

SMALL & MEDIUM- SIZED EXPORTING COMPANIES: A STATISTICAL HANDBOOK

Results from the Exporter Data Base

**International Trade Administration
Trade Development
Office of Trade and Economic Analysis
October 2003**



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For more information, please visit the the OTEA website:
<http://www.ita.doc.gov/td/industry/otea/>

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PREFACE

This report briefly outlines the export activities of U.S. Small and Medium-Sized Enterprises (SMEs). Data presented here are for the year 2001—the latest available—and update 1999 figures previously made available by the International Trade Administration (ITA). All statistics contained in this report were generated from the Commerce Department’s Exporter Data Base (EDB), which provides an annual statistical snapshot of U.S. exporters—their number, characteristics, and geographic distribution. The EDB is a joint ITA-Census Bureau project and is a cornerstone of ITA’s Trade Data Enhancement Initiative, the goal of which is to develop and disseminate improved statistical information on U.S. international trade and its role in the U.S. economy.

A more detailed explanation of the EDB is contained in the technical notes appended to this report. Additional information can be obtained by visiting the Census Bureau’s website at <http://www.census.gov/foreign-trade/aip/edbrel-0001.pdf>. Specific questions about the text, graphs, and tables in this paper should be directed to Kate_McCurdy@ita.doc.gov.

This report was prepared by staff of the Office of Trade and Economic Analysis, International Trade Administration. The information contained herein should not be construed as advocating or reflecting any policy position of the U.S. Department of Commerce or International Trade Administration.

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SMALL AND MEDIUM-SIZED ENTERPRISES (SMEs): A PROFILE OF EXPORTERS

Many SMEs Stand to Profit from Future Global Trade Negotiations

- The Commerce Department's Exporter Data Base (EDB) reveals that in 2001 the total number of U.S. firms exporting goods stood at 238,284—up 111 percent (more than double) from the 112,854 firms that exported in 1992. The EDB captures companies exporting merchandise, but not firms that export only services.
- Small and medium-sized enterprises (companies with fewer than 500 workers) would be among the major beneficiaries of U.S. initiatives to reduce foreign barriers to U.S. exports. A total of 230,736 SMEs exported from the United States in 2001, accounting for 97 percent of all U.S. exporters. This is up slightly from the 96 percent share registered in 1992.
- Very small companies—i.e., those with fewer than 20 employees—made up 69 percent (more than two-thirds) of all U.S. exporting firms in 2001. This is up significantly from 1992, when 59 percent of all exporters employed fewer than 20 people.
- SMEs accounted for nearly 98 percent of the 1992-2001 growth in the exporter population. The number of SMEs that export merchandise soared from 108,026 in 1992 to 230,736 in 2001.
- The SME share of U.S. merchandise exports has recently hovered around 30 percent. SMEs were responsible for 29.2 percent of goods exports in 2001, up slightly from 28.8 percent in 1999 but down slightly from 29.5 percent in 1992 and 30.8 percent in 1997.
- The known export revenue of SMEs rose from \$103 billion in 1992 to \$182 billion in 2001. This was an increase of 77 percent, slightly lower than the 79 percent increase in exports from all companies over the same period.
- Non-manufacturing companies dominate exporting by SMEs. In 2001, wholesalers and other non-manufacturing firms made up 67 percent of all SME exporters and generated 60 percent of total SME exports.

SMEs Export a Wide Variety of Products

- In all major product categories, SME exporters outnumber large firms. For example, SMEs comprised 94 percent of all exporters of machinery manufactures in 2001. Other export sectors dominated by SMEs were computers & electronic products (93 percent of all exporters were SMEs), transportation equipment (92 percent), and miscellaneous manufactures (92 percent).
- SMEs account for a sizable share of exports in some product sectors. Examples include wood products (66 percent of 2001 exports were from SMEs), apparel manufactures (56 percent), printing & related products (49 percent), and miscellaneous manufactures (48 percent).
- Small and medium-sized high-tech companies are active exporters. In 2001, 93 percent of all U.S. firms that exported Advanced Technology Products (ATP) were SMEs. Furthermore, SMEs accounted for 19 percent of high-tech export revenue.

SMEs Have a Global Reach

- Many SMEs could sharply boost exports by entering new markets. In 2001, 63 percent of all SME exporters—nearly two-thirds—posted sales to only one foreign market. On the other hand, more than half—54 percent—of large firms that exported recorded sales to five or more foreign markets in 2001.
- All exporters—both large and small companies—benefit from efforts by the U.S. Government to lower foreign barriers to U.S. products. With the implementation of NAFTA, exports to Canada and Mexico by SMEs and large firms relative to the rest of the world rose significantly. The share of SME exports going to Canada and Mexico increased from 24 percent in 1992 to 33 percent in 2001. Similarly, the share of large firms' exports going to those two countries rose from 26 percent in 1992 to 35 percent in 2001.
- Compared with large firms, SMEs are especially dependent on U.S. Government initiatives to open foreign markets. This is because, unlike big companies, most SMEs do not possess offshore business affiliates that can be used to circumvent trade barriers and gain market access. Nearly 90 percent of all SME exporters do business from a single U.S. location, and only 17 percent of SME exports go to affiliates (related parties) abroad. In contrast, 10 percent of large firms that export are single-location companies and 40 percent of the exports from large firms go to foreign affiliates.
- Canada is by far the most popular export destination for SMEs. In 2001, some 95,174 SME exporting companies registered sales to Canada—an increase of 110 percent over 1992. Mexico ranked second, receiving merchandise exports from 41,678 U.S. SMEs. Other popular markets for SME exporters were the United Kingdom, Japan, and Germany.

- Together, the NAFTA countries accounted for 33 percent of U.S. merchandise exports from SMEs in 2001. Canada alone purchased \$37 billion in merchandise exports from SMEs, followed by Mexico with \$23 billion. Other top markets for SMEs in 2001 were Japan (\$16 billion), the United Kingdom (\$9 billion), South Korea (\$7 billion), and Germany (\$6 billion).
- Smaller major markets are among the fastest-growing customers for SMEs. From 1992 to 2001, SME exports to Brazil surged by 242 percent, while exports to Switzerland increased 227 percent, sales to Malaysia increased 220 percent, and sales to China rose 191 percent.
- In a number of major markets, SMEs are responsible for a considerable share of U.S. exports. In 2001, 55 percent of known U.S. exports to Switzerland were attributed to SMEs. SMEs were responsible for 45 percent of merchandise exports to Israel, 45 percent of exports to Venezuela, and 40 percent of exports to Hong Kong.

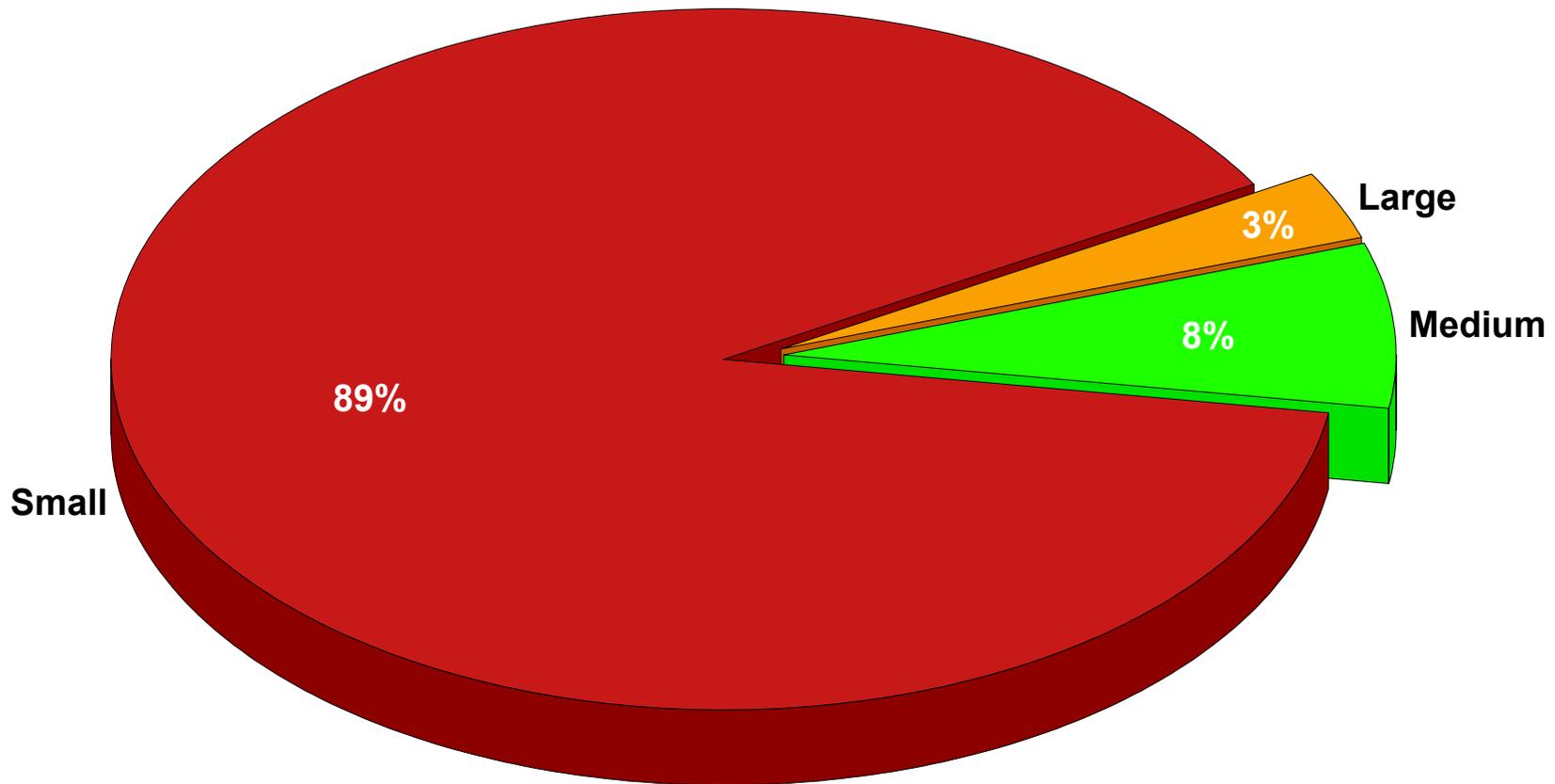
SMEs Export from Every State

- More SMEs exported merchandise from California (55,039 firms) than from any other state in 2001. Other states with large SME exporter populations are Florida, New York, Texas, and Illinois.
- California also ranks first among the states in terms of the percent of total exporters that are SMEs. Ninety-four percent of the firms that exported merchandise from California in 2001 were SMEs, followed by New York (92 percent), Florida (92 percent), Texas (91 percent), and New Jersey (90 percent).
- Likewise, California leads the nation in the value of exports by SMEs. In 2001, SMEs posted exports from California totaling \$36 billion. SMEs also registered large export totals from Texas (\$20 billion), New York (\$18 billion), Florida (\$12 billion), and Illinois (\$6 billion).
- Although SMEs are responsible for roughly 30 percent of total U.S. merchandise exports, in many states the SME share of exports is much higher. States where SMEs were responsible for more than half of all export value in 2001 included Wyoming, Maine, Alaska, and New York. SMEs accounted for 40 to 50 percent of total exports in Florida, Hawaii, Montana, Nebraska, and South Dakota.

SUMMARY GRAPHS

NEARLY 97 PERCENT OF U.S. EXPORTERS ARE SMALL AND MEDIUM-SIZED ENTERPRISES

Size Composition of U.S. Exporting Companies, 2001:

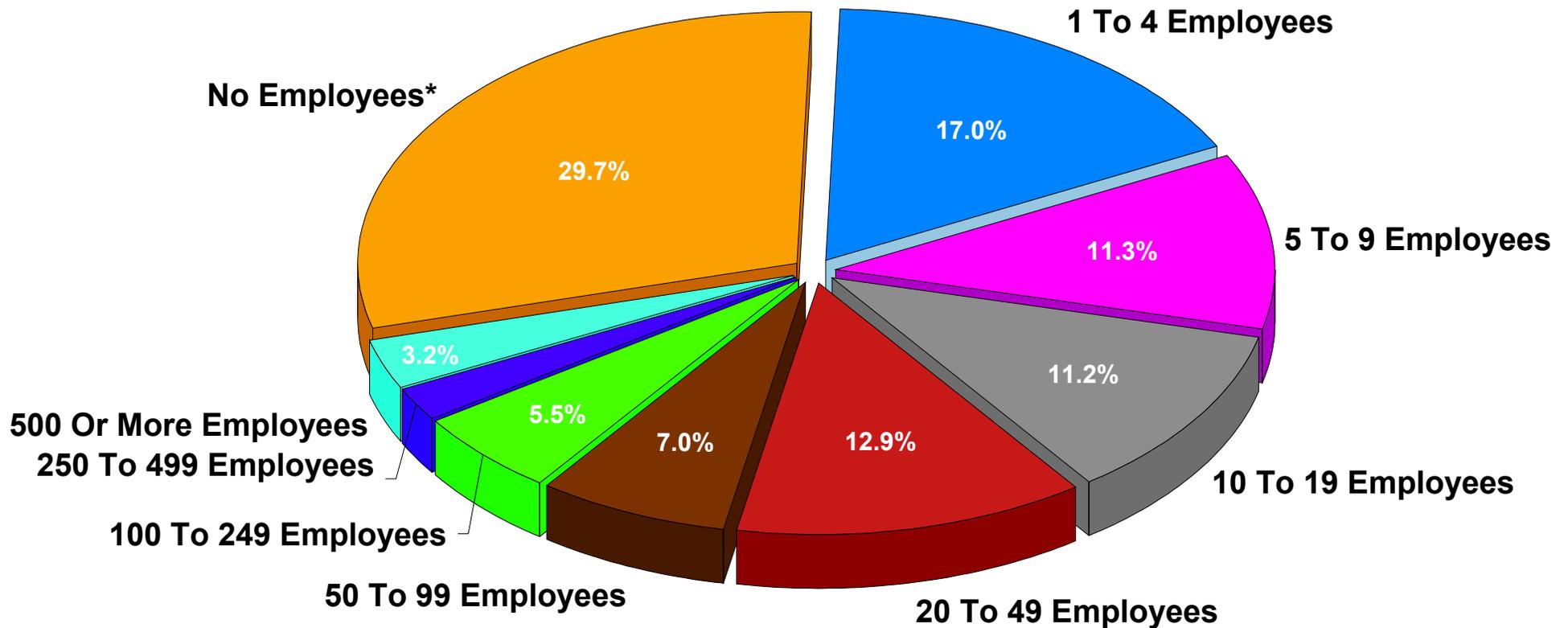


238,284 Companies Exported Goods from the U.S. in 2001

*Definitions: small = less than 100 employees; medium = 100-499 employees; large = 500 or more employees.
Source: U.S. Department of Commerce, Exporter Data Base.*

MORE THAN TWO-THIRDS OF U.S. EXPORTERS HAVE FEWER THAN 20 EMPLOYEES

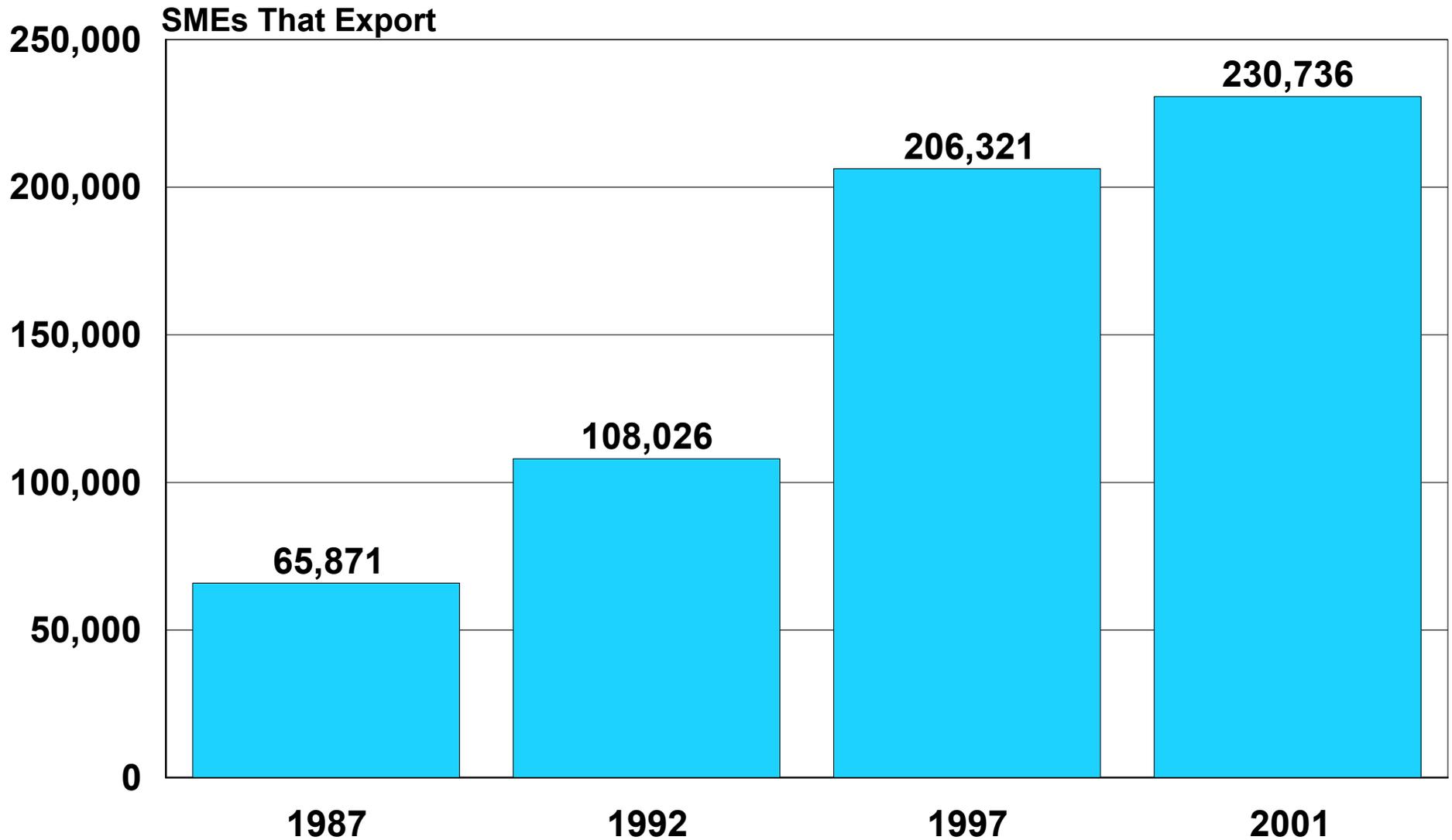
Percent of U.S. Exporting Firms in 2001 with:



238,284 Companies Exported Goods from the U.S. in 2001

Note: "No Employees" includes sole proprietorships, start-ups, and firms that rely exclusively on temporary or seasonal help.
Source: U.S. Department of Commerce, Exporter Data Base.

THE NUMBER OF SME EXPORTING COMPANIES ROSE 250 PERCENT FROM 1987 TO 2001

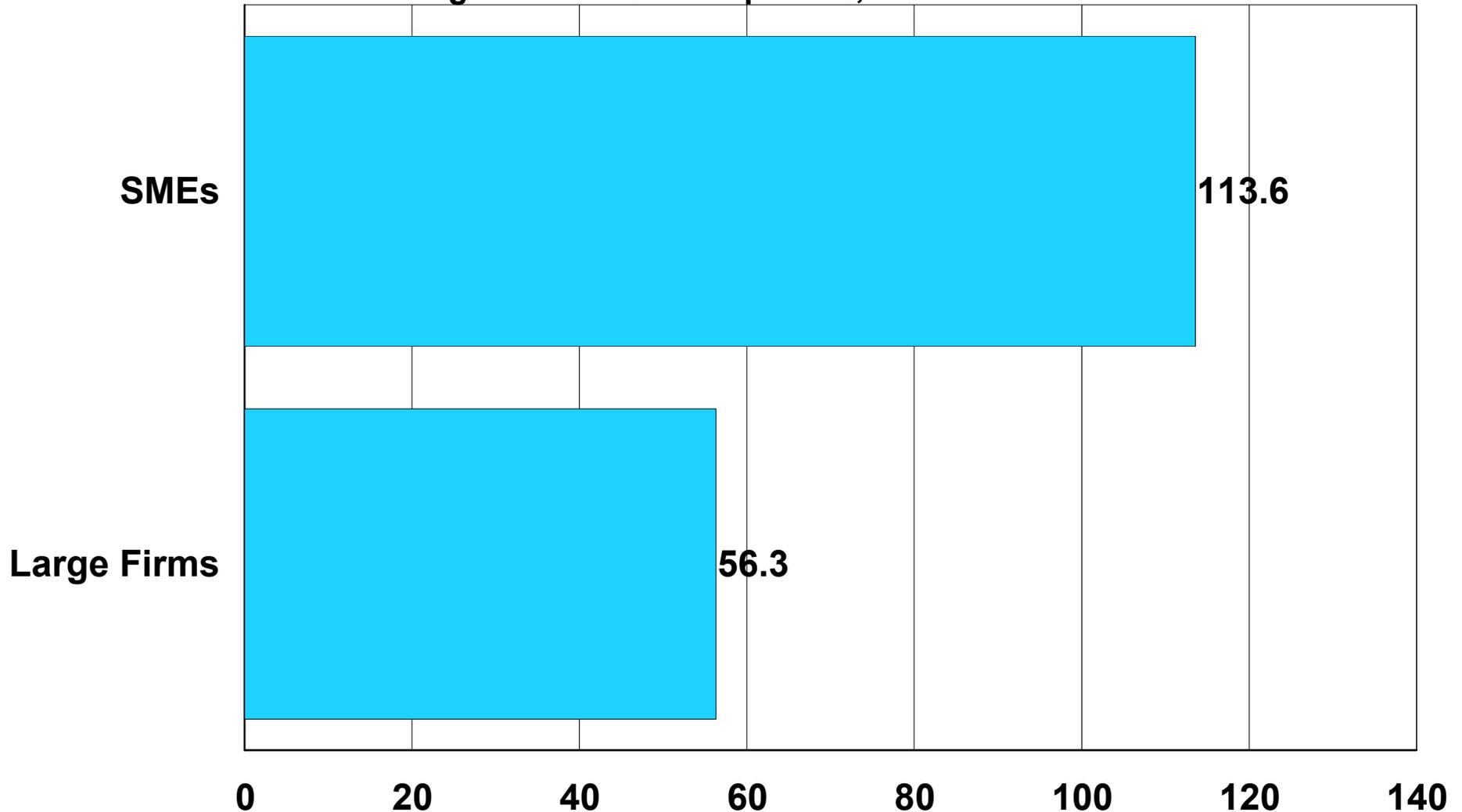


Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Source: U.S. Department of Commerce, Exporter Data Base.

THE NUMBER OF SME EXPORTERS GREW TWICE AS FAST AS THE NUMBER OF LARGE COMPANY EXPORTERS BETWEEN 1992 AND 2001

Percent Change in Number of Exporters, 1992-2001

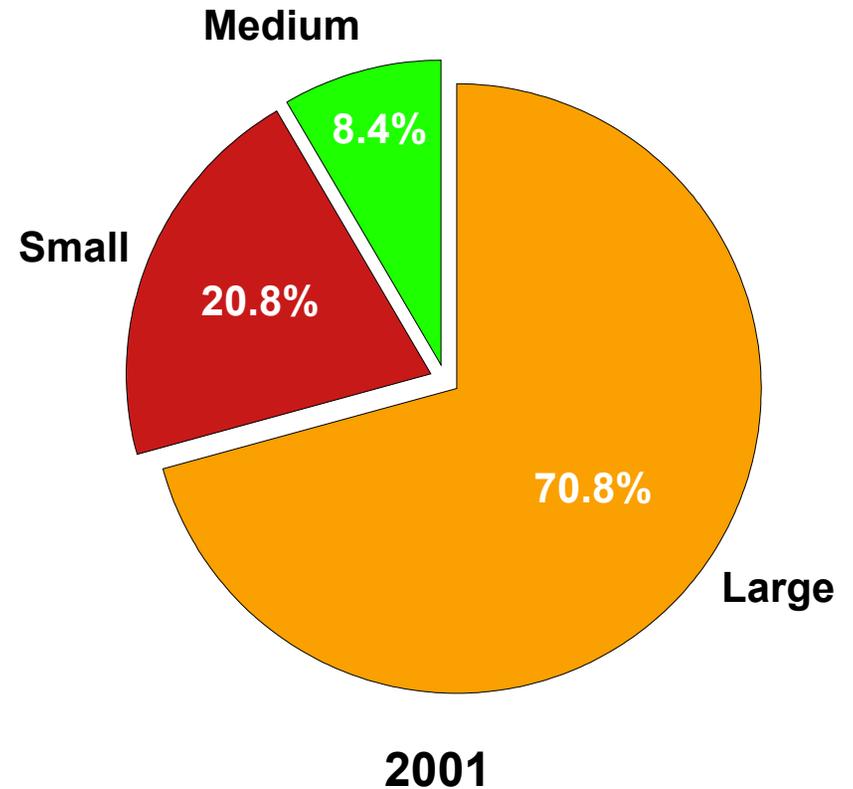
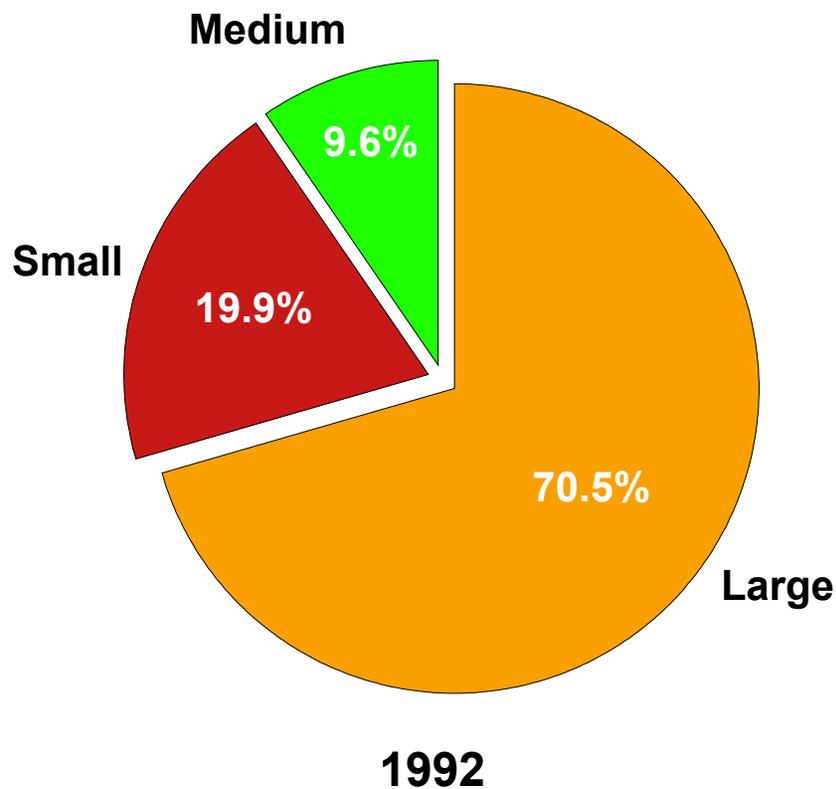


Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Source: U.S. Department of Commerce, Exporter Data Base.

