Products	198,153	6,847	205,000	96.7	134,045	418,938	552,983	24.2
AN	All Nonmanufactured Products	45,589	4,382	49,971	91.2	24,447	22,409	46,857	52.2
311	Processed Foods	9,735	1,011	10,746	90.6	9,340	13,537	22,877	40.8
3111	Animal Foods	980	131	1,111	88.2	518	646	1,164	44.5
3112	Grain and Oilseed Milling Products	2,033	344	2,377	85.5	1,621	3,661	5,282	30.7
3113	Sugar and Confectionery Products	1,135	209	1,344	84.4	395	566	961	41.1
3114	Fruit and Vegetable Preserves and Specialty Foods	2,235	289	2,524	88.5	1,134	1,240	2,374	47.8
3115	Dairy Products	1,118	258	1,376	81.3	508	446	954	53.2
3116	Meat Products and Meat Packaging Products	1,983	331	2,314	85.7	3,646	4,687	8,332	43.8
3117	Seafood Products Prepared, Canned and Packaged	554	81	635	87.2	161	117	278	57.9
3118	Bakery and Tortilla Products	904	206	1,110	81.4	179	351	530	33.8
3119	Foods, Nesoi	3,424	447	3,871	88.5	1,179	1,823	3,002	39.3
312	Beverages & Tobacco Prod.	1,421	200	1,621	87.7	439	2,955	3,394	12.9
3121	Beverages	1,302	185	1,487	87.6	387	1,078	1,465	26.4
3122	Tobacco Products	142	24	166	85.5	52	1,878	1,930	2.7
313	Fabric Mill Products	7,763	1,042	8,805	88.2	2,583	4,213	6,796	38.0
3131	Fibers, Yarns, and Threads	951	243	1,194	79.6	214	326	540	39.6
3132	Fabrics	6,670	948	7,618	87.6	2,130	3,425	5,555	38.3
3133	Finished and Coated Textile Fabrics	1,530	318	1,848	82.8	239	462	701	34.1
314	Non-Apparel Textile Products	5,794	945	6,739	86.0	500	979	1,480	33.8
3141	Textile Furnishings	2,625	457	3,082	85.2	251	546	797	31.4
3149	Other Textile Products	3,511	703	4,214	83.3	250	433	683	36.6
315	Apparel Manufactures	8,102	886	8,988	90.1	2,106	3,125	5,231	40.3
3151	Knit Apparel	313	63	376	83.2	127	198	325	39.2
3152	Apparel	5,728	647	6,375	89.9	1,557	2,345	3,902	39.9
3159	Apparel Accessories	3,579	491	4,070	87.9	421	582	1,004	42.0
316	Leather & Related Prod.	5,107	869	5,976	85.5	730	1,514	2,244	32.5
3161	Leather and Hide Tanning	660	140	800	82.5	284	1,028	1,312	21.6
3162	Footwear	1,582	184	1,766	89.6	182	190	372	49.0
3169	Other Leather Products	3,302	735	4,037	81.8	264	295	559	47.2
321	Wood Products	6,164	990	7,154	86.2	1,929	1,276	3,205	60.2
3211	Sawmill and Wood Products	2,144	207	2,351	91.2	1,121	621	1,742	64.3
3212	Veneer, Plywood, and Engineered Wood Products	1,480	289	1,769	83.7	512	401	913	56.1
3219	Other Wood Products	3,528	798	4,326	81.6	296	254	550	53.8

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
322	Paper Products	10,003	1,834	11,837	84.5	3,422	8,970	12,391	27.6
3221	Pulp, Paper, and Paperboard Mill Products	2,856	701	3,557	80.3	2,009	5,090	7,100	28.3
3222	Converted Paper Products	8,525	1,709	10,234	83.3	1,412	3,879	5,292	26.7
323	Printing & Related Products	9,979	1,921	11,900	83.9	1,829	1,905	3,733	49.0
3231	Printed Matter and Related Product, Nesoi	9,979	1,921	11,900	83.9	1,829	1,905	3,733	49.0
324	Petroleum & Coal Prod.	2,211	538	2,749	80.4	1,602	5,340	6,943	23.1
3241	Petroleum and Coal Products	2,211	538	2,749	80.4	1,602	5,340	6,943	23.1
325	Chemical Manufactures	24,888	2,402	27,290	91.2	14,422	59,762	74,184	19.4
3251	Basic Chemicals	7,922	1,281	9,203	86.1	4,812	19,988	24,800	19.4
3252	Resin, Synth Rubber, & Artif/Synth Fibers & Filimnt	5,982	1,159	7,141	83.8	3,198	11,757	14,955	21.4
3253	Pesticides, Fertilizers and Other Agric Chemicals	1,142	284	1,426	80.1	875	2,857	3,732	23.4
3254	Pharmaceuticals and Medicines	4,252	600	4,852	87.6	2,192	15,863	18,055	12.1
3255	Paints, Coatings, and Adhesives	3,856	800	4,656	82.8	502	1,437	1,938	25.9
3256	Soaps, Cleaning Compounds, and Toilet Preparations	6,873	850	7,723	89.0	1,662	3,454	5,116	32.5
3259	Other Chemical Products and Preparations	4,800	955	5,755	83.4	1,182	4,406	5,588	21.2
326	Plastics & Rubber Products	20,718	2,617	23,335	88.8	3,644	10,102	13,746	26.5
3261	Plastics Products	16,885	2,389	19,274	87.6	2,891	6,795	9,687	29.8
3262	Rubber Products	5,894	1,216	7,110	82.9	753	3,306	4,059	18.6
327	Non-Metallic Mineral Mfrs.	10,232	1,652	11,884	86.1	1,388	3,979	5,366	25.9
3271	Clay and Refractory Products	3,158	707	3,865	81.7	330	632	962	34.3
3272	Glass and Glass Products	4,497	1,008	5,505	81.7	551	2,447	2,998	18.4
3273	Cement and Concrete Products	690	178	868	79.5	69	68	137	50.3
3274	Lime and Gypsum Products	248	80	328	75.6	20	53	74	27.3
3279	Other Nonmetallic Mineral Products	3,273	705	3,978	82.3	418	778	1,195	34.9
331	Primary Metal Manufactures	11,764	1,733	13,497	87.2	4,359	9,966	14,324	30.4
3311	Iron and Steel and Ferroalloy	5,193	987	6,180	84.0	1,729	2,137	3,866	44.7
3312	Steel Products from Purchased Steel	1,181	341	1,522	77.6	99	147	245	40.2
3313	Alumina and Aluminum and Processing	2,688	725	3,413	78.8	677	2,262	2,938	23.0
3314	Nonferrous Metal (Except Aluminum) and Processing	4,241	915	5,156	82.3	1,746	5,215	6,961	25.1
3315	Foundries	1,195	376	1,571	76.1	108	206	314	34.3
332	Fabricated Metal Products	29,593	2,974	32,567	90.9	4,789	11,033	15,822	30.3
3321	Crowns, Closures, Seals and Othr Packing Accessories	347	181	528	65.7	38	186	224	16.8
3322	Cutlery and Handtools	6,129	1,205	7,334	83.6	458	880	1,337	34.2
3323	Architectural and Structural Metals	2,542	600	3,142	80.9	314	275	589	53.3
3324	Boilers, Tanks, and Shipping Containers	2,862	848	3,710	77.1	372	838	1,211	30.8
3325	Hardware	3,566	815	4,381	81.4	461	1,439	1,899	24.3
3326	Springs and Wire Products	3,036	826	3,862	78.6	239	371	610	39.2
3327	Bolts, Nuts and Other Turned Products	3,802	940	4,742	80.2	418	668	1,086	38.5
3329	Other Fabricated Metal Products	16,662	2,220	18,882	88.2	2,490	6,377	8,867	28.1
333	Machinery Manufactures	61,766	4,006	65,772	93.9	18,595	46,934	65,529	28.4

