

U.S. Census Bureau News

U.S. Department of Commerce • Washington, D.C. 20230

FOR IMMEDIATE RELEASE
8:30 A.M. EST THURSDAY, MARCH 9, 2006

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CB-06-23

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Highlights from **A Profile of U.S. Exporting Companies, 2003 - 2004**

The U.S. Census Bureau, Department of Commerce, released the report, *A Profile of U.S. Exporting Companies, 2003 - 2004*, on March 9, 2006. The following *Highlights* from this report focus on 2004 data. Additional information on 2004 data, revised 2003 data, and technical documentation can be found in the full profile report.

In 2004 a category of U.S. companies called “identified U.S. exporters” accounted for \$709 billion in exports or almost 87 percent of the total value of exported goods (\$819 billion). Identified U.S. exporters are defined as companies that can be linked to export transactions. In 2004 the number of identified U.S. exporters was 231,736, up from the revised 2003 estimate of 227,300.

Because not all export shipments can be linked to specific companies, the number of exporters may be understated. Approximately 13 percent of the 2003 and 2004 total export value could not be linked to specific companies. This portion of the total export value includes 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.

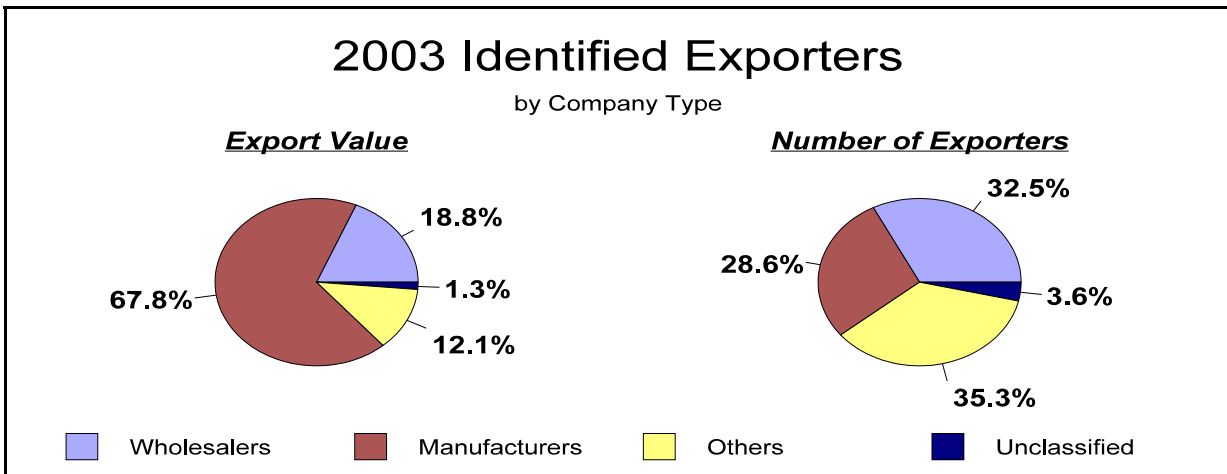
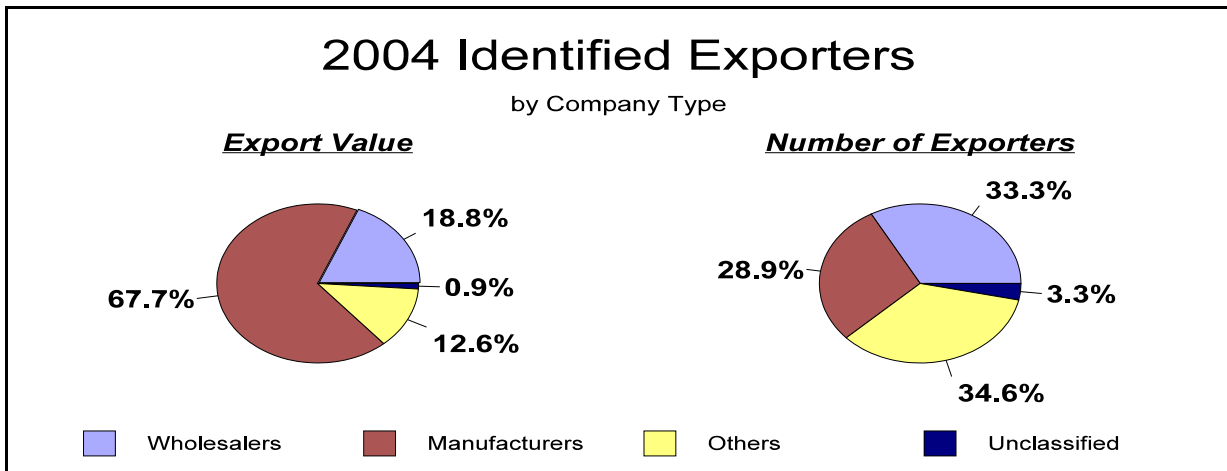
The International Trade Administration (ITA) is a partial sponsor of this work, providing both financial assistance and advice on data user needs. The ITA also sponsors more detailed tables, which will be available on their Web site later this year. Users will be notified on the ITA Web site, www.ita.doc.gov 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 2004 and revised 2003 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 2003 Information