SMALL AND MEDIUM-SIZED ENTERPRISES REMAIN RESPONSIBLE FOR ROUGHLY 30 PERCENT OF U.S. EXPORTS

Percent of U.S. Exports Sold By:



Known Value of U.S. Merchandise Exports in 2001 was \$623.4 Billion

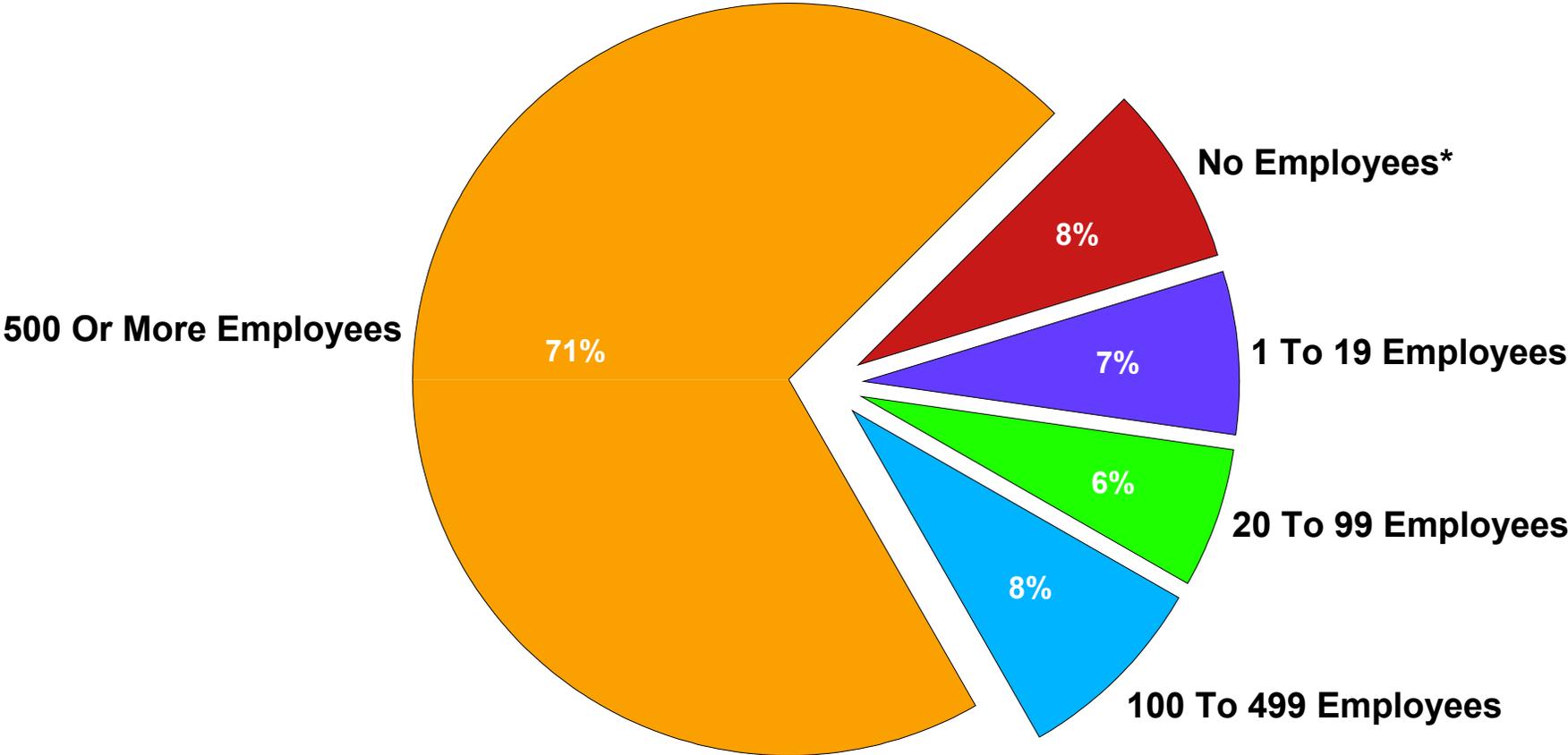
Definitions: small = less than 100 employees; medium = 100-499 employees; large = 500 or more employees.

Note: Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

LARGE FIRMS ACCOUNT FOR A MAJORITY OF EXPORTS

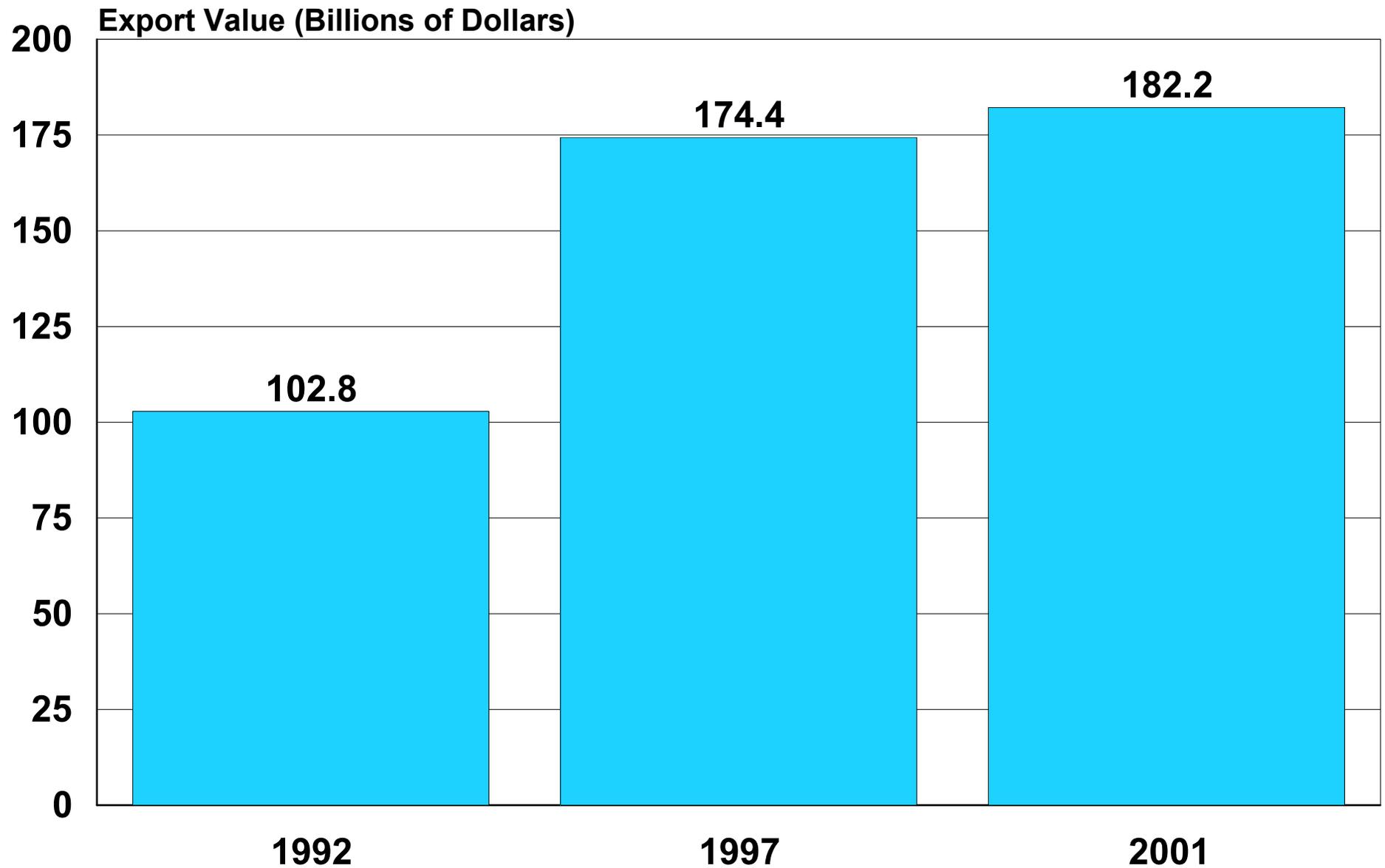
Share of 2001 U.S. Export Value by Companies With:



Known Value of U.S. Merchandise Exports in 2001 was \$623 Billion

*Note: "No Employees" includes sole proprietorships, start-ups, and firms that rely exclusively on temporary or seasonal help.
Definitions: small and medium-sized = less than 500 employees; large = 500 or more employees.
Source: U.S. Department of Commerce, Exporter Data Base.*

SMEs' EXPORT REVENUE ROSE 77 PERCENT FROM 1992 TO 2001

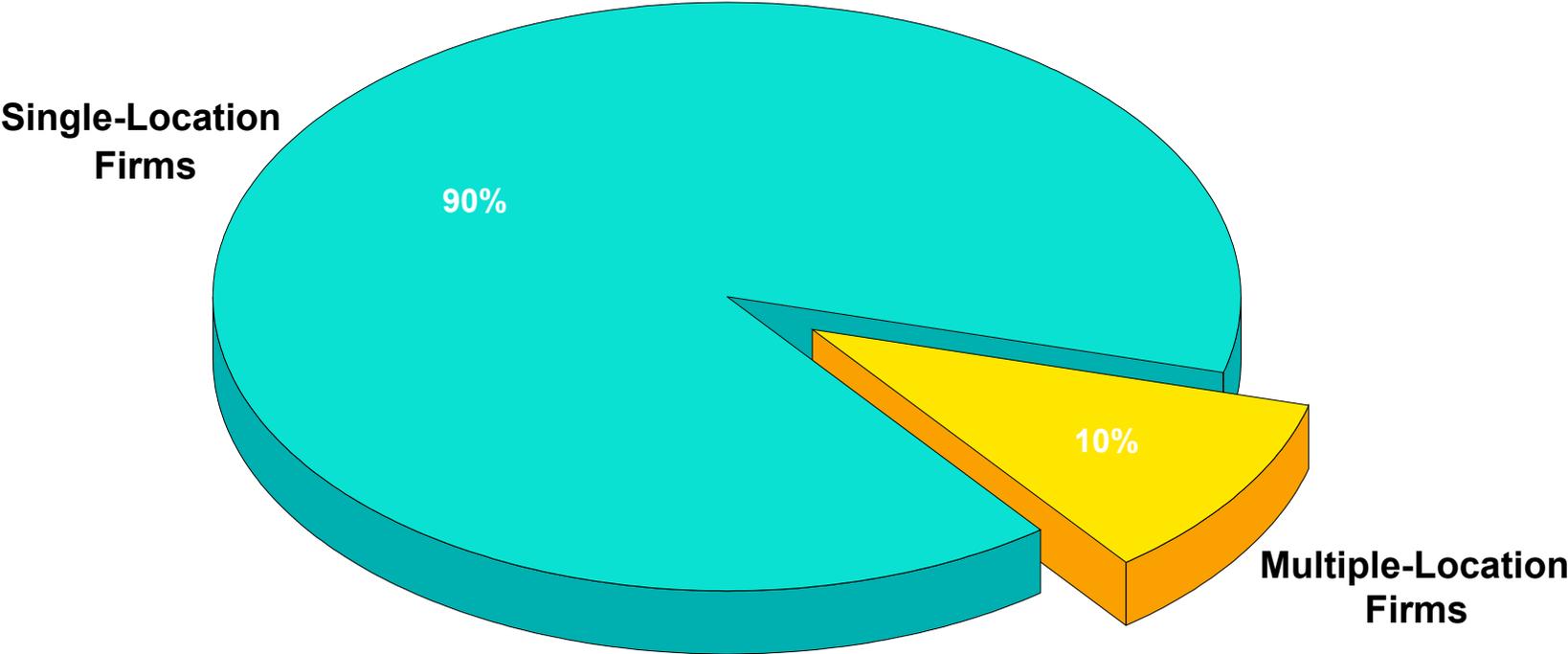


Definitions: small and medium-sized = less than 500 employees; large = 500 or more employees.

Source: U.S. Department of Commerce, Exporter Data Base.

NINETY PERCENT OF SME EXPORTERS ARE SINGLE-LOCATION COMPANIES

Percent of SME Exporters in 2001 that Were:

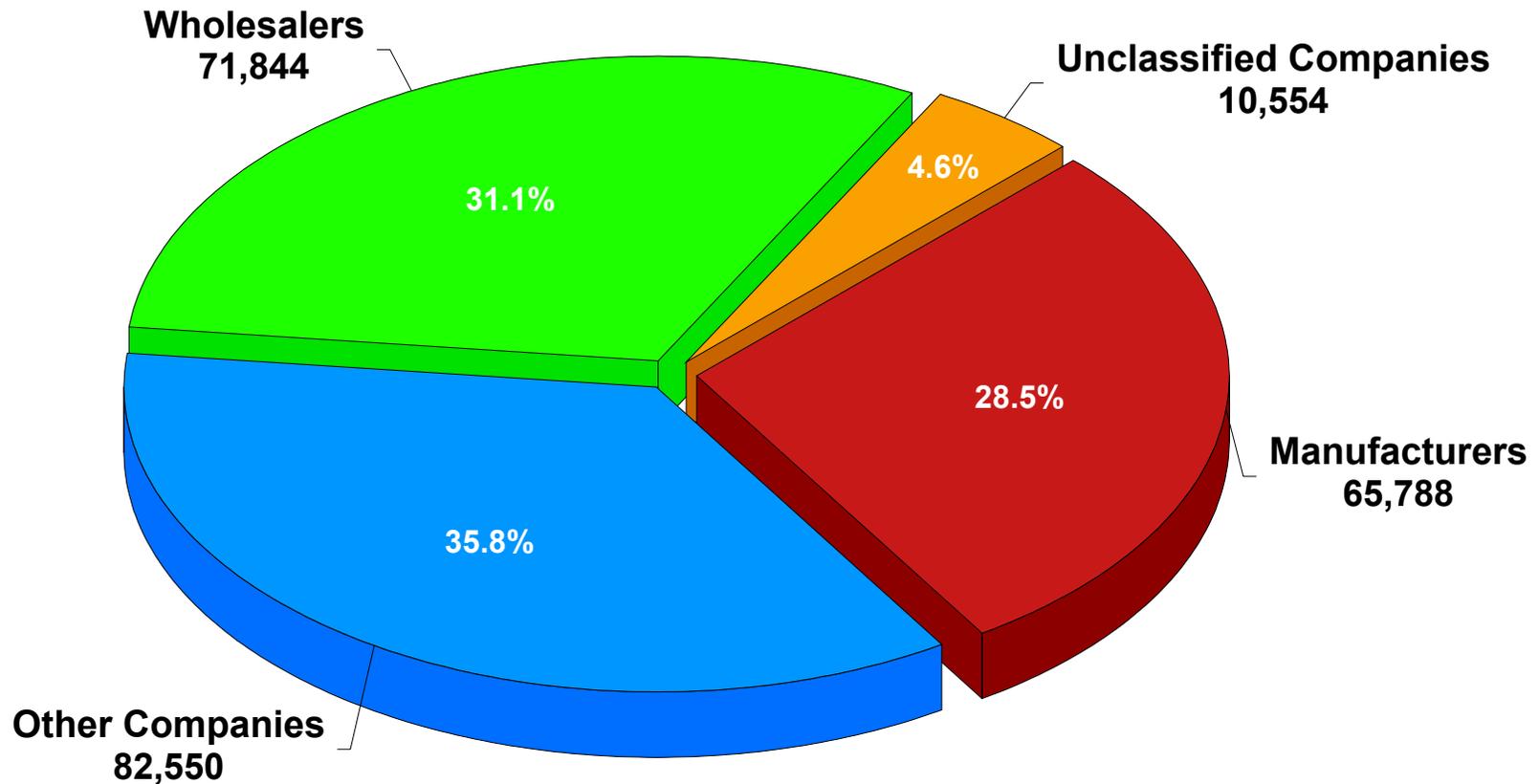


230,736 SMEs Exported Goods from the U.S. in 2001

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.
Source: U.S. Department of Commerce, Exporter Data Base.

MORE THAN TWO-THIRDS OF SMALL AND MEDIUM-SIZED EXPORTERS ARE NON-MANUFACTURERS

Industry Distribution of Small and Medium-Sized Exporting Firms, 2001:



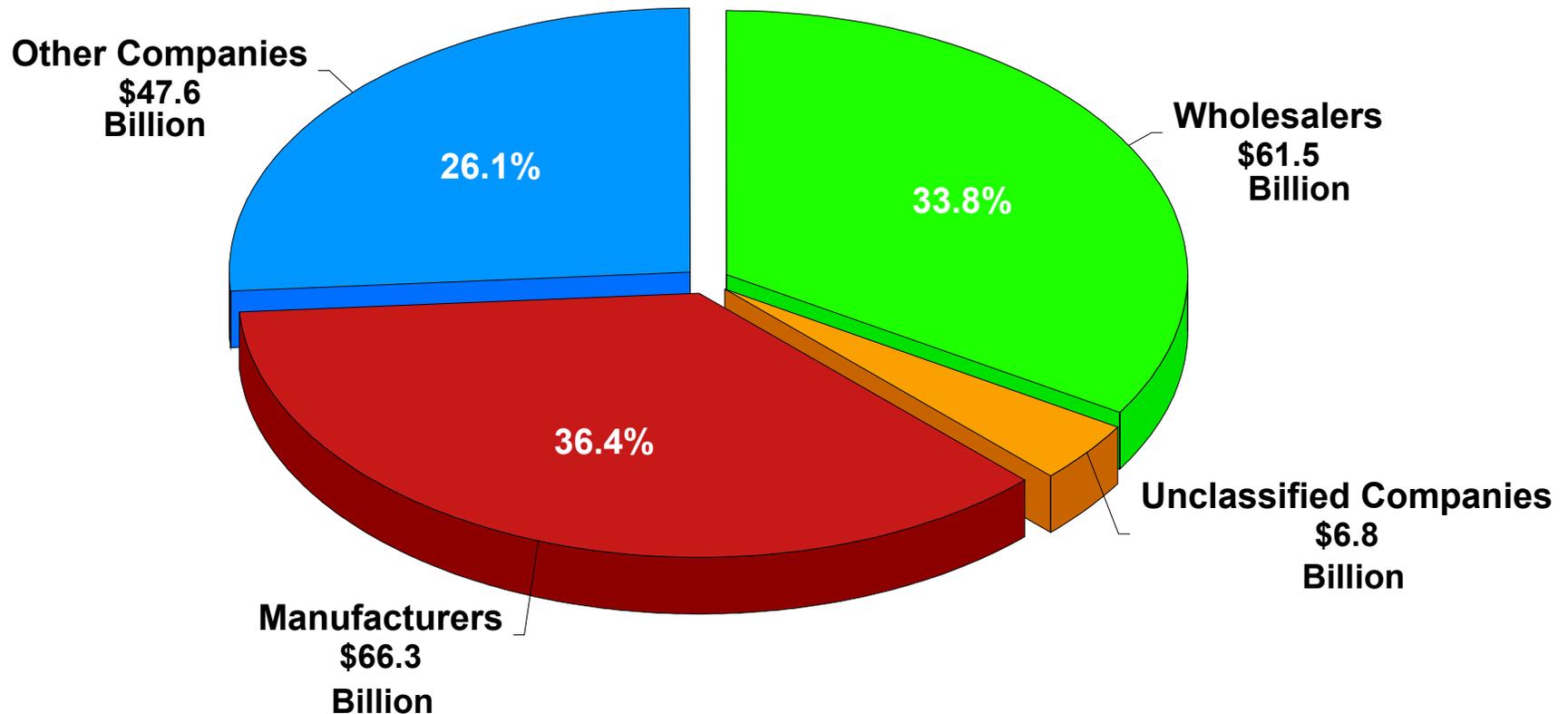
230,736 SMEs Exported Goods from the U.S. in 2001

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. "Other Companies" include resource extraction firms and various service companies (transport services, communications, engineering and management services, business services, etc.).

Source: U.S. Department of Commerce, Exporter Data Base.

NON-MANUFACTURERS ARE RESPONSIBLE FOR SIXTY PERCENT OF TOTAL SME EXPORTS

Industry Distribution of Exports by Small and Medium-Sized Firms, 2001:



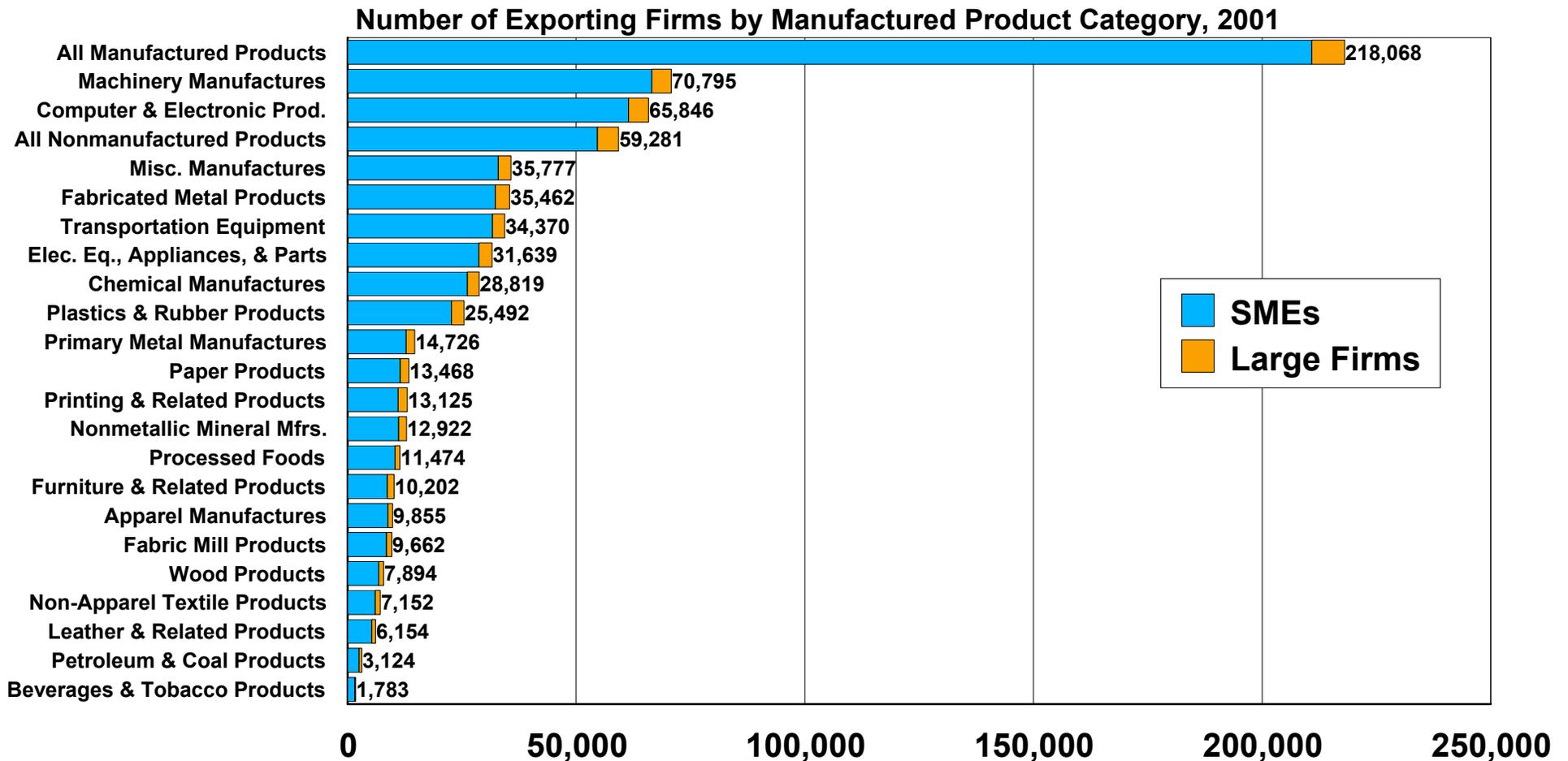
Known Value of Merchandise Exports from Small and Medium-Sized Enterprises in 2001 was \$182 Billion

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. "Other Companies" include resource extraction firms and various service companies (transport services, communications, engineering and management services, business services, etc.).

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

IN ALL PRODUCT GROUPS, MOST EXPORTERS ARE SMALL AND MEDIUM-SIZED ENTERPRISES



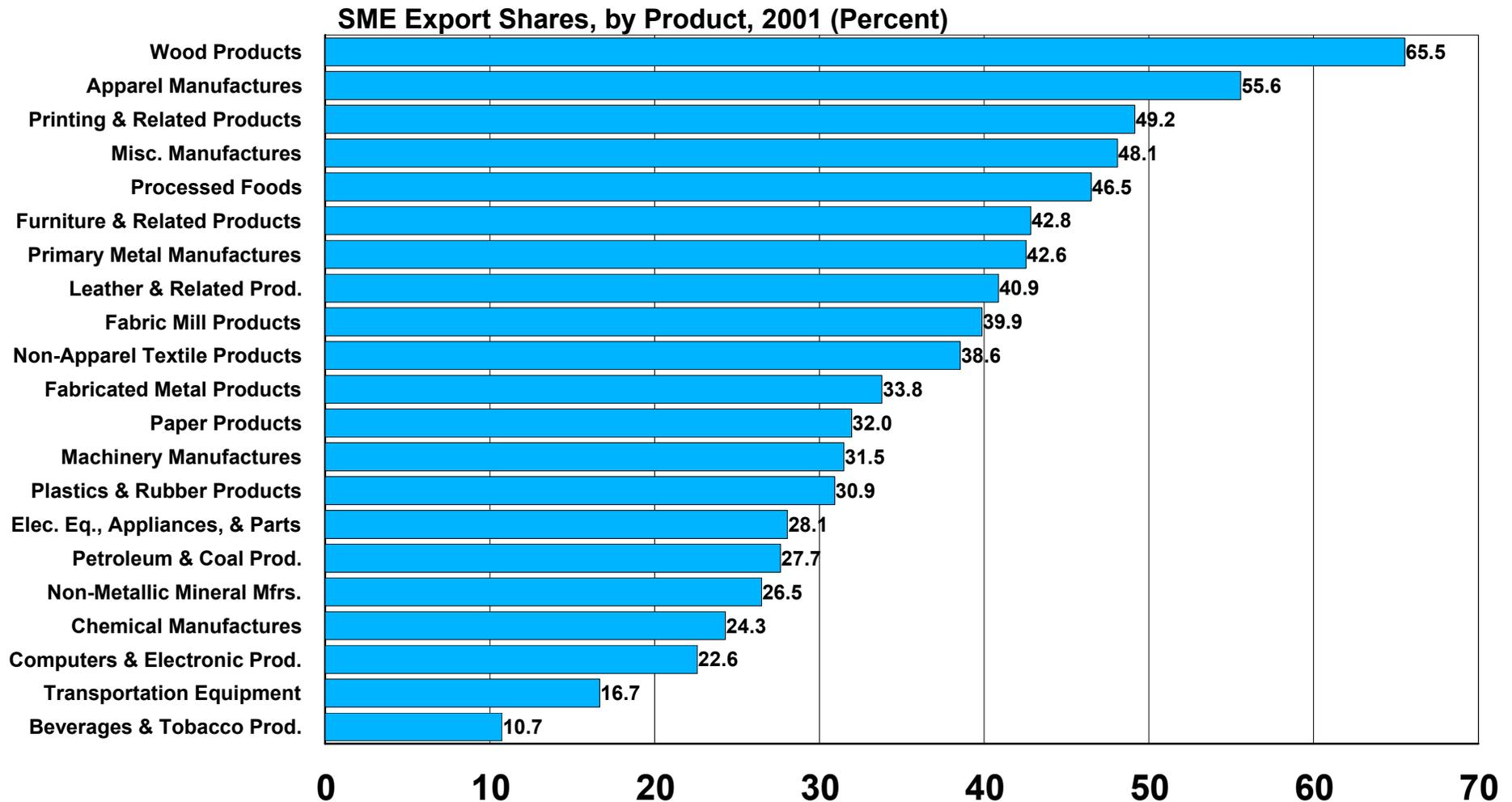
230,736 SMEs Exported Goods from the U.S. in 2001

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Note: Because firms sometimes export multiple products, exporter counts cannot be summed to arrive at a U.S. total.