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
3331	Agriculture and Construction Machinery	13,770	1,642	15,412	89.3	4,030	11,136	15,166	26.6
3332	Industrial Machinery	12,737	1,832	14,569	87.4	2,944	4,273	7,217	40.8
3333	Commercial and Service Industry Machinery	11,651	1,717	13,368	87.2	2,023	4,277	6,300	32.1
3334	Ventilation, Heating, A/C, and Commercl Refrig Equip	6,045	1,116	7,161	84.4	1,009	3,472	4,480	22.5
3335	Metalworking Machinery	11,072	1,692	12,764	86.7	1,851	2,263	4,114	45.0
3336	Engines, Turbines, and Power Transmission Equip	7,761	1,247	9,008	86.2	1,504	10,031	11,535	13.0
3339	Other General Purpose Machinery	30,843	2,899	33,742	91.4	5,236	11,482	16,718	31.3
334	Computers & Electronic Prod.	57,863	4,186	62,049	93.3	29,461	103,922	133,384	22.1
3341	Computer Equipment	23,427	3,030	26,457	88.5	9,444	25,527	34,972	27.0
3342	Communications Equipment	9,131	1,360	10,491	87.0	3,155	10,858	14,014	22.5
3343	Audio and Video Equipment	6,899	934	7,833	88.1	1,581	3,234	4,815	32.8
3344	Semiconductors and Other Electronic Components	19,576	2,048	21,624	90.5	8,340	45,795	54,135	15.4
3345	Navigatnl, Measuring, Electromedical, & Cntl Instr	25,069	2,682	27,751	90.3	6,296	17,846	24,143	26.1
3346	Magnetic and Optical Media	2,212	469	2,681	82.5	644	661	1,305	49.4
335	Elec. Eq., Appliances, & Parts	26,169	2,702	28,871	90.6	4,733	14,750	19,483	24.3
3351	Electric Lighting Equipment	3,720	704	4,424	84.1	393	893	1,286	30.6
3352	Household Appliances and Misc Machines, Nesoi	5,416	977	6,393	84.7	654	2,090	2,744	23.8
3353	Electrical Equipment	10,025	1,703	11,728	85.5	1,391	5,370	6,762	20.6
3359	Electrical Equipment and Components, Nesoi	13,828	1,930	15,758	87.8	2,295	6,397	8,691	26.4
336	Transportation Equipment	28,617	2,430	31,047	92.2	17,460	101,257	118,716	14.7
3361	Motor Vehicles	6,310	479	6,789	92.9	2,266	23,916	26,182	8.7
3362	Motor Vehicle Bodies and Trailers	2,280	428	2,708	84.2	353	692	1,046	33.8
3363	Motor Vehicle Parts	13,505	1,778	15,283	88.4	4,971	32,067	37,038	13.4
3364	Aerospace Products and Parts	7,434	945	8,379	88.7	8,890	42,512	51,401	17.3
3365	Railroad Rolling Stock	1,053	323	1,376	76.5	255	563	818	31.2
3366	Ships and Boats	1,064	116	1,180	90.2	366	535	900	40.6
3369	Transportation Equipment, Nesoi	2,029	335	2,364	85.8	358	973	1,331	26.9
337	Furniture & Related Products	7,668	1,423	9,091	84.3	689	951	1,641	42.0
3371	Household/Institutnl Furniture & Kitchen Cabinets	5,171	1,042	6,213	83.2	411	454	865	47.5
3372	Office Furniture (Including Fixtures)	3,321	894	4,215	78.8	225	475	701	32.2
3379	Furniture Related Products, Nesoi	421	97	518	81.3	53	22	74	70.8
339	Misc. Manufactures	31,718	2,635	34,353	92.3	10,024	12,469	22,493	44.6
3391	Medical Equipment and Supplies	9,030	1,105	10,135	89.1	2,565	7,763	10,328	24.8
3399	Miscellaneous Manufactured Commodities	24,429	2,302	26,731	91.4	7,460	4,706	12,165	61.3

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Export value in millions of U.S. Dollars. Figures refer to firms selling specific products abroad. Because firms sometimes export multiple products, a single firm can be represented in multiple product sectors.

Therefore, product categories cannot be summed to arrive at a U.S. total. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

U.S. MERCHANDISE EXPORTS TO THE WORLD, 2002

Number of Exporters and Known Value of Exports of Merchandise by Product Sector and Company Size

Data Ranked by Total Number of Exporters

<u>NAICS</u>	<u>Product Sector</u>	<u>Number of Exporters</u>				<u>Value of Exports (Millions of Dollars)</u>			
		<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>	<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>
AP	All Products	215,754	7,259	223,013	96.7	158,492	441,347	599,839	26.4
AM	All Manufactured Products	198,153	6,847	205,000	96.7	134,045	418,938	552,983	24.2
333	Machinery Manufactures	61,766	4,006	65,772	93.9	18,595	46,934	65,529	28.4
334	Computers & Electronic Prod.	57,863	4,186	62,049	93.3	29,461	103,922	133,384	22.1
AN	All Nonmanufactured Products	45,589	4,382	49,971	91.2	24,447	22,409	46,857	52.2
339	Misc. Manufactures	31,718	2,635	34,353	92.3	10,024	12,469	22,493	44.6
3339	Other General Purpose Machinery	30,843	2,899	33,742	91.4	5,236	11,482	16,718	31.3
332	Fabricated Metal Products	29,593	2,974	32,567	90.9	4,789	11,033	15,822	30.3
336	Transportation Equipment	28,617	2,430	31,047	92.2	17,460	101,257	118,716	14.7
335	Elec. Eq., Appliances, & Parts	26,169	2,702	28,871	90.6	4,733	14,750	19,483	24.3
3345	Navigatml, Measuring, Electromedical, & Cntl Instr	25,069	2,682	27,751	90.3	6,296	17,846	24,143	26.1
325	Chemical Manufactures	24,888	2,402	27,290	91.2	14,422	59,762	74,184	19.4
3399	Miscellaneous Manufactured Commodities	24,429	2,302	26,731	91.4	7,460	4,706	12,165	61.3
3341	Computer Equipment	23,427	3,030	26,457	88.5	9,444	25,527	34,972	27.0
326	Plastics & Rubber Products	20,718	2,617	23,335	88.8	3,644	10,102	13,746	26.5
3344	Semiconductors and Other Electronic Components	19,576	2,048	21,624	90.5	8,340	45,795	54,135	15.4
3261	Plastics Products	16,885	2,389	19,274	87.6	2,891	6,795	9,687	29.8
3329	Other Fabricated Metal Products	16,662	2,220	18,882	88.2	2,490	6,377	8,867	28.1
3359	Electrical Equipment and Components, Nesoi	13,828	1,930	15,758	87.8	2,295	6,397	8,691	26.4
3331	Agriculture and Construction Machinery	13,770	1,642	15,412	89.3	4,030	11,136	15,166	26.6
3363	Motor Vehicle Parts	13,505	1,778	15,283	88.4	4,971	32,067	37,038	13.4
3332	Industrial Machinery	12,737	1,832	14,569	87.4	2,944	4,273	7,217	40.8
331	Primary Metal Manufactures	11,764	1,733	13,497	87.2	4,359	9,966	14,324	30.4
3333	Commercial and Service Industry Machinery	11,651	1,717	13,368	87.2	2,023	4,277	6,300	32.1
3335	Metalworking Machinery	11,072	1,692	12,764	86.7	1,851	2,263	4,114	45.0
323	Printing & Related Products	9,979	1,921	11,900	83.9	1,829	1,905	3,733	49.0
3231	Printed Matter and Related Product, Nesoi	9,979	1,921	11,900	83.9	1,829	1,905	3,733	49.0
327	Non-Metallic Mineral Mfrs.	10,232	1,652	11,884	86.1	1,388	3,979	5,366	25.9
322	Paper Products	10,003	1,834	11,837	84.5	3,422	8,970	12,391	27.6
3353	Electrical Equipment	10,025	1,703	11,728	85.5	1,391	5,370	6,762	20.6
311	Processed Foods	9,735	1,011	10,746	90.6	9,340	13,537	22,877	40.8
3342	Communications Equipment	9,131	1,360	10,491	87.0	3,155	10,858	14,014	22.5
3222	Converted Paper Products	8,525	1,709	10,234	83.3	1,412	3,879	5,292	26.7
3391	Medical Equipment and Supplies	9,030	1,105	10,135	89.1	2,565	7,763	10,328	24.8
3251	Basic Chemicals	7,922	1,281	9,203	86.1	4,812	19,988	24,800	19.4

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
337	Furniture & Related Products	7,668	1,423	9,091	84.3	689	951	1,641	42.0
3336	Engines, Turbines, and Power Transmission Equip	7,761	1,247	9,008	86.2	1,504	10,031	11,535	13.0
315	Apparel Manufactures	8,102	886	8,988	90.1	2,106	3,125	5,231	40.3
313	Fabric Mill Products	7,763	1,042	8,805	88.2	2,583	4,213	6,796	38.0
3364	Aerospace Products and Parts	7,434	945	8,379	88.7	8,890	42,512	51,401	17.3
3343	Audio and Video Equipment	6,899	934	7,833	88.1	1,581	3,234	4,815	32.8
3256	Soaps, Cleaning Compounds, and Toilet Preparations	6,873	850	7,723	89.0	1,662	3,454	5,116	32.5
3132	Fabrics	6,670	948	7,618	87.6	2,130	3,425	5,555	38.3
3322	Cutlery and Handtools	6,129	1,205	7,334	83.6	458	880	1,337	34.2
3334	Ventilation, Heating, A/C, & Commercl Refrig Equip	6,045	1,116	7,161	84.4	1,009	3,472	4,480	22.5
321	Wood Products	6,164	990	7,154	86.2	1,929	1,276	3,205	60.2
3252	Resin, Synth Rubber, & Artif/Synth Fibers & Filimnt	5,982	1,159	7,141	83.8	3,198	11,757	14,955	21.4
3262	Rubber Products	5,894	1,216	7,110	82.9	753	3,306	4,059	18.6
3361	Motor Vehicles	6,310	479	6,789	92.9	2,266	23,916	26,182	8.7
314	Non-Apparel Textile Products	5,794	945	6,739	86.0	500	979	1,480	33.8
3352	Household Appliances and Misc Machines, Nesoi	5,416	977	6,393	84.7	654	2,090	2,744	23.8
3152	Apparel	5,728	647	6,375	89.9	1,557	2,345	3,902	39.9
3371	Household/Institutnl Furniture & Kitchen Cabinets	5,171	1,042	6,213	83.2	411	454	865	47.5
3311	Iron and Steel and Ferroalloy	5,193	987	6,180	84.0	1,729	2,137	3,866	44.7
316	Leather & Related Prod.	5,107	869	5,976	85.5	730	1,514	2,244	32.5
3259	Other Chemical Products and Preparations	4,800	955	5,755	83.4	1,182	4,406	5,588	21.2
3272	Glass and Glass Products	4,497	1,008	5,505	81.7	551	2,447	2,998	18.4
3314	Nonferrous Metal (Except Aluminum) and Processing	4,241	915	5,156	82.3	1,746	5,215	6,961	25.1
3254	Pharmaceuticals and Medicines	4,252	600	4,852	87.6	2,192	15,863	18,055	12.1
3327	Bolts, Nuts and Other Turned Products	3,802	940	4,742	80.2	418	668	1,086	38.5
3255	Paints, Coatings, and Adhesives	3,856	800	4,656	82.8	502	1,437	1,938	25.9
3351	Electric Lighting Equipment	3,720	704	4,424	84.1	393	893	1,286	30.6
3325	Hardware	3,566	815	4,381	81.4	461	1,439	1,899	24.3
3219	Other Wood Products	3,528	798	4,326	81.6	296	254	550	53.8
3372	Office Furniture (Including Fixtures)	3,321	894	4,215	78.8	225	475	701	32.2
3149	Other Textile Products	3,511	703	4,214	83.3	250	433	683	36.6
3159	Apparel Accessories	3,579	491	4,070	87.9	421	582	1,004	42.0
3169	Other Leather Products	3,302	735	4,037	81.8	264	295	559	47.2
3279	Other Nonmetallic Mineral Products	3,273	705	3,978	82.3	418	778	1,195	34.9
3119	Foods, Nesoi	3,424	447	3,871	88.5	1,179	1,823	3,002	39.3
3271	Clay and Refractory Products	3,158	707	3,865	81.7	330	632	962	34.3
3326	Springs and Wire Products	3,036	826	3,862	78.6	239	371	610	39.2
3324	Boilers, Tanks, and Shipping Containers	2,862	848	3,710	77.1	372	838	1,211	30.8
3221	Pulp, Paper, and Paperboard Mill Products	2,856	701	3,557	80.3	2,009	5,090	7,100	28.3
3313	Alumina and Aluminum and Processing	2,688	725	3,413	78.8	677	2,262	2,938	23.0

