



A PROFILE OF UNITED STATES EXPORTERS

Initial Findings from the Exporter Data Base

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PREFACE

The objective of this report is to provide, for the first time, an accurate statistical profile of U.S. exporters. Included is extensive information on the number and size of U.S. exporting companies, the distribution of exporters by industry, and the shares of U.S. exports attributable to small, medium-sized, and large firms. All figures are for 1987, the latest year for which complete data are available.

The contents of this report should greatly enhance the effectiveness of government export promotion programs at the federal, state, and local levels. Planning and implementation of such programs has long been handicapped by the lack of reliable, comprehensive data on the U.S. exporting community. Especially problematic has been the absence, until now, of solid data on the export activities of small and medium-sized businesses.

Other beneficiaries of this publication will be private-sector providers of export services. This category includes banks, transportation companies, telecommunications firms, and other businesses that facilitate exports. Such firms, like official trade promotion agencies, need reliable data on exporters to design and target their products.

All statistics on exporters in this report are from the newly-created Exporter Data Base (EDB). The EDB represents a statistical breakthrough and is the product of a four-year research project conducted by the Census Bureau in cooperation with the International Trade Administration. The project, launched pursuant to Section 5406 of the Trade and Competitiveness Act of 1988, involved the unprecedented use of millions of shipping documents to identify exporters among the millions of businesses contained in the Census Bureau's databases. The effort focused on 1987 because it was--and still is--the most recent year for which essential data on companies are available from the U.S. Economic Census.

The Census Bureau plans to update the Exporter Data Base at the time of each economic census. An economic census is conducted every five years, and the 1992 effort is currently underway. Because the project is immense, involving the collection and processing of detailed records on millions of businesses, the 1992 census will require several years to complete.

Current plans call for completion of the 1992 Exporter Data Base in late 1995, with publication of initial output during January-May 1996. Complete aggregate data on companies that exported in 1992 should be available sometime in late 1996.

Many users of these data will no doubt desire more frequent and timely data on the U.S. exporting community. Indeed, it is theoretically possible to generate exporter profiles for years between economic censuses. However, a major technical obstacle--the failure of many exporters to enter essential data on shipping declarations--has yet to be overcome.

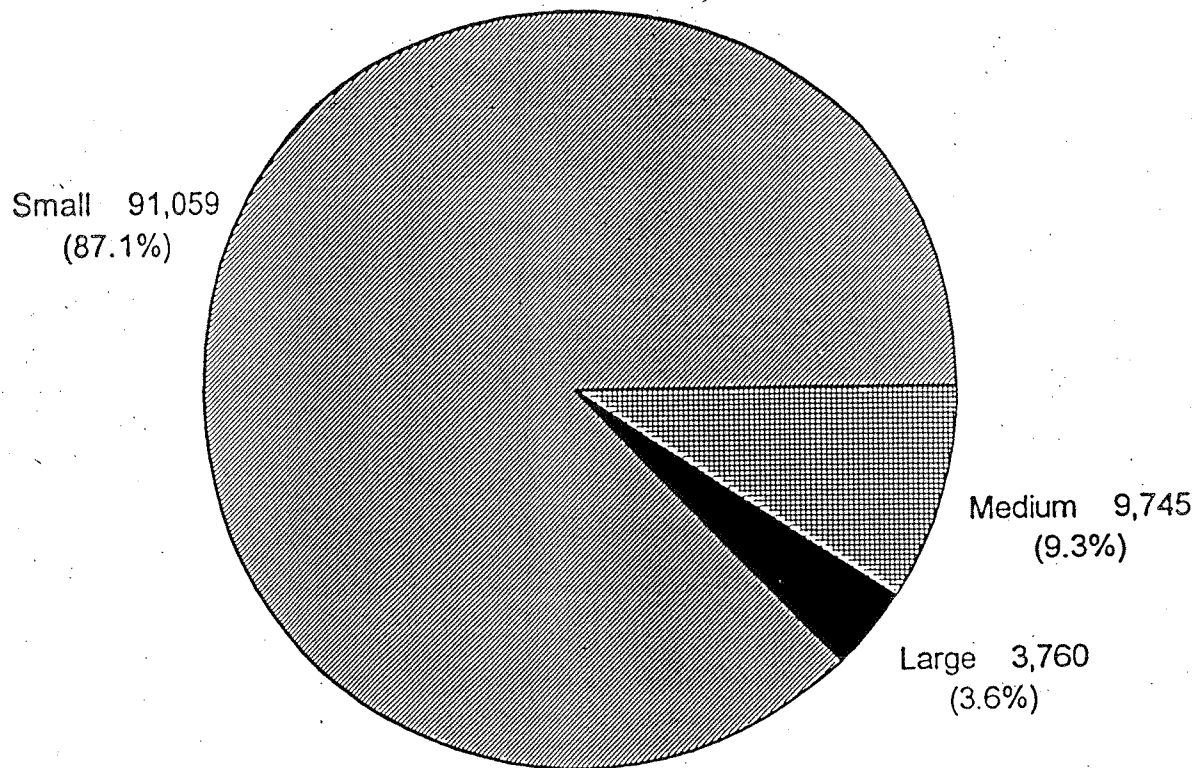
A careful reading of the statistical notes beginning on page 6 is strongly recommended. This will help ensure that users understand the origin, nature, and appropriate uses of EDB statistics. Those who desire more complete information on methods underlying the EDB should contact the Census Bureau directly. Write to the Data Analysis and Planning Staff, Foreign Trade Division, Bureau of the Census, Washington, DC 20233.

KEY FINDINGS

Initial Results from the 1987 Exporter Data Base

- A total of 104,564 firms--6.5 percent of all U.S. companies that had paid employment in manufacturing and intermediary trade--were active in exporting in 1987.
- The percentage of firms exporting was highest in manufacturing and wholesaling. In each of these sectors, exporters constituted 13 percent of all firms with paid employment.
- Ninety-six percent of all exporting companies were small and medium-sized.
 - In the manufacturing sector, 73 percent of exporting firms were small (1-99 employees) and 19.4 percent were medium-sized (100-499 employees).
 - Virtually all exporting firms in the intermediary trade sector were small (95 percent). Most of the rest were medium-sized (3.8 percent).
- Small and medium-sized firms were responsible for 29 percent of total U.S. merchandise exports. Shipments by small firms (20 percent of exports) were more than double those of medium-sized companies (8.8 percent). Large firms, although comprising only 3.6 percent of U.S. exporters, generated 71 percent of the nation's exports.
 - Small and medium-sized companies were the biggest exporters among intermediaries, accounting for 60 percent of all exports by such firms.
 - Within manufacturing, small and medium-sized companies accounted for 12 percent of exports, while large firms accounted for 88 percent.
- Sixty-four percent of all exporting companies were independent intermediary firms, with wholesalers alone accounting for 42 percent. Two-thirds of all small and medium-sized exporting firms were independent intermediaries (i.e., middlemen not owned or controlled by manufacturers.)
- Independent intermediaries are major exporters of manufactured goods.
 - Independent wholesaling firms and other intermediaries exported about \$67 billion of manufactured products in 1987. This was equal to nearly half of the value of manufactured exports by manufacturing companies.
 - Ninety-two percent of the independent intermediary firms that exported in 1987 were principally engaged in marketing manufactured products.
- The 2,000 leading company exporters (ranked by export value) were responsible for 85 percent of all merchandise exports in 1987. The 100 leading exporting firms generated 51 percent of U.S. exports, while the 50 leading exporters accounted for 43 percent of total exports.

MOST EXPORTING COMPANIES ARE SMALL OR MEDIUM-SIZED



104,564 U.S. Companies Exported in 1987

- 96 percent of all exporting companies in 1987 were small or medium-sized firms that employed fewer than 500 workers.
- 100,804 exporters were small or medium-sized, out of a total exporting population of 104,564 firms.
- 63 percent of all exporters were very small companies that employed fewer than 20 people. Another 24 percent were small firms that employed 20-99 workers.
- Medium-sized firms that employed 100-499 people constituted 9.3 percent of all U.S. exporters.
- Large companies with 500 or more workers comprised only 3.6 percent of all exporting firms.

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statistics drawn from the *Summary* refer only to those firms with paid employment. Firms that had no paid workers are excluded from all statistical calculations.

- The universe of 1.6 million U.S. firms cited on page 12 consists of manufacturers, wholesalers, retailers, and providers of transportation services (e.g., freight forwarders). Companies in these categories accounted for 95.1 percent of the value of U.S. exports in 1987. Excluded from the company universe is a range of categories which embrace millions of businesses such as service stations, dry cleaners, barber shops, bars, and other entities which are generally not export-capable.
- All export figures in this report refer to exports of domestically produced merchandise. Re-exports of foreign merchandise are excluded, as are exports of services.
- All value data on exports are on an F.O.B. basis. For manufacturers, F.O.B. figures refer to the value of exports at originating plants. For wholesalers and other intermediaries, F.O.B. values reflect the value of exports at the intermediary's location.
- The term "exporter", as used in the EDB, refers to the party named on the validated export license, or, in cases where a validated license is not required, the name of the party principally responsible for effecting export from the United States. This means, basically, that the exporter is the entity primarily responsible for selling a product--which is not always the entity that made the product. Intermediary firms, for example, are often major exporters but typically are not producers of the goods they ship.
- The EDB and the economic census are based on the same industry classifications. Manufacturing companies, for example, are those that fall into Enterprise Industrial Categories 20 through 39. Further details on the Census Bureau's company classification procedures are provided below.
- The term "independent intermediary firm", as used in this report, refers to a wide range of entities--wholesalers, retailers, freight forwarders, and other service firms which sometimes act as middlemen--*which are not owned or controlled by manufacturing companies*. Independent wholesalers are those companies, assigned by the Census Bureau to Enterprise Industrial Categories 50 and 51, which are principally engaged in the distribution of goods to retailers, manufacturers, institutions, farms, construction contractors, and other businesses. (The principal types of wholesalers are merchant wholesalers, who take title to the goods they sell, and agents and brokers, who arrange the purchase or sale of products owned by others.) Remaining independent intermediaries (mainly retailers and freight forwarders) are labeled here as "other independent intermediaries."
- All businesses included in the EDB are *direct* exporters--i.e., entities that ship merchandise from their factories (or other facilities which they own) to a foreign destination. Excluded from the EDB are so-called "indirect" exporters whose export role is limited to (1) providing components or other inputs to businesses engaged in export production and marketing, or (2) supplying goods to independent intermediaries which, in turn, market the products internationally.