Source: U.S. Department of Commerce, Exporter Data Base.

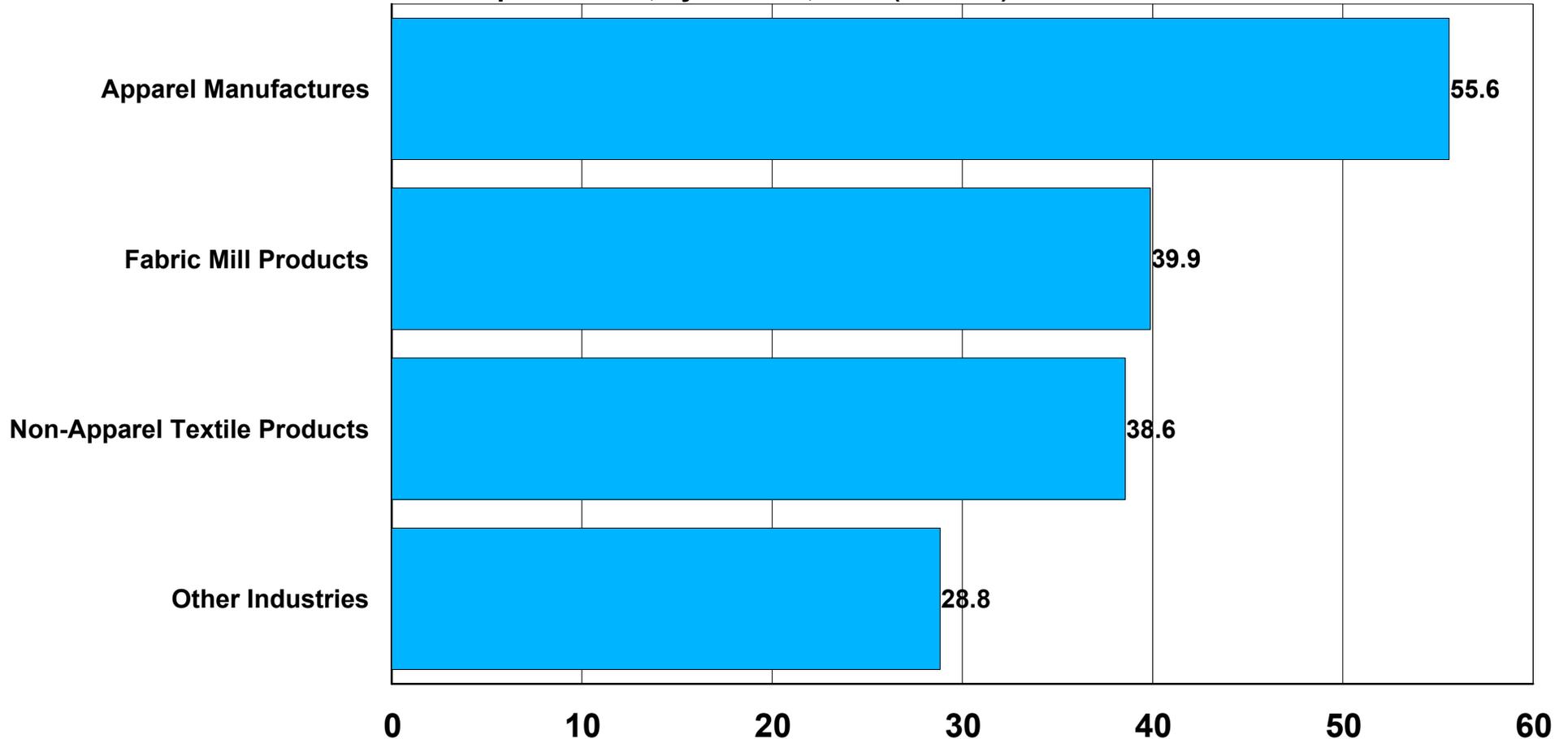
SMEs ARE RESPONSIBLE FOR A SIGNIFICANT SHARE OF EXPORTS IN MANY INDUSTRIES



*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.
Source: U.S. Department of Commerce, Exporter Data Base.*

SMEs CLAIM A GREATER SHARE OF EXPORTS IN TEXTILE & APPAREL INDUSTRIES THAN IN OTHER INDUSTRIES

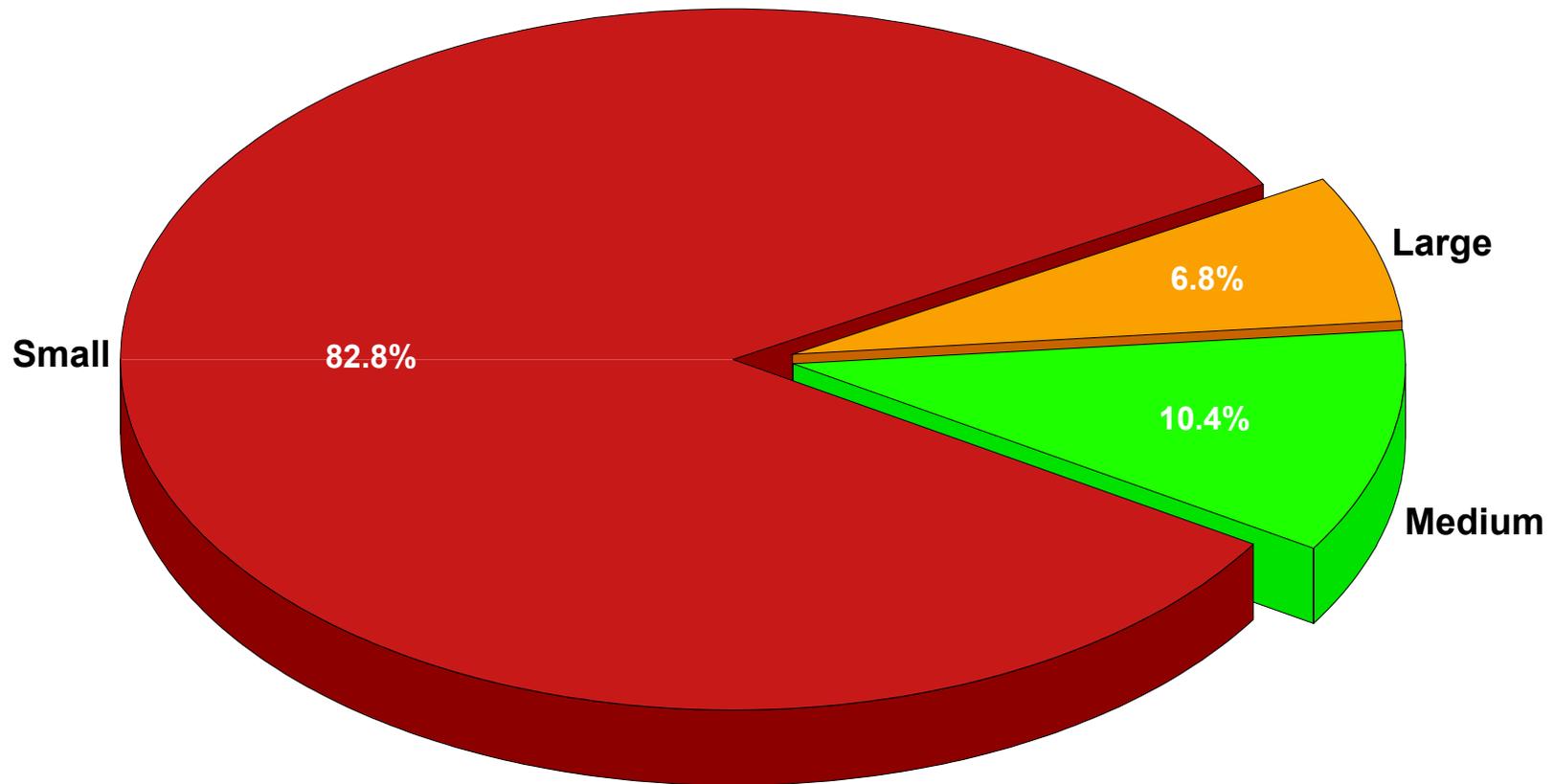
SME Export Shares, by Product, 2001 (Percent)



*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.
Source: U.S. Department of Commerce, Exporter Data Base.*

SMEs ACCOUNT FOR MORE THAN 93 PERCENT OF HIGH-TECH EXPORTERS

Size Composition of U.S. Companies Exporting Advanced Technology Products, 2001:

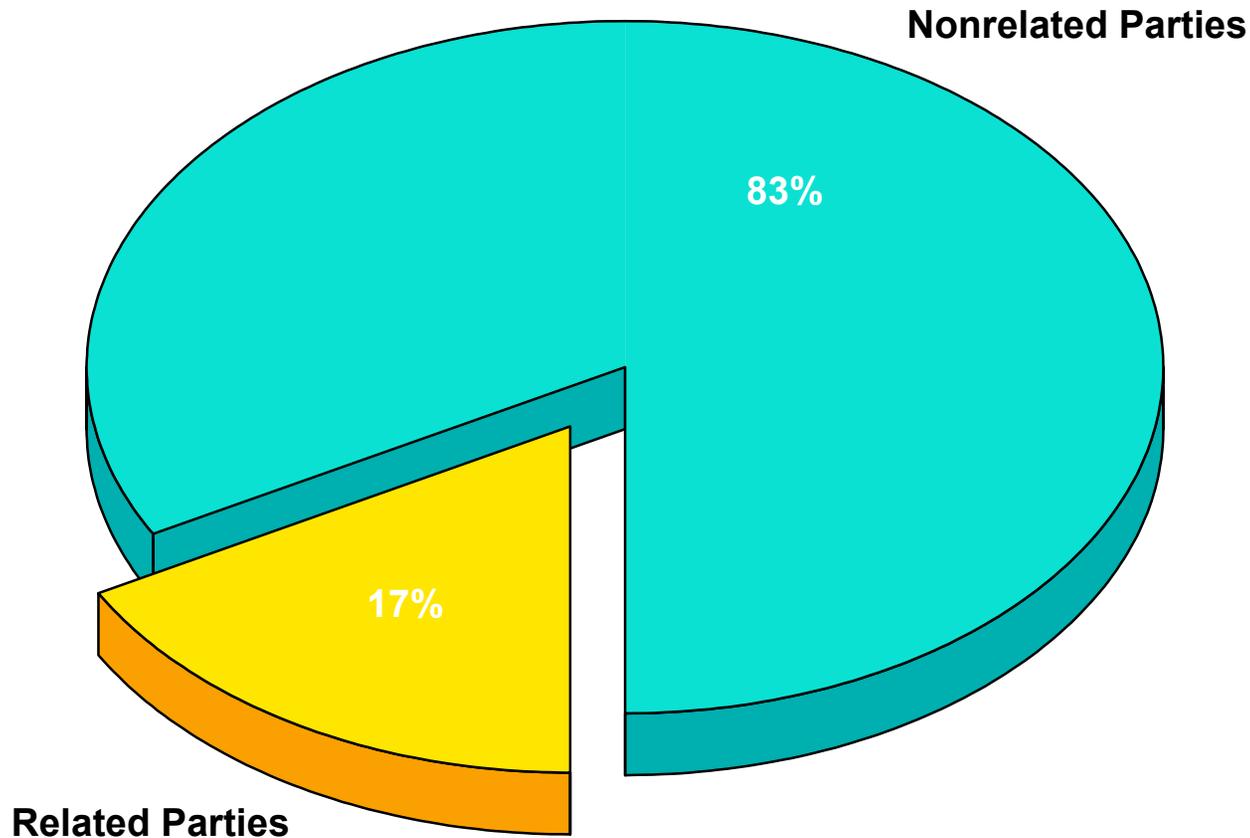


60,309 Companies Exported Advanced Technology Products from the U.S. in 2001

Definitions: small = less than 100 employees; medium = 100-499 employees; large = 500 or more employees. High-tech goods refer to the U.S. Census Bureau classification Advanced Technology Products (ATP). These are goods that fall into one of the following broad product categories: Biotechnology, Life Science, Opto-Electronics, Information & Communications, Electronics, Flexible Manufacturing, Advanced Materials, Aerospace, Weapons, and Nuclear Technology. Source: U.S. Department of Commerce, Exporter Data Base.

SMEs SELL RELATIVELY FEW GOODS TO AFFILIATED CUSTOMERS ABROAD

Percent of 2001 SME Exports Going to:



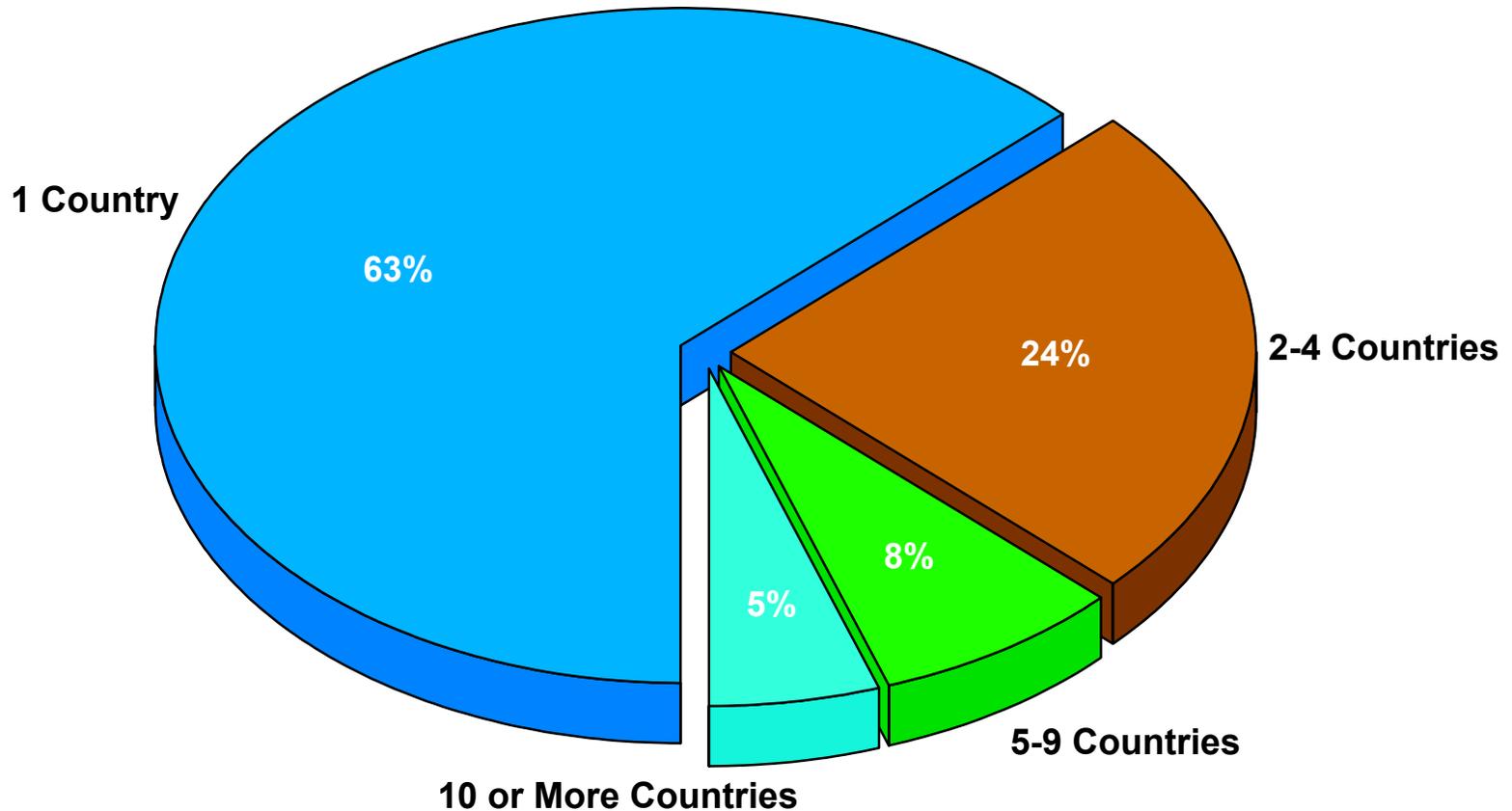
Known Value of Merchandise Exports from Small and Medium-Sized Enterprises in 2001 was \$182 Billion

Definitions: small and medium-sized enterprises (SMEs) have fewer than 500 employees. A related party transaction is one between a U.S. exporter and a foreign consignee, where either party owns (directly or indirectly) 10 percent or more of the other party.

Source: U.S. Department of Commerce, Exporter Data Base.

NEARLY TWO-THIRDS OF SMALL AND MEDIUM-SIZED EXPORTERS SOLD TO JUST ONE FOREIGN MARKET IN 2001

Percent of Small and Medium-Sized Exporters Selling to:

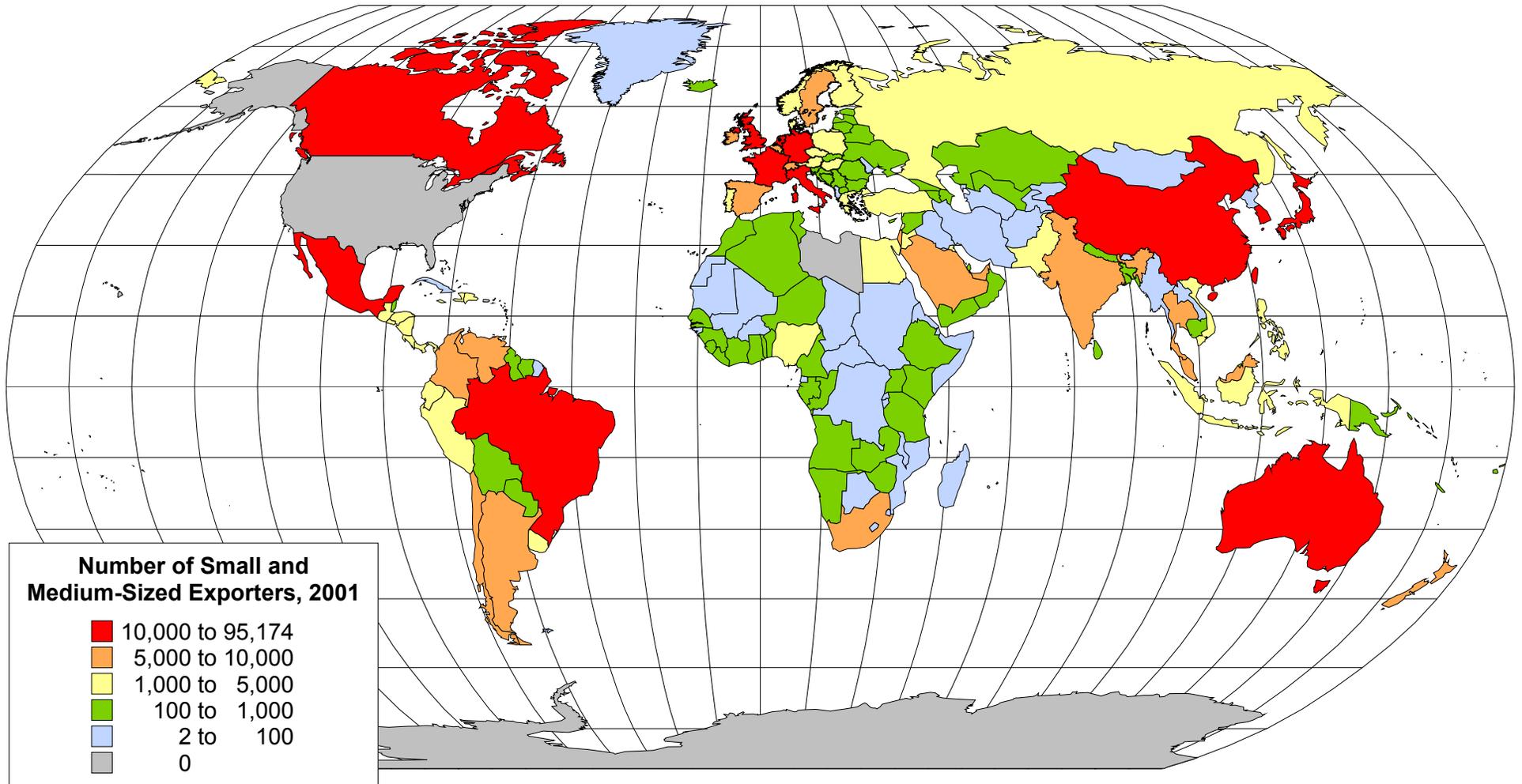


230,736 Small and Medium-Sized Companies Exported Goods in 2001

Definitions: Small and medium-sized enterprises (SMEs) = less than 500 employees; large = 500 or more employees
Source: U.S. Department of Commerce, Exporter Data Base.

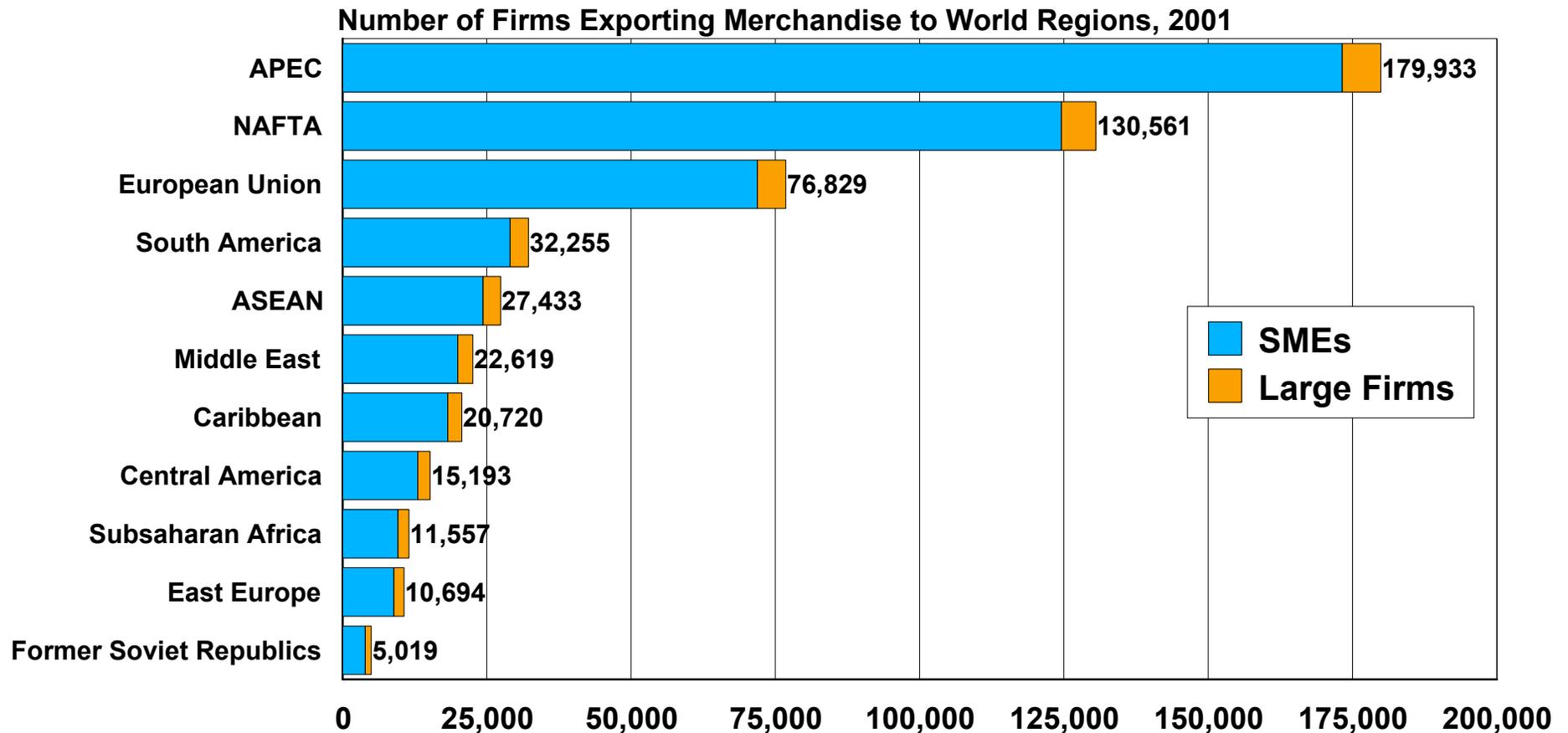
SMALL AND MEDIUM-SIZED ENTERPRISES EXPORT GOODS ALL OVER THE WORLD

Number of Small and Medium-Sized Enterprises (SMEs) Exporting Merchandise from the U.S. to Foreign Markets, 2001



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Figures refer to firms selling merchandise to specific markets. Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.
Source: U.S. Department of Commerce, Exporter Data Base.