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
3323	Architectural and Structural Metals	2,542	600	3,142	80.9	314	275	589	53.3
3141	Textile Furnishings	2,625	457	3,082	85.2	251	546	797	31.4
324	Petroleum & Coal Prod.	2,211	538	2,749	80.4	1,602	5,340	6,943	23.1
3241	Petroleum and Coal Products	2,211	538	2,749	80.4	1,602	5,340	6,943	23.1
3362	Motor Vehicle Bodies and Trailers	2,280	428	2,708	84.2	353	692	1,046	33.8
3346	Magnetic and Optical Media	2,212	469	2,681	82.5	644	661	1,305	49.4
3114	Fruit and Vegetable Preserves and Specialty Foods	2,235	289	2,524	88.5	1,134	1,240	2,374	47.8
3112	Grain and Oilseed Milling Products	2,033	344	2,377	85.5	1,621	3,661	5,282	30.7
3369	Transportation Equipment, Nesoi	2,029	335	2,364	85.8	358	973	1,331	26.9
3211	Sawmill and Wood Products	2,144	207	2,351	91.2	1,121	621	1,742	64.3
3116	Meat Products and Meat Packaging Products	1,983	331	2,314	85.7	3,646	4,687	8,332	43.8
3133	Finished and Coated Textile Fabrics	1,530	318	1,848	82.8	239	462	701	34.1
3212	Veneer, Plywood, and Engineered Wood Products	1,480	289	1,769	83.7	512	401	913	56.1
3162	Footwear	1,582	184	1,766	89.6	182	190	372	49.0
312	Beverages & Tobacco Prod.	1,421	200	1,621	87.7	439	2,955	3,394	12.9
3315	Foundries	1,195	376	1,571	76.1	108	206	314	34.3
3312	Steel Products from Purchased Steel	1,181	341	1,522	77.6	99	147	245	40.2
3121	Beverages	1,302	185	1,487	87.6	387	1,078	1,465	26.4
3253	Pesticides, Fertilizers and Other Agric Chemicals	1,142	284	1,426	80.1	875	2,857	3,732	23.4
3115	Dairy Products	1,118	258	1,376	81.3	508	446	954	53.2
3365	Railroad Rolling Stock	1,053	323	1,376	76.5	255	563	818	31.2
3113	Sugar and Confectionery Products	1,135	209	1,344	84.4	395	566	961	41.1
3131	Fibers, Yarns, and Threads	951	243	1,194	79.6	214	326	540	39.6
3366	Ships and Boats	1,064	116	1,180	90.2	366	535	900	40.6
3111	Animal Foods	980	131	1,111	88.2	518	646	1,164	44.5
3118	Bakery and Tortilla Products	904	206	1,110	81.4	179	351	530	33.8
3273	Cement and Concrete Products	690	178	868	79.5	69	68	137	50.3
3161	Leather and Hide Tanning	660	140	800	82.5	284	1,028	1,312	21.6
3117	Seafood Products Prepared, Canned and Packaged	554	81	635	87.2	161	117	278	57.9
3321	Crowns, Closures, Seals and Othr Packing Accessories	347	181	528	65.7	38	186	224	16.8
3379	Furniture Related Products, Nesoi	421	97	518	81.3	53	22	74	70.8
3151	Knit Apparel	313	63	376	83.2	127	198	325	39.2
3274	Lime and Gypsum Products	248	80	328	75.6	20	53	74	27.3
3122	Tobacco Products	142	24	166	85.5	52	1,878	1,930	2.7

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Export value in millions of U.S. Dollars. Figures refer to firms selling specific products abroad. Because firms sometimes export multiple products, a single firm can be represented in multiple product sectors.

Therefore, product categories cannot be summed to arrive at a U.S. total. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

U.S. MERCHANDISE EXPORTS TO THE WORLD, 2002

Number of Exporters and Known Value of Exports of Merchandise by Product Sector and Company Size

Data Ranked by Total Value of Exports

<u>NAICS</u>	<u>Product Sector</u>	<u>Number of Exporters</u>				<u>Value of Exports (Millions of Dollars)</u>			
		<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>	<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>
AP	All Products	215,754	7,259	223,013	96.7	158,492	441,347	599,839	26.4
AM	All Manufactured Products	198,153	6,847	205,000	96.7	134,045	418,938	552,983	24.2
334	Computers & Electronic Prod.	57,863	4,186	62,049	93.3	29,461	103,922	133,384	22.1
336	Transportation Equipment	28,617	2,430	31,047	92.2	17,460	101,257	118,716	14.7
325	Chemical Manufactures	24,888	2,402	27,290	91.2	14,422	59,762	74,184	19.4
333	Machinery Manufactures	61,766	4,006	65,772	93.9	18,595	46,934	65,529	28.4
3344	Semiconductors and Other Electronic Components	19,576	2,048	21,624	90.5	8,340	45,795	54,135	15.4
3364	Aerospace Products and Parts	7,434	945	8,379	88.7	8,890	42,512	51,401	17.3
AN	All Nonmanufactured Products	45,589	4,382	49,971	91.2	24,447	22,409	46,857	52.2
3363	Motor Vehicle Parts	13,505	1,778	15,283	88.4	4,971	32,067	37,038	13.4
3341	Computer Equipment	23,427	3,030	26,457	88.5	9,444	25,527	34,972	27.0
3361	Motor Vehicles	6,310	479	6,789	92.9	2,266	23,916	26,182	8.7
3251	Basic Chemicals	7,922	1,281	9,203	86.1	4,812	19,988	24,800	19.4
3345	Navigatnl, Measuring, Electromedical, & Cntl Instr	25,069	2,682	27,751	90.3	6,296	17,846	24,143	26.1
311	Processed Foods	9,735	1,011	10,746	90.6	9,340	13,537	22,877	40.8
339	Misc. Manufactures	31,718	2,635	34,353	92.3	10,024	12,469	22,493	44.6
335	Elec. Eq., Appliances, & Parts	26,169	2,702	28,871	90.6	4,733	14,750	19,483	24.3
3254	Pharmaceuticals and Medicines	4,252	600	4,852	87.6	2,192	15,863	18,055	12.1
3339	Other General Purpose Machinery	30,843	2,899	33,742	91.4	5,236	11,482	16,718	31.3
332	Fabricated Metal Products	29,593	2,974	32,567	90.9	4,789	11,033	15,822	30.3
3331	Agriculture and Construction Machinery	13,770	1,642	15,412	89.3	4,030	11,136	15,166	26.6
3252	Resin, Synth Rubber, & Artif/Synth Fibers & Filimnt	5,982	1,159	7,141	83.8	3,198	11,757	14,955	21.4
331	Primary Metal Manufactures	11,764	1,733	13,497	87.2	4,359	9,966	14,324	30.4
3342	Communications Equipment	9,131	1,360	10,491	87.0	3,155	10,858	14,014	22.5
326	Plastics & Rubber Products	20,718	2,617	23,335	88.8	3,644	10,102	13,746	26.5
322	Paper Products	10,003	1,834	11,837	84.5	3,422	8,970	12,391	27.6
3399	Miscellaneous Manufactured Commodities	24,429	2,302	26,731	91.4	7,460	4,706	12,165	61.3
3336	Engines, Turbines, and Power Transmission Equip	7,761	1,247	9,008	86.2	1,504	10,031	11,535	13.0
3391	Medical Equipment and Supplies	9,030	1,105	10,135	89.1	2,565	7,763	10,328	24.8
3261	Plastics Products	16,885	2,389	19,274	87.6	2,891	6,795	9,687	29.8
3329	Other Fabricated Metal Products	16,662	2,220	18,882	88.2	2,490	6,377	8,867	28.1
3359	Electrical Equipment and Components, Nesoi	13,828	1,930	15,758	87.8	2,295	6,397	8,691	26.4
3116	Meat Products and Meat Packaging Products	1,983	331	2,314	85.7	3,646	4,687	8,332	43.8
3332	Industrial Machinery	12,737	1,832	14,569	87.4	2,944	4,273	7,217	40.8
3221	Pulp, Paper, and Paperboard Mill Products	2,856	701	3,557	80.3	2,009	5,090	7,100	28.3

