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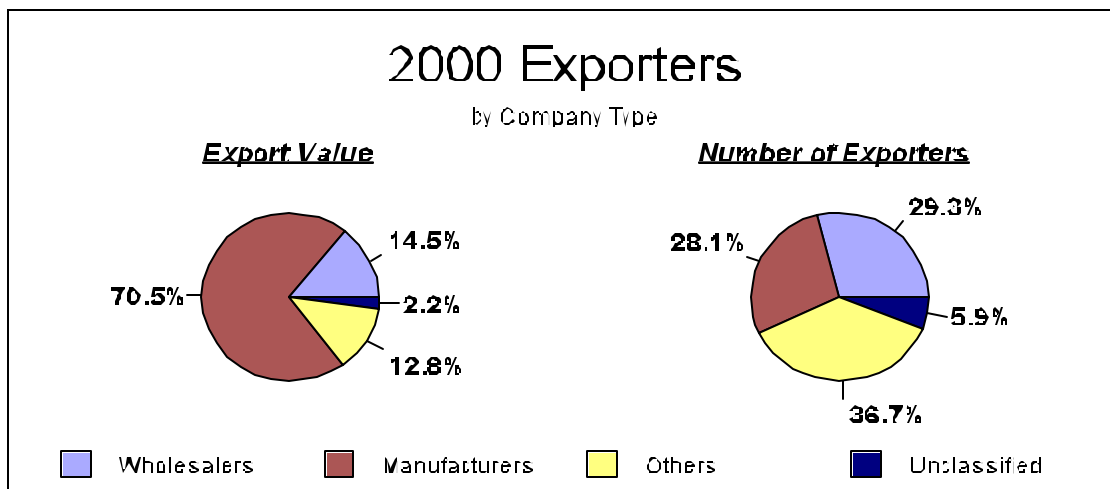
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Advance Report
A Profile of U.S. Exporting Companies, 2000

The Census Bureau, Department of Commerce, announced today that identified U.S. exporters, defined as companies that can be linked to export transactions, totaled 246,452 in 2000. They accounted for \$668 billion in exports or 85 percent of the total export value (\$782 billion) in 2000. The remaining portion of the total export value was accounted for by individuals, governments, low-value estimates, and documentation filed with missing or incomplete company identifiers. Because not all export shipments can be linked to specific companies, the number of exporters may be understated. The number of exporting companies is up (6.5 percent) from 231,420 in 1999. The value of export shipments made by identified companies, the known value, increased 14.3 percent from the \$585 billion reported in 1999.

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



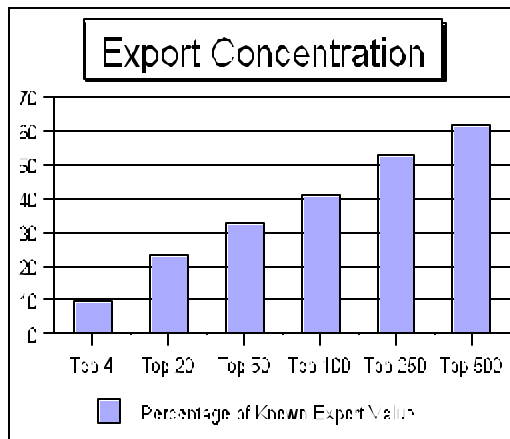
This advance report is being released to provide a preliminary overview of the exporting community in 2000. In order to improve the timeliness of this data series, a full report for 1999/2000 will not be released. Instead, the detailed information will be released, along with complete data for 2001 in the first quarter of 2003. When released, the report will be available on our website at www.census.gov/foreign-trade/www/ or by calling (301) 763-2242 for a paper copy. The full profile report will provide more detailed tables as well as full technical documentation. Users may be notified of the release of this report, as well as of other Foreign Trade information by signing up for FTD web news on the web site shown above.

The International Trade Administration is a partial sponsor of this work, providing both financial assistance and advice on data user needs.

Company Size and Type

	2000							
	<i>Known Export Value (\$Bil) By Company Size</i>				<i>Number of Identified Exporters By Company Size</i>			
Company Type	Total	Small	Medium	Large	Total	Small	Medium	Large
All Types	668.3	133.3	59.6	475.4	246,452	219,390	19,139	7,923
Manufacturers	471.7	34.0	32.8	404.8	69,253	55,231	10,502	3,520
Wholesalers	96.6	48.0	13.8	34.7	72,323	68,493	3,081	749
Other Co.	85.5	43.2	10.9	31.3	90,392	82,000	4,937	3,455

- 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.
- Manufacturers accounted for the largest portion of the 2000 known value at \$472 billion. Wholesalers made up the next largest portion at \$97 billion. The other and unclassified exporters made up the remaining \$85 and \$14 billion respectively. Even though the other exporters made up a small value portion, they accounted for nearly 37% of the number of exporters, the highest based on company type.
- Large companies accounted for 71 percent of the known export value but less than 4 percent of exporters.
- Small companies made up roughly 89 percent of the identified exporters and about 20 percent of the known export value.



- Although the preliminary exporter profile identified more than 246,000 exporters in 2000, almost 62 percent of the known export value was controlled by the top 500 companies.
- Manufacturers accounted for over 70% of export value, but they comprised only 28% of the exporters. By count, other companies, such as freight forwarders and other transportation service firms, etc., predominate, accounting for nearly 37% of the known value.