MOST EXPORTERS TO MAJOR WORLD REGIONS ARE SMALL AND MEDIUM-SIZED ENTERPRISES



230,736 Small and Medium-Sized Companies Exported Goods in 2001

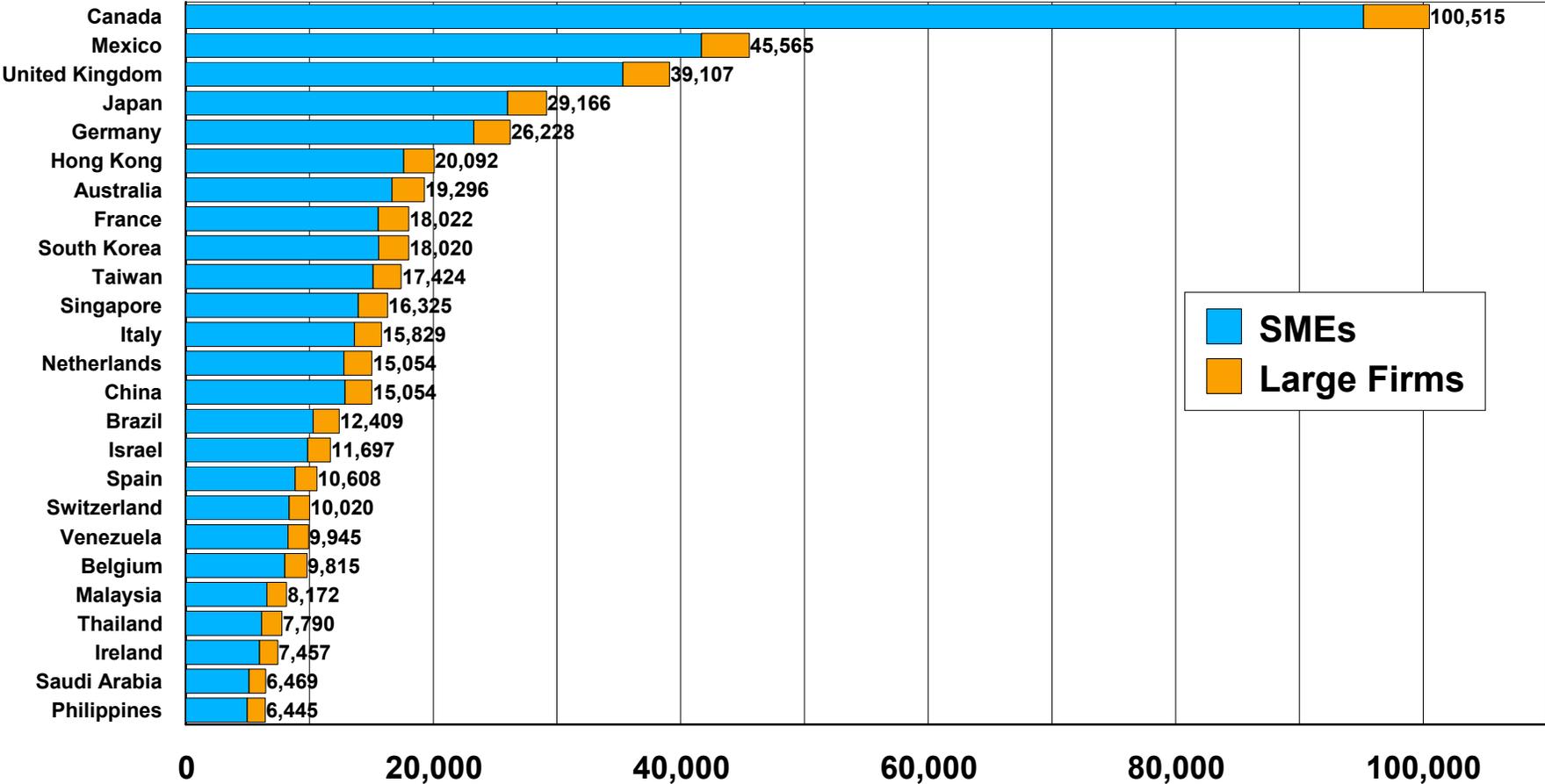
Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

A MAJORITY OF EXPORTERS TO MAJOR MARKETS ARE SMALL AND MEDIUM-SIZED ENTERPRISES

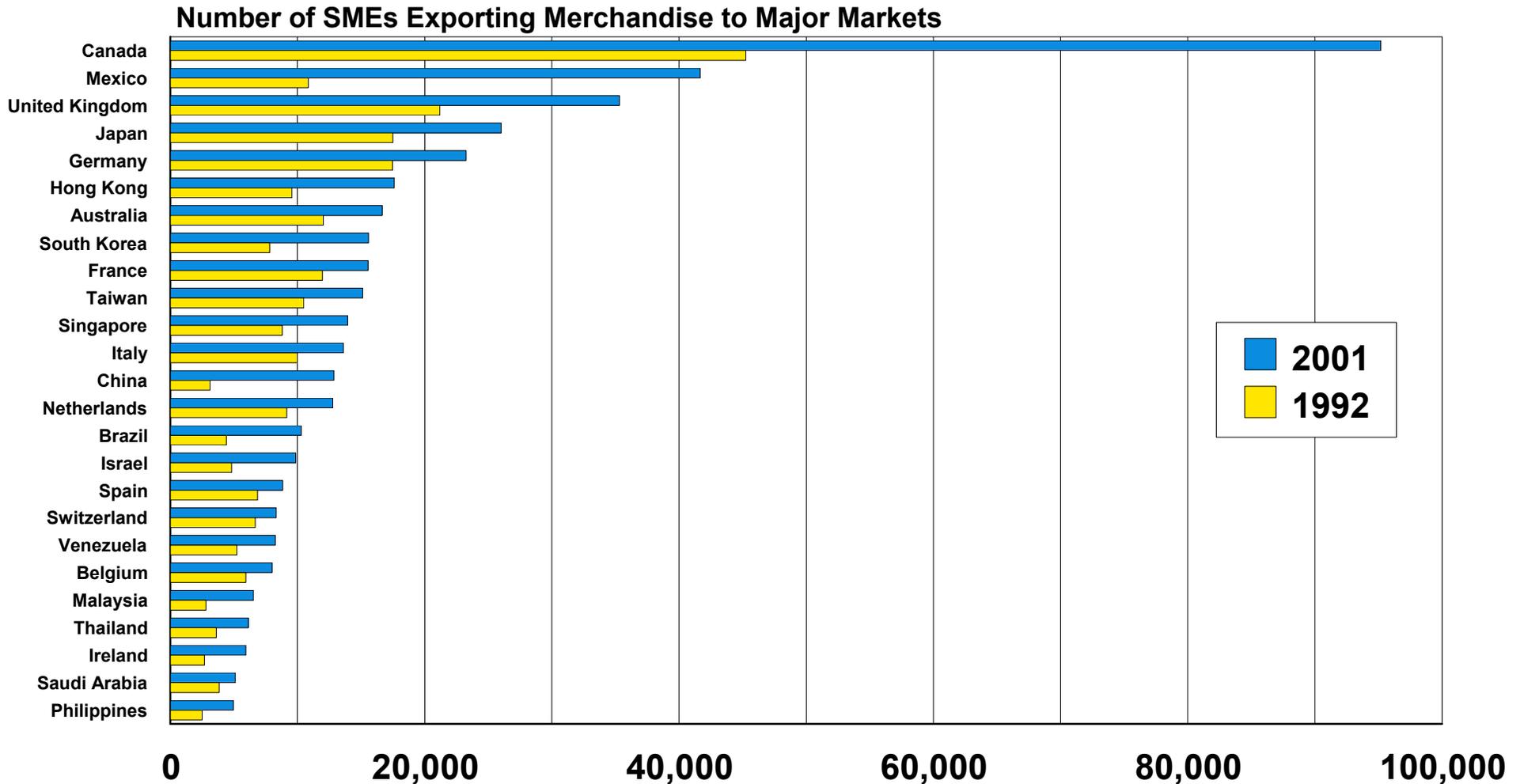
Number of Firms Exporting Merchandise to Top 25 U.S. Markets, 2001



230,736 Small and Medium-Sized Companies Exported Goods in 2001

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.
 Notes: Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.
 Source: U.S. Department of Commerce, Exporter Data Base.

A GROWING NUMBER OF SMALL AND MEDIUM-SIZED ENTERPRISES EXPORT TO MAJOR MARKETS



230,736 Small and Medium-Sized Companies Exported Goods in 2001

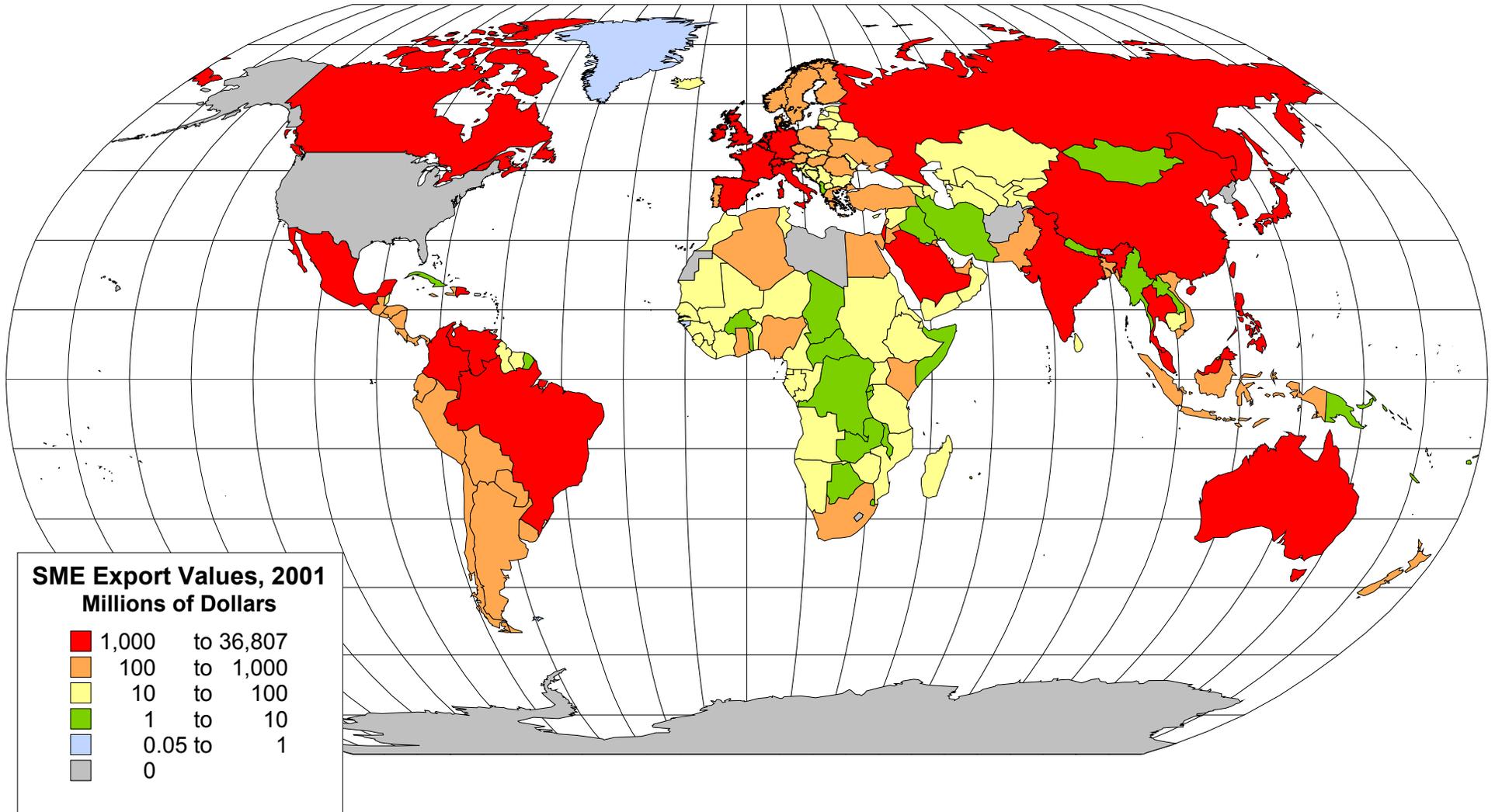
Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

SMALL AND MEDIUM-SIZED ENTERPRISES EXPORT GOODS WORTH \$1 BILLION OR MORE TO EACH OF TWENTY-NINE FOREIGN MARKETS

Known Value of Merchandise Exports Attributed to Small and Medium-Sized Enterprises (SMEs), 2001

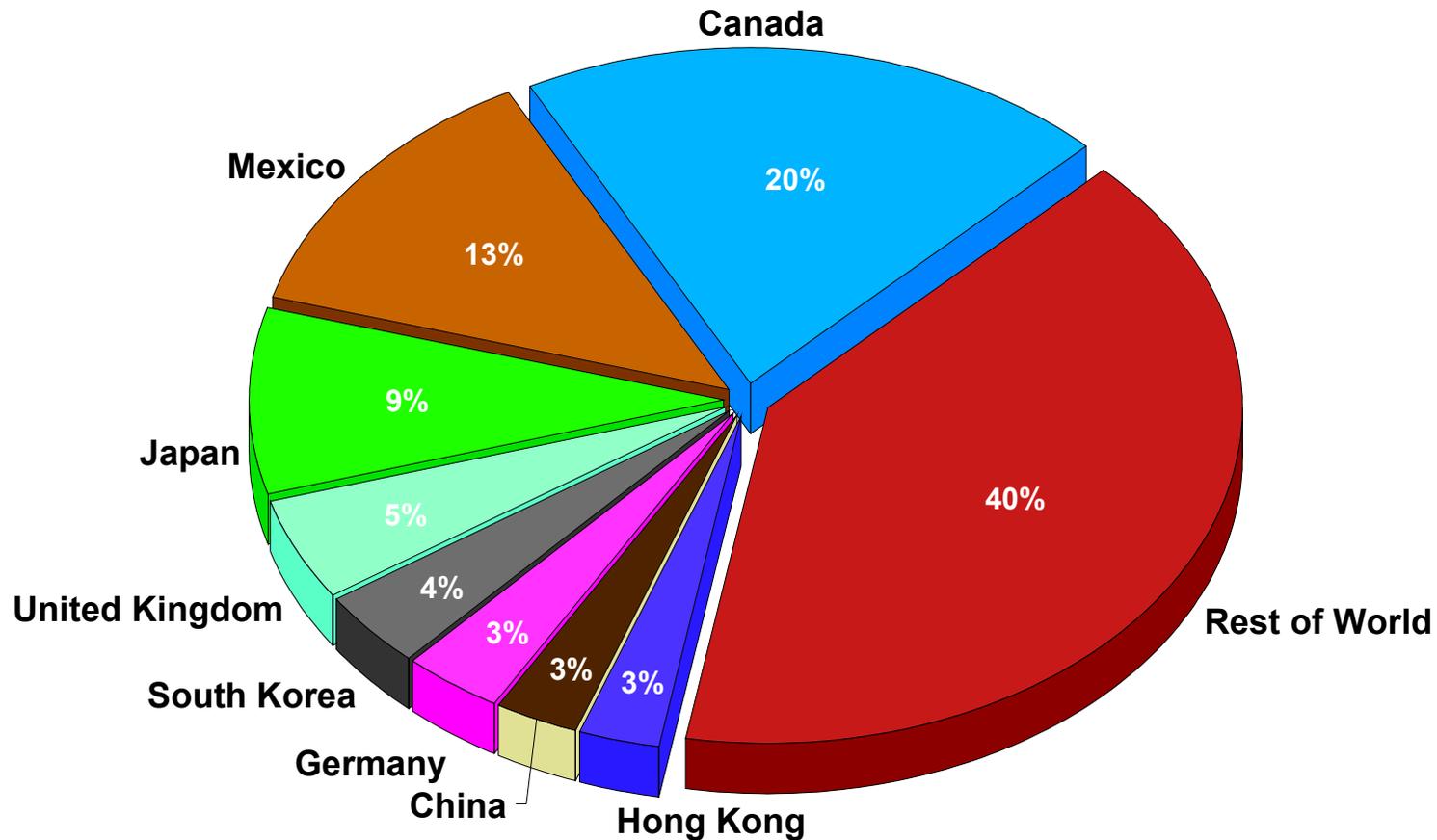


Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. The known value of U.S. merchandise exports in 2001 was \$623 billion. Of that, \$182 billion, or 29 percent, was attributed to SMEs.

Source: U.S. Department of Commerce, Exporter Data Base.

NEARLY HALF OF ALL SME EXPORTS GO TO JUST FOUR MARKETS

Percent of Total Known SME Exports Sent to Major Foreign Markets, 2001



Known Value of U.S. Merchandise Exports from SMEs in 2001 was \$182 Billion

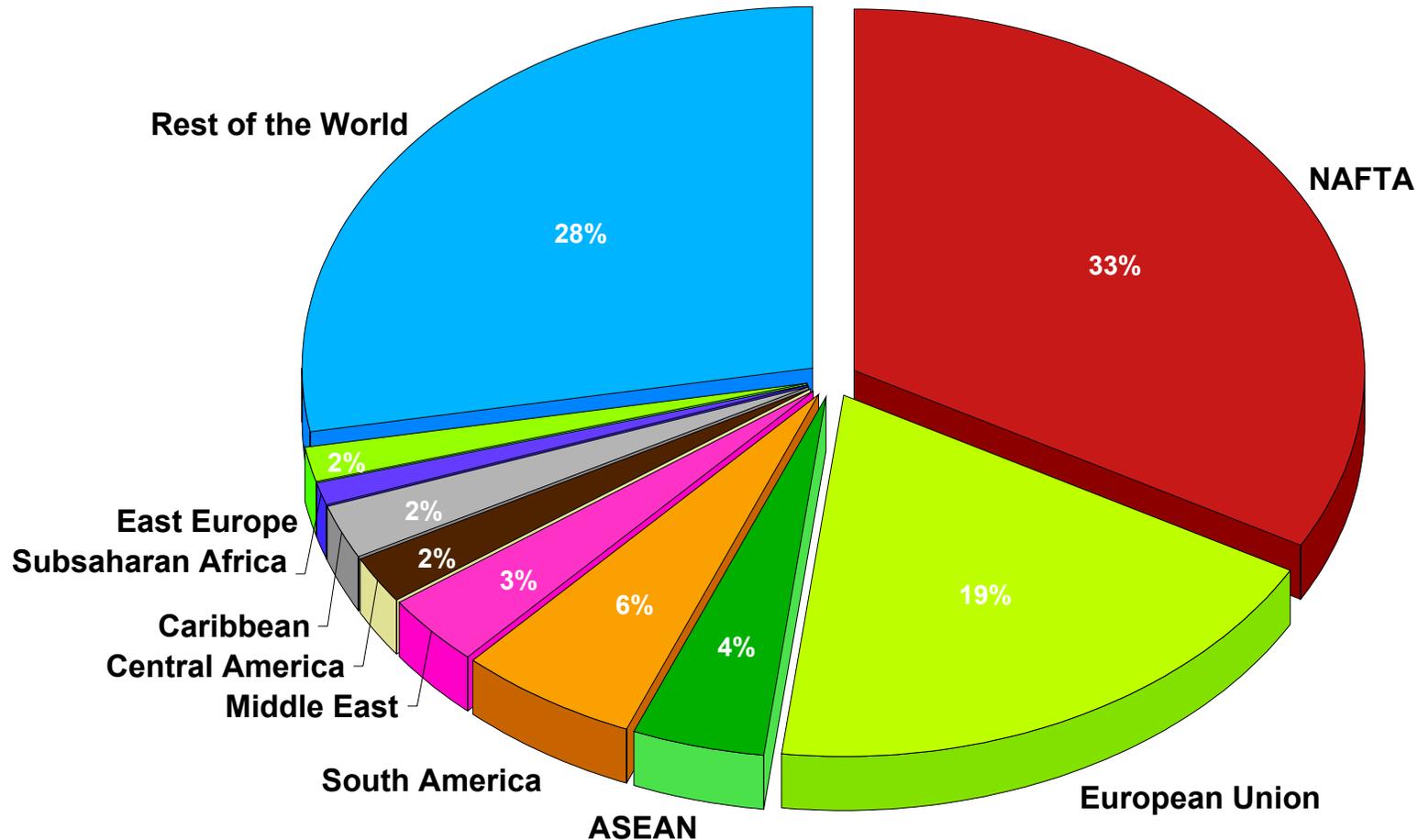
Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

NAFTA ACCOUNTS FOR MORE THAN ONE-THIRD OF ALL SME EXPORTS

Percent of Total Known SME Exports Sent to World Regions, 2001



Known Value of U.S. Merchandise Exports from SMEs in 2001 was \$182 Billion

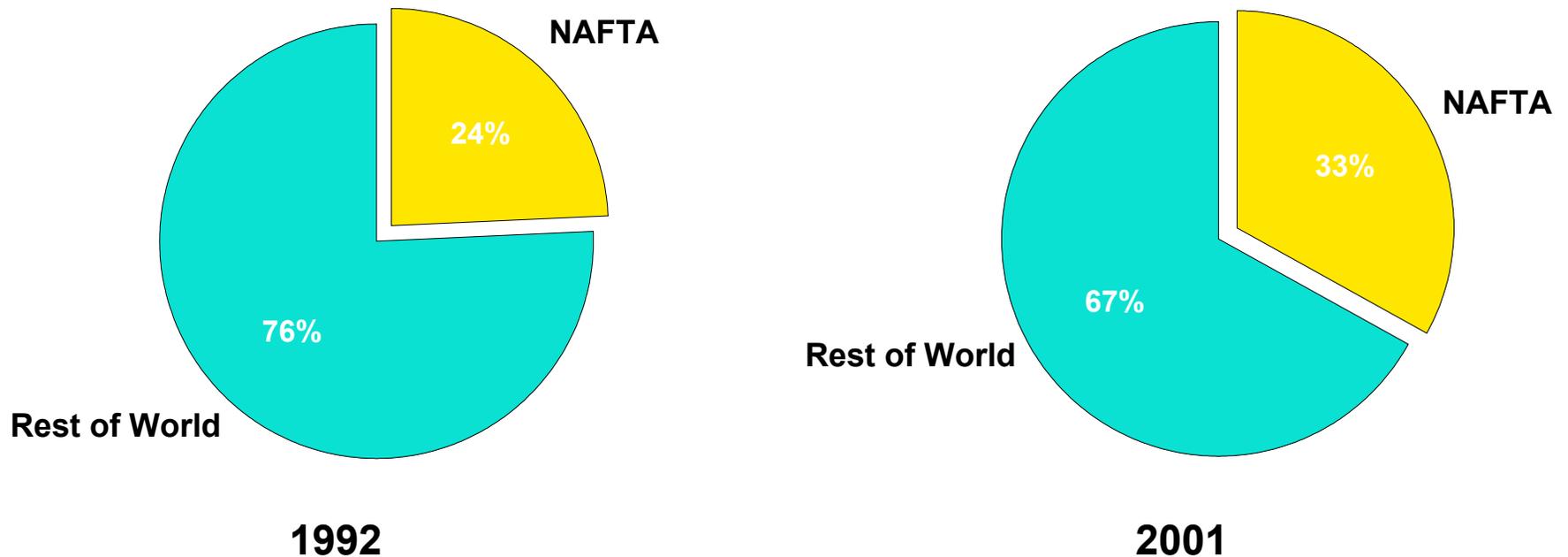
Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

THE SHARE OF TOTAL SME EXPORTS GOING TO CANADA AND MEXICO INCREASED FROM 1992 TO 2001

Percent of Total SME Exports Going to:



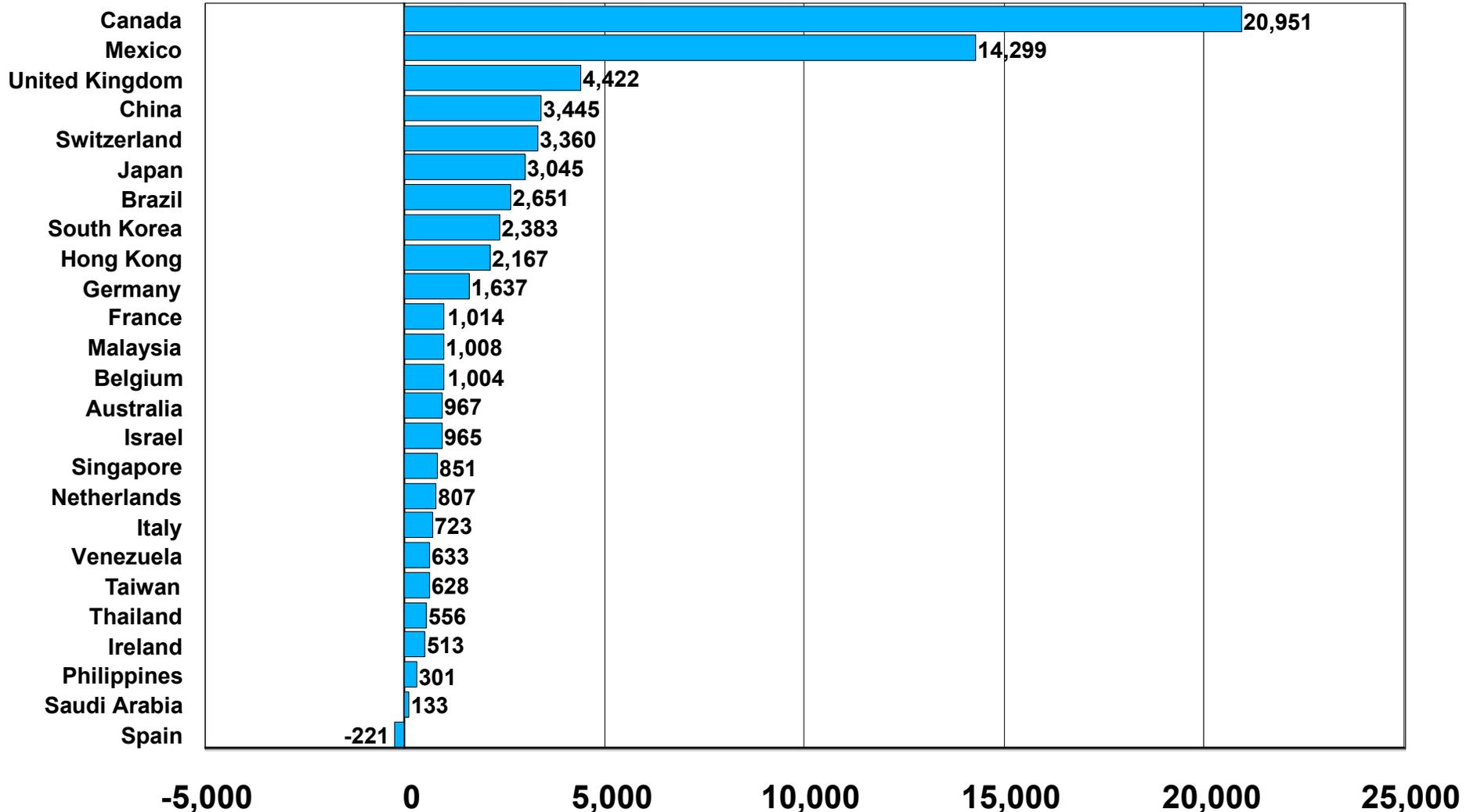
SME Exports of Merchandise to NAFTA Totaled \$60 Billion in 2001

Definitions: Small and medium-sized enterprises (SMEs) = less than 500 employees; large = 500 or more employees

Source: U.S. Department of Commerce, Exporter Data Base.

FROM 1992-2001, NAFTA MARKETS ACCOUNTED FOR THE BIGGEST DOLLAR GAINS IN SME EXPORTS

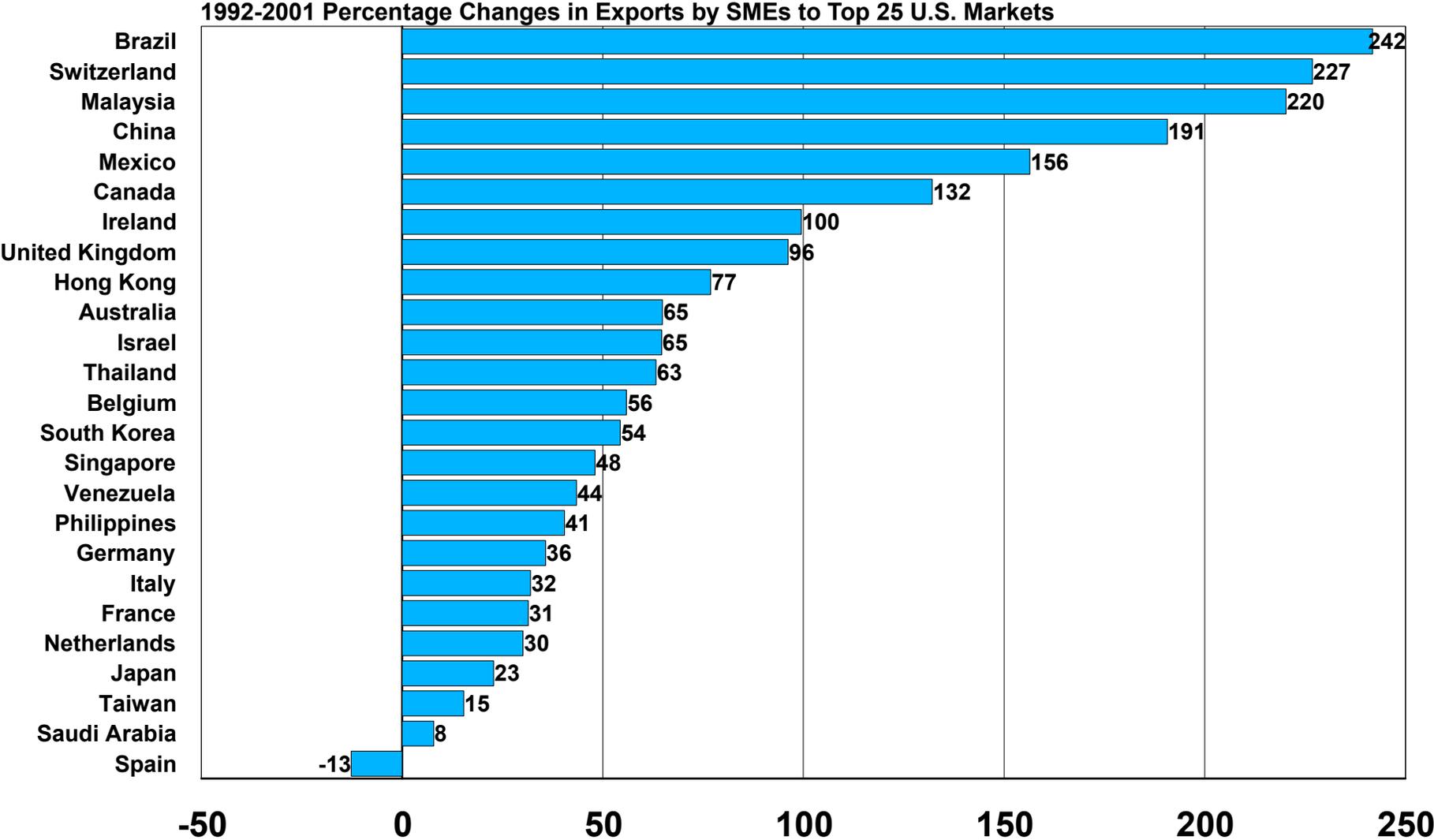
1992-2001 Dollar Changes in Exports by SMEs to Top 25 U.S. Markets (Millions of Dollars)



Notes: Values include only identifiable or "known" exports – i.e., 1992 & 2001 exports that can be linked to individual companies utilizing information on U.S. export declarations. SMEs (small and medium-sized enterprises) are firms with fewer than 500 employees.

