

Institute for Public
Policy and Economic
Analysis

**2006 International
Trade Alliance
Survey of
Exporters in the
Spokane Region**

December 2007



**International
Trade Alliance**

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1. Introduction

As residents of a trade dependent state, we are familiar with the often cited statistic that one in three jobs in the state of Washington is tied to trade. Jobs tied to trade require higher skills and pay higher wages. Trade is vital to the Inland Northwest.

The International Trade Alliance (ITA), a non-profit trade promotion organization, assists local businesses with their expansion efforts into global markets. Located in Spokane, Washington, the ITA serves Ferry, Stevens, Pend Oreille, Lincoln, Spokane, Adams, and Whitman counties in Washington and Shoshone, Benewah, Kootenai, Bonner and Boundary counties in Idaho.

The ITA is the only local organization to conduct a survey of international trade in the Inland Northwest. In order to keep the pulse of the changing trade environment in this region, trade data should be gathered annually. This year the survey was conducted in conjunction with the Institute for Public Policy and Economic Analysis at Eastern Washington University (EWU). The resources of the Institute permitted the ITA to determine to a greater degree the impact of exporting on the Inland Northwest region.

For the first time in the survey's history, North American Industrial Classification System (NAICS) codes were implemented to organize regional businesses by industry. The NAICS classification is more precise than industry categories used in prior years of the survey. Using the NAICS codes also enabled us to compare the results of all the trade parameters across the three largest regional exporting industries: Machinery Manufacturing; Professional, Scientific, and Technical Services; and Computer and Electronic Product Manufacturing.

The survey measures trade parameters such as annual sales, size of workforce, whether export sales are expanding or shrinking, which foreign markets are growing or declining, industry classifications, new industry clusters, new cutting edge technologies or innovative products, and the emergence and growth of the service sector.

Each year the ITA relies on the data gathered from the survey to provide current relevant trade programs to the business sector, such as pending European Union standards and regulations, seminars on rapidly growing markets, 2010 Winter Olympic Opportunities and *China: Opportunities and Challenges* presented by former Governor Gary Locke. The data are valuable to target an industry sector or a foreign market for business matchmaking opportunities or for events with foreign dignitaries. The data also allow the ITA to bring tailored services to the international business community, which is the essence of what we do.

2. Methodology

To gather data on area exporters, EWU interns conducted e-mail and telephone surveys of local businesses during the summer and fall of 2006. Companies who participated in previous ITA surveys received a survey by email. The list of companies surveyed by phone was generated from local Chambers of Commerce, Spokane Area Economic Development Council cluster areas, and a Port of Seattle study of the Inland Northwest, dated August, 2005. Since this survey looked at the key nonagricultural exporters of products and services in this region, importers, agricultural commodities, retailers, and companies outside the counties served by the ITA were excluded from the survey.

The survey was composed of thirteen questions, as follows:

- Company's name and contact information
- Brief company description
- Description of the company's products
- NAICS code in an effort to understand the business
- Size of the business, by:
 - annual sales, and
 - the number of full time employees
- Whether the business experienced an increase/decrease/no change in export sales during 2005
- Projection of 2006 exports: increase/decrease/no change in export sales during 2006
- Estimate of the percentage of annual sales that were derived from exports
- Key foreign markets
- Expansion into new foreign markets

The response rate for telephone surveys was higher than that of email surveys. The telephone survey had a response rate of about 38%, while the email response was about 10%. For those companies not responding by email, a phone survey was conducted.

Difficulties encountered in gathering the data included reluctance by companies to

participate in the survey, or to answer specific questions. The largest issue with the e-mail survey was that so few businesses responded. The survey list initially contained more than 750 companies.

In the compilation of survey results, the company name and contact information were excluded, and companies were identified only through a three digit NAICS code. The codes were usually assigned by the ITA, based on the respondent's description of the business and/or the products. In a few instances, the business knew the NAICS code, but this was rare. Results were sorted by NAICS code so we could compare results across industries, and then results were arranged in a frequency distribution for ease of interpretation.

3. Results

A total of 44 regional industries were identified by NAICS code; however, many industries had only a single company in their category. These industries are grouped together in the *All Other* category. The nine most frequently responding industries, indicated by NAICS title, are shown in order of highest to lowest response in Table 1. *Machinery Manufacturing*, the largest category, accounted for 15% of the companies interviewed.