This means that EDB data on the geographic distribution of exporting manufacturing locations--which generated 56 percent of U.S. exports in 1987--can be readily factored into Census Bureau estimates of export-related employment at the state and local levels. Those interested in the production origin of exports and export-related employment should refer to the annual Census Bureau publication, *Exports from Manufacturing Establishments*, issued by the Bureau's Industry Division.

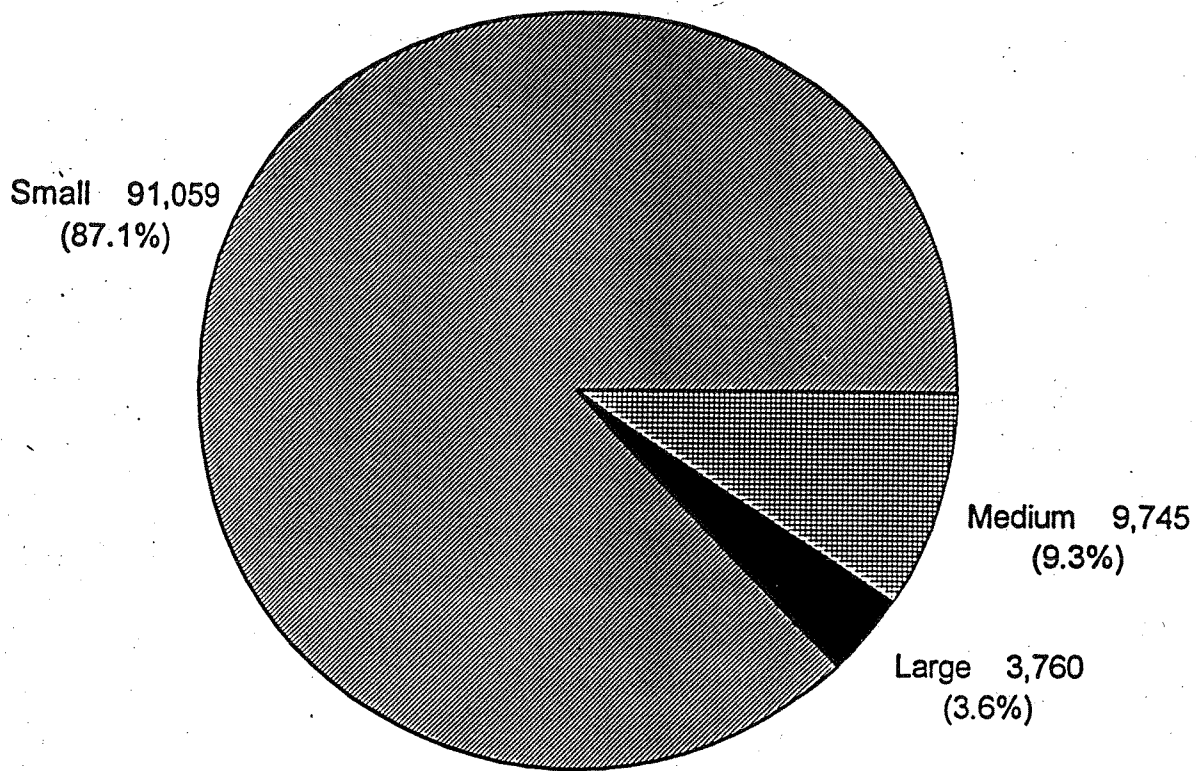
- **In company-level EDB tabulations, all U.S. domestic exports are attributed to the companies which directly exported the products. These companies, in turn, are classified by industry sector utilizing conventions applied in the 1987 U.S. Economic Census. These conventions (see below) categorize companies according to principal economic activity, *not according to type of goods exported*. This classification procedure means that, when using company-based EDB statistics, export values assigned to a given sector reflect *all* direct exports by the sector's companies, *not* just exports of goods in the sector's principal line of business. It also means, consistent with the EDB's focus on direct exporters, that a sector's export value excludes exports of the sector's primary products which are marketed by companies in a different sector. With respect to the chemical industry, for example, data users should think in terms of exports *by* chemical companies, *not* exports of chemicals per se. The distinction is important: Company-based EDB export values for a given sector differ, sometimes greatly, from official U.S. commodity-based export values for the same sector. This is certainly true in the chemical sector. Firms classified as chemical companies in the 1987 EDB exported \$18 billion of merchandise; however, official U.S. statistics for the year show \$26 billion of chemical product exports. The disparity can be explained as follows: First, merchandise exports by chemical firms in the EDB include chemical products as well as any shipments of non-chemical products made by the companies' non-chemical affiliates or supplied by unrelated firms. Second, manufacturing firms whose principal business places them outside the chemical sector (e.g., transportation equipment) unquestionably export significant amounts of chemicals through chemical-producing subsidiaries or affiliated wholesalers. Finally, independent middlemen (e.g., wholesalers not controlled by manufacturers) undoubtedly play an important role in exporting chemicals. To sum up, there are major conceptual differences between company-based EDB export figures and official commodity-based U.S. export statistics. These differences need to be kept in mind when interpreting EDB data.**

- **Each firm in the EDB and U.S. Economic Census is assigned an industry classification code which is determined, in part, by whether the firm is a "single-unit" or "multi-unit" company. As the labels imply, single-unit firms consist of just one business establishment, whereas multi-units have more than one establishment. Single-unit firms, which comprise 83 percent all exporting companies in the EDB, are each assigned to an Enterprise Industrial Category (EIC) which is based on the 1987 Standard Industrial Classification (SIC) system for business establishments. This means, in effect, that single-unit firms are assigned to industry categories according to "primary activity." The Census Bureau determines primary activity on the basis of principal products made, lines of merchandise sold, or services rendered (as measured by the dollar volume of shipments, sales, or receipts). For the vast majority of single-unit firms in the EDB, the primary activity is the preponderant activity. This stems from the fact that 95 percent of single-unit**

U.S EXPORTERS:

COMPANY PROFILE, 1987

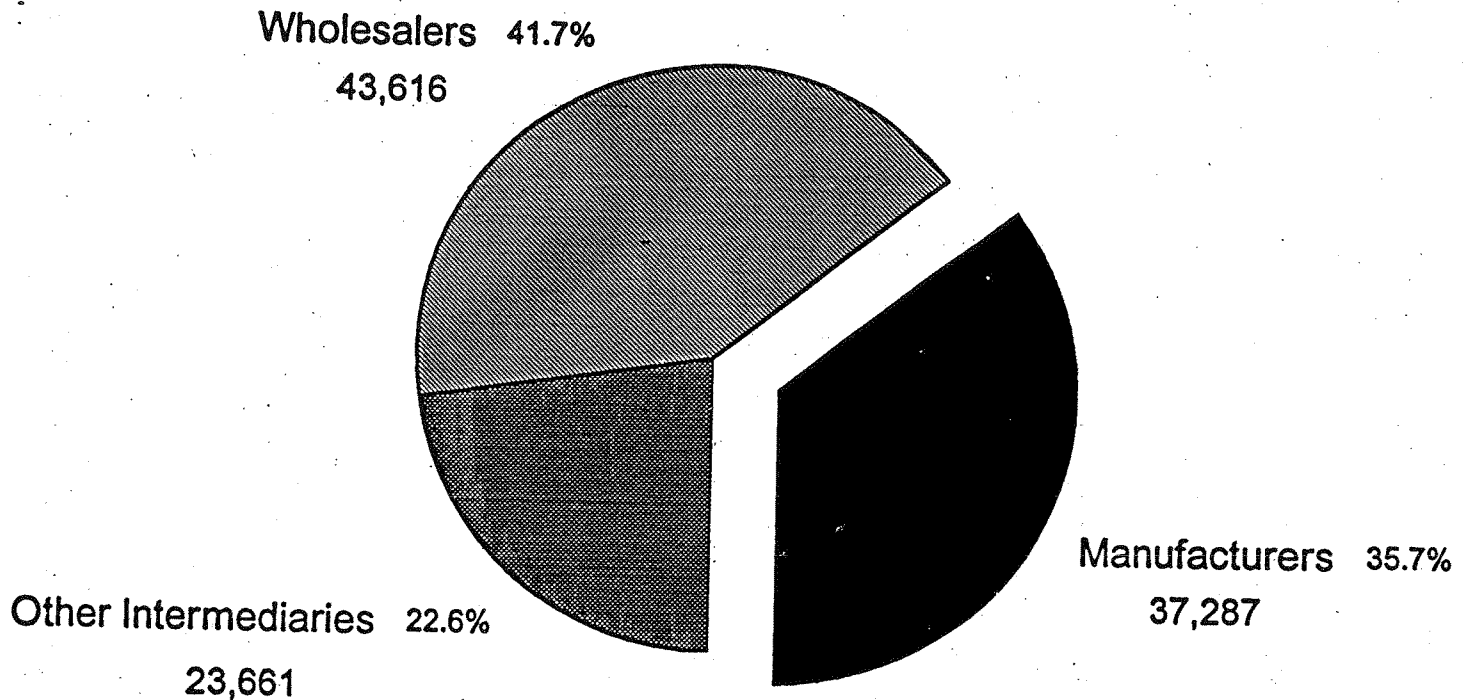
MOST EXPORTING COMPANIES ARE SMALL OR MEDIUM-SIZED



104,564 U.S. Companies Exported in 1987

- 96 percent of all exporting companies in 1987 were small or medium-sized firms that employed fewer than 500 workers.
- 100,804 exporters were small or medium-sized, out of a total exporting population of 104,564 firms.
- 63 percent of all exporters were very small companies that employed fewer than 20 people. Another 24 percent were small firms that employed 20-99 workers.
- Medium-sized firms that employed 100-499 people constituted 9.3 percent of all U.S. exporters.
- Large companies with 500 or more workers comprised only 3.6 percent of all exporting firms.