Source: U.S. Department of Commerce, Exporter Data Base.

OVER THE 1992-2001 PERIOD, THE FASTEST-GROWING MARKETS FOR SMEs WERE BRAZIL, SWITZERLAND, AND MALAYSIA

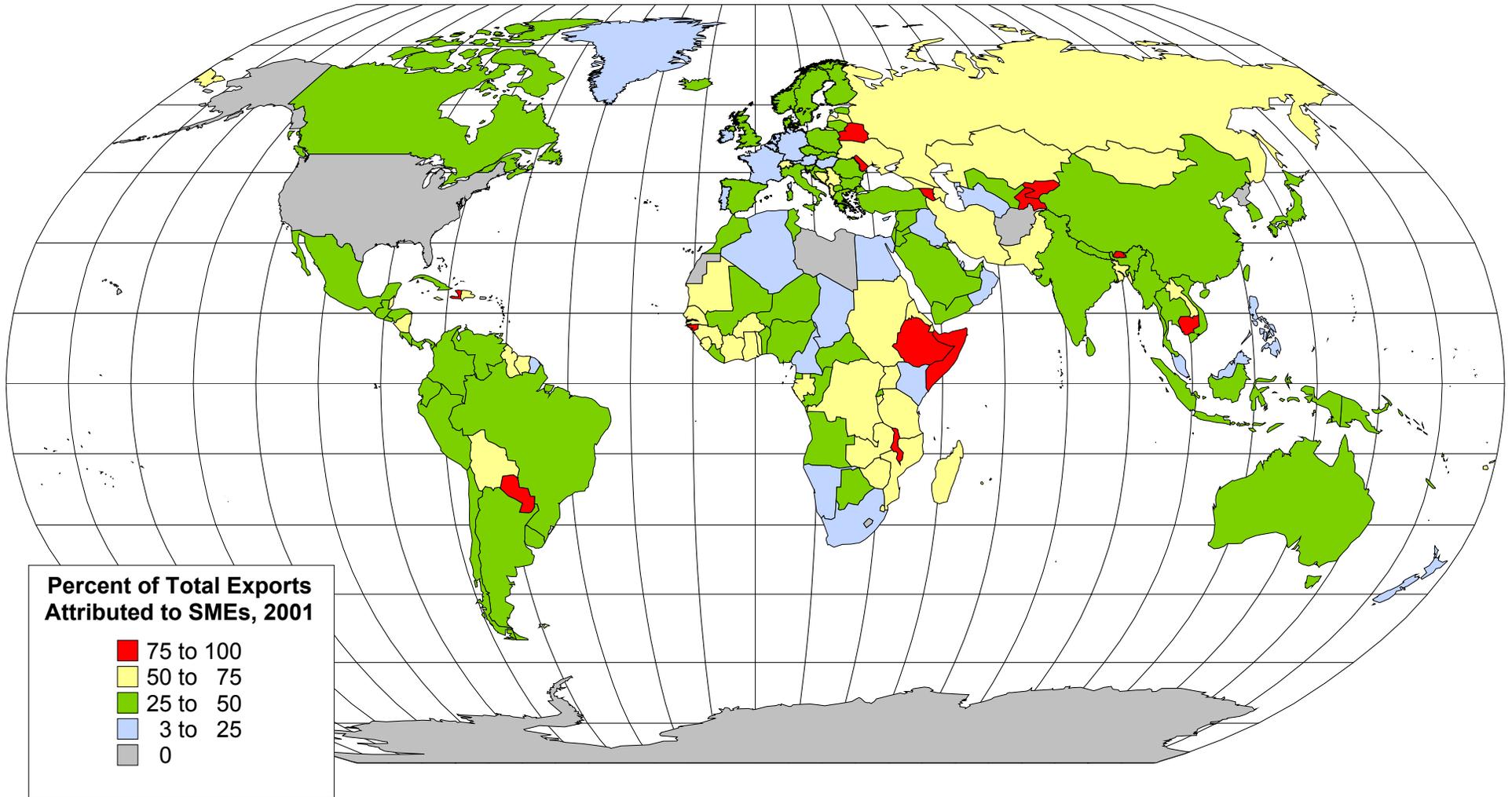


Notes: Values include only identifiable or "known" exports – i.e., 1992 & 2001 exports that can be linked to individual companies utilizing information on U.S. export declarations. SMEs (small and medium-sized enterprises) are firms with fewer than 500 employees.

Source: U.S. Department of Commerce, Exporter Data Base.

IN NINETY-THREE MARKETS, SMALL AND MEDIUM-SIZED ENTERPRISES ARE RESPONSIBLE FOR AT LEAST HALF OF ALL U.S. EXPORTS

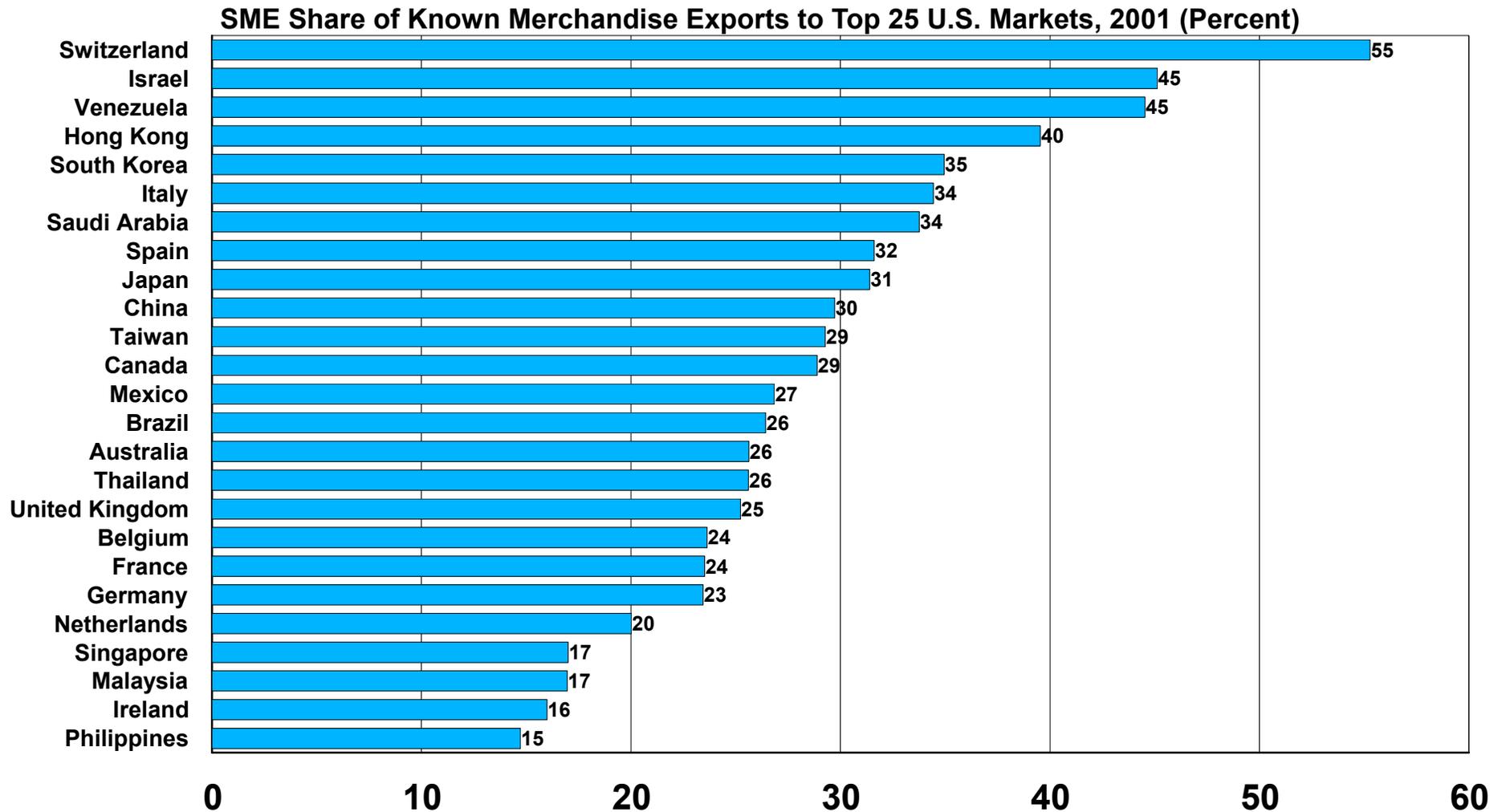
Percent of U.S. Merchandise Exports Attributed to Small and Medium-Sized Enterprises (SMEs), 2001



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. The known value of U.S. merchandise exports in 2001 was \$623 billion. Of that, \$182 billion, or 29 percent, was attributed to SMEs.

Source: U.S. Department of Commerce, Exporter Data Base.

SMEs PLAY AN IMPORTANT ROLE IN EXPORTS TO KEY MARKETS



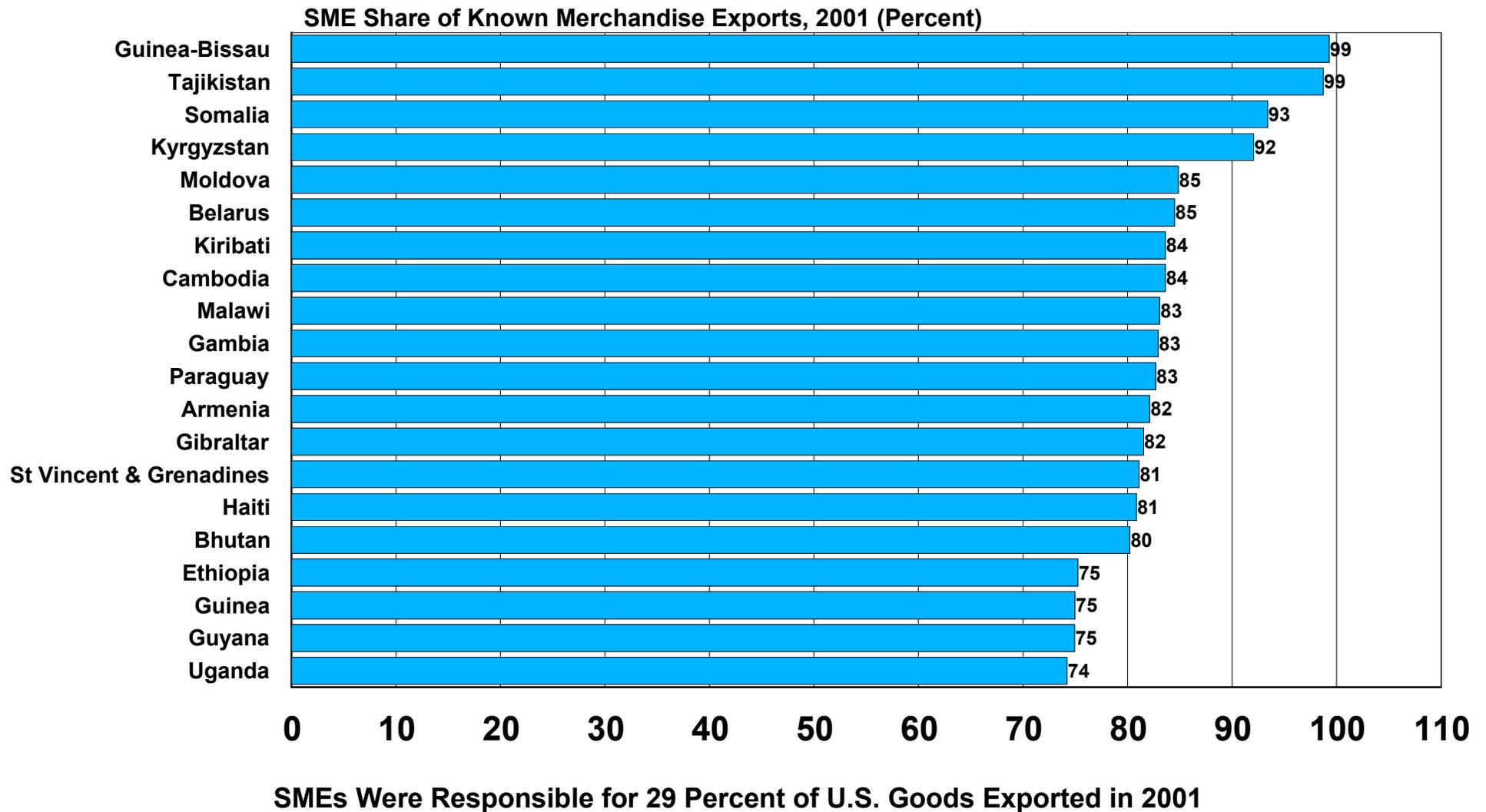
SMEs Were Responsible for 29 Percent of U.S. Goods Exported in 2001

Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

SMALL AND MEDIUM-SIZED ENTERPRISES DOMINATE EXPORTS TO MANY SMALLER MARKETS



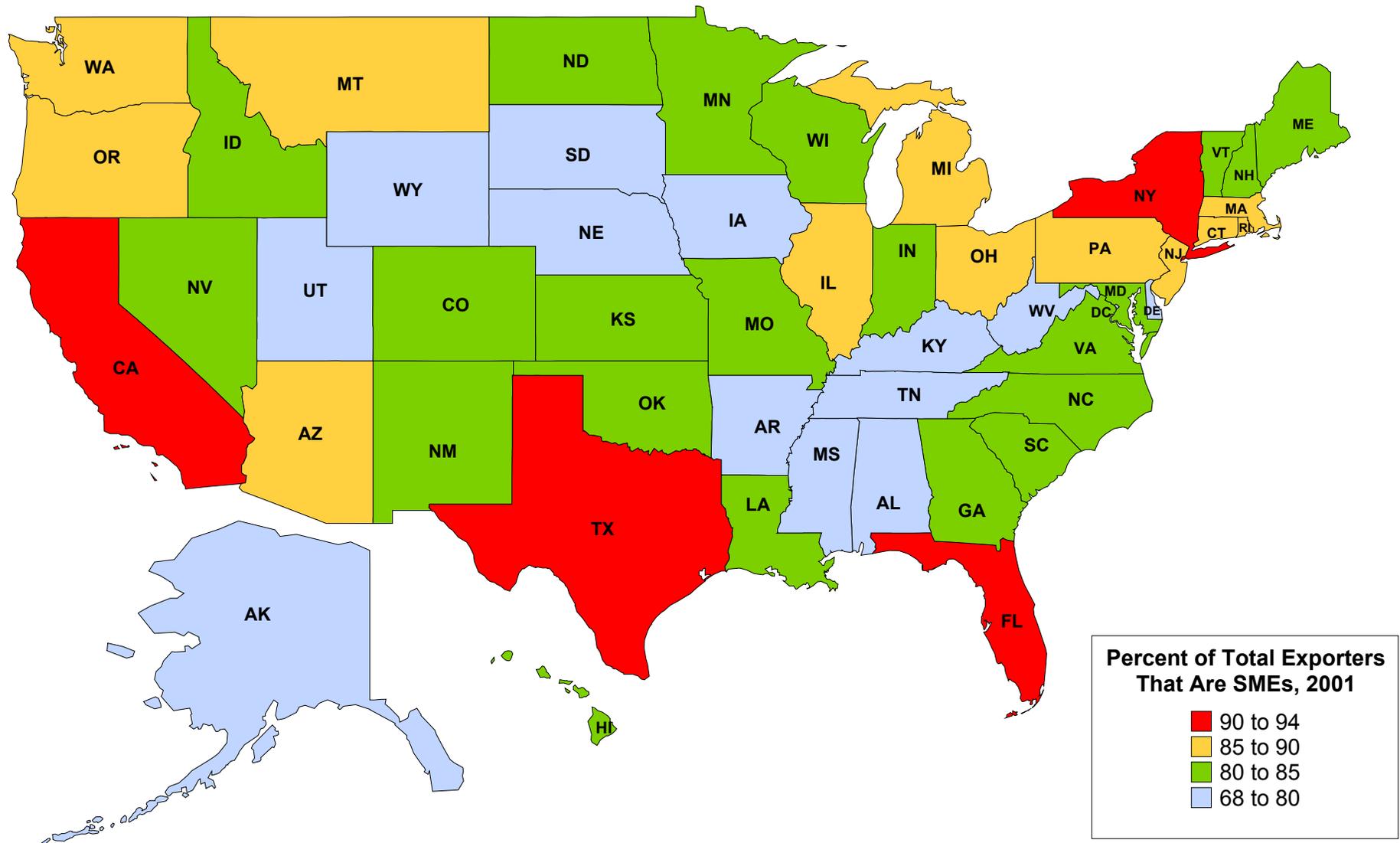
Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations.

Source: U.S. Department of Commerce, Exporter Data Base.

IN THIRTY-SEVEN STATES, AT LEAST EIGHTY PERCENT OF ALL EXPORTERS ARE SMEs

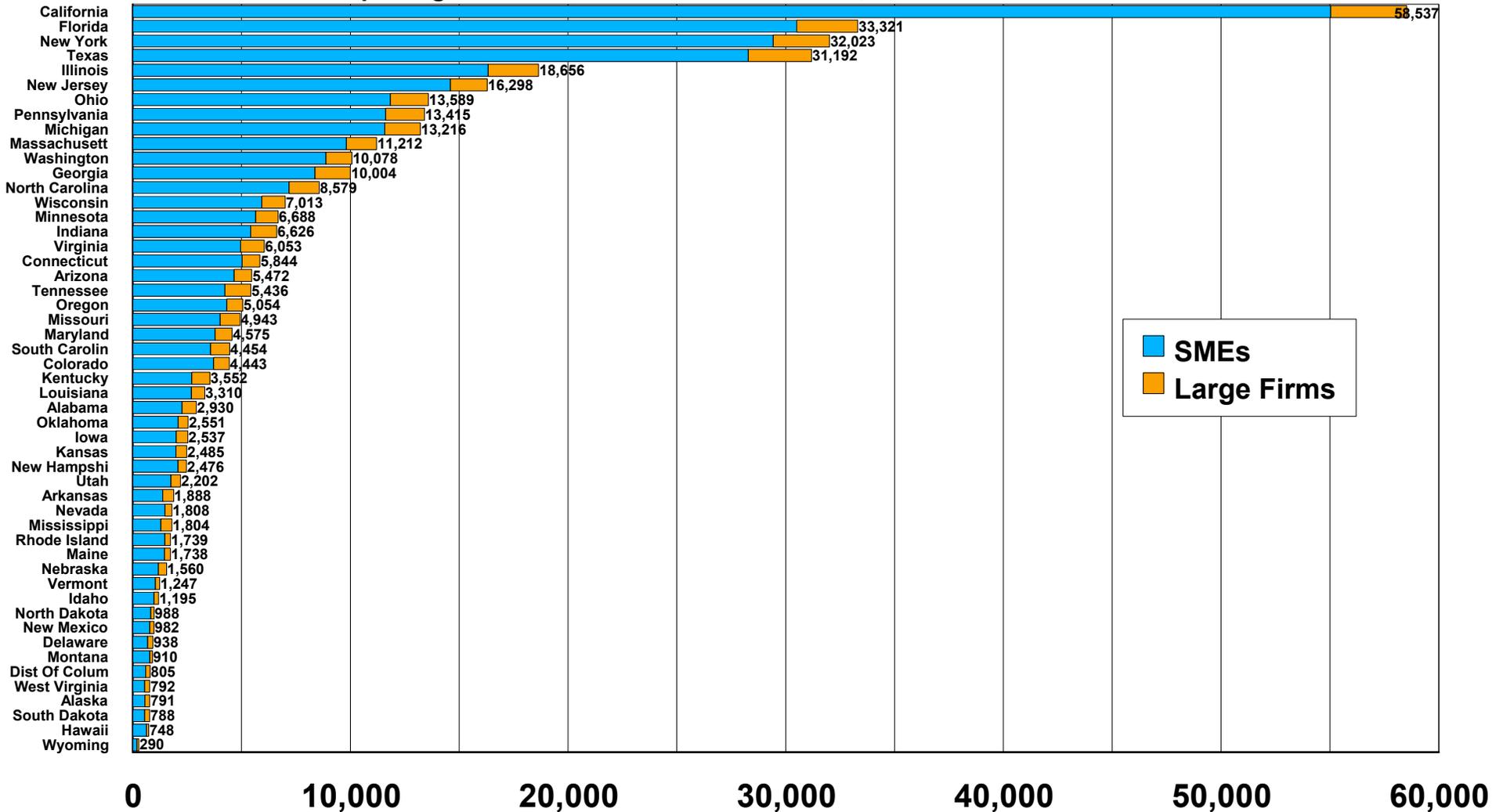
Percent of Companies Exporting Merchandise from Each State that are Small and Medium-Sized Enterprises (SMEs), 2001



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. A total of 238,284 companies exported merchandise from the U.S. in 2001. Of those firms, 230,736 (97 percent) were SMEs. Firms sometimes export from more than one state location and therefore state totals cannot be summed to arrive at a U.S. total. Source: U.S. Department of Commerce, Exporter Data Base.

IN EVERY STATE, A MAJORITY OF EXPORTERS ARE SMEs

Number of Firms Exporting Merchandise from State Locations, 2001



230,736 SMEs Exported Goods from the U.S. in 2001

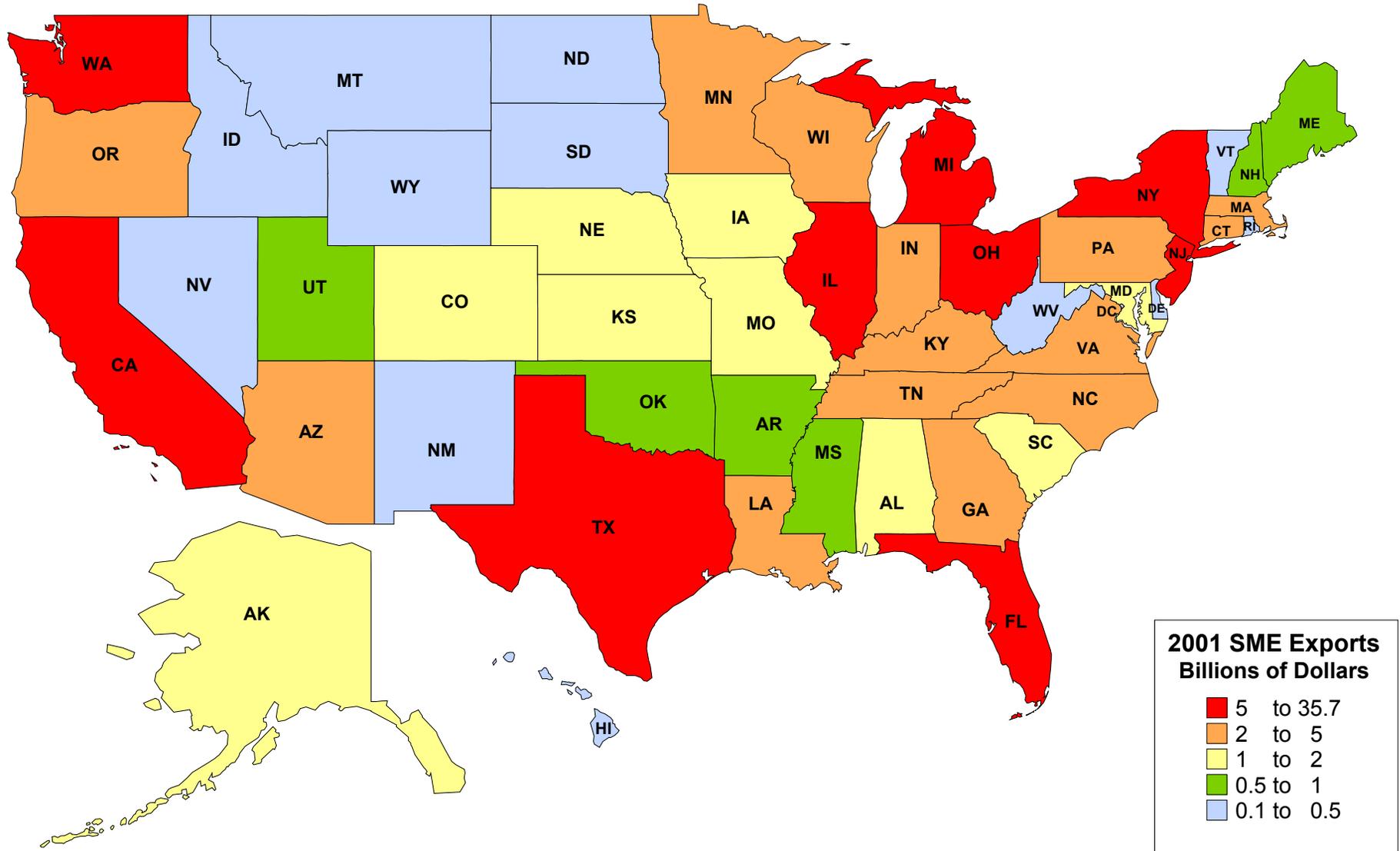
Definitions: SMEs are small and medium-sized enterprises with fewer than 500 employees. Large companies have 500 or more employees

Note: Because firms sometimes export from multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

IN THIRTY-TWO STATES, SMEs EXPORT \$1 BILLION OR MORE

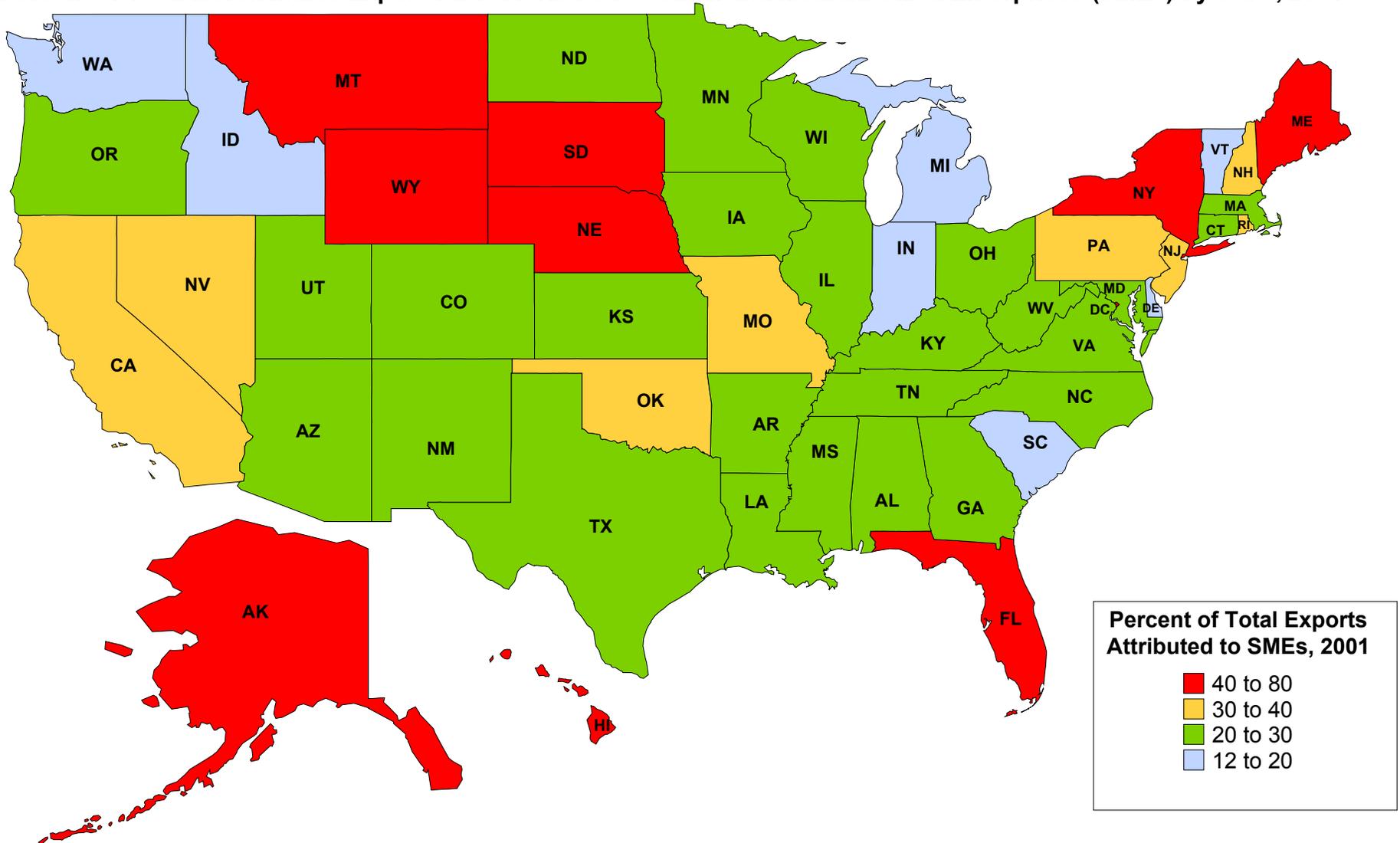
Dollar Value of Merchandise Exports Attributed to Small and Medium-Sized Enterprises (SMEs), 2001



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. The total value of SME merchandise exports from the U.S. in 2001 was \$182 billion. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. Source: U.S. Department of Commerce, Exporter Data Base.

