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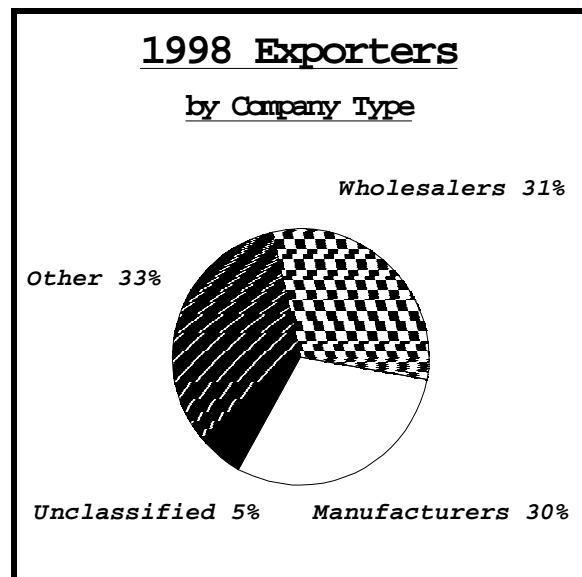
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Highlights from:
A Profile of U.S. Exporting Companies, 1997-1998

The Census Bureau, Department of Commerce, announced today that the identified U.S. exporting community consisted of 205,188 exporters in 1998, accounting for \$554 billion in export shipments, or about 81 percent of the total export value for the year. The number of exporting companies is down slightly (4 percent) from 213,664 in 1997. Similarly, the value of export shipments made by identified exporting companies, the known value, dropped about 2 percent from the \$567 billion reported in 1997.

The highlights in this release are extracted from the report *A Profile of U. S. Exporters, 1997 - 1998*, and are based solely on the exports linked to identified exporting companies. This report, compiled by the Census Bureau, is based upon the detailed trade data and information in its company information data base. The International Trade Administration is a partial sponsor of this work, providing both financial assistance and advice on data user needs. The report, available by calling (301) 457-2242 or at www.census.gov/foreign-trade/www/, provides more detailed data tables including further breakouts by company size for 1997 and 1998 along with full technical and explanatory information. Export values are based on detailed export documentation used to compile the official U.S. export trade statistics. Company type and size information are taken from 1997 and 1998 census or survey data and administrative

records on file at the Census Bureau.



NAICS

The classification of companies as manufacturers, wholesalers and other types of companies in this profile is based upon the North American Industry Classification System (NAICS). Previous exporter profiles were based on the Standard Industrial Classification (SIC). The following table compares data by company type based on both the SIC and NAICS codes in 1998.

Comparison of SIC vs NAICS Data - 1998						
Company Type	SIC Value (\$ Mil.)	NAICS Value (\$ Mil.)	% Change SIC vs NAICS	SIC Number of Exporters	NAICS Number of Exporters	% Change SIC vs NAICS
All Companies	553,644	553,644	---	205,188	205,188	---
Manufacturers	376,897	376,397	-0.1	63,311	62,523	-1.2
Wholesalers	82,079	81,678	-0.5	65,527	63,563	-3.0
Other Companies	84,292	84,788	0.6	66,274	68,598	3.5
Unclassified	10,376	10,781	3.9	10,076	10,504	4.2

Company Size and Type

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

1998 Number of Exporters and Value by Company Size		
	# of Exporters	Value (\$ Mil.)
Small (<100 employees)	180,290	112,246
Medium (100-499 employees)	17,811	49,492
Large (500+ employees)	7,087	391,906

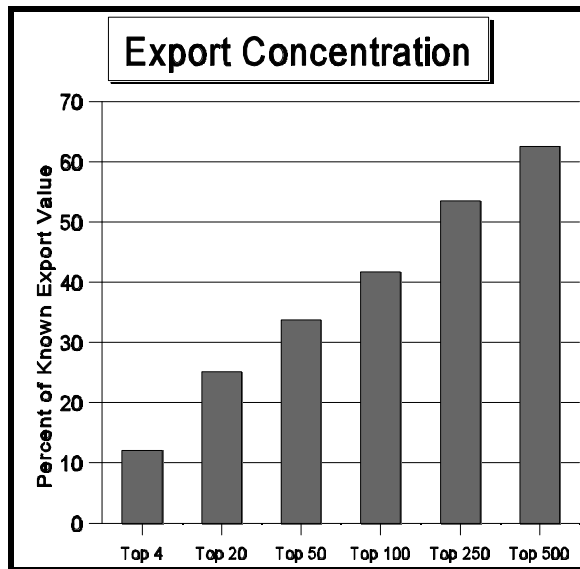
70 percent of the known export value but less than 4 percent of exporters in both 1997 and 1998.

