
United States Department of
COMMERCE
NEWS Washington, D.C. 20230

ECONOMICS
AND
STATISTICS
ADMINISTRATION

U.S. Census Bureau

IMPORTANT: For release 8:30 a.m.
Thursday, October 14, 2004

CB-04-146 **Press Copy**

For information contact: (301) 763-3629
Glenn A. Barresse
Danial F. Wen
Jeffrey McHugh

Highlights from
A Profile of U.S. Exporting Companies, 2001 - 2002

The U.S. Census Bureau, Department of Commerce, announced today that in 2002 a category of U.S. companies called “identified U.S. exporters” accounted for nearly \$600 billion in exports or about 86 percent of the total export value (\$693 billion). Identified U.S. exporters are defined as companies that can be linked to export transactions. In 2002 the number of identified U.S. exporters was 223,013. Of these, 135,035 also exported goods in 2001.

Because not all export shipments can be linked to specific companies, the number of exporters may be understated. Approximately 13 percent of the 2001 and 2002 total export value could not be linked to specific companies. The remaining portion of the total export value was accounted for by individuals, governments, low-value estimates, and documentation filed with missing, unknown, or incomplete company identifiers. Export values are taken from detailed export documentation used to compile the official U.S. trade statistics. Company size and type information are taken from administrative records and census or survey data on file with the Census Bureau.

The highlights in this release, extracted from *A Profile of U.S. Exporting Companies, 2001 - 2002*, represent only those export transactions linked to specific companies and are focused on the 2002 data year. Additional information on the 2001 data year can be found in the full profile.

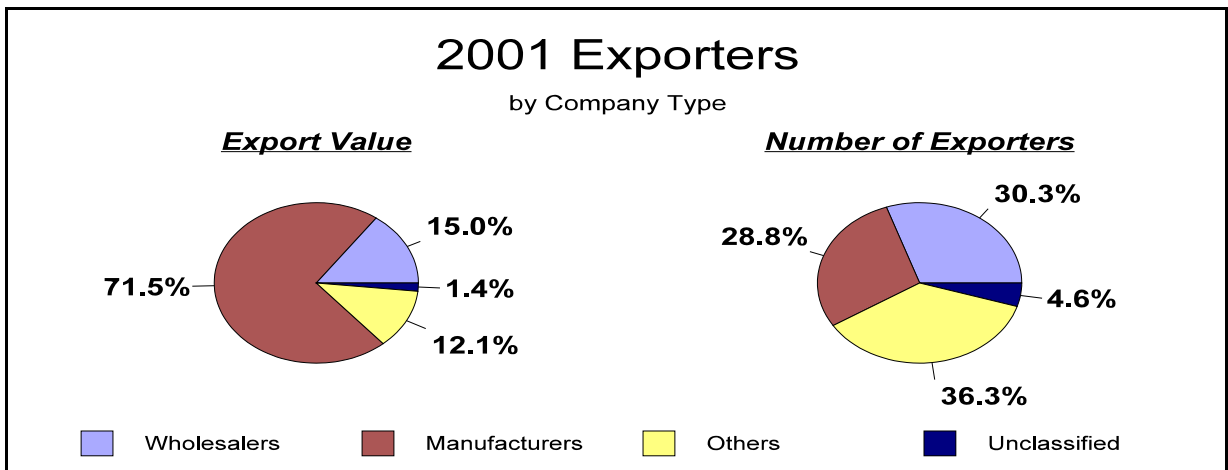
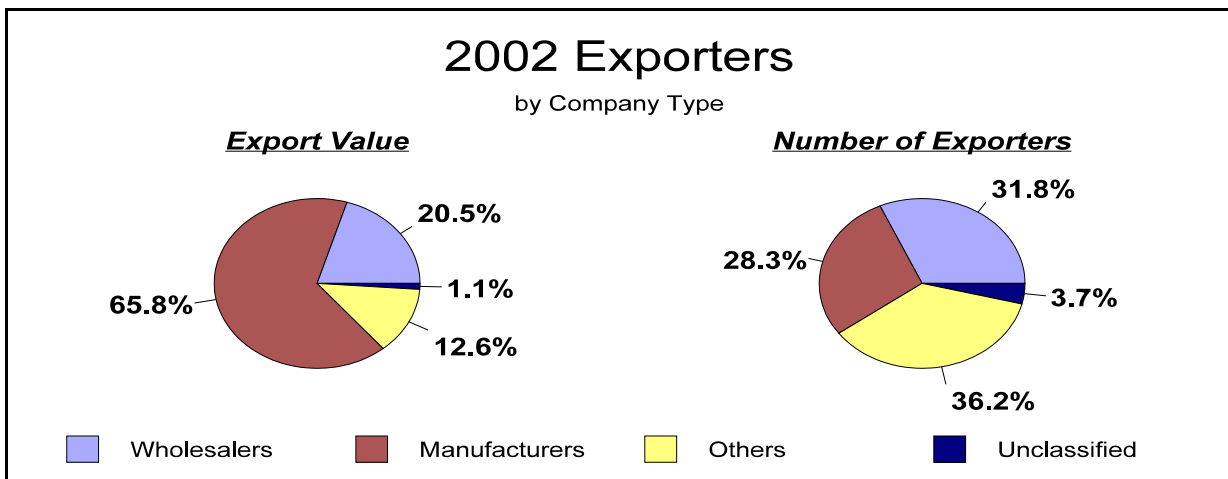
The International Trade Administration (ITA) is a partial sponsor of this work, providing both financial assistance and advice on data user needs. The ITA also sponsors more detailed tables, which will be available on their Web site later this year. Users will be notified on the ITA Web site, www.ita.doc.gov when the information is available.