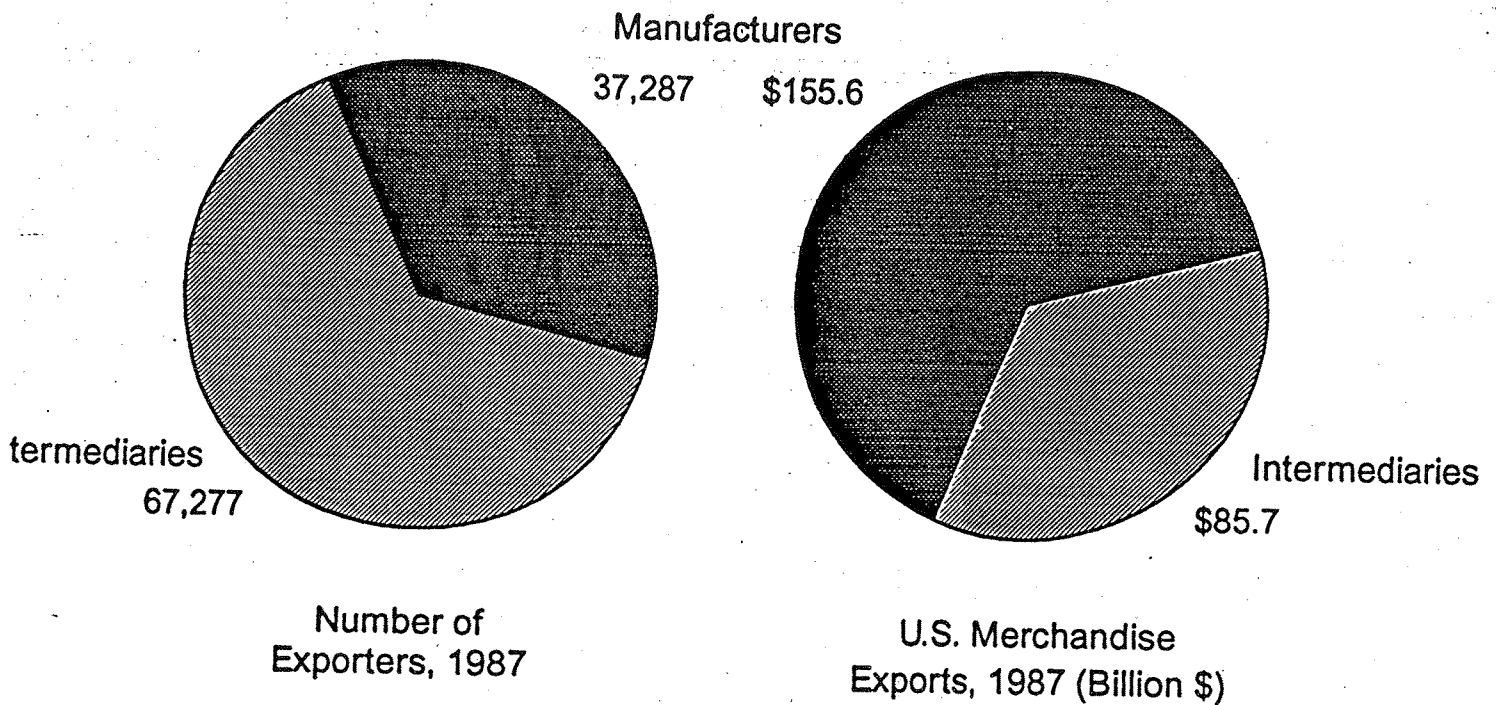
NEARLY TWO-THIRDS OF ALL EXPORTING COMPANIES ARE INTERMEDIARIES, NOT MANUFACTURERS



104,564 U.S. Companies Exported in 1987

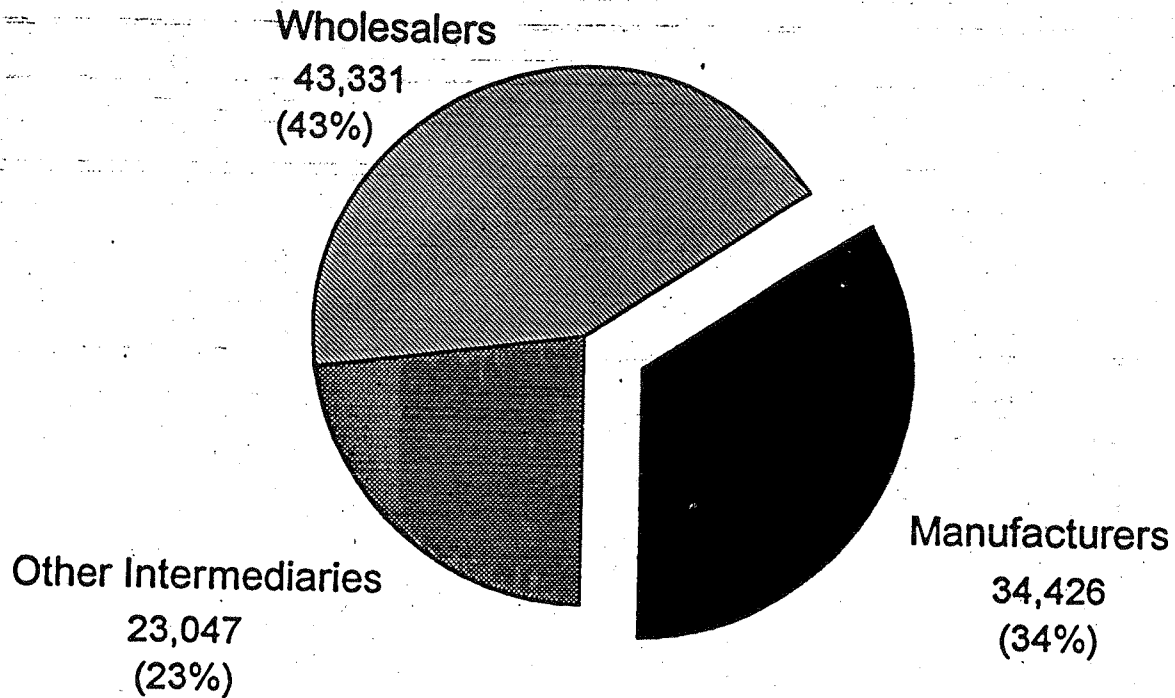
- Of the firms that exported in 1987, 64 percent (67,277 companies) were independent intermediaries--i.e., wholesalers, retailers, brokers, and others.
- Only 36 percent of U.S. exporting companies were manufacturers (37,287 firms).
- Wholesalers were the most important of the intermediary exporters.
- Wholesalers accounted for 42 percent of all U.S. exporters and nearly two thirds of intermediary exporters.

INTERMEDIARY COMPANIES CONSTITUTE TWO-THIRDS OF ALL EXPORTERS AND ARE RESPONSIBLE FOR A LITTLE OVER ONE-THIRD OF ALL EXPORTS



- Independent wholesalers, retailers, and other intermediary firms were responsible for 36 percent, or \$85.7 billion, of merchandise exports in 1987.
- Once again, wholesaler companies were the most important players among intermediary firms, accounting for 80 percent of all exports by the category.

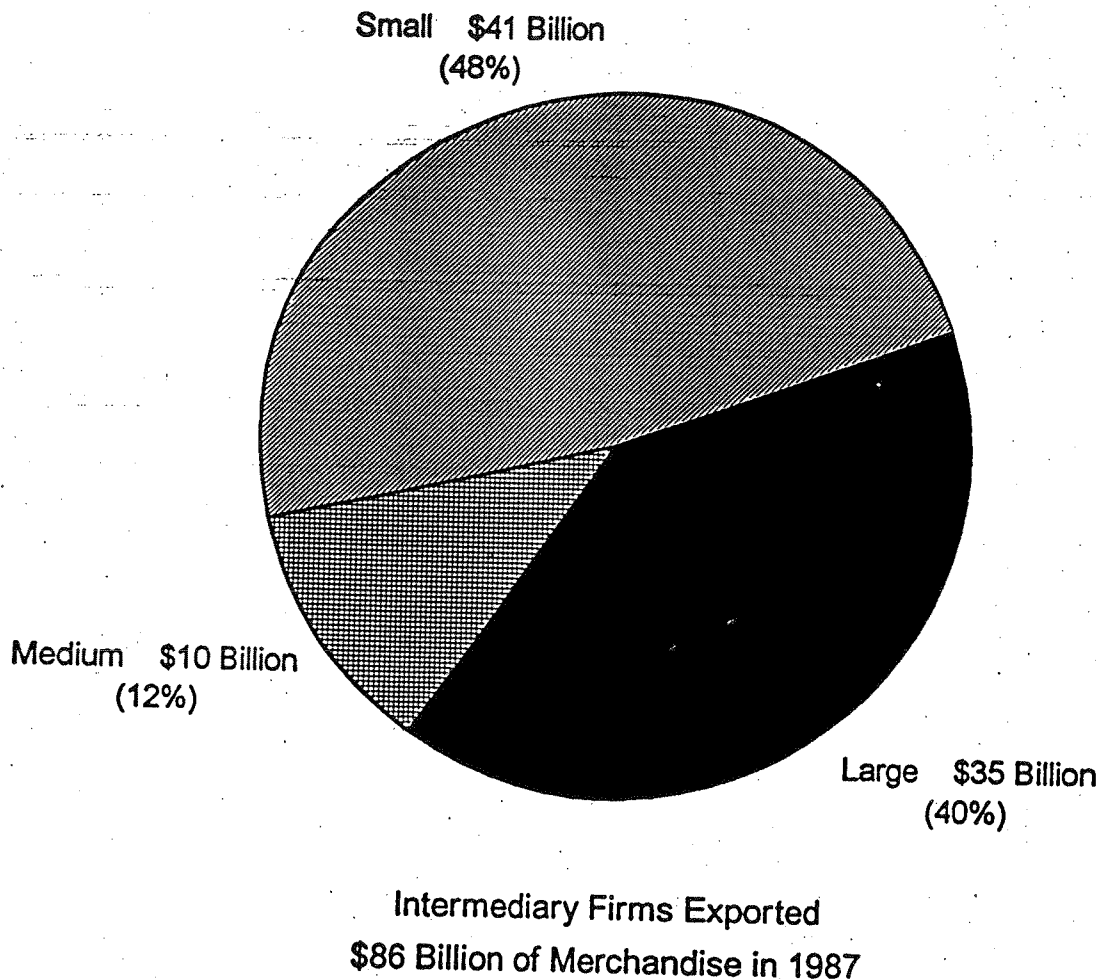
INTERMEDIARIES CONSTITUTE TWO-THIRDS OF ALL SMALL AND MEDIUM-SIZED EXPORTING FIRMS