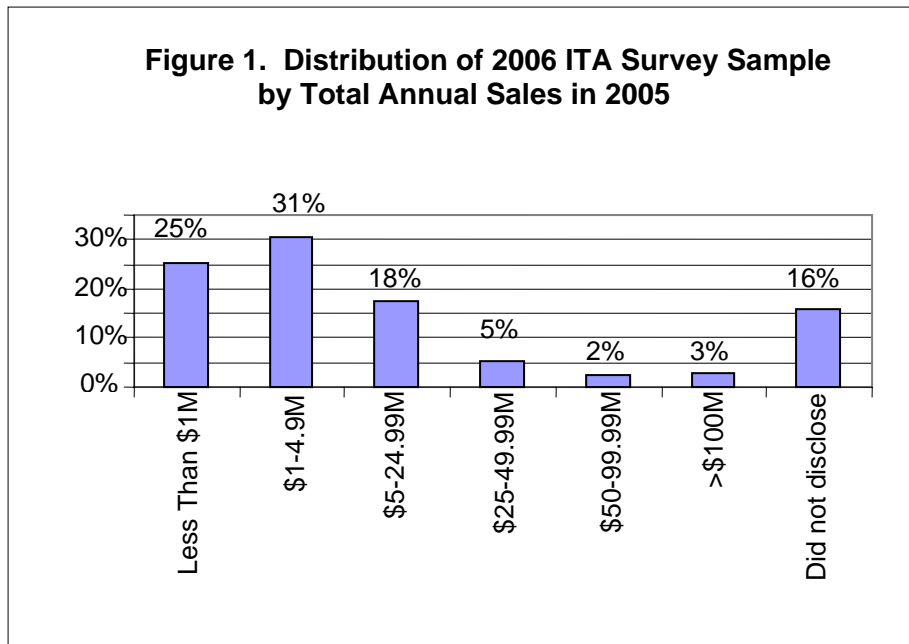
Table 1. Distribution of Responding Firms, by Industry, to 2006 Survey

NAICS CODE	NAICS Title	Percentage of Total Survey
333	Machinery Manufacturing	15%
541	Professional, Scientific, and Technical Services	12%
334	Computer and Electronic Product Manufacturing	11%
423	Merchant Wholesalers, Durable Goods	7%
332	Fabricated Metal Products Manufacturing	6%
336	Transportation Equipment Manufacturing	5%
339	Miscellaneous Manufacturing	5%
326	Plastics and Rubber Products Manufacturing	4%
511	Publishing Industries (Except Internet)	4%
various	All Other	31%

*For NAICS Code Definitions, see Appendix

In general, exporting businesses in the greater Spokane area tended to be small, with 25% having annual total sales of less than one million dollars, 31% having annual sales between one million and five million

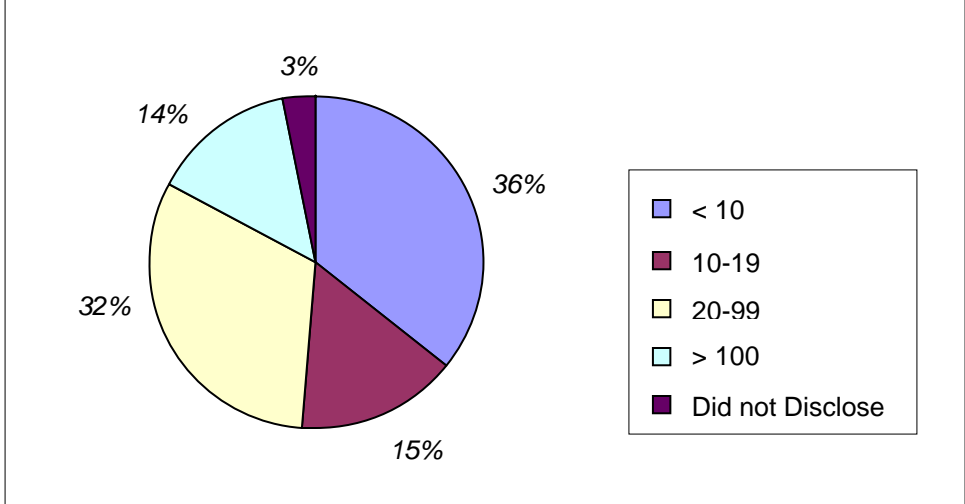
dollars, 18% having annual sales between five and twenty-five million dollars, and only 10% having annual sales larger than twenty-five million dollars.