The complete profile report, available at www.census.gov/foreign-trade/aip/index.html#profile or by calling (301) 763-2227, provides more detailed tables, covering 2002 and revised 2001 data, as well as full technical documentation.

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

Revised 2001 Information

The identified U.S. exporting community, consisting of 241,762 companies, exported \$626 billion in merchandise in 2001. These numbers are revised from the estimates presented in *A Profile of U.S. Exporting Companies, 2000 - 2001* based on the ability to match additional export transactions to specific companies. The 2001 data in all the detailed tables in the 2001 - 2002 profile report have also been revised.



Company Size and Type

(Value in Billions of dollars. Details may not sum to total due to rounding)

Company Type	Known Export Value By Company Size				Number of Identified Exporters By Company Size			
	Total ¹	Small ²	Medium ²	Large ²	Total ¹	Small ²	Medium ²	Large ²
2002								
All Types	599.8 100.0%	109.6 18.3%	48.9 8.1%	441.3 73.6%	223,013 100.0%	199,632 89.5%	16,122 7.2%	7,259 3.3%
Manufacturers	394.6 65.8%	26.1 6.6%	26.3 6.7%	342.2 86.7%	63,100 28.3%	51,256 81.2%	8,783 13.9%	3,061 4.9%
Wholesalers	122.9 20.5%	45.5 37.0%	13.0 10.6%	64.4 52.4%	70,886 31.8%	67,496 95.2%	2,726 3.8%	664 1.0%
Other	75.8 12.6%	34.9 46.1%	8.3 10.9%	32.6 43.0%	80,676 36.2%	73,125 90.6%	4,235 5.3%	3,316 4.1%

2001								
All Types	626.1 100.0%	127.5 20.4%	52.6 8.4%	446.0 71.2%	241,762 100.0%	215,713 89.2%	18,411 7.6%	7,638 3.2%
Manufacturers	447.5 71.5%	35.6 8.0%	30.2 6.7%	381.7 85.3%	69,699 28.8%	56,193 80.6%	10,148 14.6%	3,358 4.8%
Wholesalers	93.7 15.0%	47.9 51.2%	13.4 14.3%	32.3 34.5%	73,186 30.3%	69,342 94.7%	3,114 4.3%	730 1.0%
Other	75.9 12.1%	37.8 49.8%	8.2 10.8%	29.9 39.4%	87,815 36.3%	79,704 90.8%	4,724 5.4%	3,387 3.8%

¹ Percentages based upon total known value (or number) of all types of exporters. Details will not add to total since “unclassified” company type is not shown.

² Percentages based upon total known value (or number) for the row (company type).

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

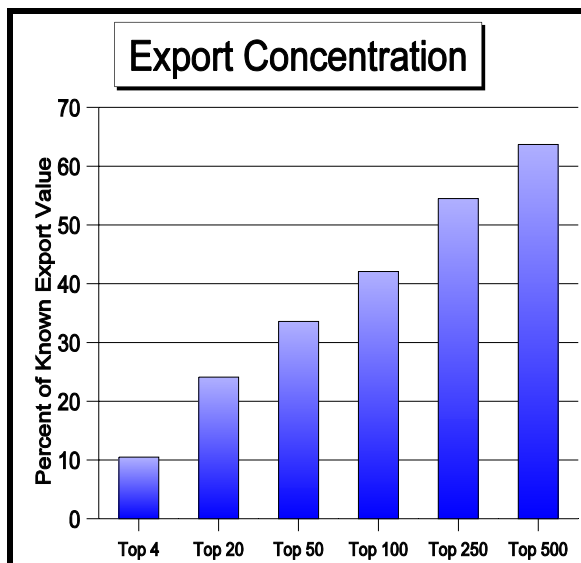
- Large companies accounted for 73 percent of the known export value but less than 4 percent of exporters in 2002.
- Small companies made up over 89 percent of the identified exporters and 18 percent of the known export value in 2002.
- Manufacturers accounted for almost 66 percent of the 2002 known export value while large manufacturers contributed over 86 percent of this sector’s exports.
- Wholesalers accounted for 20 percent of the 2002 known export value with large wholesalers’ share at 52 percent of the wholesalers’ exports.