100,804 Small and Medium-Sized Firms
Exported in 1987

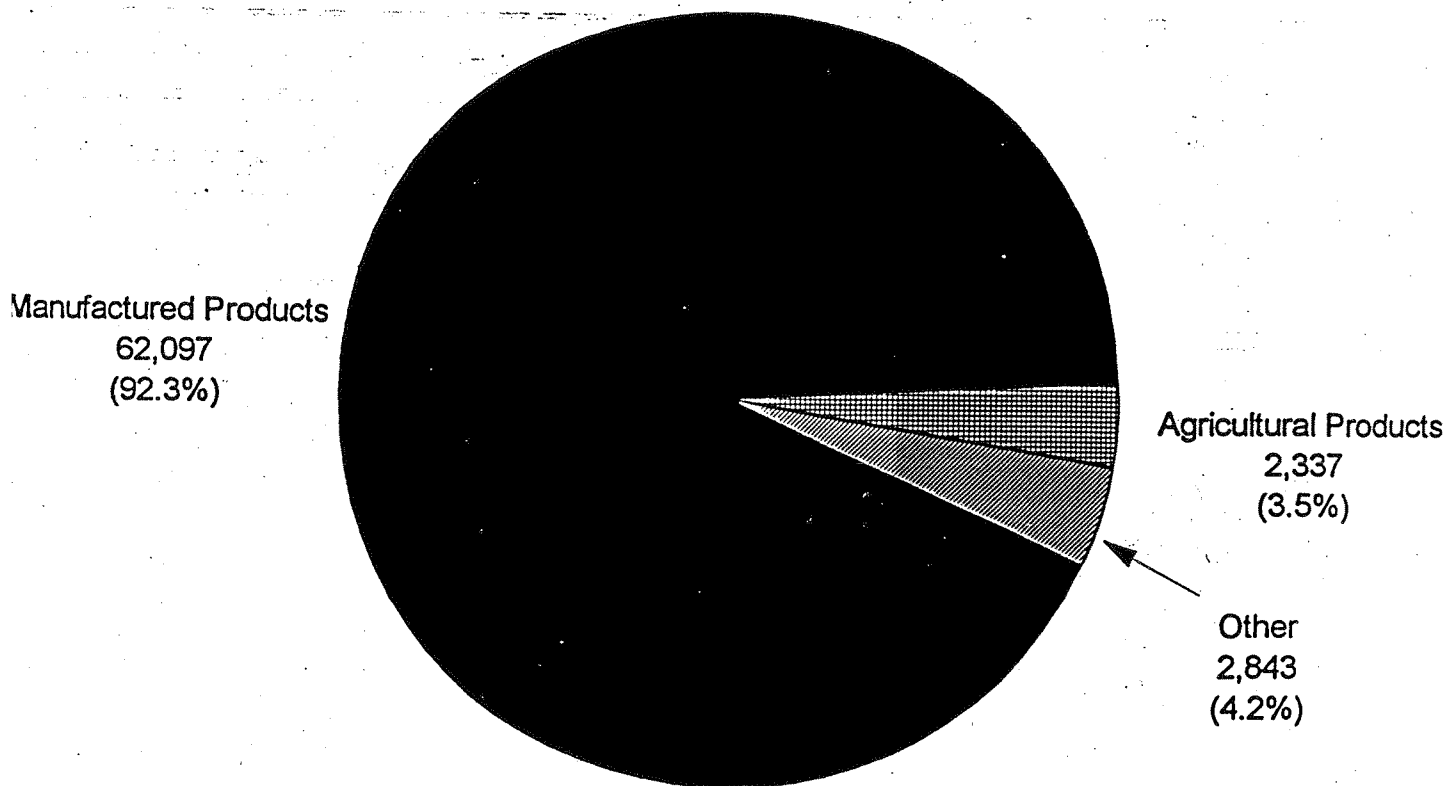
- Intermediaries accounted for 66 percent of the 100,804 small and medium-sized U.S. exporters in 1987.
- Manufacturers constituted only 34 percent of small and medium-sized exporting firms.
- Among intermediaries, wholesalers played a key role in exports by small and medium-sized firms.
- Wholesalers constituted 46 percent of all small U.S. exporters and were responsible for 64 percent of the export value of small firms.
- Wholesalers, while comprising only 15 percent of all medium-sized exporters, accounted for 39 percent of the export value of medium-sized companies.

SMALL AND MEDIUM-SIZED FIRMS DOMINATE EXPORTS BY INTERMEDIARIES



- Small and medium-sized companies were responsible for 60 percent, or \$51 billion, of all exports by intermediaries in 1987.
 - Among wholesalers, small companies were responsible for 45 percent and medium-sized companies 12 percent of total exports.
 - In the case of retailers and other intermediaries, small firms accounted for 60 percent of total exports and medium-sized firms 9.8 percent.
- Large intermediary companies accounted for 40 percent of the value of intermediary exports.

