

# U.S. Census Bureau News

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

FOR IMMEDIATE RELEASE

8:30 A.M. EDT WEDNESDAY, DECEMBER 4, 2013

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## Preliminary Profile of U.S. Exporting Companies, 2012

The U.S. Census Bureau has released the report, *Preliminary Profile of U.S. Exporting Companies, 2012*. This report compiles preliminary data on the universe of U.S. exporting companies in 2012, using characteristics from the 2011 Business Register.

In 2012, there were 301,238 identified U.S. exporters, accounting for \$1.3 trillion in exports of goods (of \$1.5 trillion total exports of goods.) All data are subject to revision with the *Profile of U.S. Importing and Exporting Companies, 2011 – 2012*, scheduled for release on April 3, 2014.

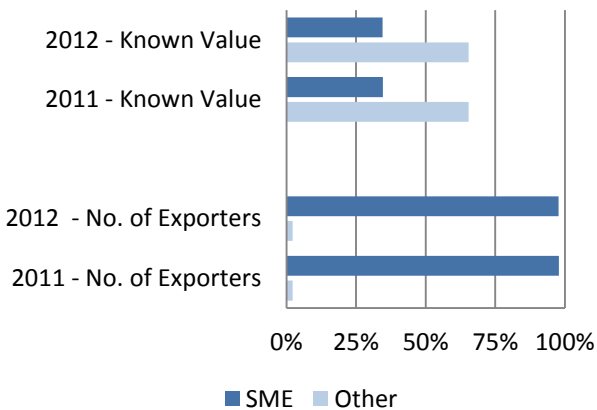
	Identified U.S. Exporters <sup>1</sup>			Known Value (\$millions) <sup>2</sup>		
	2012 Preliminary	2011 Preliminary	2011 Final	2012 Preliminary	2011 Preliminary	2011 Final
<b>All Exporters</b>						
<b>All Identified Companies</b>	<b>301,238</b>	<b>299,360</b>	<b>302,260</b>	<b>1,333,086</b>	<b>1,274,799</b>	<b>1,319,942</b>
Manufacturing	74,455	74,039	73,861	791,837	777,320	787,785
Wholesale	100,069	99,524	101,084	315,517	313,229	302,763
Other/Unidentified	126,714	125,797	127,315	225,732	229,393	229,393
<b>Small and Medium Exporters<sup>3</sup></b>						
<b>All Identified Companies</b>	<b>294,589</b>	<b>292,866</b>	<b>295,594</b>	<b>460,634</b>	<b>456,204</b>	<b>450,565</b>
Manufacturing	71,979	71,641	71,408	154,533	150,992	148,563
Wholesale	99,323	98,803	100,332	198,803	198,882	198,544
Other/Unidentified	123,287	122,422	123,854	107,307	106,330	103,458

<sup>1</sup> Identified U.S. exporters are defined as companies that can be linked to export transactions.

<sup>2</sup> Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

<sup>3</sup> Small and Medium Exporters are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll.

## Share of Exports by Small and Medium-sized Exporters (Preliminary)



## Methodology

Preliminary Exporter data was created by comparing the statistical year data to the prior year Business Register. For example, 2012 export data was compared to the 2011 Business Register; 2011 export data was compared to the 2010 Business Register, etc. Research has shown that this methodology captures approximately 96-97% of the Known Value and more than 99% of Identified Exporters when compared to the Final Exporter data, which is created using export data and Business Register from the same year. The missing data reflect the lack of information on exporters which were birthed during the statistical year and therefore not part of the prior year Business Register. See the table

below for more information.

While the use of the prior year Business Register has little effect on the overall Known Value and Identified Exporters, it can have significant effects on more detailed statistics. Changes in ownership, NAICS classification, employee size class, and location can cause these detailed statistics to significantly alter from year-to-year. For this reason, only the high-level summary data is published in the Preliminary Exporter Profile. Full detail will be available with the publication of the Final Profile of U.S. Importing and Exporting Companies on April 3, 2014.

## Preliminary-to-Final Change Comparison

	Identified U.S. Exporters			Known Value		
	Preliminary	Final	Change	Preliminary	Final	Change
2012	301,238	---	---	1,333,086	---	---
2011	299,360	302,261	0.96%	1,274,799	1,319,942	3.42%
2010	290,474	293,131	0.91%	1,101,130	1,137,635	3.21%
2009	273,575	275,843	0.82%	904,677	938,794	3.63%

**Note:** The data in this report are preliminary and subject to revision. For more information, visit [www.census.gov/trade](http://www.census.gov/trade).