Year-to-Year Comparisons

The number of identified exporters decreased by almost 8 percent from 2001 to 2002. Similarly, the value of export shipments made by these identified exporters, the *known value*, decreased by 4 percent. Users, however, are cautioned to make year-to-year comparisons with care. Fluctuations in the number of identified exporters and the known value are due to both changes in the number of companies in the export market and changes in the proportion of the transactions that can be matched to specific exporters. In addition, the source of the administrative records, the Business Register, was restructured starting with 2002 data. For more information, please see the full profile.

Export Concentration

Over 63 percent of the known export value for 2002 was controlled by the top 500 companies and these companies were primarily large manufacturers.



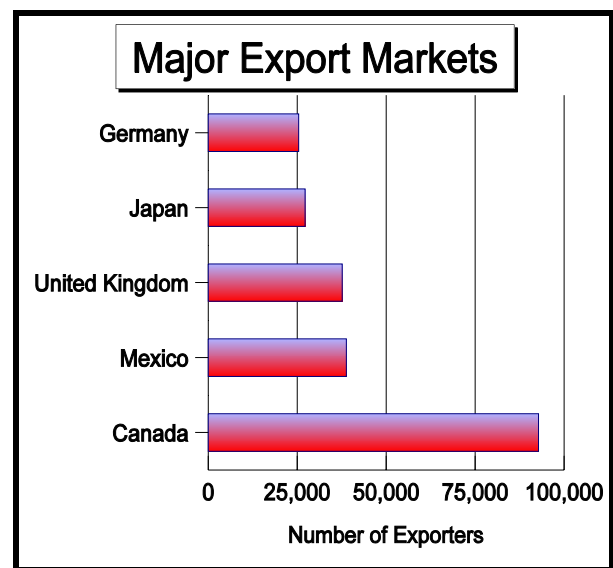
- Almost 55 percent of the total known export value was represented by the top 250 exporters.
- The top 100 manufacturers contributed 37 percent of the total known export value and 56 percent of all exports by

manufacturers.

- The top 100 wholesalers accounted for 11 percent of the total known export value and 53 percent of all exports by wholesalers.

Major Export Markets

Most exporting companies (61 percent) traded with only one foreign country in 2002; however, these exporters accounted for only 5 percent of the known export value. In contrast, less than 0.5 percent of exporters traded with 50 or more countries, but they accounted for over half of the known export value in 2002.



- More U.S. companies exported to Canada than any other country (92,814), followed by Mexico (38,807), the United Kingdom (37,648), Japan (27,213), and Germany (25,430).
- The top five U.S. export markets in 2002, based on total export value, were Canada, Mexico, Japan, the United Kingdom, and Germany.
- Based on the number of U.S. exporters, the top five countries have remained consistent and in the same order since 1999.

State Exports

The top five exporting states based on total number of exporters in 2002 were California, Florida, New York, Texas and Illinois. These data are based on the reported state of the origin of movement (OM), the state from which the goods began their journey to the port of exportation.

Full Report

A Profile of U.S. Exporting Companies, 2001-2002 is the seventh in a series of reports profiling U.S. exporters produced by the Census Bureau with the support of the International Trade Administration. The full profile includes the following tables as well as more detailed explanatory information:

- 2001 and 2002 Exports by Company Type and Employment Size

- Top Companies' Share of the 2001 and 2002 Export Market by Company Type
- 2001 and 2002 Exports to Related Parties by Company Type and Employment Size
- 2001 and 2002 Exports by Company Type and Employment Size to Number of Partner Countries
- 2001 and 2002 Exports by Company Employment Size to World Areas and Selected Countries
- 2001 and 2002 Exports by State of the Origin of Movement

The full report and prior years' reports can be downloaded from the Census Bureau's Web site at www.census.gov/foreign-trade/aip/index.html#profile. Copies of the report can also be obtained by calling (301) 763-2227.

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

Additional information about non-sampling error, definitions, and data quality are provided in the "Technical Documentation" section of the profile report at www.census.gov/foreign-trade/aip/index.html#profile. *The Census Bureau recommends that data users consider this information in their analyses, as it could impact the conclusions drawn from the results.*