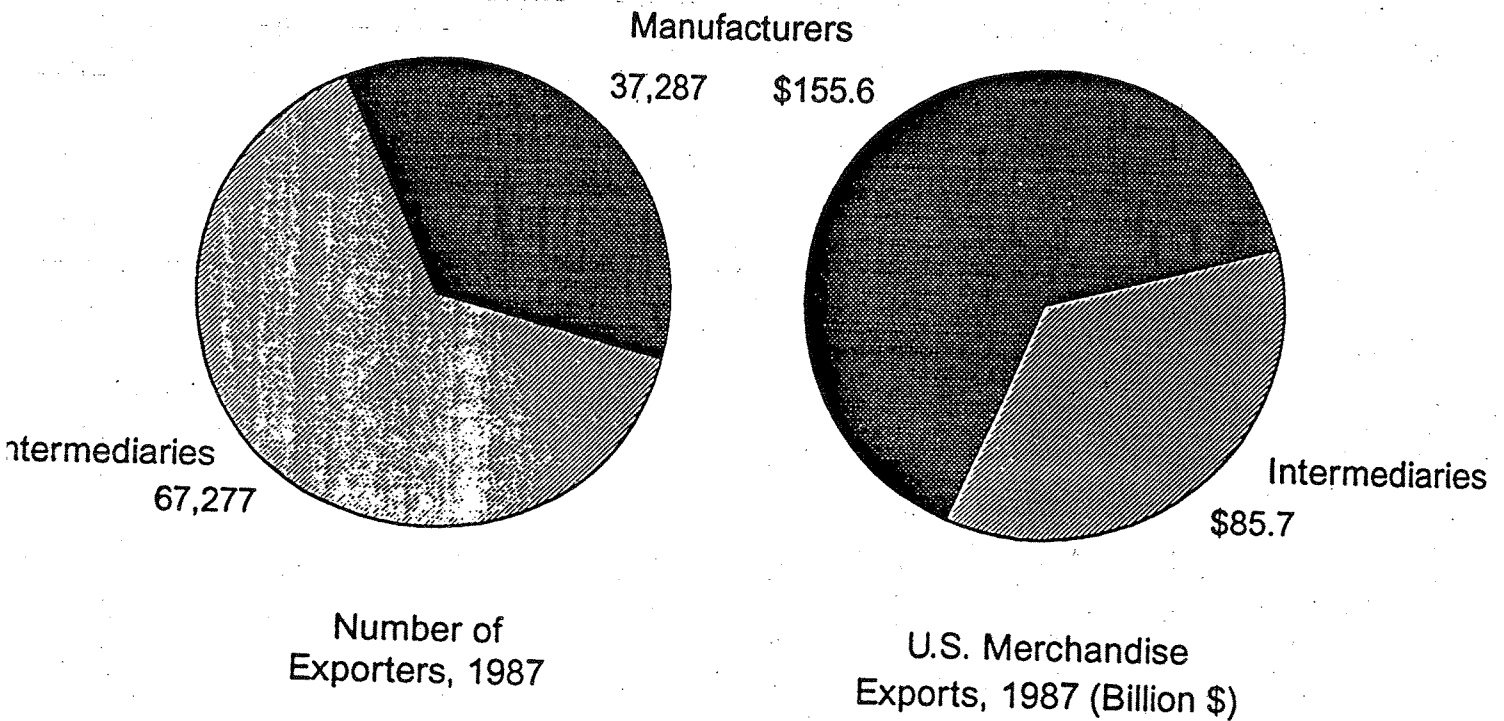
ALMOST ALL INTERMEDIARY EXPORTERS SELL MANUFACTURED PRODUCTS



67,277 Intermediary Firms Exported in 1987

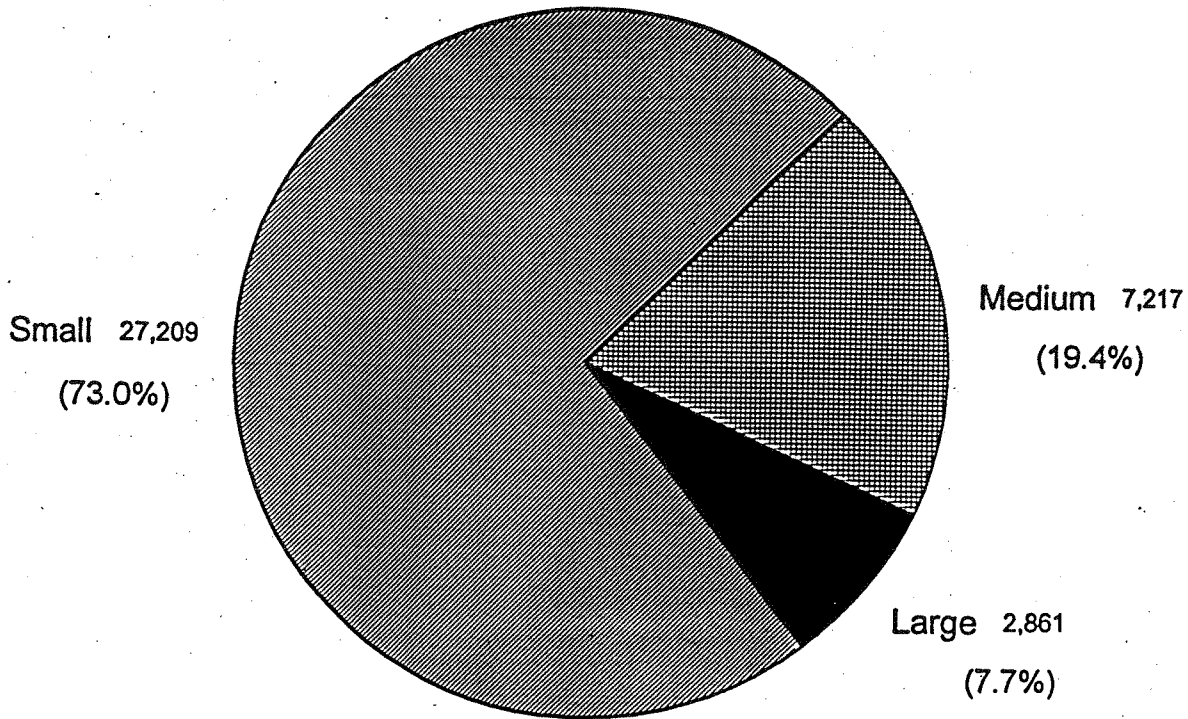
- Slightly over 92 percent of the independent intermediary firms that exported in 1987 were principally engaged in marketing manufactured products.
- Of these, nearly two-thirds were wholesaling firms, who exported an estimated \$54 billion of manufactured merchandise.
- Slightly over one-third were retailers and other intermediaries, who exported manufactured goods worth \$12.7 billion.

MANUFACTURING COMPANIES COMPRISE ROUGHLY ONE-THIRD OF U.S. EXPORTERS, BUT ACCOUNT FOR NEARLY TWO-THIRDS OF U.S. EXPORTS



- Manufacturers in 1987 constituted only 36 percent of U.S. exporter companies, but were responsible for 64 percent, or \$156 billion, of U.S. merchandise exports.
- An estimated 87 percent of the value of exports by manufacturing firms was exported from manufacturing establishments (i.e., factories). The remaining 13 percent was exported by wholesaling facilities and other intermediary establishments that were controlled by manufacturing companies.

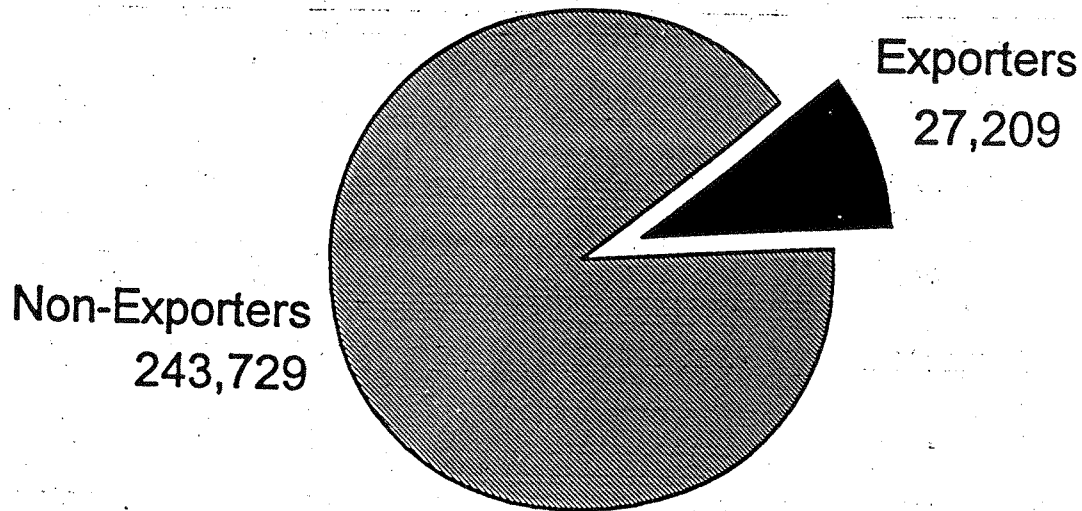
THE VAST MAJORITY OF MANUFACTURERS THAT EXPORT ARE SMALL OR MEDIUM-SIZED COMPANIES



37,287 U.S. Manufacturing Companies
Exported in 1987

- 92 percent of the manufacturing firms that exported in 1987 were small or medium-sized.
- 73 percent were small companies with fewer than 100 workers.
- A little over 19 percent of the manufacturing firms that exported were medium-sized manufacturing firms with 100-499 employees.
- Nearly 8 percent of exporting companies in manufacturing were big firms employing 500 or more persons.