IN SEVENTEEN STATES, SMEs ARE RESPONSIBLE FOR AT LEAST THIRTY PERCENT OF EXPORTS

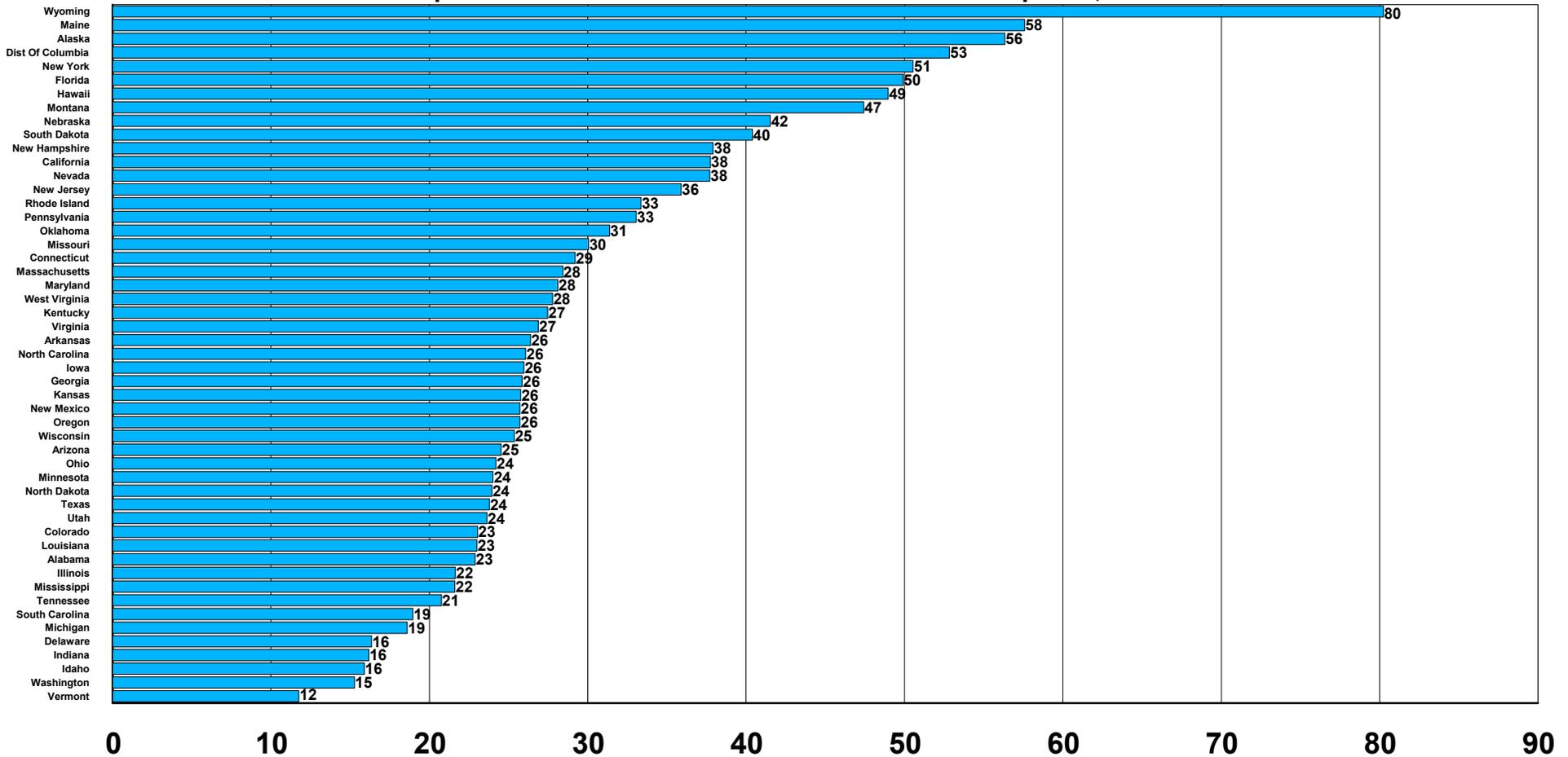
Percent of Total Merchandise Export Value Attributed to Small and Medium-Sized Enterprises (SMEs) by State, 2001



Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. In 2001, 29 percent of known U.S. exports were attributed to SMEs. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. Source: U.S. Department of Commerce, Exporter Data Base.

IN MANY STATES, SMEs ARE RESPONSIBLE FOR A SIZEABLE PORTION OF TOTAL EXPORTS

Percent of Each State's Exports Attributed to Small and Medium-Sized Enterprises, 2001



230,736 SMEs Exported Goods from the U.S. in 2001

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Because firms sometimes export from multiple locations, state exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

SUMMARY TABLES

U.S. MERCHANDISE EXPORTS TO THE WORLD, 2001

Number of Exporters and Known Value of Exports of Merchandise by Product Sector and Company Size

Data Arrayed by Three- and Four-Digit NAICS Code

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
AP	All Products	230,736	7,548	238,284	96.8	182,223	441,171	623,394	29.2
AM	All Manufactured Products	210,874	7,194	218,068	96.7	157,185	418,237	575,422	27.3
AN	All Nonmanufactured Products	54,639	4,642	59,281	92.2	25,038	22,934	47,972	52.2
311	Processed Foods	10,389	1,085	11,474	90.5	11,140	12,812	23,952	46.5
3111	Animal Foods	1,057	148	1,205	87.7	505	924	1,429	35.3
3112	Grain And Oilseed Milling Products	2,243	361	2,604	86.1	1,387	3,558	4,946	28.0
3113	Sugar And Confectionery Products	1,204	236	1,440	83.6	398	725	1,124	35.4
3114	Fruit And Vegetable Preserves And Specialty Foods	2,416	328	2,744	88.0	1,161	1,230	2,391	48.6
3115	Dairy Products	1,178	225	1,403	84.0	646	415	1,061	60.9
3116	Meat Products And Meat Packaging Products	2,251	364	2,615	86.1	5,410	3,815	9,225	58.6
3117	Seafood Products Prepared, Canned And Packaged	553	91	644	85.9	173	136	309	56.0
3118	Bakery And Tortilla Products	1,029	228	1,257	81.9	210	327	537	39.1
3119	Foods, Nesoi	3,567	478	4,045	88.2	1,250	1,681	2,931	42.6
312	Beverages & Tobacco Prod.	1,556	227	1,783	87.3	451	3,743	4,194	10.7
3121	Beverages	1,429	205	1,634	87.5	364	N/A	N/A	N/A
3122	Tobacco Products	155	39	194	79.9	86	N/A	N/A	N/A
313	Fabric Mill Products	8,504	1,158	9,662	88.0	2,587	3,899	6,486	39.9
3131	Fibers, Yarns, And Threads	1,003	248	1,251	80.2	238	324	562	42.4
3132	Fabrics	7,398	1,067	8,465	87.4	2,110	3,113	5,222	40.4
3133	Finished And Coated Textile Fabrics	1,553	361	1,914	81.1	239	462	701	34.1
314	Non-Apparel Textile Products	6,104	1,048	7,152	85.3	641	1,021	1,662	38.6
3141	Textile Furnishings	2,860	514	3,374	84.8	354	571	924	38.3
3149	Other Textile Products	3,576	758	4,334	82.5	287	451	738	38.9
315	Apparel Manufactures	8,847	1,008	9,855	89.8	3,357	2,682	6,039	55.6
3151	Knit Apparel	362	69	431	84.0	119	209	328	36.2
3152	Apparel	6,400	727	7,127	89.8	2,659	1,912	4,571	58.2
3159	Apparel Accessories	3,791	597	4,388	86.4	579	560	1,139	50.8
316	Leather & Related Prod.	5,297	857	6,154	86.1	948	1,371	2,319	40.9
3161	Leather And Hide Tanning	844	161	1,005	84.0	434	844	1,278	33.9
3162	Footwear	1,747	197	1,944	89.9	207	192	399	51.8
3169	Other Leather Products	3,262	712	3,974	82.1	308	334	642	48.0
321	Wood Products	6,815	1,079	7,894	86.3	2,200	1,157	3,357	65.5
3211	Sawmill And Wood Products	2,298	238	2,536	90.6	1,302	529	1,830	71.1
3212	Veneer, Plywood, And Engineered Wood Products	1,681	320	2,001	84.0	568	336	904	62.9
3219	Other Wood Products	3,970	855	4,825	82.3	330	292	623	53.1

<u>NAICS</u>	<u>Product Sector</u>	<u>Number of Exporters</u>				<u>Value of Exports (Millions of Dollars)</u>			
		<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>	<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>
322	Paper Products	11,526	1,942	13,468	85.6	3,980	8,474	12,454	32.0
3221	Pulp, Paper, And Paperboard Mill Products	3,532	786	4,318	81.8	2,444	5,271	7,715	31.7
3222	Converted Paper Products	9,336	1,769	11,105	84.1	1,536	3,204	4,739	32.4
323	Printing & Related Products	11,027	2,098	13,125	84.0	2,023	2,092	4,115	49.2
3231	Printed Matter And Related Products, Nesoi	11,027	2,098	13,125	84.0	2,023	2,092	4,115	49.2
324	Petroleum & Coal Prod.	2,524	600	3,124	80.8	1,915	5,011	6,926	27.7
3241	Petroleum And Coal Products	2,524	600	3,124	80.8	1,915	5,011	6,926	27.7
325	Chemical Manufactures	26,220	2,599	28,819	91.0	17,139	53,369	70,508	24.3
3251	Basic Chemicals	8,483	1,329	9,812	86.5	5,423	18,515	23,938	22.7
3252	Resin, Synth Rubbr, & Artif/Synth Fibers & Filimnt	6,298	1,223	7,521	83.7	3,512	10,803	14,314	24.5
3253	Pesticides, Fertilizers And Other Agric Chemicals	1,254	306	1,560	80.4	1,412	2,190	3,602	39.2
3254	Pharmaceuticals And Medicines	4,560	726	5,286	86.3	3,002	13,596	16,597	18.1
3255	Paints, Coatings, And Adhesives	4,086	850	4,936	82.8	611	1,350	1,961	31.1
3256	Soaps, Cleaning Compounds, And Toilet Preparations	7,065	947	8,012	88.2	1,989	2,938	4,926	40.4
3259	Other Chemical Products And Preparations	5,076	1,015	6,091	83.3	1,192	3,978	5,169	23.1
326	Plastics & Rubber Products	22,739	2,753	25,492	89.2	4,419	9,867	14,286	30.9
3261	Plastics Products	18,405	2,483	20,888	88.1	3,483	6,444	9,926	35.1
3262	Rubber Products	6,774	1,353	8,127	83.4	937	3,423	4,360	21.5
327	Non-Metallic Mineral Mfrs.	11,141	1,781	12,922	86.2	1,755	4,867	6,622	26.5
3271	Clay And Refractory Products	3,382	761	4,143	81.6	382	717	1,099	34.8
3272	Glass And Glass Products	4,946	1,060	6,006	82.4	760	3,306	4,066	18.7
3273	Cement And Concrete Products	717	180	897	79.9	68	56	124	54.9
3274	Lime And Gypsum Products	283	86	369	76.7	23	43	66	35.1
3279	Other Nonmetallic Mineral Products	3,682	790	4,472	82.3	522	744	1,267	41.2
331	Primary Metal Manufactures	12,813	1,913	14,726	87.0	7,194	9,712	16,906	42.6
3311	Iron And Steel And Ferroalloy	5,768	1,096	6,864	84.0	1,951	2,326	4,277	45.6
3312	Steel Products From Purchased Steel	1,259	394	1,653	76.2	112	163	275	40.7
3313	Alumina And Aluminum And Processing	3,017	793	3,810	79.2	1,073	2,246	3,319	32.3
3314	Nonferrous Metal (Except Aluminum) And Processing	4,641	1,019	5,660	82.0	3,903	4,798	8,701	44.9
3315	Foundries	1,272	397	1,669	76.2	156	178	334	46.6
332	Fabricated Metal Products	32,323	3,139	35,462	91.1	5,556	10,874	16,430	33.8
3321	Crowns, Closures, Seals & Othr Packing Accessories	406	191	597	68.0	49	208	257	18.9
3322	Cutlery And Handtools	6,475	1,309	7,784	83.2	475	889	1,364	34.8
3323	Architectural And Structural Metals	2,880	671	3,551	81.1	344	335	679	50.6
3324	Boilers, Tanks, And Shipping Containers	3,234	867	4,101	78.9	496	850	1,346	36.8
3325	Hardware	3,945	905	4,850	81.3	466	1,294	1,760	26.5
3326	Springs And Wire Products	3,320	864	4,184	79.3	250	385	635	39.4
3327	Bolts,Nuts,Screws,Rivets,Washrs & Othr Turned Prod	4,301	985	5,286	81.4	425	658	1,082	39.3
3329	Other Fabricated Metal Products	18,371	2,325	20,696	88.8	3,052	6,255	9,307	32.8
333	Machinery Manufactures	66,528	4,267	70,795	94.0	22,049	47,946	69,995	31.5

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
3331	Agriculture And Construction Machinery	15,021	1,816	16,837	89.2	4,590	10,573	15,163	30.3
3332	Industrial Machinery	13,749	1,923	15,672	87.7	3,550	4,742	8,293	42.8
3333	Commercial And Service Industry Machinery	12,474	1,843	14,317	87.1	2,320	5,205	7,524	30.8
3334	Ventilation, Heating, A/C, & Commercl Refrig Equip	6,701	1,200	7,901	84.8	1,248	3,211	4,459	28.0
3335	Metalworking Machinery	11,812	1,833	13,645	86.6	1,929	2,611	4,540	42.5
3336	Engines, Turbines, And Power Transmission Equip	8,471	1,298	9,769	86.7	1,930	9,330	11,260	17.1
3339	Other General Purpose Machinery	34,013	3,116	37,129	91.6	6,482	12,274	18,756	34.6
334	Computers & Electronic Prod.	61,467	4,379	65,846	93.3	33,370	114,276	147,646	22.6
3341	Computer Equipment	26,348	3,132	29,480	89.4	9,957	32,563	42,521	23.4
3342	Communications Equipment	9,955	1,457	11,412	87.2	3,933	12,916	16,849	23.3
3343	Audio And Video Equipment	7,135	1,021	8,156	87.5	1,894	2,912	4,806	39.4
3344	Semiconductors And Other Electronic Components	21,853	2,271	24,124	90.6	10,409	46,545	56,954	18.3
3345	Navigatnl, Measuring, Electromedical, & Cntl Instr	25,545	2,762	28,307	90.2	6,813	18,364	25,177	27.1
3346	Magnetic And Optical Media	2,517	517	3,034	83.0	362	977	1,339	27.0
335	Elec. Eq., Appliances, & Parts	28,724	2,915	31,639	90.8	6,070	15,549	21,619	28.1
3351	Electric Lighting Equipment	4,231	744	4,975	85.0	526	816	1,341	39.2
3352	Household Appliances And Misc Machines, Nesoi	5,819	1,045	6,864	84.8	891	2,065	2,956	30.1
3353	Electrical Equipment	11,110	1,843	12,953	85.8	1,699	5,655	7,355	23.1
3359	Electrical Equipment And Components, Nesoi	15,240	2,029	17,269	88.3	2,954	7,013	9,967	29.6
336	Transportation Equipment	31,707	2,663	34,370	92.3	19,520	97,581	117,100	16.7
3361	Motor Vehicles	7,624	567	8,191	93.1	3,016	20,228	23,244	13.0
3362	Motor Vehicle Bodies And Trailers	2,573	454	3,027	85.0	379	761	1,140	33.2
3363	Motor Vehicle Parts	14,533	1,898	16,431	88.4	5,531	31,694	37,225	14.9
3364	Aerospace Products And Parts	8,221	1,060	9,281	88.6	9,073	42,997	52,070	17.4
3365	Railroad Rolling Stock	1,149	339	1,488	77.2	515	636	1,151	44.7
3366	Ships And Boats	1,139	153	1,292	88.2	429	697	1,127	38.1
3369	Transportation Equipment, Nesoi	2,170	333	2,503	86.7	577	568	1,144	50.4
337	Furniture & Related Products	8,692	1,510	10,202	85.2	811	1,082	1,893	42.8
3371	Household/Institutnl Furniture & Kitchen Cabinets	5,910	1,110	7,020	84.2	478	494	971	49.2
3372	Office Furniture (Including Fixtures)	3,735	946	4,681	79.8	299	571	869	34.4
3379	Furniture Related Products, Nesoi	454	102	556	81.7	35	17	52	66.6
339	Misc. Manufactures	32,965	2,812	35,777	92.1	10,059	10,852	20,911	48.1
3391	Medical Equipment And Supplies	9,430	1,150	10,580	89.1	2,703	6,983	9,685	27.9
3399	Miscellaneous Manufactured Commodities	25,534	2,464	27,998	91.2	7,357	3,869	11,226	65.5

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Figures refer to firms selling specific products abroad. Because firms sometimes export multiple products, a single firm can be represented in multiple product sectors. Therefore, product categories cannot be summed to arrive at a U.S. total. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. The value of exports in NAICS categories 3121 (Beverages) and 3122 (Tobacco Products) have been suppressed due to federal disclosure regulations.

Source: U.S. Department of Commerce, Exporter Data Base.

U.S. MERCHANDISE EXPORTS TO THE WORLD, 2001

Number of Exporters and Known Value of Exports of Merchandise by Product Sector and Company Size

Data Ranked by Total Number of Exporters

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
AP	All Products	230,736	7,548	238,284	96.8	182,223	441,171	623,394	29.2
AM	All Manufactured Products	210,874	7,194	218,068	96.7	157,185	418,237	575,422	27.3
333	Machinery Manufactures	66,528	4,267	70,795	94.0	22,049	47,946	69,995	31.5
334	Computers & Electronic Prod.	61,467	4,379	65,846	93.3	33,370	114,276	147,646	22.6
AN	All Nonmanufactured Products	54,639	4,642	59,281	92.2	25,038	22,934	47,972	52.2
3339	Other General Purpose Machinery	34,013	3,116	37,129	91.6	6,482	12,274	18,756	34.6
339	Misc. Manufactures	32,965	2,812	35,777	92.1	10,059	10,852	20,911	48.1
332	Fabricated Metal Products	32,323	3,139	35,462	91.1	5,556	10,874	16,430	33.8
336	Transportation Equipment	31,707	2,663	34,370	92.3	19,520	97,581	117,100	16.7
335	Elec. Eq., Appliances, & Parts	28,724	2,915	31,639	90.8	6,070	15,549	21,619	28.1
3341	Computer Equipment	26,348	3,132	29,480	89.4	9,957	32,563	42,521	23.4
325	Chemical Manufactures	26,220	2,599	28,819	91.0	17,139	53,369	70,508	24.3
3345	Navigatnl, Measuring, Electromedical, & Cntl Instr	25,545	2,762	28,307	90.2	6,813	18,364	25,177	27.1
3399	Miscellaneous Manufactured Commodities	25,534	2,464	27,998	91.2	7,357	3,869	11,226	65.5
326	Plastics & Rubber Products	22,739	2,753	25,492	89.2	4,419	9,867	14,286	30.9
3344	Semiconductors And Other Electronic Components	21,853	2,271	24,124	90.6	10,409	46,545	56,954	18.3
3261	Plastics Products	18,405	2,483	20,888	88.1	3,483	6,444	9,926	35.1
3329	Other Fabricated Metal Products	18,371	2,325	20,696	88.8	3,052	6,255	9,307	32.8
3359	Electrical Equipment And Components, Nesoi	15,240	2,029	17,269	88.3	2,954	7,013	9,967	29.6
3331	Agriculture And Construction Machinery	15,021	1,816	16,837	89.2	4,590	10,573	15,163	30.3
3363	Motor Vehicle Parts	14,533	1,898	16,431	88.4	5,531	31,694	37,225	14.9
3332	Industrial Machinery	13,749	1,923	15,672	87.7	3,550	4,742	8,293	42.8
331	Primary Metal Manufactures	12,813	1,913	14,726	87.0	7,194	9,712	16,906	42.6
3333	Commercial And Service Industry Machinery	12,474	1,843	14,317	87.1	2,320	5,205	7,524	30.8
3335	Metalworking Machinery	11,812	1,833	13,645	86.6	1,929	2,611	4,540	42.5
322	Paper Products	11,526	1,942	13,468	85.6	3,980	8,474	12,454	32.0
323	Printing & Related Products	11,027	2,098	13,125	84.0	2,023	2,092	4,115	49.2
3231	Printed Matter And Related Products, Nesoi	11,027	2,098	13,125	84.0	2,023	2,092	4,115	49.2
3353	Electrical Equipment	11,110	1,843	12,953	85.8	1,699	5,655	7,355	23.1
327	Non-Metallic Mineral Mfrs.	11,141	1,781	12,922	86.2	1,755	4,867	6,622	26.5
311	Processed Foods	10,389	1,085	11,474	90.5	11,140	12,812	23,952	46.5
3342	Communications Equipment	9,955	1,457	11,412	87.2	3,933	12,916	16,849	23.3
3222	Converted Paper Products	9,336	1,769	11,105	84.1	1,536	3,204	4,739	32.4
3391	Medical Equipment And Supplies	9,430	1,150	10,580	89.1	2,703	6,983	9,685	27.9
337	Furniture & Related Products	8,692	1,510	10,202	85.2	811	1,082	1,893	42.8

<u>NAICS</u>	<u>Product Sector</u>	<u>Number of Exporters</u>				<u>Value of Exports (Millions of Dollars)</u>			
		<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>	<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>
315	Apparel Manufactures	8,847	1,008	9,855	89.8	3,357	2,682	6,039	55.6
3251	Basic Chemicals	8,483	1,329	9,812	86.5	5,423	18,515	23,938	22.7
3336	Engines, Turbines, And Power Transmission Equip	8,471	1,298	9,769	86.7	1,930	9,330	11,260	17.1
313	Fabric Mill Products	8,504	1,158	9,662	88.0	2,587	3,899	6,486	39.9
3364	Aerospace Products And Parts	8,221	1,060	9,281	88.6	9,073	42,997	52,070	17.4
3132	Fabrics	7,398	1,067	8,465	87.4	2,110	3,113	5,222	40.4
3361	Motor Vehicles	7,624	567	8,191	93.1	3,016	20,228	23,244	13.0
3343	Audio And Video Equipment	7,135	1,021	8,156	87.5	1,894	2,912	4,806	39.4
3262	Rubber Products	6,774	1,353	8,127	83.4	937	3,423	4,360	21.5
3256	Soaps, Cleaning Compounds, And Toilet Preparations	7,065	947	8,012	88.2	1,989	2,938	4,926	40.4
3334	Ventilation, Heating, A/C, & Commercl Refrig Equip	6,701	1,200	7,901	84.8	1,248	3,211	4,459	28.0
321	Wood Products	6,815	1,079	7,894	86.3	2,200	1,157	3,357	65.5
3322	Cutlery And Handtools	6,475	1,309	7,784	83.2	475	889	1,364	34.8
3252	Resin, Synth Rubbr, & Artif/Synth Fibers & Filimnt	6,298	1,223	7,521	83.7	3,512	10,803	14,314	24.5
314	Non-Apparel Textile Products	6,104	1,048	7,152	85.3	641	1,021	1,662	38.6
3152	Apparel	6,400	727	7,127	89.8	2,659	1,912	4,571	58.2
3371	Household/Institutnl Furniture & Kitchen Cabinets	5,910	1,110	7,020	84.2	478	494	971	49.2
3311	Iron And Steel And Ferroalloy	5,768	1,096	6,864	84.0	1,951	2,326	4,277	45.6
3352	Household Appliances And Misc Machines, Nesoi	5,819	1,045	6,864	84.8	891	2,065	2,956	30.1
316	Leather & Related Prod.	5,297	857	6,154	86.1	948	1,371	2,319	40.9
3259	Other Chemical Products And Preparations	5,076	1,015	6,091	83.3	1,192	3,978	5,169	23.1
3272	Glass And Glass Products	4,946	1,060	6,006	82.4	760	3,306	4,066	18.7
3314	Nonferrous Metal (Except Aluminum) And Processing	4,641	1,019	5,660	82.0	3,903	4,798	8,701	44.9
3254	Pharmaceuticals And Medicines	4,560	726	5,286	86.3	3,002	13,596	16,597	18.1
3327	Bolts,Nuts,Screws,Rivets,Washrs & Othr Turned Prod	4,301	985	5,286	81.4	425	658	1,082	39.3
3351	Electric Lighting Equipment	4,231	744	4,975	85.0	526	816	1,341	39.2
3255	Paints, Coatings, And Adhesives	4,086	850	4,936	82.8	611	1,350	1,961	31.1
3325	Hardware	3,945	905	4,850	81.3	466	1,294	1,760	26.5
3219	Other Wood Products	3,970	855	4,825	82.3	330	292	623	53.1
3372	Office Furniture (Including Fixtures)	3,735	946	4,681	79.8	299	571	869	34.4
3279	Other Nonmetallic Mineral Products	3,682	790	4,472	82.3	522	744	1,267	41.2
3159	Apparel Accessories	3,791	597	4,388	86.4	579	560	1,139	50.8
3149	Other Textile Products	3,576	758	4,334	82.5	287	451	738	38.9
3221	Pulp, Paper, And Paperboard Mill Products	3,532	786	4,318	81.8	2,444	5,271	7,715	31.7
3326	Springs And Wire Products	3,320	864	4,184	79.3	250	385	635	39.4
3271	Clay And Refractory Products	3,382	761	4,143	81.6	382	717	1,099	34.8
3324	Boilers, Tanks, And Shipping Containers	3,234	867	4,101	78.9	496	850	1,346	36.8
3119	Foods, Nesoi	3,567	478	4,045	88.2	1,250	1,681	2,931	42.6
3169	Other Leather Products	3,262	712	3,974	82.1	308	334	642	48.0
3313	Alumina And Aluminum And Processing	3,017	793	3,810	79.2	1,073	2,246	3,319	32.3