A similar pattern among the exporting firms emerged when ranked by the size of their workforce. In the course of the interviews, we found that 36% of businesses employed less than 10 people, 15% employed

between ten and nineteen employees and 32% employed between twenty and one hundred employees; only 14% employed more than 100 employees.

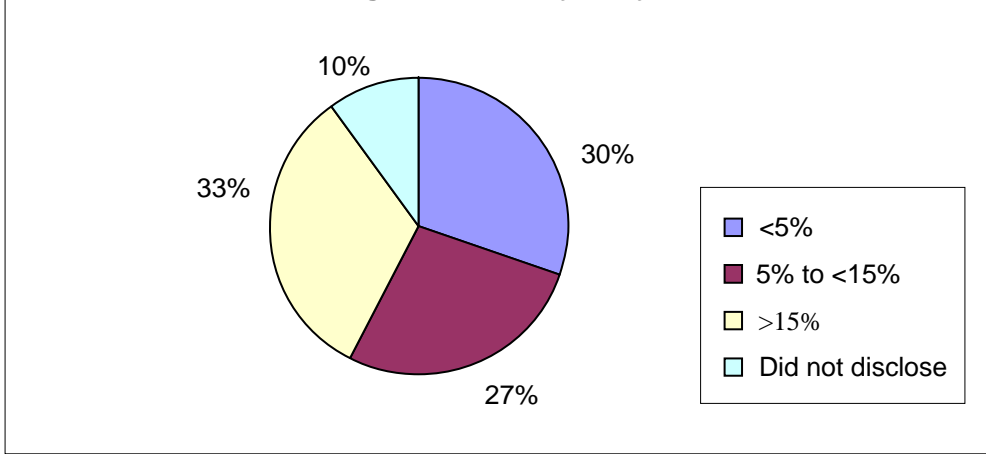
Figure 2. Number of Employees in 2005 among ITA Surveyed Firms



Not only did we find that area exporting businesses are relatively small, we also found that they tend to do most of their business locally. Fifty-seven percent of companies surveyed earn less than 15% of

their annual sales from exporting and only a third of the businesses interviewed reported that exports made up 15%-100% of their annual sales.

Figure 3. Export Sales Share of 2005 Total Sales among Firms Surveyed by ITA



While businesses did not report large export sales, most businesses were optimistic about exporting. A majority responded that their exports increased in 2005 and they continued to expect export sales to increase

in 2006. Over half of the companies predicted an increase while only 3% of companies predicted a decrease in their exports for 2006.

Figure 4. 2005 Exports vs. Prior Year among Firms Surveyed by ITA

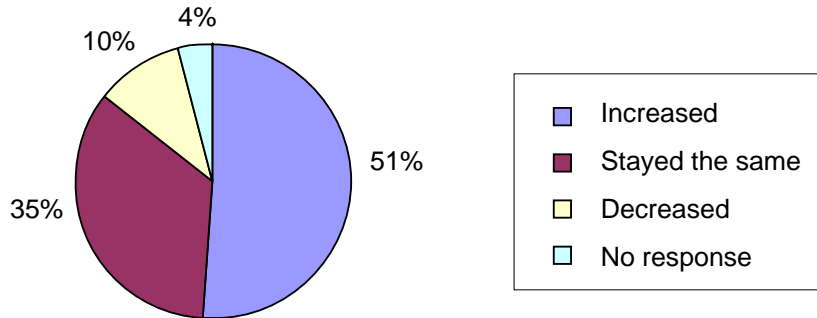
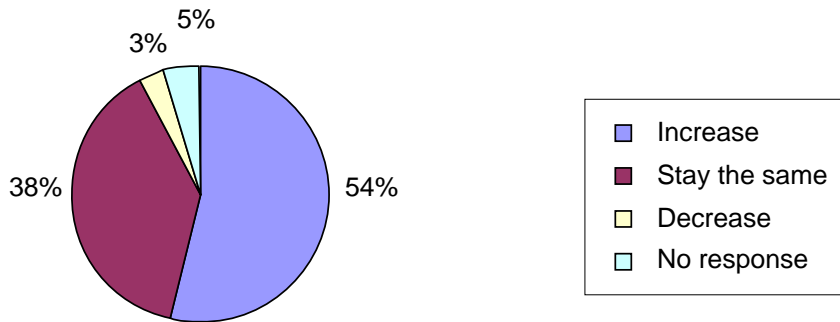