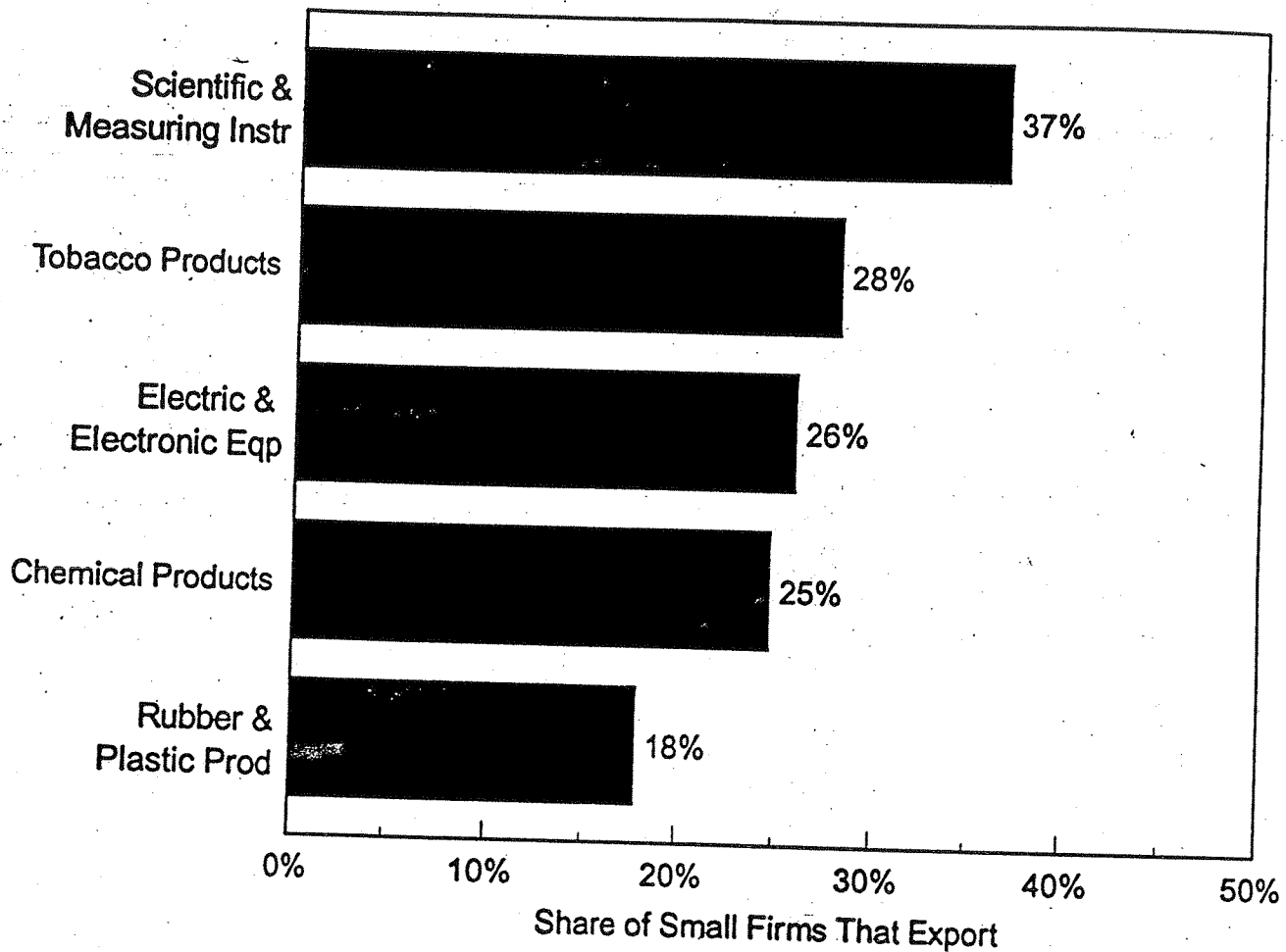
10 PERCENT OF SMALL U.S. MANUFACTURING COMPANIES EXPORT



There Were 270,938 Small Manufacturing Firms
in the U.S. in 1987

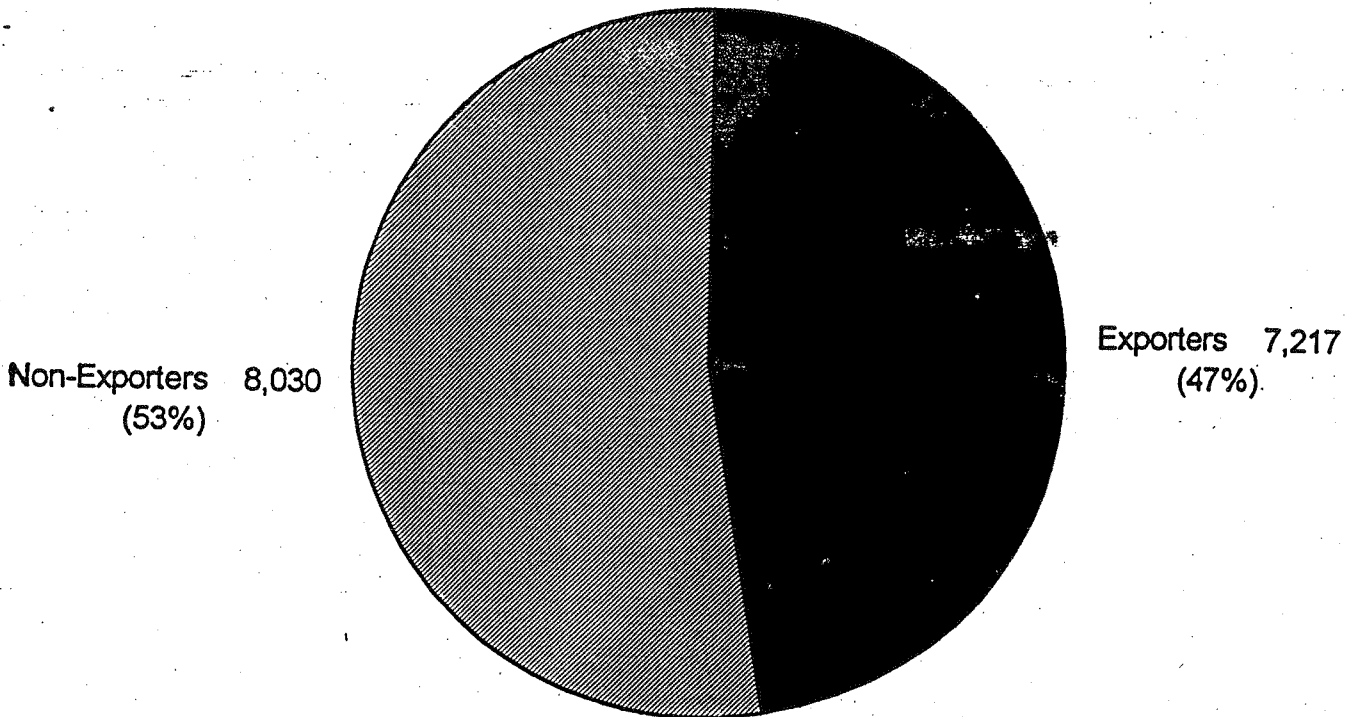
- 27,209 out of a total of 270,938 small manufacturing firms (10 percent) exported in 1987.
- The manufacturing sector's small exporting companies operated a total of 29,853 establishments. Of these, 93 percent were engaged in exporting.

IN SOME INDUSTRIES, A SIGNIFICANT SHARE OF SMALL FIRMS ARE EXPORTERS



- In 1987, exporters accounted for 37 percent of all small U.S. companies that manufactured scientific and measuring instruments and related products.
- 28 percent of all small firms in the tobacco products industry were exporters.
- 26 percent of small companies in the electric and electronic equipment industry were active in exporting.
- Small exporters constituted 25 percent of all small companies in the chemical products industry.
- For manufacturing as a whole, 10 percent of small companies exported in 1987.

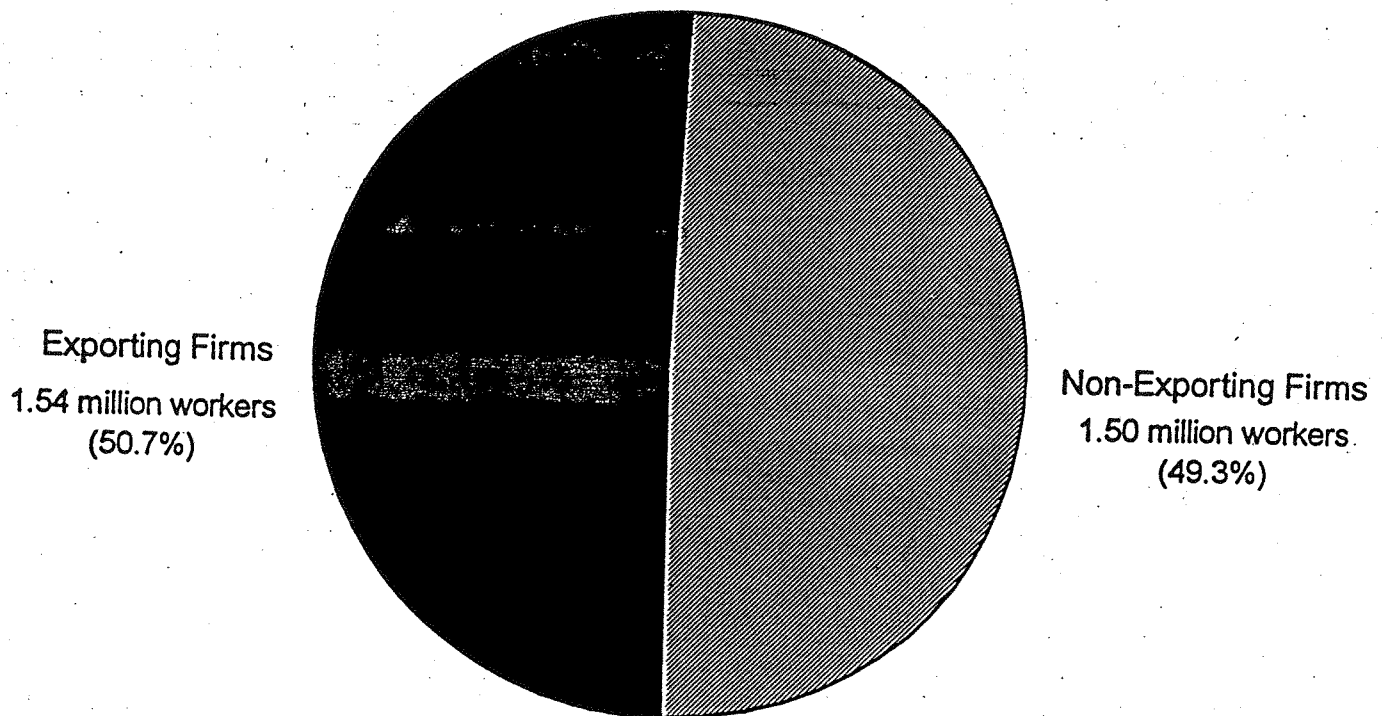
ALMOST HALF OF ALL MEDIUM-SIZED MANUFACTURING FIRMS ARE EXPORTERS



There were 15,247 Medium-Sized
Manufacturing Companies in 1987

- 7,217 out of a total of 15,247 medium-sized manufacturing firms (47 percent) exported in 1987.
- Medium-sized exporting companies in the manufacturing sector operated 18,495 establishments. Of these, half were engaged in exporting.

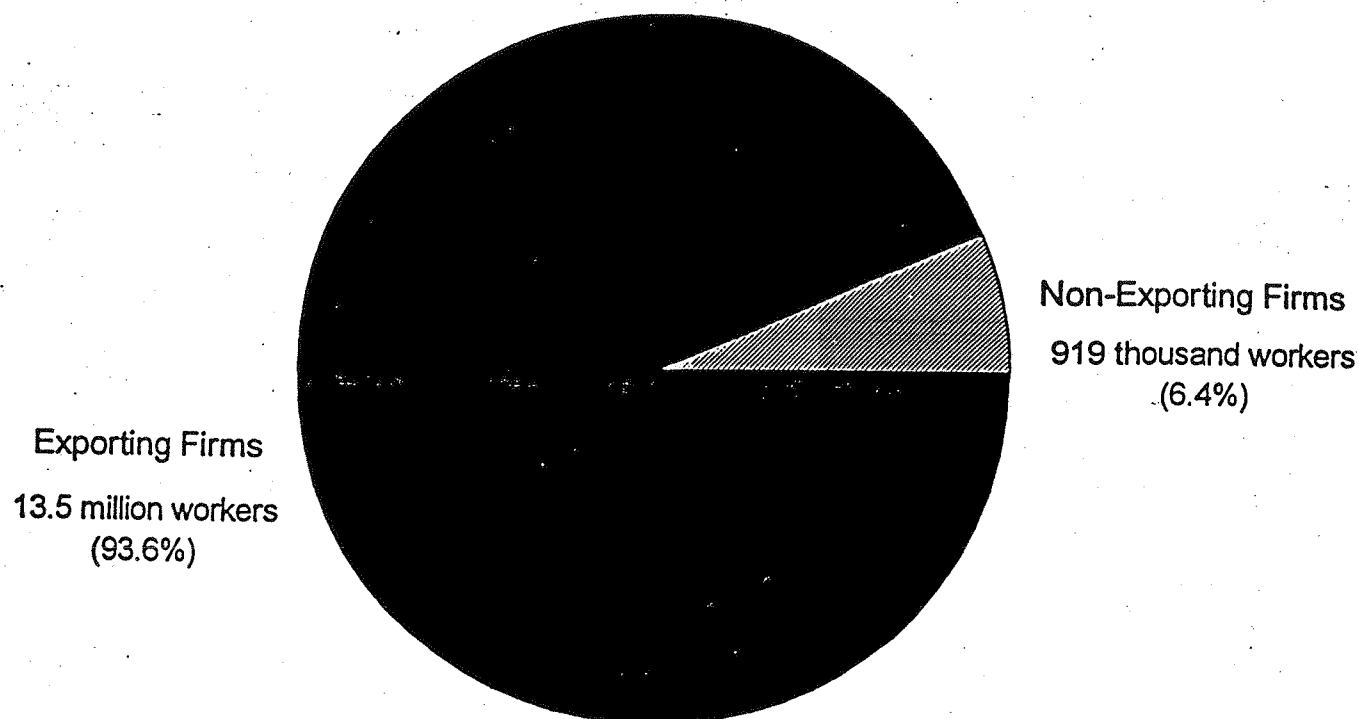
SLIGHTLY OVER HALF OF ALL EMPLOYEES OF MEDIUM-SIZED MANUFACTURING COMPANIES WORK FOR COMPANIES THAT EXPORT