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
3323	Architectural And Structural Metals	2,880	671	3,551	81.1	344	335	679	50.6
3141	Textile Furnishings	2,860	514	3,374	84.8	354	571	924	38.3
3241	Petroleum And Coal Products	2,524	600	3,124	80.8	1,915	5,011	6,926	27.7
324	Petroleum & Coal Prod.	2,524	600	3,124	80.8	1,915	5,011	6,926	27.7
3346	Magnetic And Optical Media	2,517	517	3,034	83.0	362	977	1,339	27.0
3362	Motor Vehicle Bodies And Trailers	2,573	454	3,027	85.0	379	761	1,140	33.2
3114	Fruit And Vegetable Preserves And Specialty Foods	2,416	328	2,744	88.0	1,161	1,230	2,391	48.6
3116	Meat Products And Meat Packaging Products	2,251	364	2,615	86.1	5,410	3,815	9,225	58.6
3112	Grain And Oilseed Milling Products	2,243	361	2,604	86.1	1,387	3,558	4,946	28.0
3211	Sawmill And Wood Products	2,298	238	2,536	90.6	1,302	529	1,830	71.1
3369	Transportation Equipment, Nesoi	2,170	333	2,503	86.7	577	568	1,144	50.4
3212	Veneer, Plywood, And Engineered Wood Products	1,681	320	2,001	84.0	568	336	904	62.9
3162	Footwear	1,747	197	1,944	89.9	207	192	399	51.8
3133	Finished And Coated Textile Fabrics	1,553	361	1,914	81.1	239	462	701	34.1
312	Beverages & Tobacco Prod.	1,556	227	1,783	87.3	451	3,743	4,194	10.7
3315	Foundries	1,272	397	1,669	76.2	156	178	334	46.6
3312	Steel Products From Purchased Steel	1,259	394	1,653	76.2	112	163	275	40.7
3121	Beverages	1,429	205	1,634	87.5	364	N/A	N/A	N/A
3253	Pesticides, Fertilizers And Other Agric Chemicals	1,254	306	1,560	80.4	1,412	2,190	3,602	39.2
3365	Railroad Rolling Stock	1,149	339	1,488	77.2	515	636	1,151	44.7
3113	Sugar And Confectionery Products	1,204	236	1,440	83.6	398	725	1,124	35.4
3115	Dairy Products	1,178	225	1,403	84.0	646	415	1,061	60.9
3366	Ships And Boats	1,139	153	1,292	88.2	429	697	1,127	38.1
3118	Bakery And Tortilla Products	1,029	228	1,257	81.9	210	327	537	39.1
3131	Fibers, Yarns, And Threads	1,003	248	1,251	80.2	238	324	562	42.4
3111	Animal Foods	1,057	148	1,205	87.7	505	924	1,429	35.3
3161	Leather And Hide Tanning	844	161	1,005	84.0	434	844	1,278	33.9
3273	Cement And Concrete Products	717	180	897	79.9	68	56	124	54.9
3117	Seafood Products Prepared, Canned And Packaged	553	91	644	85.9	173	136	309	56.0
3321	Crowns, Closures, Seals & Othr Packing Accessories	406	191	597	68.0	49	208	257	18.9
3379	Furniture Related Products, Nesoi	454	102	556	81.7	35	17	52	66.6
3151	Knit Apparel	362	69	431	84.0	119	209	328	36.2
3274	Lime And Gypsum Products	283	86	369	76.7	23	43	66	35.1
3122	Tobacco Products	155	39	194	79.9	86	N/A	N/A	N/A

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Figures refer to firms selling specific products abroad. Because firms sometimes export multiple products, a single firm can be represented in multiple product sectors. Therefore, product categories cannot be summed to arrive at a U.S. total. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. The value of exports in NAICS categories 3121 (Beverages) and 3122 (Tobacco Products) have been suppressed due to federal disclosure regulations.

Source: U.S. Department of Commerce, Exporter Data Base.

U.S. MERCHANDISE EXPORTS TO THE WORLD, 2001

Number of Exporters and Known Value of Exports of Merchandise by Product Sector and Company Size

Data Ranked by Total Value of Exports

NAICS	Product Sector	Number of Exporters				Value of Exports (Millions of Dollars)			
		SMEs	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
AP	All Products	230,736	7,548	238,284	96.8	182,223	441,171	623,394	29.2
AM	All Manufactured Products	210,874	7,194	218,068	96.7	157,185	418,237	575,422	27.3
334	Computers & Electronic Prod.	61,467	4,379	65,846	93.3	33,370	114,276	147,646	22.6
336	Transportation Equipment	31,707	2,663	34,370	92.3	19,520	97,581	117,100	16.7
325	Chemical Manufactures	26,220	2,599	28,819	91.0	17,139	53,369	70,508	24.3
333	Machinery Manufactures	66,528	4,267	70,795	94.0	22,049	47,946	69,995	31.5
3344	Semiconductors And Other Electronic Components	21,853	2,271	24,124	90.6	10,409	46,545	56,954	18.3
3364	Aerospace Products And Parts	8,221	1,060	9,281	88.6	9,073	42,997	52,070	17.4
AN	All Nonmanufactured Products	54,639	4,642	59,281	92.2	25,038	22,934	47,972	52.2
3341	Computer Equipment	26,348	3,132	29,480	89.4	9,957	32,563	42,521	23.4
3363	Motor Vehicle Parts	14,533	1,898	16,431	88.4	5,531	31,694	37,225	14.9
3345	Navigatnl, Measuring, Electromedical, & Cntl Instr	25,545	2,762	28,307	90.2	6,813	18,364	25,177	27.1
311	Processed Foods	10,389	1,085	11,474	90.5	11,140	12,812	23,952	46.5
3251	Basic Chemicals	8,483	1,329	9,812	86.5	5,423	18,515	23,938	22.7
3361	Motor Vehicles	7,624	567	8,191	93.1	3,016	20,228	23,244	13.0
335	Elec. Eq., Appliances, & Parts	28,724	2,915	31,639	90.8	6,070	15,549	21,619	28.1
339	Misc. Manufactures	32,965	2,812	35,777	92.1	10,059	10,852	20,911	48.1
3339	Other General Purpose Machinery	34,013	3,116	37,129	91.6	6,482	12,274	18,756	34.6
331	Primary Metal Manufactures	12,813	1,913	14,726	87.0	7,194	9,712	16,906	42.6
3342	Communications Equipment	9,955	1,457	11,412	87.2	3,933	12,916	16,849	23.3
3254	Pharmaceuticals And Medicines	4,560	726	5,286	86.3	3,002	13,596	16,597	18.1
332	Fabricated Metal Products	32,323	3,139	35,462	91.1	5,556	10,874	16,430	33.8
3331	Agriculture And Construction Machinery	15,021	1,816	16,837	89.2	4,590	10,573	15,163	30.3
3252	Resin, Synth Rubbr, & Artif/Synth Fibers & Filimnt	6,298	1,223	7,521	83.7	3,512	10,803	14,314	24.5
326	Plastics & Rubber Products	22,739	2,753	25,492	89.2	4,419	9,867	14,286	30.9
322	Paper Products	11,526	1,942	13,468	85.6	3,980	8,474	12,454	32.0
3336	Engines, Turbines, And Power Transmission Equip	8,471	1,298	9,769	86.7	1,930	9,330	11,260	17.1
3399	Miscellaneous Manufactured Commodities	25,534	2,464	27,998	91.2	7,357	3,869	11,226	65.5
3359	Electrical Equipment And Components, Nesoi	15,240	2,029	17,269	88.3	2,954	7,013	9,967	29.6
3261	Plastics Products	18,405	2,483	20,888	88.1	3,483	6,444	9,926	35.1
3391	Medical Equipment And Supplies	9,430	1,150	10,580	89.1	2,703	6,983	9,685	27.9
3329	Other Fabricated Metal Products	18,371	2,325	20,696	88.8	3,052	6,255	9,307	32.8
3116	Meat Products And Meat Packaging Products	2,251	364	2,615	86.1	5,410	3,815	9,225	58.6
3314	Nonferrous Metal (Except Aluminum) And Processing	4,641	1,019	5,660	82.0	3,903	4,798	8,701	44.9
3332	Industrial Machinery	13,749	1,923	15,672	87.7	3,550	4,742	8,293	42.8

<u>NAICS</u>	<u>Product Sector</u>	<u>Number of Exporters</u>				<u>Value of Exports (Millions of Dollars)</u>			
		<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>	<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>
3221	Pulp, Paper, And Paperboard Mill Products	3,532	786	4,318	81.8	2,444	5,271	7,715	31.7
3333	Commercial And Service Industry Machinery	12,474	1,843	14,317	87.1	2,320	5,205	7,524	30.8
3353	Electrical Equipment	11,110	1,843	12,953	85.8	1,699	5,655	7,355	23.1
3241	Petroleum And Coal Products	2,524	600	3,124	80.8	1,915	5,011	6,926	27.7
324	Petroleum & Coal Prod.	2,524	600	3,124	80.8	1,915	5,011	6,926	27.7
327	Non-Metallic Mineral Mfrs.	11,141	1,781	12,922	86.2	1,755	4,867	6,622	26.5
313	Fabric Mill Products	8,504	1,158	9,662	88.0	2,587	3,899	6,486	39.9
315	Apparel Manufactures	8,847	1,008	9,855	89.8	3,357	2,682	6,039	55.6
3132	Fabrics	7,398	1,067	8,465	87.4	2,110	3,113	5,222	40.4
3259	Other Chemical Products And Preparations	5,076	1,015	6,091	83.3	1,192	3,978	5,169	23.1
3112	Grain And Oilseed Milling Products	2,243	361	2,604	86.1	1,387	3,558	4,946	28.0
3256	Soaps, Cleaning Compounds, And Toilet Preparations	7,065	947	8,012	88.2	1,989	2,938	4,926	40.4
3343	Audio And Video Equipment	7,135	1,021	8,156	87.5	1,894	2,912	4,806	39.4
3222	Converted Paper Products	9,336	1,769	11,105	84.1	1,536	3,204	4,739	32.4
3152	Apparel	6,400	727	7,127	89.8	2,659	1,912	4,571	58.2
3335	Metalworking Machinery	11,812	1,833	13,645	86.6	1,929	2,611	4,540	42.5
3334	Ventilation, Heating, A/C, & Commercl Refrig Equip	6,701	1,200	7,901	84.8	1,248	3,211	4,459	28.0
3262	Rubber Products	6,774	1,353	8,127	83.4	937	3,423	4,360	21.5
3311	Iron And Steel And Ferroalloy	5,768	1,096	6,864	84.0	1,951	2,326	4,277	45.6
312	Beverages & Tobacco Prod.	1,556	227	1,783	87.3	451	3,743	4,194	10.7
323	Printing & Related Products	11,027	2,098	13,125	84.0	2,023	2,092	4,115	49.2
3231	Printed Matter And Related Products, Nesoi	11,027	2,098	13,125	84.0	2,023	2,092	4,115	49.2
3272	Glass And Glass Products	4,946	1,060	6,006	82.4	760	3,306	4,066	18.7
3253	Pesticides, Fertilizers And Other Agric Chemicals	1,254	306	1,560	80.4	1,412	2,190	3,602	39.2
321	Wood Products	6,815	1,079	7,894	86.3	2,200	1,157	3,357	65.5
3313	Alumina And Aluminum And Processing	3,017	793	3,810	79.2	1,073	2,246	3,319	32.3
3352	Household Appliances And Misc Machines, Nesoi	5,819	1,045	6,864	84.8	891	2,065	2,956	30.1
3119	Foods, Nesoi	3,567	478	4,045	88.2	1,250	1,681	2,931	42.6
3114	Fruit And Vegetable Preserves And Specialty Foods	2,416	328	2,744	88.0	1,161	1,230	2,391	48.6
316	Leather & Related Prod.	5,297	857	6,154	86.1	948	1,371	2,319	40.9
3255	Paints, Coatings, And Adhesives	4,086	850	4,936	82.8	611	1,350	1,961	31.1
337	Furniture & Related Products	8,692	1,510	10,202	85.2	811	1,082	1,893	42.8
3211	Sawmill And Wood Products	2,298	238	2,536	90.6	1,302	529	1,830	71.1
3325	Hardware	3,945	905	4,850	81.3	466	1,294	1,760	26.5
314	Non-Apparel Textile Products	6,104	1,048	7,152	85.3	641	1,021	1,662	38.6
3111	Animal Foods	1,057	148	1,205	87.7	505	924	1,429	35.3
3322	Cutlery And Handtools	6,475	1,309	7,784	83.2	475	889	1,364	34.8
3324	Boilers, Tanks, And Shipping Containers	3,234	867	4,101	78.9	496	850	1,346	36.8
3351	Electric Lighting Equipment	4,231	744	4,975	85.0	526	816	1,341	39.2
3346	Magnetic And Optical Media	2,517	517	3,034	83.0	362	977	1,339	27.0

<u>NAICS</u>	<u>Product Sector</u>	<u>Number of Exporters</u>				<u>Value of Exports (Millions of Dollars)</u>			
		<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>	<u>SMEs</u>	<u>Large</u>	<u>Total</u>	<u>% SMEs</u>
3161	Leather And Hide Tanning	844	161	1,005	84.0	434	844	1,278	33.9
3279	Other Nonmetallic Mineral Products	3,682	790	4,472	82.3	522	744	1,267	41.2
3365	Railroad Rolling Stock	1,149	339	1,488	77.2	515	636	1,151	44.7
3369	Transportation Equipment, Nesoi	2,170	333	2,503	86.7	577	568	1,144	50.4
3362	Motor Vehicle Bodies And Trailers	2,573	454	3,027	85.0	379	761	1,140	33.2
3159	Apparel Accessories	3,791	597	4,388	86.4	579	560	1,139	50.8
3366	Ships And Boats	1,139	153	1,292	88.2	429	697	1,127	38.1
3113	Sugar And Confectionery Products	1,204	236	1,440	83.6	398	725	1,124	35.4
3271	Clay And Refractory Products	3,382	761	4,143	81.6	382	717	1,099	34.8
3327	Bolts,Nuts,Screws,Rivets,Washrs & Othr Turned Prod	4,301	985	5,286	81.4	425	658	1,082	39.3
3115	Dairy Products	1,178	225	1,403	84.0	646	415	1,061	60.9
3371	Household/Institutnl Furniture & Kitchen Cabinets	5,910	1,110	7,020	84.2	478	494	971	49.2
3141	Textile Furnishings	2,860	514	3,374	84.8	354	571	924	38.3
3212	Veneer, Plywood, And Engineered Wood Products	1,681	320	2,001	84.0	568	336	904	62.9
3372	Office Furniture (Including Fixtures)	3,735	946	4,681	79.8	299	571	869	34.4
3149	Other Textile Products	3,576	758	4,334	82.5	287	451	738	38.9
3133	Finished And Coated Textile Fabrics	1,553	361	1,914	81.1	239	462	701	34.1
3323	Architectural And Structural Metals	2,880	671	3,551	81.1	344	335	679	50.6
3169	Other Leather Products	3,262	712	3,974	82.1	308	334	642	48.0
3326	Springs And Wire Products	3,320	864	4,184	79.3	250	385	635	39.4
3219	Other Wood Products	3,970	855	4,825	82.3	330	292	623	53.1
3131	Fibers, Yarns, And Threads	1,003	248	1,251	80.2	238	324	562	42.4
3118	Bakery And Tortilla Products	1,029	228	1,257	81.9	210	327	537	39.1
3162	Footwear	1,747	197	1,944	89.9	207	192	399	51.8
3315	Foundries	1,272	397	1,669	76.2	156	178	334	46.6
3151	Knit Apparel	362	69	431	84.0	119	209	328	36.2
3117	Seafood Products Prepared, Canned And Packaged	553	91	644	85.9	173	136	309	56.0
3312	Steel Products From Purchased Steel	1,259	394	1,653	76.2	112	163	275	40.7
3321	Crowns, Closures, Seals & Othr Packing Accessories	406	191	597	68.0	49	208	257	18.9
3273	Cement And Concrete Products	717	180	897	79.9	68	56	124	54.9
3274	Lime And Gypsum Products	283	86	369	76.7	23	43	66	35.1
3379	Furniture Related Products, Nesoi	454	102	556	81.7	35	17	52	66.6
3122	Tobacco Products	155	39	194	79.9	86	N/A	N/A	N/A
3121	Beverages	1,429	205	1,634	87.5	364	N/A	N/A	N/A

Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

Notes: Figures refer to firms selling specific products abroad. Because firms sometimes export multiple products, a single firm can be represented in multiple product sectors. Therefore, product categories cannot be summed to arrive at a U.S. total. Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. The value of exports in NAICS categories 3121 (Beverages) and 3122 (Tobacco Products) have been suppressed due to federal disclosure regulations.

Source: U.S. Department of Commerce, Exporter Data Base.

PROFILE OF U.S. EXPORTERS TO TOP 25 MARKETS, 2001

Number of Exporters and Known Value of Exports of Merchandise to the Top 25 U.S. Markets, by Company Size
Markets Listed Alphabetically

Market	SMEs*	Number of Exporters			Value of Exports (Millions of Dollars)**			
		Large	Total	% SMEs	SMEs	Large	Total	% SMEs
Australia	16,669	2,627	19,296	86.4	2,457	7,124	9,581	25.6
Belgium	8,016	1,799	9,815	81.7	2,800	9,039	11,839	23.7
Brazil	10,307	2,102	12,409	83.1	3,748	10,425	14,172	26.4
Canada	95,174	5,341	100,515	94.7	36,806	90,563	127,370	28.9
China	12,880	2,174	15,054	85.6	5,251	12,410	17,660	29.7
France	15,564	2,458	18,022	86.4	4,236	13,771	18,007	23.5
Germany	23,284	2,944	26,228	88.8	6,213	20,275	26,488	23.5
Hong Kong	17,623	2,469	20,092	87.7	4,984	7,618	12,602	39.5
Ireland	5,959	1,498	7,457	79.9	1,028	5,397	6,425	16.0
Israel	9,878	1,819	11,697	84.4	2,457	2,986	5,443	45.1
Italy	13,631	2,198	15,829	86.1	2,983	5,676	8,659	34.4
Japan	26,023	3,143	29,166	89.2	16,373	35,759	52,132	31.4
Malaysia	6,565	1,607	8,172	80.3	1,466	7,175	8,641	17.0
Mexico	41,678	3,887	45,565	91.5	23,437	63,844	87,280	26.9
Netherlands	12,781	2,273	15,054	84.9	3,484	13,905	17,388	20.0
Philippines	4,976	1,469	6,445	77.2	1,044	6,043	7,087	14.7
Saudi Arabia	5,128	1,341	6,469	79.3	1,819	3,568	5,387	33.8
Singapore	13,946	2,379	16,325	85.4	2,620	12,784	15,404	17.0
South Korea	15,600	2,420	18,020	86.6	6,765	12,587	19,352	35.0
Spain	8,851	1,757	10,608	83.4	1,528	3,302	4,829	31.6
Switzerland	8,349	1,671	10,020	83.3	4,842	3,915	8,757	55.3
Taiwan	15,150	2,274	17,424	86.9	4,699	11,348	16,047	29.3
Thailand	6,152	1,638	7,790	79.0	1,434	4,163	5,597	25.6
United Kingdom	35,334	3,773	39,107	90.4	9,018	26,718	35,737	25.2
Venezuela	8,260	1,685	9,945	83.1	2,088	2,598	4,686	44.6

*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

**Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. Therefore, export totals for specific markets in this table are lower than official totals. Figures refer to firms selling merchandise to specific markets. Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

PROFILE OF U.S. EXPORTERS TO TOP 25 MARKETS, 2001

Number of Exporters and Known Value of Exports of Merchandise to the Top 25 U.S. Markets, by Company Size

Markets Ranked by Total Number of Exporters

Rank	Market	Number of Exporters				Value of Exports (Millions of Dollars)**			
		SMEs*	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
1	Canada	95,174	5,341	100,515	94.7	36,806	90,563	127,370	28.9
2	Mexico	41,678	3,887	45,565	91.5	23,437	63,844	87,280	26.9
3	United Kingdom	35,334	3,773	39,107	90.4	9,018	26,718	35,737	25.2
4	Japan	26,023	3,143	29,166	89.2	16,373	35,759	52,132	31.4
5	Germany	23,284	2,944	26,228	88.8	6,213	20,275	26,488	23.5
6	Hong Kong	17,623	2,469	20,092	87.7	4,984	7,618	12,602	39.5
7	Australia	16,669	2,627	19,296	86.4	2,457	7,124	9,581	25.6
8	France	15,564	2,458	18,022	86.4	4,236	13,771	18,007	23.5
9	South Korea	15,600	2,420	18,020	86.6	6,765	12,587	19,352	35.0
10	Taiwan	15,150	2,274	17,424	86.9	4,699	11,348	16,047	29.3
11	Singapore	13,946	2,379	16,325	85.4	2,620	12,784	15,404	17.0
12	Italy	13,631	2,198	15,829	86.1	2,983	5,676	8,659	34.4
13	China	12,880	2,174	15,054	85.6	5,251	12,410	17,660	29.7
14	Netherlands	12,781	2,273	15,054	84.9	3,484	13,905	17,388	20.0
15	Brazil	10,307	2,102	12,409	83.1	3,748	10,425	14,172	26.4
16	Israel	9,878	1,819	11,697	84.4	2,457	2,986	5,443	45.1
17	Spain	8,851	1,757	10,608	83.4	1,528	3,302	4,829	31.6
18	Switzerland	8,349	1,671	10,020	83.3	4,842	3,915	8,757	55.3
19	Venezuela	8,260	1,685	9,945	83.1	2,088	2,598	4,686	44.6
20	Belgium	8,016	1,799	9,815	81.7	2,800	9,039	11,839	23.7
21	Malaysia	6,565	1,607	8,172	80.3	1,466	7,175	8,641	17.0
22	Thailand	6,152	1,638	7,790	79.0	1,434	4,163	5,597	25.6
23	Ireland	5,959	1,498	7,457	79.9	1,028	5,397	6,425	16.0
24	Saudi Arabia	5,128	1,341	6,469	79.3	1,819	3,568	5,387	33.8
25	Philippines	4,976	1,469	6,445	77.2	1,044	6,043	7,087	14.7

*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

**Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. Therefore, export totals for specific markets in this table are lower than official totals. Figures refer to firms selling merchandise to specific markets. Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

PROFILE OF U.S. EXPORTERS TO TOP 25 MARKETS, 2001

Number of Exporters and Known Value of Exports of Merchandise to the Top 25 U.S. Markets, by Company Size
Markets Ranked by Total Value of Exports

Rank	Market	Number of Exporters				Value of Exports (Millions of Dollars)**			
		SMEs*	Large	Total	% SMEs	SMEs	Large	Total	% SMEs
1	Canada	95,174	5,341	100,515	94.7	36,806	90,563	127,370	28.9
2	Mexico	41,678	3,887	45,565	91.5	23,437	63,844	87,280	26.9
3	Japan	26,023	3,143	29,166	89.2	16,373	35,759	52,132	31.4
4	United Kingdom	35,334	3,773	39,107	90.4	9,018	26,718	35,737	25.2
5	Germany	23,284	2,944	26,228	88.8	6,213	20,275	26,488	23.5
6	South Korea	15,600	2,420	18,020	86.6	6,765	12,587	19,352	35.0
7	France	15,564	2,458	18,022	86.4	4,236	13,771	18,007	23.5
8	China	12,880	2,174	15,054	85.6	5,251	12,410	17,660	29.7
9	Netherlands	12,781	2,273	15,054	84.9	3,484	13,905	17,388	20.0
10	Taiwan	15,150	2,274	17,424	86.9	4,699	11,348	16,047	29.3
11	Singapore	13,946	2,379	16,325	85.4	2,620	12,784	15,404	17.0
12	Brazil	10,307	2,102	12,409	83.1	3,748	10,425	14,172	26.4
13	Hong Kong	17,623	2,469	20,092	87.7	4,984	7,618	12,602	39.5
14	Belgium	8,016	1,799	9,815	81.7	2,800	9,039	11,839	23.7
15	Australia	16,669	2,627	19,296	86.4	2,457	7,124	9,581	25.6
16	Switzerland	8,349	1,671	10,020	83.3	4,842	3,915	8,757	55.3
17	Italy	13,631	2,198	15,829	86.1	2,983	5,676	8,659	34.4
18	Malaysia	6,565	1,607	8,172	80.3	1,466	7,175	8,641	17.0
19	Philippines	4,976	1,469	6,445	77.2	1,044	6,043	7,087	14.7
20	Ireland	5,959	1,498	7,457	79.9	1,028	5,397	6,425	16.0
21	Thailand	6,152	1,638	7,790	79.0	1,434	4,163	5,597	25.6
22	Israel	9,878	1,819	11,697	84.4	2,457	2,986	5,443	45.1
23	Saudi Arabia	5,128	1,341	6,469	79.3	1,819	3,568	5,387	33.8
24	Spain	8,851	1,757	10,608	83.4	1,528	3,302	4,829	31.6
25	Venezuela	8,260	1,685	9,945	83.1	2,088	2,598	4,686	44.6

*Definitions: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Large firms have 500 or more employees.

**Notes: Figures include only identifiable or "known" exports--i.e., exports that can be linked to individual firms using information on U.S. export declarations. Therefore, export totals for specific markets in this table are lower than official totals. Figures refer to firms selling merchandise to specific markets. Because firms sometimes export to multiple locations, exporter counts cannot be summed to arrive at meaningful totals.

Source: U.S. Department of Commerce, Exporter Data Base.

