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Highlights from **A Profile of U.S. Exporting Companies, 2000 - 2001**

The U.S. Census Bureau, through the Department of Commerce, announced today that in 2001 the exporting community consisted of 238,284 companies that accounted for \$623 billion in exports or 85 percent of the total export value (\$729 billion). Of these, 154,845 also exported goods in 2000. Because not all export shipments can be linked to specific companies, the number of exporters may be understated.

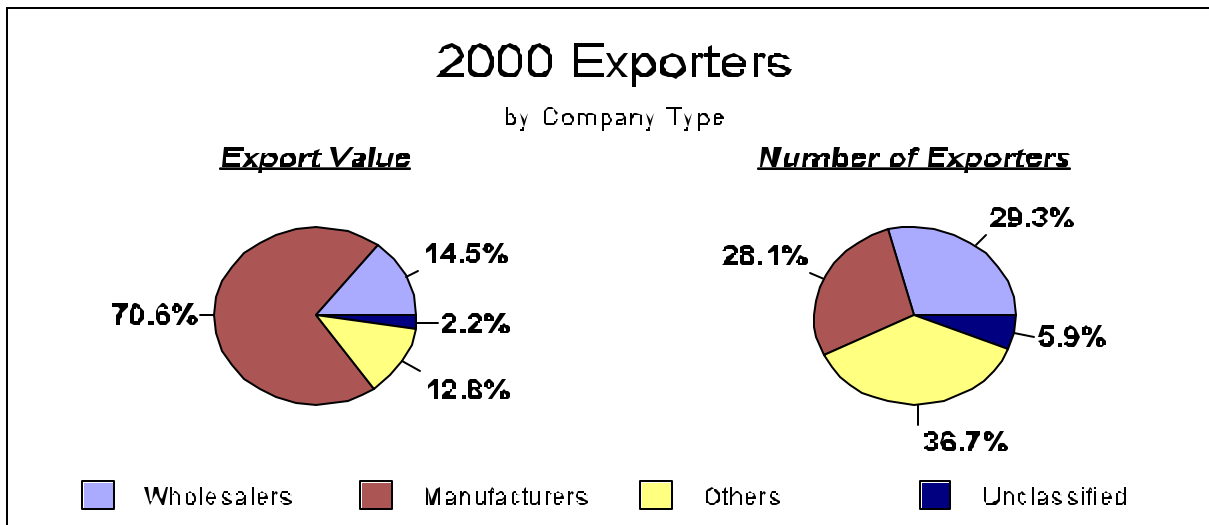
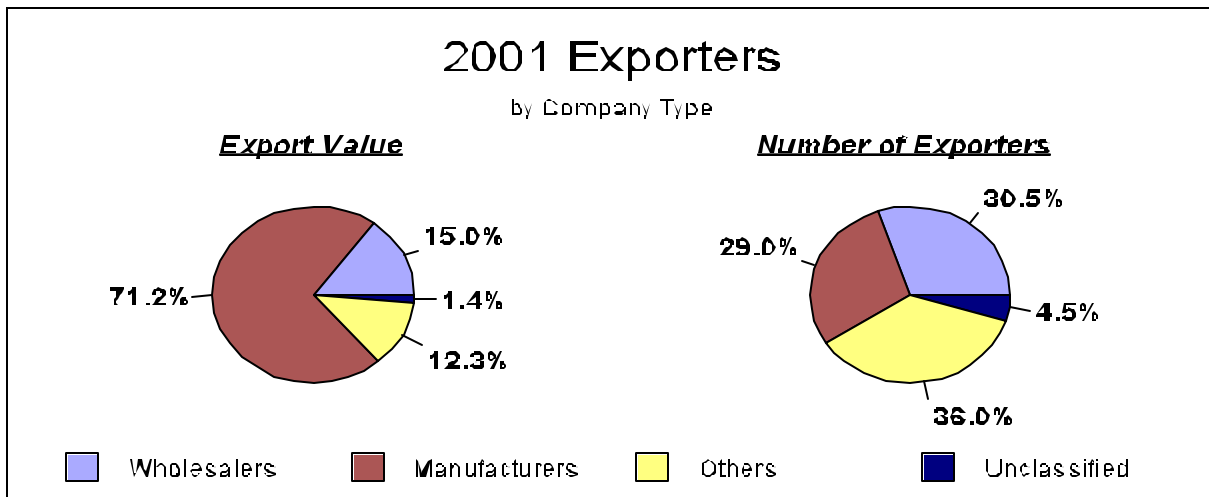
Identified U.S. exporters are defined as companies that can be linked to export transactions. Approximately 15 percent of the 2000 and 2001 total export value could not be linked to specific companies. The remaining portion of the total export value was accounted for shipments by individuals or governments, 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, 2000 - 2001*, represent only those export transactions linked to specific companies and are focused on the 2001 data year. Additional information on the 2000 data year can be found in the aforementioned 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 both years, as well as full technical documentation.