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
3314	Nonferrous Metal (Except Aluminum) and Processing	4,241	915	5,156	82.3	1,746	5,215	6,961	25.1
324	Petroleum & Coal Prod.	2,211	538	2,749	80.4	1,602	5,340	6,943	23.1
3241	Petroleum and Coal Products	2,211	538	2,749	80.4	1,602	5,340	6,943	23.1
313	Fabric Mill Products	7,763	1,042	8,805	88.2	2,583	4,213	6,796	38.0
3353	Electrical Equipment	10,025	1,703	11,728	85.5	1,391	5,370	6,762	20.6
3333	Commercial and Service Industry Machinery	11,651	1,717	13,368	87.2	2,023	4,277	6,300	32.1
3259	Other Chemical Products and Preparations	4,800	955	5,755	83.4	1,182	4,406	5,588	21.2
3132	Fabrics	6,670	948	7,618	87.6	2,130	3,425	5,555	38.3
327	Non-Metallic Mineral Mfrs.	10,232	1,652	11,884	86.1	1,388	3,979	5,366	25.9
3222	Converted Paper Products	8,525	1,709	10,234	83.3	1,412	3,879	5,292	26.7
3112	Grain and Oilseed Milling Products	2,033	344	2,377	85.5	1,621	3,661	5,282	30.7
315	Apparel Manufactures	8,102	886	8,988	90.1	2,106	3,125	5,231	40.3
3256	Soaps, Cleaning Compounds, and Toilet Preparations	6,873	850	7,723	89.0	1,662	3,454	5,116	32.5
3343	Audio and Video Equipment	6,899	934	7,833	88.1	1,581	3,234	4,815	32.8
3334	Ventilation, Heating, A/C, and Commercl Refrig Equip	6,045	1,116	7,161	84.4	1,009	3,472	4,480	22.5
3335	Metalworking Machinery	11,072	1,692	12,764	86.7	1,851	2,263	4,114	45.0
3262	Rubber Products	5,894	1,216	7,110	82.9	753	3,306	4,059	18.6
3152	Apparel	5,728	647	6,375	89.9	1,557	2,345	3,902	39.9
3311	Iron and Steel and Ferroalloy	5,193	987	6,180	84.0	1,729	2,137	3,866	44.7
323	Printing & Related Products	9,979	1,921	11,900	83.9	1,829	1,905	3,733	49.0
3231	Printed Matter and Related Product, Nesoi	9,979	1,921	11,900	83.9	1,829	1,905	3,733	49.0
3253	Pesticides, Fertilizers and Other Agric Chemicals	1,142	284	1,426	80.1	875	2,857	3,732	23.4
312	Beverages & Tobacco Prod.	1,421	200	1,621	87.7	439	2,955	3,394	12.9
321	Wood Products	6,164	990	7,154	86.2	1,929	1,276	3,205	60.2
3119	Foods, Nesoi	3,424	447	3,871	88.5	1,179	1,823	3,002	39.3
3272	Glass and Glass Products	4,497	1,008	5,505	81.7	551	2,447	2,998	18.4
3313	Alumina and Aluminum and Processing	2,688	725	3,413	78.8	677	2,262	2,938	23.0
3352	Household Appliances and Misc Machines, Nesoi	5,416	977	6,393	84.7	654	2,090	2,744	23.8
3114	Fruit and Vegetable Preserves and Specialty Foods	2,235	289	2,524	88.5	1,134	1,240	2,374	47.8
316	Leather & Related Prod.	5,107	869	5,976	85.5	730	1,514	2,244	32.5
3255	Paints, Coatings, and Adhesives	3,856	800	4,656	82.8	502	1,437	1,938	25.9
3122	Tobacco Products	142	24	166	85.5	52	1,878	1,930	2.7
3325	Hardware	3,566	815	4,381	81.4	461	1,439	1,899	24.3
3211	Sawmill and Wood Products	2,144	207	2,351	91.2	1,121	621	1,742	64.3
337	Furniture & Related Products	7,668	1,423	9,091	84.3	689	951	1,641	42.0
314	Non-Apparel Textile Products	5,794	945	6,739	86.0	500	979	1,480	33.8
3121	Beverages	1,302	185	1,487	87.6	387	1,078	1,465	26.4
3322	Cutlery and Handtools	6,129	1,205	7,334	83.6	458	880	1,337	34.2
3369	Transportation Equipment, Nesoi	2,029	335	2,364	85.8	358	973	1,331	26.9
3161	Leather and Hide Tanning	660	140	800	82.5	284	1,028	1,312	21.6

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
3346	Magnetic and Optical Media	2,212	469	2,681	82.5	644	661	1,305	49.4
3351	Electric Lighting Equipment	3,720	704	4,424	84.1	393	893	1,286	30.6
3324	Boilers, Tanks, and Shipping Containers	2,862	848	3,710	77.1	372	838	1,211	30.8
3279	Other Nonmetallic Mineral Products	3,273	705	3,978	82.3	418	778	1,195	34.9
3111	Animal Foods	980	131	1,111	88.2	518	646	1,164	44.5
3327	Bolts, Nuts, and Other Turned Products	3,802	940	4,742	80.2	418	668	1,086	38.5
3362	Motor Vehicle Bodies and Trailers	2,280	428	2,708	84.2	353	692	1,046	33.8
3159	Apparel Accessories	3,579	491	4,070	87.9	421	582	1,004	42.0
3271	Clay and Refractory Products	3,158	707	3,865	81.7	330	632	962	34.3
3113	Sugar and Confectionery Products	1,135	209	1,344	84.4	395	566	961	41.1
3115	Dairy Products	1,118	258	1,376	81.3	508	446	954	53.2
3212	Veneer, Plywood, and Engineered Wood Products	1,480	289	1,769	83.7	512	401	913	56.1
3366	Ships and Boats	1,064	116	1,180	90.2	366	535	900	40.6
3371	Household/Institutnl Furniture & Kitchen Cabinets	5,171	1,042	6,213	83.2	411	454	865	47.5
3365	Railroad Rolling Stock	1,053	323	1,376	76.5	255	563	818	31.2
3141	Textile Furnishings	2,625	457	3,082	85.2	251	546	797	31.4
3133	Finished and Coated Textile Fabrics	1,530	318	1,848	82.8	239	462	701	34.1
3372	Office Furniture (Including Fixtures)	3,321	894	4,215	78.8	225	475	701	32.2
3149	Other Textile Products	3,511	703	4,214	83.3	250	433	683	36.6
3326	Springs and Wire Products	3,036	826	3,862	78.6	239	371	610	39.2
3323	Architectural and Structural Metals	2,542	600	3,142	80.9	314	275	589	53.3
3169	Other Leather Products	3,302	735	4,037	81.8	264	295	559	47.2
3219	Other Wood Products	3,528	798	4,326	81.6	296	254	550	53.8
3131	Fibers, Yarns, and Threads	951	243	1,194	79.6	214	326	540	39.6
3118	Bakery and Tortilla Products	904	206	1,110	81.4	179	351	530	33.8
3162	Footwear	1,582	184	1,766	89.6	182	190	372	49.0
3151	Knit Apparel	313	63	376	83.2	127	198	325	39.2
3315	Foundries	1,195	376	1,571	76.1	108	206	314	34.3
3117	Seafood Products Prepared, Canned and Packaged	554	81	635	87.2	161	117	278	57.9
3312	Steel Products from Purchased Steel	1,181	341	1,522	77.6	99	147	245	40.2
3321	Crowns, Closures, Seals and Othr Packing Accessories	347	181	528	65.7	38	186	224	16.8
3273	Cement and Concrete Products	690	178	868	79.5	69	68	137	50.3
3379	Furniture Related Products, Nesoi	421	97	518	81.3	53	22	74	70.8
3274	Lime and Gypsum Products	248	80	328	75.6	20	53	74	27.3

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Export value in millions of U.S. Dollars. Figures refer to firms selling specific products abroad. Because firms sometimes export multiple products, a single firm can be represented in multiple product sectors.