Medium-Sized Manufacturing Companies
Employed 3.04 Million People in 1987

- In 1987, 1.54 million of the 3.04 million people employed by medium-sized manufacturers worked at exporting companies.
- 81 percent of those employed by medium-sized exporting manufacturers worked at company establishments that were engaged in exporting.

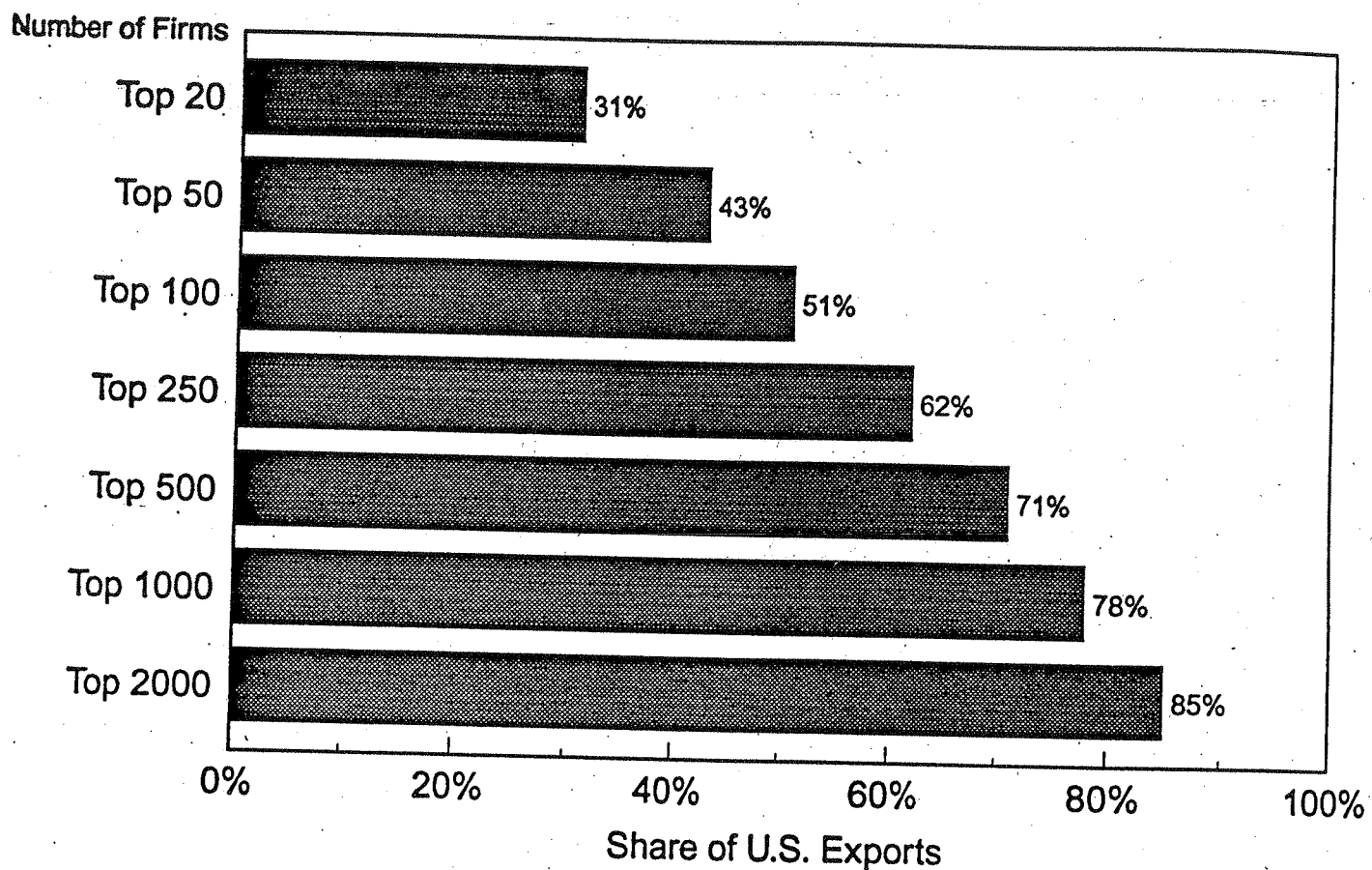
THE VAST MAJORITY EMPLOYED BY LARGE MANUFACTURERS WORK FOR FIRMS THAT EXPORT



Large Manufacturing Firms
Employed 14.4 Million People in 1987

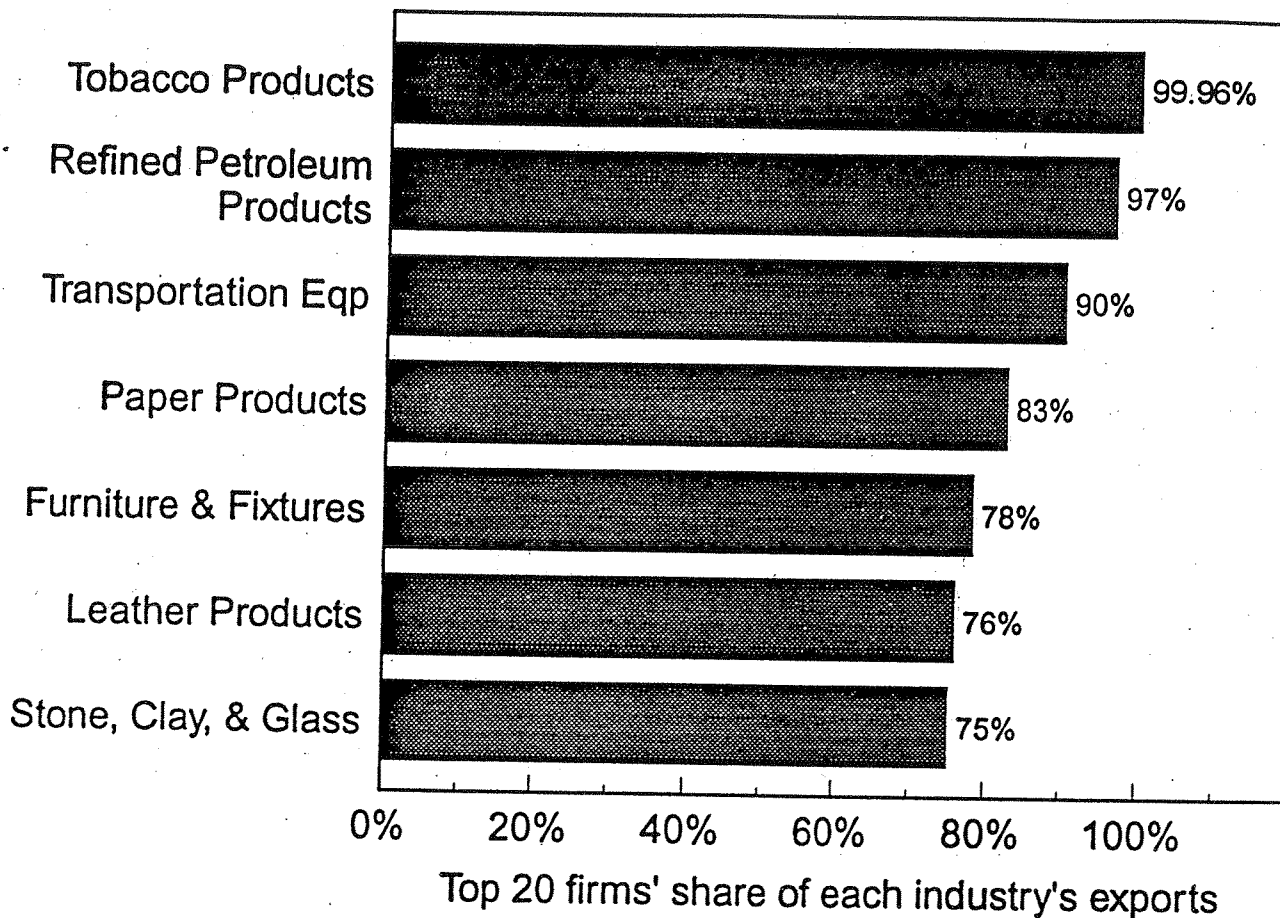
- In 1987, 13.5 million of the 14.4 million persons employed by large manufacturing companies (94 percent) worked at exporting companies.
- 49 percent--nearly half--of those employed by large exporting manufacturers worked at company establishments that were active in exporting.