The identified U.S. exporting community, consisting of 227,300 companies, exported \$635 billion in 2003. These numbers are revised from the estimates presented in *A Profile of U.S. Exporting Companies, 2002 - 2003* based on the ability to match additional export transactions to specific companies. The 2003 data in all the detailed tables in the 2003 - 2004 profile report have also been revised.



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

Exports by Company Size and Type (Value in billions of dollars. Details may not sum to total due to rounding.)								
Company Type	<i>Known Identified Export Value By Company Size</i>				<i>Number of Identified Exporters By Company Size</i>			
	Total ¹	Small ²	Medium ²	Large ²	Total ¹	Small ²	Medium ²	Large ²
2004								
All Types	709.5 100.0%	134.1 18.9%	68.9 9.7%	506.5 71.4%	231,736 100.0%	208,615 90.0%	16,524 7.1%	6,597 2.8%
Manufacturers	480.5 67.7%	34.0 7.1%	38.4 8.0%	408.2 84.9%	66,891 28.9%	55,039 82.3%	8,986 13.4%	2,866 4.3%
Wholesalers	133.2 18.8%	60.1 45.1%	18.8 14.1%	54.3 40.8%	77,159 33.3%	73,604 95.4%	2,918 3.8%	637 0.8%
Other	89.7 12.6%	36.7 40.9%	11.4 12.7%	41.6 46.3%	80,089 34.6%	72,522 90.6%	4,528 5.7%	3,039 3.8%
2003								
All Types	634.7 100.0%	116.9 18.4%	56.6 8.9%	461.2 72.7%	227,300 100.0%	203,761 89.6%	16,674 7.3%	6,865 3.0%
Manufacturers	430.1 67.8%	30.2 7.0%	32.7 7.6%	367.2 85.4%	65,045 28.6%	52,846 81.2%	9,240 14.2%	2,959 4.5%
Wholesalers	119.2 18.8%	48.8 41.0%	14.5 12.2%	55.8 46.8%	73,777 32.5%	70,249 95.2%	2,888 3.9%	640 0.9%
Other	76.9 12.1%	32.5 42.2%	9.0 11.8%	35.4 46.0%	80,337 35.3%	72,685 90.5%	4,449 5.5%	3,203 4.0%

¹ Percentages based upon total known value (or number) of all types of exporters. Details will not add to total since “unclassified” company type (for which no NAICS classification (manufacturer, wholesalers, or other companies) could be assigned) is not shown.

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

Number of Identified Exporters were fairly evenly distributed by company type; most exporting companies were small (less than 100 employees including number of employees unknown) while a few large companies (500 or more employees) accounted for most of the known export value.