Therefore, product categories cannot be summed to arrive at a U.S. total. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

PROFILE OF U.S. EXPORTERS TO TOP 25 MARKETS, 2002

Number of Exporters and Known Value of Exports of Merchandise to the Top 25 U.S. Markets, by Company Size
Markets Listed Alphabetically

Market	Number of Exporters				Value of Exports (Millions of Dollars)**			
	SMEs*	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
Australia	16,916	2,504	19,420	87.1	2,197	9,550	11,747	18.7
Belgium	7,904	1,630	9,534	82.9	2,617	9,658	12,275	21.3
Brazil	8,808	1,895	10,703	82.3	2,612	8,855	11,466	22.8
Canada	87,278	5,536	92,814	94.0	26,014	95,619	121,633	21.4
China	14,270	2,164	16,434	86.8	6,542	14,226	20,768	31.5
France	14,960	2,283	17,243	86.8	3,057	14,420	17,477	17.5
Germany	22,603	2,827	25,430	88.9	5,643	18,313	23,956	23.6
Hong Kong	17,659	2,349	20,008	88.3	5,007	6,325	11,331	44.2
Ireland	5,763	1,401	7,164	80.4	1,037	5,277	6,314	16.4
Israel	9,342	1,666	11,008	84.9	2,456	2,891	5,347	45.9
Italy	13,492	2,113	15,605	86.5	2,709	6,376	9,086	29.8
Japan	24,352	2,861	27,213	89.5	14,314	33,500	47,814	29.9
Malaysia	6,648	1,595	8,243	80.7	1,500	8,294	9,794	15.3
Mexico	35,305	3,502	38,807	91.0	21,239	64,463	85,702	24.8
Netherlands	12,298	2,145	14,443	85.1	3,375	13,494	16,869	20.0
Philippines	4,729	1,412	6,141	77.0	1,070	5,869	6,939	15.4
Saudi Arabia	5,211	1,254	6,465	80.6	1,698	2,590	4,289	39.6
Singapore	13,690	2,233	15,923	86.0	2,650	12,098	14,747	18.0
South Korea	14,930	2,257	17,187	86.9	6,232	14,546	20,778	30.0
Spain	8,983	1,655	10,638	84.4	1,635	2,887	4,522	36.2
Switzerland	8,028	1,542	9,570	83.9	2,229	4,818	7,047	31.6
Taiwan	14,699	2,177	16,876	87.1	4,448	12,231	16,679	26.7
Thailand	6,425	1,629	8,054	79.8	1,330	3,163	4,493	29.6
United Kingdom	34,147	3,501	37,648	90.7	7,967	21,593	29,561	27.0
Venezuela	6,651	1,473	8,124	81.9	1,368	2,388	3,756	36.4

*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

**Notes: Value figures are for total value of exports in millions of U.S. Dollars. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. Therefore, export totals for specific markets in this table are lower than official totals. Figures refer to firms selling merchandise to specific markets.

Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

PROFILE OF U.S. EXPORTERS TO TOP 25 MARKETS, 2002

Number of Exporters and Known Value of Exports of Merchandise to the Top 25 U.S. Markets, by Company Size
Markets Ranked by Total Number of Exporters

Rank	Market	Number of Exporters				Value of Exports (Millions of Dollars)**			
		SMEs*	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
1	Canada	87,278	5,536	92,814	94.0	26,014	95,619	121,633	21.4
2	Mexico	35,305	3,502	38,807	91.0	21,239	64,463	85,702	24.8
3	United Kingdom	34,147	3,501	37,648	90.7	7,967	21,593	29,561	27.0
4	Japan	24,352	2,861	27,213	89.5	14,314	33,500	47,814	29.9
5	Germany	22,603	2,827	25,430	88.9	5,643	18,313	23,956	23.6
6	Hong Kong	17,659	2,349	20,008	88.3	5,007	6,325	11,331	44.2
7	Australia	16,916	2,504	19,420	87.1	2,197	9,550	11,747	18.7
8	France	14,960	2,283	17,243	86.8	3,057	14,420	17,477	17.5
9	South Korea	14,930	2,257	17,187	86.9	6,232	14,546	20,778	30.0
10	Taiwan	14,699	2,177	16,876	87.1	4,448	12,231	16,679	26.7
11	China	14,270	2,164	16,434	86.8	6,542	14,226	20,768	31.5
12	Singapore	13,690	2,233	15,923	86.0	2,650	12,098	14,747	18.0
13	Italy	13,492	2,113	15,605	86.5	2,709	6,376	9,086	29.8
14	Netherlands	12,298	2,145	14,443	85.1	3,375	13,494	16,869	20.0
15	Israel	9,342	1,666	11,008	84.9	2,456	2,891	5,347	45.9
16	Brazil	8,808	1,895	10,703	82.3	2,612	8,855	11,466	22.8
17	Spain	8,983	1,655	10,638	84.4	1,635	2,887	4,522	36.2
18	Switzerland	8,028	1,542	9,570	83.9	2,229	4,818	7,047	31.6
19	Belgium	7,904	1,630	9,534	82.9	2,617	9,658	12,275	21.3
20	Malaysia	6,648	1,595	8,243	80.7	1,500	8,294	9,794	15.3
21	Venezuela	6,651	1,473	8,124	81.9	1,368	2,388	3,756	36.4
22	Thailand	6,425	1,629	8,054	79.8	1,330	3,163	4,493	29.6
23	Ireland	5,763	1,401	7,164	80.4	1,037	5,277	6,314	16.4
24	Saudi Arabia	5,211	1,254	6,465	80.6	1,698	2,590	4,289	39.6
25	Philippines	4,729	1,412	6,141	77.0	1,070	5,869	6,939	15.4

*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

**Notes: Value figures are for total value of exports in millions of U.S. Dollars. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. Therefore, export totals for specific markets in this table are lower than official totals. Figures refer to firms selling merchandise to specific markets.

Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

PROFILE OF U.S. EXPORTERS TO TOP 25 MARKETS, 2002

Number of Exporters and Known Value of Exports of Merchandise to the Top 25 U.S. Markets, by Company Size
Markets Ranked by Total Value of Exports

Rank	Market	Number of Exporters				Value of Exports (Millions of Dollars)**			
		SMEs*	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
1	Canada	87,278	5,536	92,814	94.0	26,014	95,619	121,633	21.4
2	Mexico	35,305	3,502	38,807	91.0	21,239	64,463	85,702	24.8
3	Japan	24,352	2,861	27,213	89.5	14,314	33,500	47,814	29.9
4	United Kingdom	34,147	3,501	37,648	90.7	7,967	21,593	29,561	27.0
5	Germany	22,603	2,827	25,430	88.9	5,643	18,313	23,956	23.6
6	South Korea	14,930	2,257	17,187	86.9	6,232	14,546	20,778	30.0
7	China	14,270	2,164	16,434	86.8	6,542	14,226	20,768	31.5
8	France	14,960	2,283	17,243	86.8	3,057	14,420	17,477	17.5
9	Netherlands	12,298	2,145	14,443	85.1	3,375	13,494	16,869	20.0
10	Taiwan	14,699	2,177	16,876	87.1	4,448	12,231	16,679	26.7
11	Singapore	13,690	2,233	15,923	86.0	2,650	12,098	14,747	18.0
12	Belgium	7,904	1,630	9,534	82.9	2,617	9,658	12,275	21.3
13	Australia	16,916	2,504	19,420	87.1	2,197	9,550	11,747	18.7
14	Brazil	8,808	1,895	10,703	82.3	2,612	8,855	11,466	22.8
15	Hong Kong	17,659	2,349	20,008	88.3	5,007	6,325	11,331	44.2
16	Malaysia	6,648	1,595	8,243	80.7	1,500	8,294	9,794	15.3
17	Italy	13,492	2,113	15,605	86.5	2,709	6,376	9,086	29.8
18	Switzerland	8,028	1,542	9,570	83.9	2,229	4,818	7,047	31.6
19	Philippines	4,729	1,412	6,141	77.0	1,070	5,869	6,939	15.4
20	Ireland	5,763	1,401	7,164	80.4	1,037	5,277	6,314	16.4
21	Israel	9,342	1,666	11,008	84.9	2,456	2,891	5,347	45.9
22	Spain	8,983	1,655	10,638	84.4	1,635	2,887	4,522	36.2
23	Thailand	6,425	1,629	8,054	79.8	1,330	3,163	4,493	29.6
24	Saudi Arabia	5,211	1,254	6,465	80.6	1,698	2,590	4,289	39.6
25	Venezuela	6,651	1,473	8,124	81.9	1,368	2,388	3,756	36.4

*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

**Notes: Value figures are for total value of exports in millions of U.S. Dollars. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. Therefore, export totals for specific markets in this table are lower than official totals. Figures refer to firms selling merchandise to specific markets.

Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

NUMBER OF FIRMS EXPORTING MERCHANDISE FROM STATE LOCATIONS, BY COMPANY SIZE, 2002

States Listed Alphabetically

	Total	Small	Medium	Large	SMEs*	% SMEs
Alabama	2,855	1,892	334	629	2,226	78.0
Alaska	721	427	87	207	514	71.3
Arizona	4,914	3,699	459	756	4,158	84.6
Arkansas	1,618	977	188	453	1,165	72.0
California	55,421	47,634	4,444	3,343	52,078	94.0
Colorado	4,089	3,099	350	640	3,449	84.3
Connecticut	5,117	3,870	533	714	4,403	86.0
Delaware	923	603	87	233	690	74.8
Florida	31,275	26,115	2,591	2,569	28,706	91.8
Georgia	9,320	6,755	1,021	1,544	7,776	83.4
Hawaii	617	460	56	101	516	83.6
Idaho	1,095	798	104	193	902	82.4
Illinois	17,462	12,903	2,240	2,319	15,143	86.7
Indiana	6,000	3,985	857	1,158	4,842	80.7
Iowa	2,288	1,487	290	511	1,777	77.7
Kansas	2,206	1,519	234	453	1,753	79.5
Kentucky	3,203	1,944	430	829	2,374	74.1
Louisiana	3,048	2,143	291	614	2,434	79.9
Maine	1,618	1,194	160	264	1,354	83.7
Maryland	4,379	3,162	452	765	3,614	82.5
Massachusetts	10,195	7,903	1,042	1,250	8,945	87.7
Michigan	12,127	9,071	1,502	1,554	10,573	87.2
Minnesota	6,194	4,493	730	971	5,223	84.3
Mississippi	1,827	1,079	234	514	1,313	71.9
Missouri	4,399	2,987	549	863	3,536	80.4
Montana	791	623	55	113	678	85.7
Nebraska	1,520	957	197	366	1,154	75.9
Nevada	1,714	1,247	151	316	1,398	81.6
New Hampshire	2,183	1,657	206	320	1,863	85.3
New Jersey	15,549	12,435	1,508	1,606	13,943	89.7
New Mexico	1,188	924	80	184	1,004	84.5
New York	30,420	25,187	2,786	2,447	27,973	92.0
North Carolina	7,942	5,673	951	1,318	6,624	83.4
North Dakota	958	725	88	145	813	84.9
Ohio	12,558	9,256	1,631	1,671	10,887	86.7
Oklahoma	2,320	1,632	230	458	1,862	80.3
Oregon	4,881	3,675	512	694	4,187	85.8
Pennsylvania	12,497	9,405	1,397	1,695	10,802	86.4
Rhode Island	1,473	1,109	154	210	1,263	85.7
South Carolina	4,327	2,937	507	883	3,444	79.6
South Dakota	837	508	103	226	611	73.0
Tennessee	4,994	3,218	649	1,127	3,867	77.4
Texas	27,372	21,973	2,720	2,679	24,693	90.2
Utah	2,141	1,564	205	372	1,769	82.6
Vermont	1,098	782	112	204	894	81.4
Virginia	5,690	3,982	659	1,049	4,641	81.6
Washington	9,417	7,359	907	1,151	8,266	87.8
West Virginia	779	444	97	238	541	69.4
Wisconsin	6,427	4,489	888	1,050	5,377	83.7
Wyoming	307	186	29	92	215	70.0
District Of Columbia	688	420	96	172	516	75.0
Puerto Rico	1,177	755	147	275	902	76.6
Virgin Islands	72	36	9	27	45	62.5
Unknown	15,131	10,654	2,309	2,168	12,963	85.7
U.S. Total	223,013	199,632	16,122	7,259	215,754	96.7

*Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Small firms have fewer than 100 employees. Medium-sized firms have from 100 to 499 employees. Large firms have 500 or more employees. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual companies using information on U.S. export declarations. Because firms sometimes export from more than one location, exporter counts cannot be summed to arrive at a U.S. total. Exporters are allocated to states on an "Origin of Movement" basis - i.e. an exporter is credited to a state when it ships export goods from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

NUMBER OF FIRMS EXPORTING MERCHANDISE FROM STATE LOCATIONS, BY COMPANY SIZE, 2002

States Ranked by Number of SMEs

<u>Rank</u>	<u>Total</u>	<u>Small</u>	<u>Medium</u>	<u>Large</u>	<u>SMEs*</u>	<u>% SMEs</u>
1 California	55,421	47,634	4,444	3,343	52,078	94.0
2 Florida	31,275	26,115	2,591	2,569	28,706	91.8
3 New York	30,420	25,187	2,786	2,447	27,973	92.0
4 Texas	27,372	21,973	2,720	2,679	24,693	90.2
5 Illinois	17,462	12,903	2,240	2,319	15,143	86.7
6 New Jersey	15,549	12,435	1,508	1,606	13,943	89.7
7 Ohio	12,558	9,256	1,631	1,671	10,887	86.7
8 Pennsylvania	12,497	9,405	1,397	1,695	10,802	86.4
9 Michigan	12,127	9,071	1,502	1,554	10,573	87.2
10 Massachusetts	10,195	7,903	1,042	1,250	8,945	87.7
11 Washington	9,417	7,359	907	1,151	8,266	87.8
12 Georgia	9,320	6,755	1,021	1,544	7,776	83.4
13 North Carolina	7,942	5,673	951	1,318	6,624	83.4
14 Wisconsin	6,427	4,489	888	1,050	5,377	83.7
15 Minnesota	6,194	4,493	730	971	5,223	84.3
16 Indiana	6,000	3,985	857	1,158	4,842	80.7
17 Virginia	5,690	3,982	659	1,049	4,641	81.6
18 Connecticut	5,117	3,870	533	714	4,403	86.0
19 Oregon	4,881	3,675	512	694	4,187	85.8
20 Arizona	4,914	3,699	459	756	4,158	84.6
21 Tennessee	4,994	3,218	649	1,127	3,867	77.4
22 Maryland	4,379	3,162	452	765	3,614	82.5
23 Missouri	4,399	2,987	549	863	3,536	80.4
24 Colorado	4,089	3,099	350	640	3,449	84.3
25 South Carolina	4,327	2,937	507	883	3,444	79.6
26 Louisiana	3,048	2,143	291	614	2,434	79.9
27 Kentucky	3,203	1,944	430	829	2,374	74.1
28 Alabama	2,855	1,892	334	629	2,226	78.0
29 New Hampshire	2,183	1,657	206	320	1,863	85.3
30 Oklahoma	2,320	1,632	230	458	1,862	80.3
31 Iowa	2,288	1,487	290	511	1,777	77.7
32 Utah	2,141	1,564	205	372	1,769	82.6
33 Kansas	2,206	1,519	234	453	1,753	79.5
34 Nevada	1,714	1,247	151	316	1,398	81.6
35 Maine	1,618	1,194	160	264	1,354	83.7
36 Mississippi	1,827	1,079	234	514	1,313	71.9
37 Rhode Island	1,473	1,109	154	210	1,263	85.7
38 Arkansas	1,618	977	188	453	1,165	72.0
39 Nebraska	1,520	957	197	366	1,154	75.9
40 New Mexico	1,188	924	80	184	1,004	84.5
41 Idaho	1,095	798	104	193	902	82.4
42 Vermont	1,098	782	112	204	894	81.4
43 North Dakota	958	725	88	145	813	84.9
44 Delaware	923	603	87	233	690	74.8
45 Montana	791	623	55	113	678	85.7
46 South Dakota	837	508	103	226	611	73.0
47 West Virginia	779	444	97	238	541	69.4
48 Hawaii	617	460	56	101	516	83.6
49 Alaska	721	427	87	207	514	71.3
50 Wyoming	307	186	29	92	215	70.0
District Of Columbia	688	420	96	172	516	75.0
Puerto Rico	1,177	755	147	275	902	76.6
Virgin Islands	72	36	9	27	45	62.5
Unknown	15,131	10,654	2,309	2,168	12,963	85.7
United States	223,013	199,632	16,122	7,259	215,754	96.7

*Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Small firms have fewer than 100 employees. Medium-sized firms have from 100 to 499 employees. Large firms have 500 or more employees. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual companies using information on U.S. export declarations. Because firms sometimes export from more than one location, exporter counts cannot be summed to arrive at a U.S. total. Exporters are allocated to states on an "Origin of Movement" basis - i.e. an exporter is credited to a state when it ships export goods from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