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).



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
2001								
All Types	623.4 100.0%	129.6 20.8%	52.6 8.4%	441.2 70.8%	238,284 100.0%	212,568 89.2%	18,168 7.6%	7,548 3.2%
Manufacturers	444.1 71.2%	36.1 8.1%	30.2 6.8%	377.8 85.1%	69,134 29.0%	55,724 80.6%	10,064 14.6%	3,346 4.8%
Wholesalers	93.5 15.0%	48.0 51.4%	13.5 14.4%	32.0 34.2%	72,570 30.5%	68,773 94.8%	3,071 4.2%	726 1.0%
Other	76.9 12.3%	39.4 51.2%	8.1 10.6%	29.4 38.2%	85,866 36.0%	77,914 90.7%	4,636 5.4%	3,316 3.9%
2000								
All Types	668.3 100.0%	133.3 19.9%	59.6 8.9%	475.4 71.1%	246,452 100.0%	219,390 89.0%	19,139 7.8%	7,923 3.2%
Manufacturers	471.7 70.6%	34.0 7.2%	32.8 7.0%	404.9 85.8%	69,253 28.1%	55,231 79.8%	10,502 15.1%	3,520 5.1%
Wholesalers	96.6 14.5%	48.0 49.7%	13.9 14.3%	34.7 36.0%	72,323 29.3%	68,493 94.7%	3,081 4.3%	749 1.0%
Other	85.4 12.8%	43.2 50.6%	10.9 12.8%	31.3 36.6%	90,331 36.7%	81,941 90.7%	4,935 5.5%	3,455 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 71 percent of the known export value but less than 4 percent of exporters in both 2000 and 2001.
- Small companies made up around 89 percent of the identified exporters and about 20 percent of the known export value in both 2000 and 2001.
- Manufacturers accounted for over 71 percent of the 2001 known export value while large manufacturers contributed 85 percent of this sector's exports.
- Wholesalers accounted for 15 percent of the 2001 known export value with large wholesalers' share at

34 percent of the wholesalers' exports.

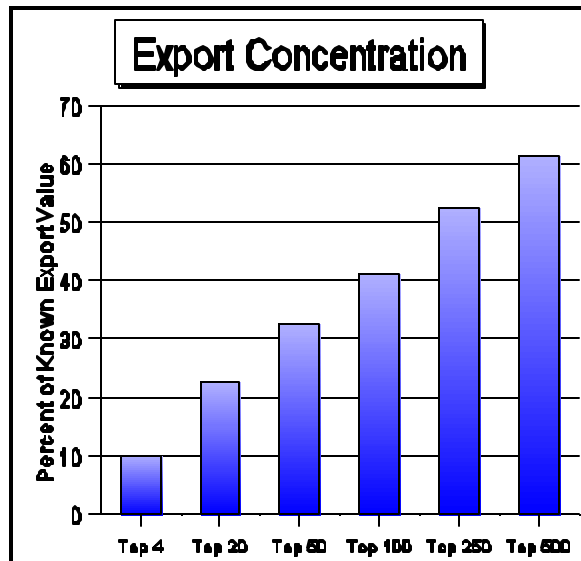
Year-to-Year Comparisons

The number of identified exporters decreased by 3 percent from 2000 to 2001. The value of export shipments made by these identified exporters, the *known value*, decreased by 7 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 both to changes in the number of companies in the export market and changes in the proportion of transactions that can be matched to specific exporters.

Export Concentration

Over 61 percent of the known export value for 2001 was controlled by the top 500 companies and these companies were primarily large manufacturers.



- Almost 53 percent of the total known export value was represented by the top 250 exporters.
- The top 100 manufacturers contributed 39 percent of the total known export value and 55

percent of all exports by manufacturers.

- The top 100 wholesalers accounted for 6 percent of the total known export value and 39 percent of all exports by wholesalers.

Major Export Markets

Most exporting companies (62 percent) traded with only one foreign country in 2001; however, these exporters accounted for only 6 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 about half of the known export value in 2001.

- More U.S. companies exported to Canada than any other country (100,515), followed by Mexico (45,565), the United Kingdom (39,107), Japan (29,166), and Germany (26,228).
- In contrast, the top five U.S. export markets in 2001, 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 1998.

State Exports

The top five exporting states based on total number of exporters in 2001 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, 2000-2001 is the sixth 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:

- 2000 and 2001 Exports by Company Type and Employment Size

- Top Companies' Share of the 2000 and 2001 Export Market by Company Type
- 2000 and 2001 Exports to Related Parties by Company Type and Employment Size
- 2000 and 2001 Exports by Company Type and Employment Size to Number of Partner Countries
- 2000 and 2001 Exports by Company Employment Size to World Areas and Selected Countries
- 2000 and 2001 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 nonsampling 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 nonsampling 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.*