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Highlights from **A Profile of U.S. Exporting Companies, 2002 - 2003**

The U.S. Census Bureau, Department of Commerce, announced today that in 2003 a category of U.S. companies called “identified U.S. exporters” accounted for nearly \$630 billion in exports or almost 87 percent of the total export value (\$725 billion). Identified U.S. exporters are defined as exporting companies that can be linked to the Business Register. In 2003 the number of identified U.S. exporters was 225,190. Of these, 142,853 also exported goods in 2002.

Because not all export shipments can be linked to specific companies, the number of exporters may be understated. Approximately 13 percent of the 2002 and 2003 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, 2002 - 2003*, represent only those export transactions linked to specific companies and are focused on the 2003 data year. Additional information on the 2002 data year can be found in the full profile.

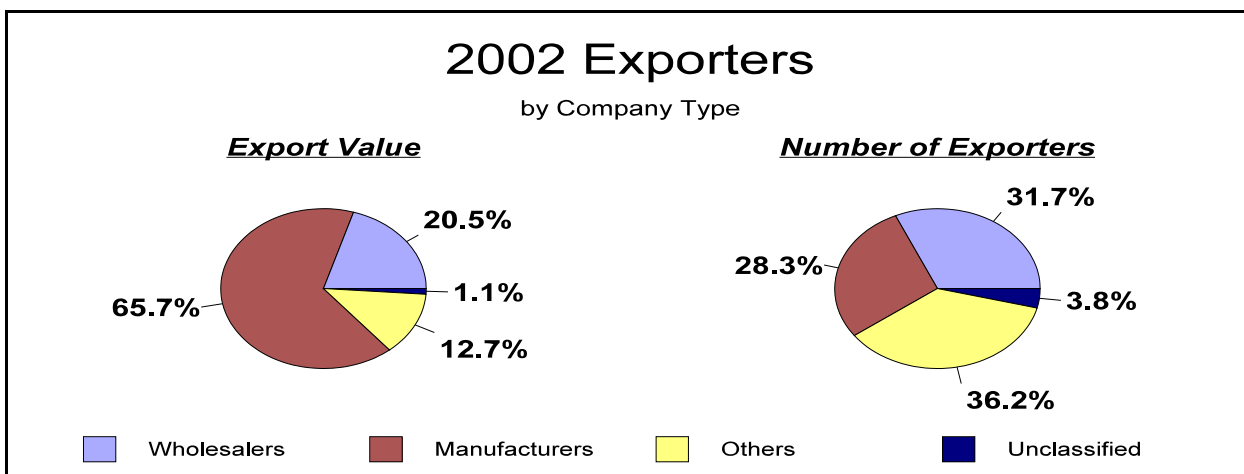
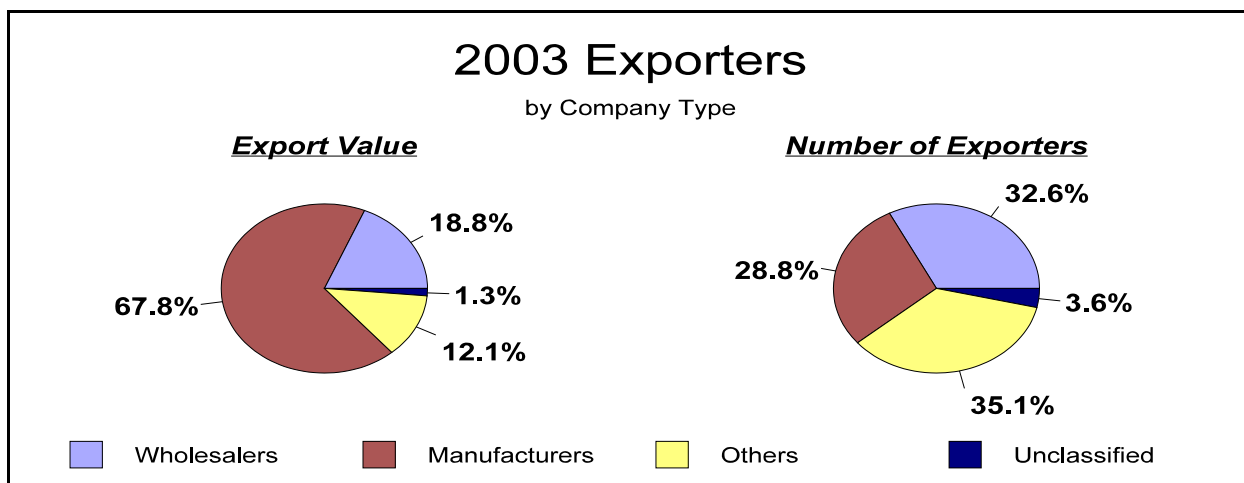
The International Trade Administration (ITA) is a partial sponsor of this work, providing both financial assistance and advice on data user needs. The ITA also sponsors more detailed tables, which will be available on their Web site later this year. Users will be notified on the ITA Web site, www.ita.doc.gov 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 2003 and revised 2002 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 2002 Information