NUMBER OF FIRMS EXPORTING MERCHANDISE FROM STATE LOCATIONS, BY COMPANY SIZE, 2002

States Ranked by SMEs as a Percent of Total Exporters

Rank	Total	Small	Medium	Large	SMEs*	% SMEs
1 California	55,421	47,634	4,444	3,343	52,078	94.0
2 New York	30,420	25,187	2,786	2,447	27,973	92.0
3 Florida	31,275	26,115	2,591	2,569	28,706	91.8
4 Texas	27,372	21,973	2,720	2,679	24,693	90.2
5 New Jersey	15,549	12,435	1,508	1,606	13,943	89.7
6 Washington	9,417	7,359	907	1,151	8,266	87.8
7 Massachusetts	10,195	7,903	1,042	1,250	8,945	87.7
8 Michigan	12,127	9,071	1,502	1,554	10,573	87.2
9 Illinois	17,462	12,903	2,240	2,319	15,143	86.7
10 Ohio	12,558	9,256	1,631	1,671	10,887	86.7
11 Pennsylvania	12,497	9,405	1,397	1,695	10,802	86.4
12 Connecticut	5,117	3,870	533	714	4,403	86.0
13 Oregon	4,881	3,675	512	694	4,187	85.8
14 Rhode Island	1,473	1,109	154	210	1,263	85.7
15 Montana	791	623	55	113	678	85.7
16 New Hampshire	2,183	1,657	206	320	1,863	85.3
17 North Dakota	958	725	88	145	813	84.9
18 Arizona	4,914	3,699	459	756	4,158	84.6
19 New Mexico	1,188	924	80	184	1,004	84.5
20 Colorado	4,089	3,099	350	640	3,449	84.3
21 Minnesota	6,194	4,493	730	971	5,223	84.3
22 Maine	1,618	1,194	160	264	1,354	83.7
23 Wisconsin	6,427	4,489	888	1,050	5,377	83.7
24 Hawaii	617	460	56	101	516	83.6
25 Georgia	9,320	6,755	1,021	1,544	7,776	83.4
26 North Carolina	7,942	5,673	951	1,318	6,624	83.4
27 Utah	2,141	1,564	205	372	1,769	82.6
28 Maryland	4,379	3,162	452	765	3,614	82.5
29 Idaho	1,095	798	104	193	902	82.4
30 Virginia	5,690	3,982	659	1,049	4,641	81.6
31 Nevada	1,714	1,247	151	316	1,398	81.6
32 Vermont	1,098	782	112	204	894	81.4
33 Indiana	6,000	3,985	857	1,158	4,842	80.7
34 Missouri	4,399	2,987	549	863	3,536	80.4
35 Oklahoma	2,320	1,632	230	458	1,862	80.3
36 Louisiana	3,048	2,143	291	614	2,434	79.9
37 South Carolina	4,327	2,937	507	883	3,444	79.6
38 Kansas	2,206	1,519	234	453	1,753	79.5
39 Alabama	2,855	1,892	334	629	2,226	78.0
40 Iowa	2,288	1,487	290	511	1,777	77.7
41 Tennessee	4,994	3,218	649	1,127	3,867	77.4
42 Nebraska	1,520	957	197	366	1,154	75.9
43 Delaware	923	603	87	233	690	74.8
44 Kentucky	3,203	1,944	430	829	2,374	74.1
45 South Dakota	837	508	103	226	611	73.0
46 Arkansas	1,618	977	188	453	1,165	72.0
47 Mississippi	1,827	1,079	234	514	1,313	71.9
48 Alaska	721	427	87	207	514	71.3
49 Wyoming	307	186	29	92	215	70.0
50 West Virginia	779	444	97	238	541	69.4
District Of Columbia	688	420	96	172	516	75.0
Puerto Rico	1,177	755	147	275	902	76.6
Virgin Islands	72	36	9	27	45	62.5
Unknown	15,131	10,654	2,309	2,168	12,963	85.7
United States	223,013	199,632	16,122	7,259	215,754	96.7

*Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Small firms have fewer than 100 employees. Medium-sized firms have from 100 to 499 employees. Large firms have 500 or more employees. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual companies using information on U.S. export declarations. Because firms sometimes export from more than one location, exporter counts cannot be summed to arrive at a U.S. total. Exporters are allocated to states on an "Origin of Movement" basis - i.e. an exporter is credited to a state when it ships export goods from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

KNOWN VALUE OF SME EXPORTS, 2002*

(Merchandise Only; Millions of Dollars)

States Listed Alphabetically

	Value of SME Exports** (\$ Millions)	Percent of Total Exports Attributed to SMEs
Alaska	1,165	54.2
Alabama	1,378	17.7
Arkansas	569	23.4
Arizona	2,082	18.9
California	33,031	39.9
Colorado	850	17.0
Connecticut	1,727	23.2
Delaware	279	15.1
Florida	10,290	48.8
Georgia	3,656	28.3
Hawaii	152	35.1
Iowa	764	17.5
Idaho	320	17.3
Illinois	5,000	21.5
Indiana	1,665	12.3
Kansas	765	16.8
Kentucky	1,693	17.2
Louisiana	5,139	30.8
Massachusetts	3,883	25.5
Maryland	885	24.7
Maine	719	43.7
Michigan	5,065	16.3
Minnesota	2,299	24.3
Missouri	924	15.1
Mississippi	488	17.8
Montana	138	42.6
North Carolina	3,006	22.8
North Dakota	143	19.4
Nebraska	654	28.0
New Hampshire	672	42.8
New Jersey	5,044	36.4
New Mexico	186	18.0
Nevada	339	36.0
New York	15,029	47.6
Ohio	4,039	16.3
Oklahoma	579	28.9
Oregon	1,953	20.7
Pennsylvania	3,988	29.6
Rhode Island	407	44.5
South Carolina	1,508	17.1
South Dakota	136	25.7
Tennessee	2,117	20.3
Texas	18,166	21.0
Utah	590	14.6
Virginia	2,327	25.4
Vermont	247	10.3
Washington	4,489	13.5
Wisconsin	2,099	21.8
West Virginia	313	15.6
Wyoming	N/A	N/A
District of Columbia	74	46.2
Puerto Rico	1,049	11.2
Virgin Islands	26	10.2
U.S. Total	158,492	26.4

*Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

**Notes: Figures include only identifiable or "known" exports--i.e. exports that can be linked to individual firms using information on U.S. export declarations. Exports are allocated to states on an "Origin of Movement" basis - i.e. an export is credited to a state when it is shipped from that state to a port or other exit point from the United States.

The value of exports for Wyoming have been suppressed due to federal disclosure regulations.

Source: U.S. Department of Commerce, Exporter Data Base.

KNOWN VALUE OF SME EXPORTS, 2002*

(Merchandise Only; Millions of Dollars)

States Ranked by SME Exports

Rank		Value of SME Exports**	Percent of Total Exports
		(\$ Millions)	Attributed to SMEs
1	California	33,031	39.9
2	Texas	18,166	21.0
3	New York	15,029	47.6
4	Florida	10,290	48.8
5	Louisiana	5,139	30.8
6	Michigan	5,065	16.3
7	New Jersey	5,044	36.4
8	Illinois	5,000	21.5
9	Washington	4,489	13.5
10	Ohio	4,039	16.3
11	Pennsylvania	3,988	29.6
12	Massachusetts	3,883	25.5
13	Georgia	3,656	28.3
14	North Carolina	3,006	22.8
15	Virginia	2,327	25.4
16	Minnesota	2,299	24.3
17	Tennessee	2,117	20.3
18	Wisconsin	2,099	21.8
19	Arizona	2,082	18.9
20	Oregon	1,953	20.7
21	Connecticut	1,727	23.2
22	Kentucky	1,693	17.2
23	Indiana	1,665	12.3
24	South Carolina	1,508	17.1
25	Alabama	1,378	17.7
26	Alaska	1,165	54.2
27	Missouri	924	15.1
28	Maryland	885	24.7
29	Colorado	850	17.0
30	Kansas	765	16.8
31	Iowa	764	17.5
32	Maine	719	43.7
33	New Hampshire	672	42.8
34	Nebraska	654	28.0
35	Utah	590	14.6
36	Oklahoma	579	28.9
37	Arkansas	569	23.4
38	Mississippi	488	17.8
39	Rhode Island	407	44.5
40	Nevada	339	36.0
41	Idaho	320	17.3
42	West Virginia	313	15.6
43	Delaware	279	15.1
44	Vermont	247	10.3
45	New Mexico	186	18.0
46	Hawaii	152	35.1
47	North Dakota	143	19.4
48	Montana	138	42.6
49	South Dakota	136	25.7
50	Wyoming	N/A	N/A
	District Of Columbia	74	46.2
	Puerto Rico	1,049	11.2
	Virgin Islands	26	10.2
	U.S. Total	158,492	26.4

*Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

**Notes: Figures include only identifiable or "known" exports--i.e. exports that can be linked to individual firms using information on U.S. export declarations. Exports are allocated to states on an "Origin of Movement" basis - i.e. an export is credited to a state when it is shipped from that state to a port or other exit point from the United States.

The value of exports for Wyoming have been suppressed due to federal disclosure regulations.

Source: U.S. Department of Commerce, Exporter Data Base.

KNOWN VALUE OF SME EXPORTS, 2002*

(Merchandise Only; Millions of Dollars)

States Ranked by Percent of Exports Attributed to SMEs

Rank	Value of SME Exports** (\$ Millions)	Percent of Total Exports Attributed to SMEs	
1	Alaska	1,165	54.2
2	Florida	10,290	48.8
3	New York	15,029	47.6
4	Rhode Island	407	44.5
5	Maine	719	43.7
6	New Hampshire	672	42.8
7	Montana	138	42.6
8	California	33,031	39.9
9	New Jersey	5,044	36.4
10	Nevada	339	36.0
11	Hawaii	152	35.1
12	Louisiana	5,139	30.8
13	Pennsylvania	3,988	29.6
14	Oklahoma	579	28.9
15	Georgia	3,656	28.3
16	Nebraska	654	28.0
17	South Dakota	136	25.7
18	Massachusetts	3,883	25.5
19	Virginia	2,327	25.4
20	Maryland	885	24.7
21	Minnesota	2,299	24.3
22	Arkansas	569	23.4
23	Connecticut	1,727	23.2
24	North Carolina	3,006	22.8
25	Wisconsin	2,099	21.8
26	Illinois	5,000	21.5
27	Texas	18,166	21.0
28	Oregon	1,953	20.7
29	Tennessee	2,117	20.3
30	North Dakota	143	19.4
31	Arizona	2,082	18.9
32	New Mexico	186	18.0
33	Mississippi	488	17.8
34	Alabama	1,378	17.7
35	Iowa	764	17.5
36	Idaho	320	17.3
37	Kentucky	1,693	17.2
38	South Carolina	1,508	17.1
39	Colorado	850	17.0
40	Kansas	765	16.8
41	Michigan	5,065	16.3
42	Ohio	4,039	16.3
43	West Virginia	313	15.6
44	Missouri	924	15.1
45	Delaware	279	15.1
46	Utah	590	14.6
47	Washington	4,489	13.5
48	Indiana	1,665	12.3
49	Vermont	247	10.3
50	Wyoming	N/A	N/A
	District Of Columbia	74	46.2
	Puerto Rico	1,049	11.2
	Virgin Islands	26	10.2
	U.S. Total	158,492	26.4

*Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

**Notes: Figures include only identifiable or "known" exports--i.e. exports that can be linked to individual firms using information on U.S. export declarations. Exports are allocated to states on an "Origin of Movement" basis - i.e. an export is credited to a state when it is shipped from that state to a port or other exit point from the United States.