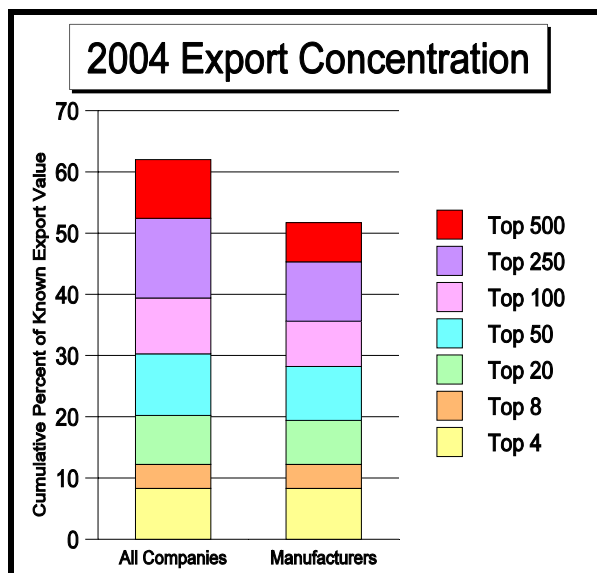
- Large companies accounted for over 71 percent of the known export value and 3 percent of exporters in 2004.
- Small companies made up 90 percent of the identified exporters and almost 19 percent of the known export value in 2004.
- Manufacturers accounted for almost 68 percent of the 2004 known export value while large manufacturers contributed 85 percent of this sector’s known export value.
- Wholesalers accounted for almost 19 percent of the 2004 known export value with large wholesalers’ share at almost 41 percent of the wholesalers’ known export value.

Year-to-Year Comparisons

The number of identified exporters increased from 227,300 in revised 2003 to 231,736 in 2004 (almost 2 percent). Similarly, the value of export shipments made by these identified exporters, the known export value, increased by 12 percent. For more information, please see the full profile.

Export Concentration

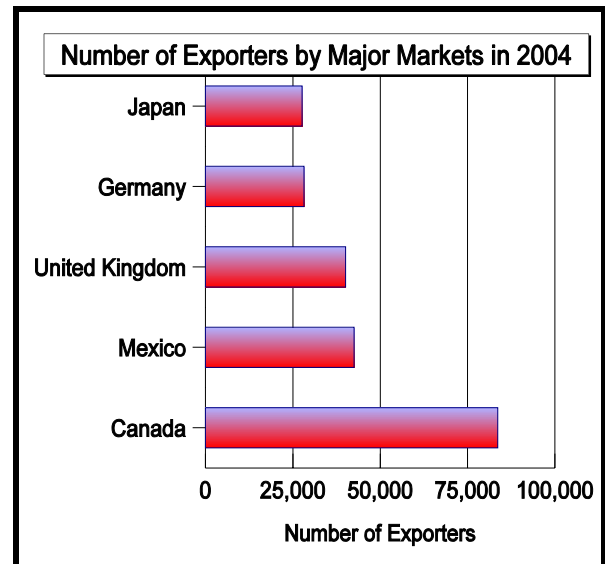
Of the known export value for 2004, 62 percent was controlled by the top 500 companies and these companies were primarily large manufacturers.



- Over 52 percent of the total known export value was represented by the top 250 exporters.
- The top 100 manufacturers contributed almost 36 percent of the total known export value and 53 percent of all exports by manufacturers.

Major Export Markets

Based on the number of identified U.S. goods exporters, the top five countries have remained consistent since 1999, with varying order.



- More U.S. companies exported to Canada than any other country (83,659), followed by Mexico (42,521), the United Kingdom (40,078), Germany (28,174), and Japan (27,626).
- In 2004, Mexico and Germany each moved up one place to have the second and fourth highest number of exporters, respectively.

Full Report

A Profile of U.S. Exporting Companies, 2003-2004 is the ninth 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:

- 2003 and 2004 Exports by Company Type and Employment Size
- Top Companies' Share of the 2003 and 2004 Export Market by Company Type
- 2003 and 2004 Exports to Related Parties by Company Type and Employment Size

- 2003 and 2004 Exports by Company Type and Employment Size to Number of Partner Countries
- 2003 and 2004 Exports by Company Employment Size to World Areas and Selected Countries
- 2003 and 2004 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. The data are 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.*