MUCH OF THE VALUE OF U.S. MERCHANDISE EXPORTS IS CONCENTRATED IN A RELATIVELY SMALL NUMBER OF COMPANIES



- The 2,000 leading U.S. exporting companies, by value, were responsible for 85 percent of total U.S. exports in 1987. These firms constituted just 1.9 percent of the 104,564 U.S. companies that exported.
- The top 1000 company exporters accounted for 78 percent of all exports.
- The 500 leading exporting firms were responsible for 71 percent of total exports.
- One hundred top exporting companies generated 51 percent of U.S. exports.
- The 50 leading exporting firms accounted for 43 percent of total exports.

EXPORT VALUE IN SOME MANUFACTURING INDUSTRIES IS EXTREMELY CONCENTRATED IN A FEW COMPANIES



- *Tobacco products.* Just 20 companies accounted for virtually all the industry group's exports in 1987 (99.96 percent).
- *Refined petroleum and related products.* The top 20 exporting firms were responsible for 97 percent of all exports.
- *Transportation equipment.* The 20 leading exporting companies accounted for 90 percent of total exports.
- *Paper and allied products.* The top 20 exporting firms generated 83 percent of exports.
- Exports were *least* concentrated in the apparel industry group, where the top 20 exporting firms accounted for only 38 percent of total export value.

APPENDIXES

Firms and Their Establishments with Paid Employment that Exported Merchandise in 1987: By Industry Group and Employment Size Range

Industrial Division & Employment Size Range	-- Exporting Firms --						-- Exporting Establishments --				FOB Value of Exports (Millions)	Percent of Category
	Number of Firms	Percent of Category	Number of Establishments	Percent of Category	Number of Employees (Thousands)	Percent of Category	Number of Exporting Establishments	Percent of Category	Number of Employees (Thousands)	Percent of Category		
Printing, Publishing, & Allied Products (27):	1,809	100.00	10,326	100.00	822	100.00	2,211	100.00	266	100.00	1,195	100.00
< 20	752	41.57	769	7.35	6	0.73	752	34.01	6	2.26	44	3.66
20 to 99	579	32.01	664	6.43	26	3.41	586	26.50	26	9.77	89	7.45
100 to 499	308	17.03	747	7.23	67	8.15	353	15.97	55	20.88	158	13.22
500 or more	170	9.40	8,156	78.99	721	87.71	520	23.52	179	67.29	903	75.56
Chemicals & Allied Products (28):	2,168	100.00	14,397	100.00	1,099	100.00	3,694	100.00	553	100.00	17,885	100.00
< 20	899	41.47	914	6.35	6	0.55	900	23.11	6	1.08	359	2.01
20 to 99	750	34.59	1,021	7.09	34	3.09	785	20.16	31	5.61	322	1.80
100 to 499	332	15.31	1,445	10.04	71	6.46	465	12.46	50	9.04	707	3.95
500 or more	187	8.63	11,017	76.52	989	89.99	1,724	44.27	466	84.27	16,497	92.24
Petroleum Refining & Related Prods (29):	186	100.00	12,427	100.00	412	100.00	507	100.00	70	100.00	5,895	100.00
< 20	69	37.10	69	0.56	0	0.00	69	13.61	0	0.00	17	0.29
20 to 99	54	29.03	86	0.69	2	0.49	60	11.83	2	2.86	40	0.68
100 to 499	29	15.59	164	1.32	5	1.21	50	9.86	3	4.29	69	1.17
500 or more	34	18.28	12,108	97.43	404	98.06	328	64.69	65	92.86	5,789	97.86
Rubber & Miscell Plastics Prods (30):	2,462	100.00	9,789	100.00	558	100.00	3,193	100.00	349	100.00	2,645	100.00
< 20	668	27.13	677	6.92	6	1.08	670	20.98	5	1.43	91	3.44
20 to 99	1,073	43.58	1,230	12.57	53	9.50	1,096	34.33	51	14.61	174	6.56
100 to 499	560	22.75	1,469	15.01	122	21.86	732	22.93	96	27.51	375	14.18
500 or more	161	6.54	6,413	65.51	377	67.56	695	21.77	167	56.45	2,005	75.80
Leather & Leather Products (31):	336	100.00	945	100.00	57	100.00	395	100.00	40	100.00	274	100.00
< 20	95	28.27	97	10.26	1	1.75	95	24.05	1	2.50	13	4.74
20 to 99	135	40.18	154	16.30	7	12.28	139	35.19	7	17.50	31	11.31
100 to 499	79	23.51	185	19.58	18	31.58	102	25.82	15	37.50	53	19.34
500 or more	27	8.04	509	53.86	31	54.39	59	14.94	18	45.00	177	64.80
Stone, Clay, Glass, & Concrete Products (32)	791	100.00	5,548	100.00	376	100.00	1,353	100.00	185	100.00	1,352	100.00
< 20	261	33.00	265	4.78	2	0.53	261	19.29	2	1.08	24	1.78
20 to 99	311	39.32	401	7.23	14	3.72	324	23.95	13	7.03	66	4.88
100 to 499	135	17.07	440	7.93	27	7.18	197	14.56	21	11.35	120	8.88
500 or more	84	10.62	4,442	80.06	332	88.30	571	42.20	149	80.54	1,141	84.39
Primary Metal Products (33):	1,052	100.00	7,154	100.00	669	100.00	1,952	100.00	421	100.00	3,635	100.00
< 20	221	21.01	222	3.10	2	0.30	221	11.32	2	0.48	25	0.65
20 to 99	349	33.17	407	5.69	17	2.54	365	18.70	17	4.04	69	2.32
100 to 499	333	31.65	781	10.92	73	10.91	418	21.41	60	14.25	471	12.28
500 or more	149	14.16	5,744	80.29	577	86.25	948	48.57	343	81.47	3,249	84.72
Fabricated Metal Prods, excl. Mach & Transp Equip. (34):	4,111	100.00	10,702	100.00	803	100.00	5,317	100.00	497	100.00	3,634	100.00
< 20	1,190	28.95	1,199	11.20	10	1.25	1,191	22.40	10	2.01	102	2.81
20 to 99	1,820	44.27	2,187	20.44	69	11.08	1,672	35.21	84	16.90	327	9.00
100 to 499	857	21.09	2,194	20.50	178	22.17	1,102	20.73	141	28.37	722	19.87
500 or more	234	5.69	5,122	47.86	526	65.50	1,152	21.67	262	52.72	2,483	68.33
Ind. Machinery & Computers (35):	7,745	100.00	20,410	100.00	1,637	100.00	9,729	100.00	1,084	100.00	21,076	100.00
< 20	3,050	39.38	3,081	15.10	25	1.53	3,059	31.44	24	2.26	592	2.81
20 to 99	3,173	40.97	3,741	18.33	146	9.04	3,287	33.79	142	13.35	1,137	5.39
100 to 499	1,175	15.17	3,183	15.60	240	14.66	1,614	16.59	202	18.66	2,520	11.96
500 or more	347	4.46	10,405	50.98	1,224	74.77	1,769	18.18	696	65.41	16,826	79.83

Firms and Their Establishments with Paid Employment that Exported Merchandise in 1987: By Industry Group and Employment Size Range

Industrial Division & Employment Size Range	-- Exporting Firms --						-- Exporting Establishments --					
	Number of Firms	Percent of Category	Number of Establishments	Percent of Category	Number of Employees (Thousands)	Percent of Category	Number of Exporting Establishments	Percent of Category	Number of Employees (Thousands)	Percent of Category	FOB Value of Exports (Millions)	Percent of Category
Agricultural Products:	597	100.00	715	100.00	9	100.00	605	100.00	4	100.00	728	100.00
< 20	531	88.94	532	74.41	1	11.11	531	87.77	1	25.00	367	50.55
20 to 99	47	7.87	64	8.95	2	22.22	50	8.28	2	50.00	11	1.52
100 to 499	16	2.68	68	9.51	D	D	D	D	D	D	D	D
500 or more	3	0.50	51	7.13	D	D	D	D	D	D	D	D
Manufactured Products	21,234	100.00	148,184	100.00	4,946	100.00	22,360	100.00	610	100.00	12,706	100.00
< 20	17,360	81.76	17,507	11.81	173	3.50	17,442	78.01	173	28.36	7,901	62.18
20 to 99	2,658	12.52	3,788	2.56	113	2.28	2,716	12.15	100	16.39	1,222	9.62
100 to 499	787	3.71	3,803	2.57	162	3.28	903	4.04	103	16.89	489	3.85
500 or more	429	2.02	123,086	83.06	4,498	90.94	1,299	5.81	233	38.20	3,094	24.35
Other Products:	1,830	100.00	13,879	100.00	726	100.00	3,945	100.00	174	100.00	3,781	100.00
< 20	1,010	55.19	1,289	9.29	5	0.69	1,238	31.38	5	2.87	445	11.77
20 to 99	404	22.08	1,087	7.83	18	2.48	654	21.65	15	8.62	325	8.60
100 to 499	234	12.79	1,646	11.86	D	D	D	D	D	D	D	D
500 or more	182	9.95	9,857	71.02	D	D	D	D	D	D	D	D

NOTES:

*F.O.B. means the "free on board" value of exports, which excludes freight costs and wholesale margins.

**Includes retailers, brokers, freight forwarders, etc.

D = disclosure withheld to protect proprietary information

Classification for single-unit enterprises is based on the 1987 Standard Industrial Classification (SIC) system, and classification for multi-unit enterprises is based on the 1987 Enterprise Industrial Classification (EIC) system of the Office of Management and Budget.

Assignment to employment size range and number of employees are based on the total number of employees as reported by the multi-unit and single-unit enterprises in the 1987 Economic Censuses.