The information from this report are extracted from the preliminary 2000 Exporter Database and represent only those companies linked to specific companies. Approximately 15 percent of the 2000 total export value could not be linked to specific companies. Export values are taken from detailed export documentation used to compile the official U.S. trade statistics. Company size and type information is taken from the Business Register.

(Value In millions of dollars)	2000 Export Value	% of 2000 Value	1999 Export Value	% of 1999 Value
Total exports	781,918	100.00	695,797	100.00
Low-value estimates	15,707	2.0	13,757	2.0
US & foreign governments	2,167	0.3	4,473	0.6
Revisions	2,294	0.3	2,977	0.4
Identified exporters (known value)	668,310	85.5	584,724	84.0
Unidentified exports	93,440	11.9	89,866	12.9

Year-to-Year Comparisons

Users are cautioned to make year-to-year comparisons with care. Increases in the number of identified exporters and the known value are due to both increases in the number of companies entering the export market and improvements in the match rates. Full 1999 results are available online at www.census.gov/foreign-trade/www/ or by calling (301) 763-2242 for a paper copy.

NOTE TO ALL USERS: *The data in this release 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 or go to www.census.gov/foreign-trade/www/ and search for *A Profile of U.S. Exporting Companies, 1998 - 1999*. The Census Bureau recommends that data users consider this information in their analyses, as it could impact the conclusions drawn from the results.*

Technical Documentation

NOTE TO USERS: This section contains important information on sources and reliability of data, as well as, definitions of terms and methodological procedures that users should consider before attempting to interpret or analyze the statistical data presented in this report. Failure to do so may impact the results.

Sources of Information

The 2000 Advance Report was created from the U.S. Profile of Exporters using export merchandise trade documentation and company characteristics contained in the Census Bureau’s data base of company information, the Business Register. Company characteristics are gathered through economic censuses and surveys and supplemented with employment and payroll information provided by the Internal Revenue Service. The export trade statistics, with the exception of exports to Canada are compiled from Shipper’s Export Declarations, or their electronic equivalent, which were filed by U.S. exporters or their agents for merchandise exiting the United States. The data for exports to Canada are derived from Canada’s import data via the U.S./Canada data exchange.

Methodology

This Advance Report was compiled using company identifiers or company names reported on export documentation to electronically link export trade data to company characteristics in the Business Register. Roughly 2 percent of the total export value for each year, including low-value estimates, exports by U.S. and foreign governments, timing adjustments, and end-of-year revisions, was excluded from this matching process because the export transactions cannot be attributed to specific exporting companies. Other transactions that could not be matched electronically were investigated and linked manually to specific companies using a combination of criteria, including company name, location, type, and product.

It was not possible to investigate every unmatched transaction, so priority was given to those with the highest export values. The percentage of unidentified value tends to decrease each year as more companies are identified and value thresholds triggering investigation are lowered. Therefore, users should make year-to-year comparisons with caution and be aware that the number of small exporting companies and their associated known value are most likely understated. Similarly, the known value may not reflect all shipments by identified companies.

Data Quality

Quality assurance procedures were applied to all phases of collection, processing and tabulation of the information in this report to minimize errors. However, the data are still subject to non-sampling errors in

data reporting (of the basic export trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all exporting companies). For an explanation of non-sampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the December 1999 FT 900 *U.S. International Trade in Goods and Services*, page 26 or call (301)763-2242 to request a copy of the release.

The characteristics of exporting companies in this report only reflect companies that could be matched to the Business Register. When analyzing these data, users should consider the possible impact of unmatched transactions and unidentified exporters on their results. Unidentified exporters may not reflect the same distribution of company types and sizes as identified exporting companies. Similarly, comparisons between the number of companies exporting in given categories may be misleading due to differences in the percentage of value matched to companies of various types and sizes.

Definition of Terms

Company. A company is a business consisting of one domestic location (single location company) or more than one domestic location (multiple location company) under its ownership or control.

Identified Companies: Identified companies are those companies to which one or more export transactions were matched. The export value associated with these companies is termed “*known value.*”

Unclassified Companies: These are identified companies for which no NAICS classification could be assigned.

Company Size. Company sizes are based on employment: small (less than 100 employees), medium (100 - 499 employees), and large (500 or more employees).

Company Type. Company types are based on the North American Industry Classification System (NAICS) and are broken out into manufactures, wholesalers, and all other companies. Those companies for which a valid NAICS code was not available were placed in the unclassified grouping.

Employment. Employment includes all employees, full-time or part-time, reported on a firm’s payroll during specific payroll periods in 2000.

Low-value Estimates. Export transactions valued under \$2,501 are not required to be reported. Instead, the Census Bureau estimates the value of such shipments to each country using factors based on the ratios of low-valued shipments to individual country totals for past periods.

Value. The values in this report are f.a.s. (“free alongside ship”) at the port of export. Several different values are given.

Total export value: The total value includes all transactions whether or not linked to specific companies.

Known value: The value of transactions linked to specific companies. All percentages given for

company size and types are based on known value.

Unidentified Value: These are export transactions that were not linked to a specific company. Note that these shipments might have been exported either by identified companies or by other companies not identified in the linking process.