NUMBER OF FIRMS EXPORTING MERCHANDISE FROM STATE LOCATIONS, BY COMPANY SIZE, 2001

States Listed Alphabetically

	Total	Small	Medium	Large	SMEs*	% SMEs
Alabama	2,930	1,904	368	658	2,272	77.5
Alaska	791	462	100	229	562	71.0
Arizona	5,472	4,131	534	807	4,665	85.3
Arkansas	1,888	1,163	222	503	1,385	73.4
California	58,537	49,833	5,206	3,498	55,039	94.0
Colorado	4,443	3,289	428	726	3,717	83.7
Connecticut	5,844	4,395	632	817	5,027	86.0
Delaware	938	613	75	250	688	73.3
Florida	33,321	27,565	2,943	2,813	30,508	91.6
Georgia	10,004	7,289	1,094	1,621	8,383	83.8
Hawaii	748	576	57	115	633	84.6
Idaho	1,195	871	111	213	982	82.2
Illinois	18,656	13,841	2,493	2,322	16,334	87.6
Indiana	6,626	4,476	946	1,204	5,422	81.8
Iowa	2,537	1,660	347	530	2,007	79.1
Kansas	2,485	1,683	307	495	1,990	80.1
Kentucky	3,552	2,220	493	839	2,713	76.4
Louisiana	3,310	2,366	332	612	2,698	81.5
Maine	1,738	1,294	174	270	1,468	84.5
Maryland	4,575	3,286	501	788	3,787	82.8
Massachusetts	11,212	8,534	1,284	1,394	9,818	87.6
Michigan	13,216	9,910	1,672	1,634	11,582	87.6
Minnesota	6,688	4,821	833	1,034	5,654	84.5
Mississippi	1,804	1,067	227	510	1,294	71.7
Missouri	4,943	3,348	672	923	4,020	81.3
Montana	910	713	73	124	786	86.4
Nebraska	1,560	981	202	377	1,183	75.8
Nevada	1,808	1,317	168	323	1,485	82.1
New Hampshire	2,476	1,830	256	390	2,086	84.2
New Jersey	16,298	12,921	1,678	1,699	14,599	89.6
New Mexico	982	688	107	187	795	81.0
New York	32,023	26,354	3,075	2,594	29,429	91.9
North Carolina	8,579	6,147	1,039	1,393	7,186	83.8
North Dakota	988	738	93	157	831	84.1
Ohio	13,589	10,075	1,758	1,756	11,833	87.1
Oklahoma	2,551	1,838	252	461	2,090	81.9
Oregon	5,054	3,801	522	731	4,323	85.5
Pennsylvania	13,415	10,051	1,570	1,794	11,621	86.6
Rhode Island	1,739	1,288	192	259	1,480	85.1
South Carolina	4,454	3,044	534	876	3,578	80.3
South Dakota	788	459	101	228	560	71.1
Tennessee	5,436	3,549	689	1,198	4,238	78.0
Texas	31,192	25,082	3,203	2,907	28,285	90.7
Utah	2,202	1,525	233	444	1,758	79.8
Vermont	1,247	918	124	205	1,042	83.6
Virginia	6,053	4,259	702	1,092	4,961	82.0
Washington	10,078	7,835	1,043	1,200	8,878	88.1
West Virginia	792	455	97	240	552	69.7
Wisconsin	7,013	4,955	970	1,088	5,925	84.5
Wyoming	290	166	32	92	198	68.3
District Of Columbia	805	500	96	209	596	74.0
Puerto Rico	1,581	1,071	193	317	1,264	79.9
Virgin Islands	121	51	22	48	73	60.3
Unknown	26,109	19,512	3,646	2,951	23,158	88.7
U.S. Total	238,284	212,568	18,168	7,548	230,736	96.8

*Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Small firms have fewer than 100 employees. Medium-sized firms have from 100 to 499 employees. Large firms have 500 or more employees. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. Because firms sometimes export from more than one location, exporter counts cannot be summed to arrive at a U.S. total. Exporters are allocated to states on an "Origin of Movement" basis - i.e. an exporter is credited to a state when it ships export goods from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

NUMBER OF FIRMS EXPORTING MERCHANDISE FROM STATE LOCATIONS, BY COMPANY SIZE, 2001

States Ranked by Number of SMEs

Rank		Total	Small	Medium	Large	SMEs*	% SMEs
1	California	58,537	49,833	5,206	3,498	55,039	94.0
2	Florida	33,321	27,565	2,943	2,813	30,508	91.6
3	New York	32,023	26,354	3,075	2,594	29,429	91.9
4	Texas	31,192	25,082	3,203	2,907	28,285	90.7
5	Illinois	18,656	13,841	2,493	2,322	16,334	87.6
6	New Jersey	16,298	12,921	1,678	1,699	14,599	89.6
7	Ohio	13,589	10,075	1,758	1,756	11,833	87.1
8	Pennsylvania	13,415	10,051	1,570	1,794	11,621	86.6
9	Michigan	13,216	9,910	1,672	1,634	11,582	87.6
10	Massachusetts	11,212	8,534	1,284	1,394	9,818	87.6
11	Washington	10,078	7,835	1,043	1,200	8,878	88.1
12	Georgia	10,004	7,289	1,094	1,621	8,383	83.8
13	North Carolina	8,579	6,147	1,039	1,393	7,186	83.8
14	Wisconsin	7,013	4,955	970	1,088	5,925	84.5
15	Minnesota	6,688	4,821	833	1,034	5,654	84.5
16	Indiana	6,626	4,476	946	1,204	5,422	81.8
17	Connecticut	5,844	4,395	632	817	5,027	86.0
18	Virginia	6,053	4,259	702	1,092	4,961	82.0
19	Arizona	5,472	4,131	534	807	4,665	85.3
20	Oregon	5,054	3,801	522	731	4,323	85.5
21	Tennessee	5,436	3,549	689	1,198	4,238	78.0
22	Missouri	4,943	3,348	672	923	4,020	81.3
23	Maryland	4,575	3,286	501	788	3,787	82.8
24	Colorado	4,443	3,289	428	726	3,717	83.7
25	South Carolina	4,454	3,044	534	876	3,578	80.3
26	Kentucky	3,552	2,220	493	839	2,713	76.4
27	Louisiana	3,310	2,366	332	612	2,698	81.5
28	Alabama	2,930	1,904	368	658	2,272	77.5
29	Oklahoma	2,551	1,838	252	461	2,090	81.9
30	New Hampshire	2,476	1,830	256	390	2,086	84.2
31	Iowa	2,537	1,660	347	530	2,007	79.1
32	Kansas	2,485	1,683	307	495	1,990	80.1
33	Utah	2,202	1,525	233	444	1,758	79.8
34	Nevada	1,808	1,317	168	323	1,485	82.1
35	Rhode Island	1,739	1,288	192	259	1,480	85.1
36	Maine	1,738	1,294	174	270	1,468	84.5
37	Arkansas	1,888	1,163	222	503	1,385	73.4
38	Mississippi	1,804	1,067	227	510	1,294	71.7
39	Nebraska	1,560	981	202	377	1,183	75.8
40	Vermont	1,247	918	124	205	1,042	83.6
41	Idaho	1,195	871	111	213	982	82.2
42	North Dakota	988	738	93	157	831	84.1
43	New Mexico	982	688	107	187	795	81.0
44	Montana	910	713	73	124	786	86.4
45	Delaware	938	613	75	250	688	73.3
46	Hawaii	748	576	57	115	633	84.6
47	Alaska	791	462	100	229	562	71.0
48	South Dakota	788	459	101	228	560	71.1
49	West Virginia	792	455	97	240	552	69.7
50	Wyoming	290	166	32	92	198	68.3
	District Of Columbia	805	500	96	209	596	74.0
	Puerto Rico	1,581	1,071	193	317	1,264	79.9
	Virgin Islands	121	51	22	48	73	60.3
	Unknown	26,109	19,512	3,646	2,951	23,158	88.7
	U.S. Total	238,284	212,568	18,168	7,548	230,736	96.8

*Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Small firms have fewer than 100 employees. Medium-sized firms have from 100 to 499 employees. Large firms have 500 or more employees. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. Because firms sometimes export from more than one location, exporter counts cannot be summed to arrive at a U.S. total. Exporters are allocated to states on an "Origin of Movement" basis - i.e. an exporter is credited to a state when it ships export goods from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

NUMBER OF FIRMS EXPORTING MERCHANDISE FROM STATE LOCATIONS, BY COMPANY SIZE, 2001

States Ranked by SMEs as a Percent of Total Exporters

Rank	Total	Small	Medium	Large	SMEs*	% SMEs
1 California	58,537	49,833	5,206	3,498	55,039	94.0
2 New York	32,023	26,354	3,075	2,594	29,429	91.9
3 Florida	33,321	27,565	2,943	2,813	30,508	91.6
4 Texas	31,192	25,082	3,203	2,907	28,285	90.7
5 New Jersey	16,298	12,921	1,678	1,699	14,599	89.6
6 Washington	10,078	7,835	1,043	1,200	8,878	88.1
7 Michigan	13,216	9,910	1,672	1,634	11,582	87.6
8 Massachusetts	11,212	8,534	1,284	1,394	9,818	87.6
9 Illinois	18,656	13,841	2,493	2,322	16,334	87.6
10 Ohio	13,589	10,075	1,758	1,756	11,833	87.1
11 Pennsylvania	13,415	10,051	1,570	1,794	11,621	86.6
12 Montana	910	713	73	124	786	86.4
13 Connecticut	5,844	4,395	632	817	5,027	86.0
14 Oregon	5,054	3,801	522	731	4,323	85.5
15 Arizona	5,472	4,131	534	807	4,665	85.3
16 Rhode Island	1,739	1,288	192	259	1,480	85.1
17 Hawaii	748	576	57	115	633	84.6
18 Minnesota	6,688	4,821	833	1,034	5,654	84.5
19 Wisconsin	7,013	4,955	970	1,088	5,925	84.5
20 Maine	1,738	1,294	174	270	1,468	84.5
21 New Hampshire	2,476	1,830	256	390	2,086	84.2
22 North Dakota	988	738	93	157	831	84.1
23 Georgia	10,004	7,289	1,094	1,621	8,383	83.8
24 North Carolina	8,579	6,147	1,039	1,393	7,186	83.8
25 Colorado	4,443	3,289	428	726	3,717	83.7
26 Vermont	1,247	918	124	205	1,042	83.6
27 Maryland	4,575	3,286	501	788	3,787	82.8
28 Idaho	1,195	871	111	213	982	82.2
29 Nevada	1,808	1,317	168	323	1,485	82.1
30 Virginia	6,053	4,259	702	1,092	4,961	82.0
31 Oklahoma	2,551	1,838	252	461	2,090	81.9
32 Indiana	6,626	4,476	946	1,204	5,422	81.8
33 Louisiana	3,310	2,366	332	612	2,698	81.5
34 Missouri	4,943	3,348	672	923	4,020	81.3
35 New Mexico	982	688	107	187	795	81.0
36 South Carolina	4,454	3,044	534	876	3,578	80.3
37 Kansas	2,485	1,683	307	495	1,990	80.1
38 Utah	2,202	1,525	233	444	1,758	79.8
39 Iowa	2,537	1,660	347	530	2,007	79.1
40 Tennessee	5,436	3,549	689	1,198	4,238	78.0
41 Alabama	2,930	1,904	368	658	2,272	77.5
42 Kentucky	3,552	2,220	493	839	2,713	76.4
43 Nebraska	1,560	981	202	377	1,183	75.8
44 Arkansas	1,888	1,163	222	503	1,385	73.4
45 Delaware	938	613	75	250	688	73.3
46 Mississippi	1,804	1,067	227	510	1,294	71.7
47 South Dakota	788	459	101	228	560	71.1
48 Alaska	791	462	100	229	562	71.0
49 West Virginia	792	455	97	240	552	69.7
50 Wyoming	290	166	32	92	198	68.3
District Of Columbia	805	500	96	209	596	74.0
Puerto Rico	1,581	1,071	193	317	1,264	79.9
Virgin Islands	121	51	22	48	73	60.3
Unknown	26,109	19,512	3,646	2,951	23,158	88.7
U.S. Total	238,284	212,568	18,168	7,548	230,736	96.8

*Notes: Small and medium-sized enterprises (SMEs) have fewer than 500 employees. Small firms have fewer than 100 employees. Medium-sized firms have from 100 to 499 employees. Large firms have 500 or more employees. Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual companies using information on U.S. export declarations. Because firms sometimes export from more than one location, exporter counts cannot be summed to arrive at a U.S. total. Exporters are allocated to states on an "Origin of Movement" basis - i.e. an exporter is credited to a state when it ships export goods from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

KNOWN VALUE OF SME EXPORTS, 2001*

(Merchandise Only; Millions of Dollars)

States Listed Alphabetically

	Value of SME Exports** (\$ Millions)	Percent of Total Exports Attributed to SMEs
Alaska	1,019	56.4
Alabama	1,618	22.9
Arkansas	691	26.4
Arizona	2,758	24.5
California	35,718	37.8
Colorado	1,290	23.1
Connecticut	2,274	29.2
Delaware	301	16.4
Florida	11,651	49.9
Georgia	3,380	25.9
Hawaii	150	49.0
Iowa	1,091	26.0
Idaho	295	15.9
Illinois	6,031	21.7
Indiana	2,130	16.2
Kansas	1,181	25.8
Kentucky	2,183	27.5
Louisiana	3,374	23.0
Massachusetts	4,503	28.4
Maryland	1,092	28.1
Maine	827	57.6
Michigan	5,546	18.6
Minnesota	2,326	24.0
Missouri	1,683	30.1
Mississippi	592	21.6
Montana	169	47.4
North Carolina	3,887	26.1
North Dakota	159	24.0
Nebraska	1,023	41.5
New Hampshire	788	37.9
New Jersey	5,433	35.9
New Mexico	345	25.7
Nevada	390	37.7
New York	17,696	50.6
Ohio	6,001	24.2
Oklahoma	702	31.4
Oregon	2,109	25.7
Pennsylvania	4,919	33.1
Rhode Island	375	33.4
South Carolina	1,746	19.0
South Dakota	213	40.4
Tennessee	2,117	20.8
Texas	19,856	23.8
Utah	722	23.7
Virginia	2,688	26.9
Vermont	316	11.8
Washington	5,116	15.3
Wisconsin	2,354	25.4
West Virginia	471	27.8
Wyoming	343	80.3
District of Columbia	100	52.9
Puerto Rico	1,454	15.4
Virgin Islands	19	10.4
Unknown	7,007	54.0
U.S. Total	182,223	29.2

*Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

**Notes: Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual firms using information on U.S. export declarations. Exports are allocated to states on an "Origin of Movement" basis - i.e. an export is credited to a state when it is shipped from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

KNOWN VALUE OF SME EXPORTS, 2001*

(Merchandise Only; Millions of Dollars)

States Ranked by SME Exports

Rank	State	Value of SME Exports** (\$ Millions)	Percent of Total Exports Attributed to SMEs
1	California	35,718	37.8
2	Texas	19,856	23.8
3	New York	17,696	50.6
4	Florida	11,651	49.9
5	Illinois	6,031	21.7
6	Ohio	6,001	24.2
7	Michigan	5,546	18.6
8	New Jersey	5,433	35.9
9	Washington	5,116	15.3
10	Pennsylvania	4,919	33.1
11	Massachusetts	4,503	28.4
12	North Carolina	3,887	26.1
13	Georgia	3,380	25.9
14	Louisiana	3,374	23.0
15	Arizona	2,758	24.5
16	Virginia	2,688	26.9
17	Wisconsin	2,354	25.4
18	Minnesota	2,326	24.0
19	Connecticut	2,274	29.2
20	Kentucky	2,183	27.5
21	Indiana	2,130	16.2
22	Tennessee	2,117	20.8
23	Oregon	2,109	25.7
24	South Carolina	1,746	19.0
25	Missouri	1,683	30.1
26	Alabama	1,618	22.9
27	Colorado	1,290	23.1
28	Kansas	1,181	25.8
29	Maryland	1,092	28.1
30	Iowa	1,091	26.0
31	Nebraska	1,023	41.5
32	Alaska	1,019	56.4
33	Maine	827	57.6
34	New Hampshire	788	37.9
35	Utah	722	23.7
36	Oklahoma	702	31.4
37	Arkansas	691	26.4
38	Mississippi	592	21.6
39	West Virginia	471	27.8
40	Nevada	390	37.7
41	Rhode Island	375	33.4
42	New Mexico	345	25.7
43	Wyoming	343	80.3
44	Vermont	316	11.8
45	Delaware	301	16.4
46	Idaho	295	15.9
47	South Dakota	213	40.4
48	Montana	169	47.4
49	North Dakota	159	24.0
50	Hawaii	150	49.0
	District of Columbia	100	52.9
	Puerto Rico	1,454	15.4
	Virgin Islands	19	10.4
	Unknown	7,007	54.0
	U.S. Total	182,223	29.2

*Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

**Notes: Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual firms using information on U.S. export declarations. Exports are allocated to states on an "Origin of Movement" basis - i.e. an export is credited to a state when it is shipped from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

KNOWN VALUE OF SME EXPORTS, 2001*

(Merchandise Only; Millions of Dollars)

States Ranked by Percent of Exports Attributed to SMEs

Rank	Value of SME Exports** (\$ Millions)	Percent of Total Exports Attributed to SMEs	
1	Wyoming	343	80.3
2	Maine	827	57.6
3	Alaska	1,019	56.4
4	New York	17,696	50.6
5	Florida	11,651	49.9
6	Hawaii	150	49.0
7	Montana	169	47.4
8	Nebraska	1,023	41.5
9	South Dakota	213	40.4
10	New Hampshire	788	37.9
11	California	35,718	37.8
12	Nevada	390	37.7
13	New Jersey	5,433	35.9
14	Rhode Island	375	33.4
15	Pennsylvania	4,919	33.1
16	Oklahoma	702	31.4
17	Missouri	1,683	30.1
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23	Virginia	2,688	26.9
24	Arkansas	691	26.4
25	North Carolina	3,887	26.1
26	Iowa	1,091	26.0
27	Georgia	3,380	25.9
28	Kansas	1,181	25.8
29	Oregon	2,109	25.7
30	New Mexico	345	25.7
31	Wisconsin	2,354	25.4
32	Arizona	2,758	24.5
33	Ohio	6,001	24.2
34	Minnesota	2,326	24.0
35	North Dakota	159	24.0
36	Texas	19,856	23.8
37	Utah	722	23.7
38	Colorado	1,290	23.1
39	Louisiana	3,374	23.0
40	Alabama	1,618	22.9
41	Illinois	6,031	21.7
42	Mississippi	592	21.6
43	Tennessee	2,117	20.8
44	South Carolina	1,746	19.0
45	Michigan	5,546	18.6
46	Delaware	301	16.4
47	Indiana	2,130	16.2
48	Idaho	295	15.9
49	Washington	5,116	15.3
50	Vermont	316	11.8
	District of Columbia	100	52.9
	Puerto Rico	1,454	15.4
	Virgin Islands	19	10.4
	Unknown	7,007	54.0
	U.S. Total	182,223	29.2

*Definition: Small and medium-sized enterprises (SMEs) have fewer than 500 employees.

**Notes: Figures include only identifiable or "known" exports -- i.e., exports that can be linked to individual firms using information on U.S. export declarations. Exports are allocated to states on an "Origin of Movement" basis - i.e. an export is credited to a state when it is shipped from that state to a port or other exit point from the United States.

Source: U.S. Department of Commerce, Exporter Data Base.

EXPORTER DATA BASE: TECHNICAL NOTES

All statistics in this report are from the Commerce Department's Exporter Data Base (EDB), which provides an annual statistical profile of U.S. exporting companies--including their number, size, industry composition, and geographic distribution. The EDB is a joint project of the Census Bureau and International Trade Administration (ITA).

Latest available complete data from the EDB are currently for 2001.

The Exporter Data Base is comprised of all enterprises that could be identified from Shippers' Export Declarations (SEDs) that were filed, per U.S. regulations, for merchandise exiting the country. To identify exporters from SEDs, the Census Bureau used Employer Identification Numbers (EINs) and other SED information to link these documents to the Bureau's Business Register (which contains information on company characteristics and locations).

All EDB statistics on exporters refer to companies, not establishments. Companies are legal entities which consist of one or more commercial establishments. Establishments are individual business units, or locations, where economic activity takes place. Establishments include, for example, factories, warehouses, and retailing facilities. The terms "company", "enterprise", and "firm" are used interchangeably in this report. Also, the EDB includes both U.S.-domiciled companies and U.S. affiliates of foreign firms that export goods from the United States.

The linkage process outlined above yielded a 2001 Exporter Data Base consisting of 238,284 exporting firms, accounting for 85 percent of measurable merchandise export value. Export documents accounting for 15 percent of export value could not be linked to the companies that filed the forms due to a variety of factors—e.g., misreporting by firms, errors in collection and processing, and coverage problems.

Because of the inability to link all SEDs to the firms which filed the documents, the EDB may slightly understate the total number of exporters—especially as regards small companies with only a few export transactions. Nevertheless, the EDB likely captures almost all significant exporters. This is because only one valid export declaration is needed to link an exporter to Census data bases. If a company submits 1,000 export declarations and all but one are invalid, the company is still captured by the EDB.

Due to improvements in methodology and data collection, the 2001 match rate of 85 percent (by value) was 7 percentage points higher than the 1992 match rate of 78 percent. As a result, changes in the number of exporters over the 1992-2001 period should be

interpreted with some caution. Some portion of the increase in the exporter population was undoubtedly the by-product of measurement enhancements--however, the extent of the effect is unknown. Whatever the impact, overall trends documented by the EDB are fully corroborated by a large body of anecdotal evidence reported in the media and by an upsurge in U.S. companies seeking assistance from government export promotion agencies.

EDB data on individual firms--including company names and addresses--are not available to the public due to federal regulations which prohibit public release of confidential business information provided to the U.S. Government. All data in this report, as well as in EDB statistical tables available from Census, are in anonymous form. All numbers have been aggregated to a level where individual firms cannot be identified. For data users who desire exporter names and addresses, a number of commercial data base alternatives are available.

The EDB only captures companies that have at least one export shipment during the year valued at \$2,501 or more. Also, the EDB tracks only exporters of merchandise--i.e., goods. Firms that export services only are excluded. However, service companies (wholesalers, retailers, engineering and architectural firms, etc.) that also export goods are included.

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.

Companies in this report are classified according to employment size ranges. There are no universally accepted guidelines for classifying companies by size. Classification criteria tend to vary with analytical purpose and organizational mission. For the purposes of this report, small firms are defined as those with fewer than 100 employees (very small firms are those with fewer than 20 employees). Medium-sized firms employ from 100 to 499 workers. Large firms are those with 500 or more employees.

Companies in this report are divided into three categories--manufacturers, wholesalers, and "other companies." Company type for single-location companies is based on the North American Industry Classification System (NAICS). Manufacturers are firms that fall into NAICS classifications 31 to 33. Wholesalers fall into classification 42, as do brokers, agents, and similar entities which are primarily engaged in the distribution of goods to businesses. The term "other companies" embraces all remaining NAICS categories. Included here are resource extraction companies, retailers, freight forwarders, engineering firms, and miscellaneous service companies which often market goods abroad and act as exporters of record. Firms for which a valid NAICS was not available are labeled "unclassified companies."

Export product categories referenced in this report are on a NAICS basis. For information on the types of products contained in individual NAICS categories, consult the Census Bureau's Internet site at <http://www.census.gov/epcd/naics/naicscod.txt>.

Many companies export products that fall into more than one NAICS category. It follows that such companies can be represented multiple times in tables and graphs that profile exporters by type of product exported. This means that one cannot simply sum up exporters in various product categories to arrive at totals.

Any EDB statistics in this report that profile exporters at the state level were compiled on an Origin of Movement (OM) basis. Tabulations on an OM basis assign exporters to states based on the transportation origin of the goods as specified on export declarations. Transportation origin is defined as the state from which the merchandise began its journey to the port (or other point) of exit from the United States.

The Origin of Movement—i.e., the state where the export journey begins—is not necessarily the location of export production or sale. While the locations of the export sale, production, and shipment *often* coincide, they do not *always* coincide. This is especially true for non-manufacturing companies, which were responsible for 27.3 percent of U.S. goods exports in 2001. Small wholesalers, for example, frequently sell products from one site, but obtain the merchandise from unaffiliated out-of-state manufacturers. Many large multi-unit companies (manufacturers and non-manufacturers alike) often disperse essential business functions—production, sales, shipment processing—among several states. This is significant because multi-unit firms, while in the minority among exporters, nevertheless generate about 79 percent of total U.S. merchandise export value.

Because of the preceding factors, OM-based state trade data should be interpreted cautiously. This is especially true with respect to reported exports of states bordering Canada and Mexico—two of our largest trade partners. Because of the growing integration of North American industrial production, a significant but unquantifiable portion of border-state exports to Mexico and Canada represents warehouse and cargo processing activity, not export-oriented manufacturing activity indigenous to the states concerned.

While the limitations of the OM data introduce some uncertainty into interpretation, these statistics can nevertheless yield useful insights into export production patterns if used judiciously and if corroborated by other, independent information sources on state exports. This is possible because the vast majority of exporters typically conduct all corporate functions—production, marketing, shipping—at the same site. Eighty-seven percent of all 2001 exporters, and 90 percent of small and medium-sized exporters, were single-establishment companies.

Exporter counts shown for states cannot be summed to arrive at national or regional totals. To do so often results in double-counting, because some exporting companies—especially large multi-establishment firms—frequently export from multiple locations.

All statistics in this report regarding the number of employees in exporting companies refer to the total number of workers, not just workers whose jobs are supported by exports. “Employment” also refers to part-time as well as full-time workers on a firm’s payroll during Census Bureau reporting periods.

All export value data in this report are on an f.a.s (free alongside ship) basis and include both domestic exports and re-exports of foreign merchandise.

Statistics in graphs and text have been rounded to enhance readability. For this reason, details may sometimes not add exactly to totals.

Individual countries have been grouped together in this report in order to analyze exports to world regions. The regions are:

- The *Association of Southeast Asian Nations (ASEAN)* consists of Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar (Burma), Philippines, Singapore, Thailand, and Vietnam.
- The *Former Soviet Republics* are Armenia, Azerbaijan, Belarus, Estonia, Georgia, Kazakstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan.
- *Eastern Europe* includes Albania, Armenia, Azerbaijan, Belarus, Bulgaria, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Poland, Romania, Russia, Slovakia, Tajikistan, Turkmenistan, Ukraine and Uzbekistan.
- The *European Union* consists of Austria, Belgium, Denmark, Federal Republic of Germany, Finland, France, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, and the United Kingdom.
- *NAFTA* is the North American Free Trade Agreement which consists of Canada and Mexico.
- The *Pacific Rim* countries are Australia, Brunei, China, Hong Kong, Indonesia, Japan, South Korea, Macao, Malaysia, New Zealand, Papua New Guinea, the Philippines, Singapore, and Taiwan.
- *South/Central America* consists of Anguilla, Antigua & Barbuda, Argentina, Aruba, Bahamas, Barbados, Belize, Bermuda, Bolivia, Brazil, British Virgin Islands, Cayman Islands, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, El Salvador, Falkland Islands, Grenada, Guadeloupe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Martinique, Montserrat, Netherlands Antilles, Nicaragua, Panama, Paraguay, Peru, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago, Turks and Caicos Islands, Uruguay, and Venezuela.
- *OPEC* is the Organization of Petroleum Exporting Countries and consists of Algeria, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, and Venezuela.

Readers are cautioned that some nations are members of more than one country grouping. As a result, figures cited for the individual categories cannot be summed to arrive at meaningful totals.