The identified U.S. exporting community, consisting of 223,933 companies, exported \$605 billion in merchandise in 2002. These numbers are revised from the estimates presented in *A Profile of U.S. Exporting Companies, 2001 - 2002* based on the ability to match additional export transactions to specific companies. The 2002 data in all the detailed tables in the 2002 - 2003 profile report have also been revised.



Note: Percentages may not add up to 100.0% due to rounding.

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	Medium ²	Large ²	Total ¹	Small ²	Medium ²	Large ²
2003								
All Types	629.7 100.0%	115.3 18.3%	56.2 8.9%	458.3 72.8%	225,190 100.0%	201,804 89.6%	16,578 7.4%	6,808 3.0%
Manufacturers	427.2 67.8%	29.9 7.0%	32.4 7.6%	364.9 85.4%	64,791 28.8%	52,636 81.2%	9,203 14.2%	2,952 4.6%
Wholesalers	118.2 18.8%	48.2 40.8%	14.4 12.2%	55.6 47.0%	73,336 32.6%	69,822 95.2%	2,876 3.9%	638 0.9%
Other	76.0 12.1%	32.0 42.1%	9.0 11.8%	35.1 46.1%	79,043 35.1%	71,470 90.4%	4,412 5.6%	3,161 4.0%

2002								
All Types	605.0 100.0%	111.1 18.4%	49.4 8.2%	444.5 73.5%	223,933 100.0%	200,482 89.5%	16,164 7.2%	7,287 3.3%
Manufacturers	397.6 65.7%	26.3 6.6%	26.6 6.7%	344.6 86.7%	63,268 28.3%	51,395 81.2%	8,803 13.9%	3,070 4.9%
Wholesalers	123.8 20.5%	46.0 37.1%	13.1 10.6%	64.7 52.3%	71,059 31.7%	67,662 95.2%	2,729 3.8%	668 0.9%
Other	76.7 12.7%	35.3 46.0%	8.4 10.9%	33.0 43.1%	81,153 36.2%	73,569 90.7%	4,253 5.2%	3,331 4.1%

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.