- Small companies made up around 88 percent of exporters and slightly less than 22 percent of the known export value in both 1997 and 1998.
- Manufacturers accounted for 68 percent of the 1998 export value and large manufacturers accounted for 86 percent of manufacturers' exports.
- Wholesalers accounted for less than 15 percent of the known export value with large wholesalers accounting for 37 percent of wholesalers' exports.

- Large companies accounted for

Export Concentration

Although the exporter profile identified more than 205 thousand exporters in 1998, 63 percent of the known export value was accounted for by the top 500 companies and these companies were primarily large manufacturers. Export sales by wholesalers, on the other hand, were less concentrated.

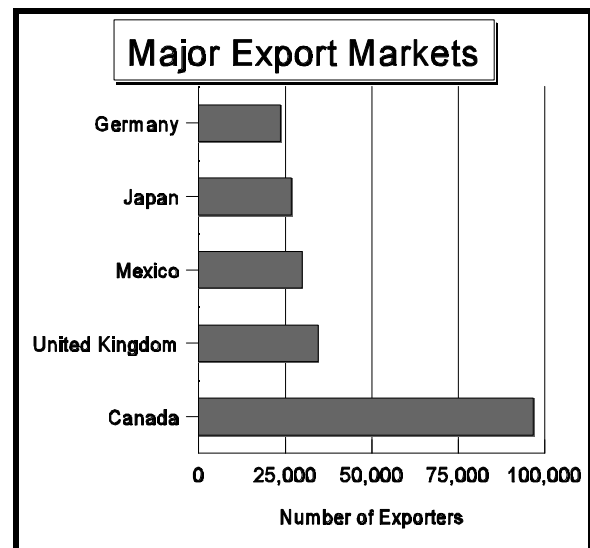


- Over 53 percent of the total known export value was accounted for by the top 250 exporters.
- The top 100 manufacturers accounted for 37 percent of the total known export value and 55 percent of all exports by manufacturers.
- The top 100 wholesalers accounted for less than 7 percent of the total known export value and 44 percent of all exports by wholesalers.

Major Export Markets

Most exporting companies (62 percent) traded with only one foreign country in 1998; however, these exporters shipped only 6 percent of the export value. In contrast, less than ½ percent of exporters traded with 50 or more countries but accounted for slightly over half of the known export value in 1998.

- The top five U.S. export markets in 1998, based on export value, were Canada, Mexico, Japan, the United Kingdom, and Germany.
- More U.S. companies exported to Canada than any other country (96,741), followed by the United Kingdom (34,466), Mexico (29,875), Japan (26,752), and Germany (23,690).
- Based on the number of exporters, Mexico continues its steady climb from fourth place in 1997 to third in 1998, with a 6 percent gain. Mexico was fifth in 1996 and seventh in 1992.



State Exports

The top five exporting states based on total export value in 1998 were California, Texas, Washington, New York, and Michigan. In spite of the slight decline from 1997 in total U.S. exports, 20 states gained export value in 1998. They were led by Washington (16.8 percent), Illinois (9.3 percent), New Hampshire (8.2 percent), Delaware (8.0 percent), and Alabama (7.4 percent). In addition, Puerto Rico also gained 12 percent in export value. However, only one state, West Virginia, gained exporters. These data are based on the reported state of the origin of movement (OM). Similar data based on the exporter location (EL) are also available in the expanded report.

Full Report

A Profile of U.S. Exporting Companies, 1997-1998 is the fourth in a series of reports profiling U.S. exporters produced by the Census Bureau with the support of the International Trade Administration. In 1998, 81 percent of the total export value could be matched to specific U.S. companies. The remaining portion of total export value is accounted for by transactions by individuals, U.S. or foreign governments, the low value estimate, and documentation filed with missing or incomplete company identifiers. As a result, the number of exporters may be slightly understated.

The data in this report came from Census Bureau files or administrative records of other federal agencies. Quality assurance procedures were applied to all phases of collection, processing, and tabulation to minimize errors. However, the data are still subject to error from miscoding, estimation for missing or misreported data, and difficulties in identifying every unit that should be included in this report.

The full profile includes the following tables as well as more detailed explanatory information:

1. 1997 and 1998 Exports by Company Type and Employment Size
2. Top Companies' Share of the 1997 and 1998 Export Market by Company Type
3. 1997 and 1998 Exports to Related Parties by Company Type and Employment Size
4. 1997 and 1998 Exports by Company Type and Employment Size to Number of Partner Countries
5. 1997 and 1998 Exports by Company Employment Size to World Areas and Selected Countries
6. 1997 and 1998 Exports by the State of the Exporter Location
7. 1997 and 1998 Exports by the State of the Origin of Movement

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