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PRELIMINARY PROFILE OF U.S. EXPORTING COMPANIES, 2018

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FEBRUARY 5, 2020 —The U.S. Census Bureau has released the report, Preliminary Profile of U.S. Exporting Companies, 2018. This report compiles preliminary data on the universe of U.S. exporting companies in 2018, using characteristics from the 2017 Business Register.

In 2018, there were 291,802 identified U.S. exporters, accounting for \$1.41 trillion in exports of goods (of \$1.6 trillion total exports of goods). All data are subject to revision with the *Profile of U.S. Importing and Exporting Companies, 2017 – 2018*, scheduled for release in April 2020.

	Identified U.S. Exporters ¹			Known Value (\$millions) ²		
	2018 Preliminary	2017 Preliminary	2017 Final	2018 Preliminary	2017 Preliminary	2017 Final
All Exporters						
All Identified Companies	291,802	284,168	290,142	1,406,368	1,291,586	1,377,324
Manufacturing	72,543	71,481	72,128	842,194	756,163	837,687
Wholesale	94,267	93,381	96,062	329,498	310,055	315,370
Other/Unidentified	124,992	119,306	121,952	234,675	225,368	224,267
Small and Medium Exporters³						
All Identified Companies	284,311	277,091	282,855	495,268	461,343	459,654
Manufacturing	69,764	68,797	69,365	168,134	160,253	156,164
Wholesale	93,331	92,509	95,124	206,313	193,267	192,138
Other/Unidentified	121,216	115,785	118,366	120,821	107,824	111,351

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

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

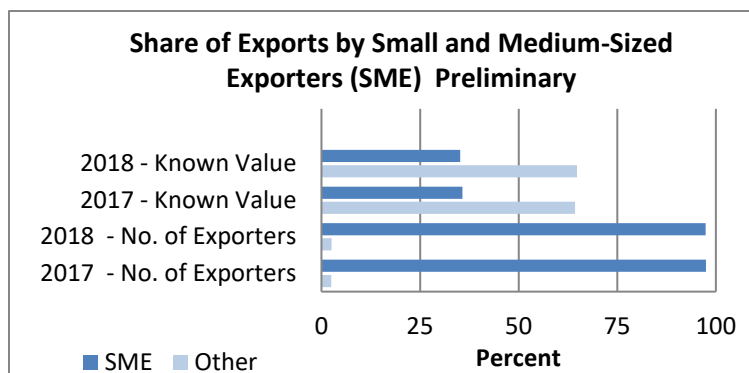
³ Small and Medium Exporters are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll.

Data Inquiries

U.S. Census Bureau
Economic Indicators Division, International Trade
301-763-3629
esmd.profile@census.gov

Media Inquiries

U.S. Census Bureau
Public Information Office
301-763-3030
pio@census.gov



Methodology

Preliminary Exporter data was created by comparing the statistical year data to the prior year Business Register. For example, 2018 export data was compared to the 2017 Business Register; 2017 export data was compared to the 2016 Business Register, etc. Research has shown that this methodology captures

approximately 96-97% of the Known Value and 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 that 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 change significantly 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 in April 2020.

Preliminary-to-Final Change Comparison

	Identified U.S. Exporters			Known Value		
	Preliminary	Final	Change	Preliminary	Final	Change
2018	291,802	---	---	1,406,368	---	---
2017	284,168	290,142	2.10%	1,291,586	1,377,324	6.64%
2016	285,281 ⁴	287,314	0.71%	1,210,666 ⁴	1,290,213	6.57%
2015	292,784	294,834	0.70%	1,307,013	1,355,114	3.68%
2014	301,923	304,466	0.84%	1,403,769	1,441,914	2.72%
2013	302,051	304,223	0.72%	1,365,738	1,400,955	2.58%
2012	301,238	304,867	1.20%	1,333,086	1,379,683	3.49%

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

⁴ Please note, preliminary identified U.S. Exporters and Known Value were revised from previous publications.

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