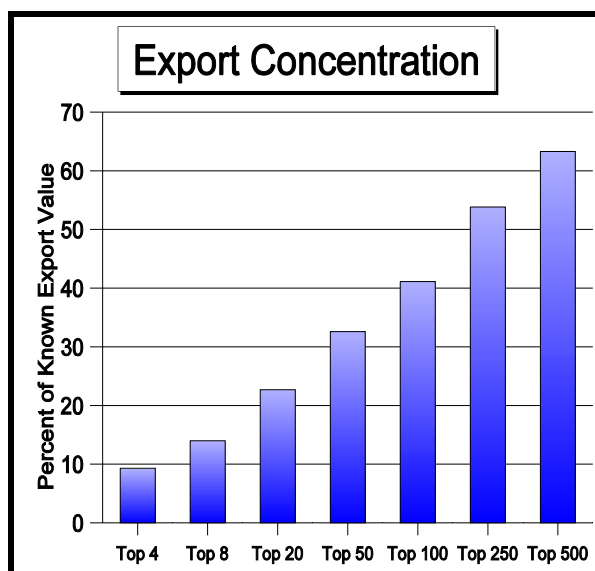
- Large companies accounted for almost 73 percent of the known export value but only 3 percent of exporters in 2003.
- Small companies accounted for over 89 percent of the identified exporters and 18 percent of the known export value in 2003.
- Manufacturers accounted for almost 68 percent of the 2003 known export value while large manufacturers contributed over 85 percent of manufacturers' exports.
- Wholesalers accounted for almost 19 percent of the 2003 known export value while large wholesalers contributed 47 percent of the wholesalers' exports.

Year-to-Year Comparisons

The number of identified exporters increased by almost 1 percent from 2002 to 2003. Similarly, the value of export shipments made by these identified exporters, the *known value*, increased by 4 percent. For more information, please see the full profile.

Export Concentration

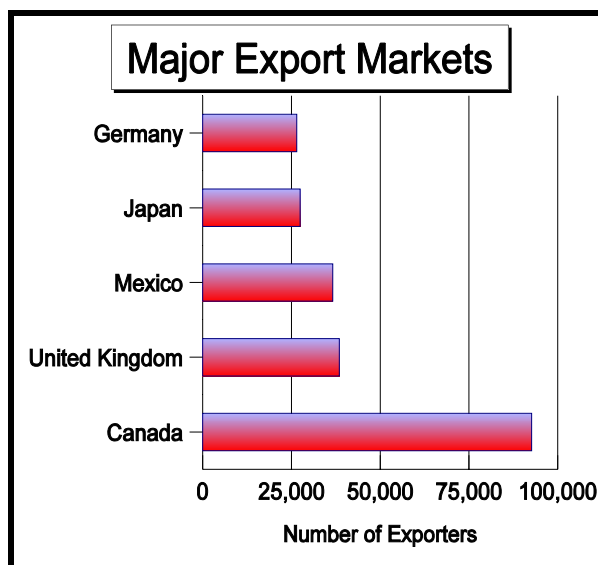
Over 63 percent of the known export value for 2003 was controlled by the top 500 companies and these companies were primarily large manufacturers.



- Almost 54 percent of the total known export value was represented by the top 250 exporters.
- The top 100 manufacturers contributed almost 37 percent of the total known export value and 54 percent of all exports by manufacturers.
- The top 100 wholesalers accounted for more than 9 percent of the total known export value and 50 percent of all exports by wholesalers.

Major Export Markets

Most exporting companies (60 percent) traded with only one foreign country in 2003; however, these exporters accounted for less than 5 percent of the known export value. In contrast, 0.3 percent of exporters traded with 50 or more countries, but they accounted for over half of the known export value in 2003.



- More U.S. companies exported to Canada than any other country (92,679), followed by the United Kingdom (38,475), Mexico (36,626), Japan (27,410), and Germany (26,501).
- The top five U.S. export markets in 2003, 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 since 1999, but their order changed in 2003. In 2003, Mexico had the third highest number of exporters as compared to having the second highest in 2002.

State Exports

The top five exporting states based on total number of exporters in 2003 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, 2002-2003 is the eighth 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:

- 2002 and 2003 Exports by Company Type and Employment Size

- Top Companies' Share of the 2002 and 2003 Export Market by Company Type
- 2002 and 2003 Exports to Related Parties by Company Type and Employment Size
- 2002 and 2003 Exports by Company Type and Employment Size to Number of Partner Countries
- 2002 and 2003 Exports by Company Employment Size to World Areas and Selected Countries
- 2002 and 2003 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.*