The value of exports for Wyoming have been suppressed due to federal disclosure regulations.

Source: U.S. Department of Commerce, Exporter Data Base.

EXPORTER DATA BASE: TECHNICAL NOTES

All statistics in this report are from the Commerce Department's Exporter Data Base (EDB), which provides an annual statistical profile of U.S. exporting companies—including their number, size, industry composition, and geographic distribution. The EDB is a joint project of the Census Bureau and the International Trade Administration (ITA).

Latest available complete data from the EDB are currently for 2002.

The Exporter Data Base is comprised of all enterprises that could be identified from Shippers' Export Declarations (SEDs) that were filed, per U.S. regulations, for merchandise exiting the country. To identify exporters from SEDs, the Census Bureau used Employer Identification Numbers (EINs) and other SED information to link these documents to the Bureau's Business Register (which contains information on company characteristics and locations).

All EDB statistics on exporters refer to companies, not establishments. Companies are legal entities which consist of one or more commercial establishments. Establishments are individual business units, or locations, where economic activity takes place. Establishments include, for example, factories, warehouses, and retailing facilities. The terms "company", "enterprise", and "firm" are used interchangeably in this report. Also, the EDB includes both U.S.-domiciled companies and U.S. affiliates of foreign firms that export goods from the United States.

The linkage process outlined above yielded a 2002 Exporter Data Base consisting of 223,013 exporting firms, accounting for 87 percent of measurable merchandise export value. Export documents accounting for 13 percent of export value could not be linked to the companies that filed the forms due to a variety of factors—e.g., misreporting by firms, errors in collection and processing, and coverage problems.

Because of the inability to link all SEDs to the firms which filed the documents, the EDB may slightly understate the total number of exporters—especially as regards small companies with only a few export transactions. Nevertheless, the EDB likely captures almost all significant exporters. This is because only one valid export declaration is needed to link an exporter to Census data bases. If a company submits 1,000 export declarations and all but one are invalid, the company is still captured by the EDB.

Due to improvements in methodology and data collection, the 2002 match rate of 87 percent (by value) was 9 percentage points higher than the 1992 match rate of 78 percent. As a result, changes in the number of exporters over the 1992-2002 period should be interpreted with some caution. Some portion of the increase in the exporter population was undoubtedly the by-product of measurement

enhancements--however, the extent of the effect is unknown. Whatever the impact, overall trends documented by the EDB are fully corroborated by a large body of anecdotal evidence reported in the media and by an upsurge in U.S. companies seeking assistance from government export promotion agencies.

EDB data on individual firms--including company names and addresses--are not available to the public due to federal regulations which prohibit public release of confidential business information provided to the U.S. Government. All data in this report, as well as in EDB statistical tables available from Census, are in anonymous form. All numbers have been aggregated to a level where individual firms cannot be identified. For data users who desire exporter names and addresses, a number of commercial data base alternatives are available.

The EDB only captures companies that have at least one export shipment during the year valued at \$2,501 or more. Also, the EDB tracks only exporters of merchandise--i.e., goods. Firms that export services only are excluded. However, service companies (wholesalers, retailers, engineering and architectural firms, etc.) that also export goods are included.

All businesses included in the EDB are *direct* exporters--i.e., entities that ship merchandise from their factories (or other facilities which they own) to a foreign destination. Excluded from the EDB are so-called "indirect" exporters whose export role is limited to (1) providing components or other inputs to businesses engaged in export production and marketing, or (2) supplying goods to independent intermediaries which, in turn, market the products internationally.

Companies in this report are classified according to employment size ranges. There are no universally accepted guidelines for classifying companies by size. Classification criteria tend to vary with analytical purpose and organizational mission. For the purposes of this report, small firms are defined as those with fewer than 100 employees (very small firms are those with fewer than 20 employees). Medium-sized firms employ from 100 to 499 workers. Large firms are those with 500 or more employees.

Companies in this report are divided into three categories--manufacturers, wholesalers, and "other companies." Company type for single-location companies is based on the North American Industry Classification System (NAICS). Manufacturers are firms that fall into NAICS classifications 31 to 33. Wholesalers fall into classification 42, as do brokers, agents, and similar entities which are primarily engaged in the distribution of goods to businesses. The term "other companies" embraces all remaining NAICS categories. Included here are resource extraction companies, retailers, freight forwarders, engineering firms, and miscellaneous service companies which often market goods abroad and act as exporters of record. Firms for which a valid NAICS was not available are labeled "unclassified companies."

Export product categories referenced in this report are on a NAICS basis. For information on the types of products contained in individual NAICS categories, consult the Census Bureau's Internet site at <http://www.census.gov/epcd/naics/naicscod.txt>.

Many companies export products that fall into more than one NAICS category. It follows that such companies can be represented multiple times in tables and graphs that profile exporters by type of product exported. This means that one cannot simply sum up exporters in various product categories to arrive at totals.

Any EDB statistics in this report that profile exporters at the state level were compiled on an Origin of Movement (OM) basis. Tabulations on an OM basis assign exporters to states based on the transportation origin of the goods as specified on export declarations. Transportation origin is defined as the state from which the merchandise began its journey to the port (or other point) of exit from the United States.

The Origin of Movement—i.e., the state where the export journey begins—is not necessarily the location of export production or sale. While the locations of the export sale, production, and shipment *often* coincide, they do not *always* coincide. This is especially true for non-manufacturing companies, which were responsible for 33.1 percent of U.S. goods exports in 2002. Small wholesalers, for example, frequently sell products from one site, but obtain the merchandise from unaffiliated out-of-state manufacturers. Many large multi-unit companies (manufacturers and non-manufacturers alike) often disperse essential business functions—production, sales, shipment processing—among several states. This is significant because multi-unit firms, while in the minority among exporters, nevertheless generate over 82 percent of total U.S. merchandise export value.

Because of the preceding factors, OM-based state trade data should be interpreted cautiously. This is especially true with respect to reported exports of states bordering Canada and Mexico—two of our largest trade partners. Because of the growing integration of North American industrial production, a significant but unquantifiable portion of border-state exports to Mexico and Canada represents warehouse and cargo processing activity, not export-oriented manufacturing activity indigenous to the states concerned.

While the limitations of the OM data introduce some uncertainty into interpretation, these statistics can nevertheless yield useful insights into export production patterns if used judiciously and if corroborated by other, independent information sources on state exports. This is possible because the vast majority of exporters typically conduct all corporate functions—production, marketing, shipping—at the same site. Eighty-six percent of all 2002 exporters, and 89 percent of small and medium-sized exporters, were single-establishment companies.

Exporter counts shown for states cannot be summed to arrive at national or regional totals. To do so often results in double-counting, because some exporting companies—especially large multi-establishment firms—frequently export from multiple locations.

All statistics in this report regarding the number of employees in exporting companies refer to the total number of workers, not just workers whose jobs are supported by exports. “Employment” also refers to part-time as well as full-time workers on a firm’s payroll during Census Bureau reporting periods.

All export value data in this report are on an f.a.s (free alongside ship) basis and include both domestic exports and re-exports of foreign merchandise.

Statistics in graphs and text have been rounded to enhance readability. For this reason, details may sometimes not add exactly to totals.

Individual countries have been grouped together in this report in order to analyze exports to world regions. The regions are:

- The ***African Growth and Opportunity Act (AGOA)*** is a U.S. preference program consisting of Angola, Benin, Botswana, Burkina Faso, Cameroon, Cape Verde, Chad, Congo, Democratic Republic of Congo, Djibouti, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea Bissau, Kenya, Lesotho, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mozambique, Namibia, Niger, Nigeria, Rwanda, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, South Africa, Swaziland, United Republic of Tanzania, Uganda, and Zambia.
- The ***Association of Southeast Asian Nations (ASEAN)*** consists of Brunei, Burma (Myanmar), Cambodia, Indonesia, Lao People's Democratic Republic, Malaysia, Philippines, Singapore, Thailand, and Vietnam.
- ***CAFTA-DR*** is the Central American-Dominican Republic Free Trade Agreement which consists of Costa Rica, the Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua.
- The ***European Union*** consists of Austria, Belgium, Cyprus, the Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, and the United Kingdom.
- ***FTAA*** is the Free Trade Agreement of the Americas which consists of Antigua and Barbuda, Argentina, Bahamas, Barbados, Belize, Bolivia, Brazil, Canada, Chile, Colombia, Costa Rica, Dominica, Dominican Republic, Ecuador, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Mexico, Nicaragua, Panama, Paraguay, Peru, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines, Suriname, Trinidad and Tobago, Uruguay, and Venezuela.
- ***NAFTA*** is the North American Free Trade Agreement which consists of Canada and Mexico.
- ***OPEC*** is the Organization of Petroleum Exporting Countries and consists of Algeria, Indonesia, Iran, Iraq, Kuwait, Libyan Arab Jamahiriya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, and Venezuela.

Readers are cautioned that some nations are members of more than one country grouping. As a result, figures cited for the individual categories cannot be summed to arrive at meaningful totals.