Figure 5. 2006 Exports Expectations among Firms Surveyed by ITA



Companies identified 64 countries to which area products and services are shipped. The largest export market by far is Canada, due to its proximity and its status as an English speaking country. Thirty-seven percent of companies said that Canada is

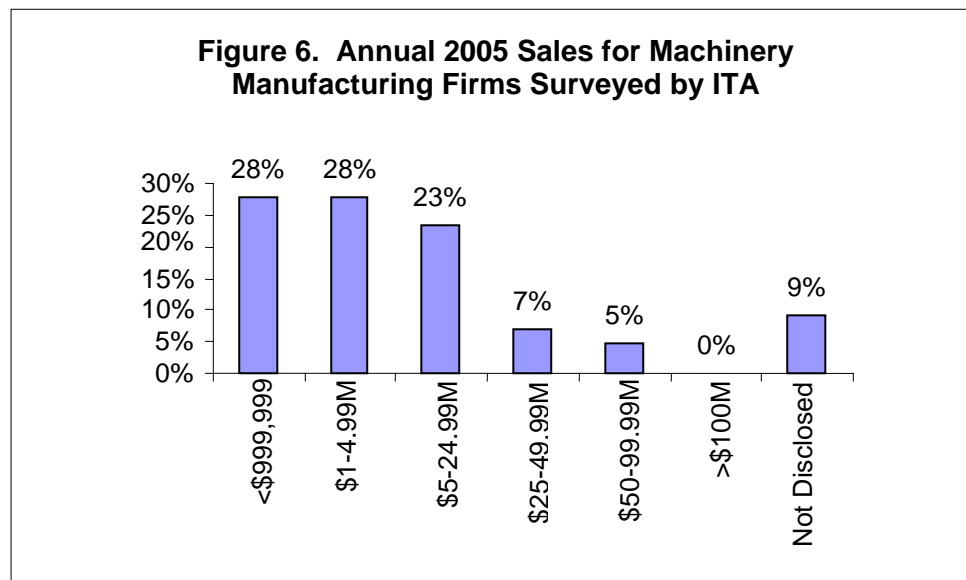
their largest export market. Canada was followed by Mexico, with 8% of companies sending a majority of their exports there. Six percent of companies listed Japan and the United Kingdom as the largest markets receiving goods from our area to tie as the third largest markets.

Table 2. Distribution of 2005 Exports among Firms Surveyed by ITA

Local Exporters' Most Important Foreign Markets	
Country	Percentage
Canada	37%
Mexico	8%
Japan	6%
United Kingdom	6%
China	4%
Germany	4%
Australia	2%
South Korea	2%
Spain	1%
France	1%
Brazil	1%
All Other	28%

Machinery Manufacturing, with 43 companies responding, had the highest number of exporters. These manufacturing companies create products such as industrial packaging machinery, laundry finishing equipment, and industrial heating and cooling coils. The distribution by size of these companies appears approximately

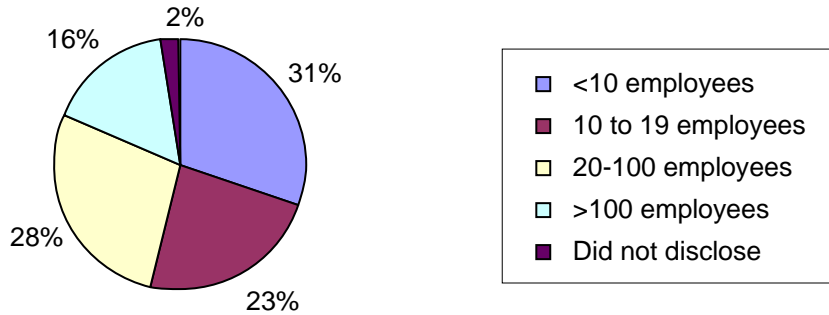
even, with 28% showing revenues of up to one million dollars, 28% of companies earning between one and five million dollars, and 23% of companies earning between five and twenty-five million dollars. None of the companies in this category reported revenues more than 100 million dollars.



The distribution of employees for this industry mirrored the distribution of firms by revenues, with 31% of the companies employing less than ten employees, 23%

employing between ten and 19 employees, 28% employing between twenty and one hundred employees and 16% of companies employing over one hundred employees.

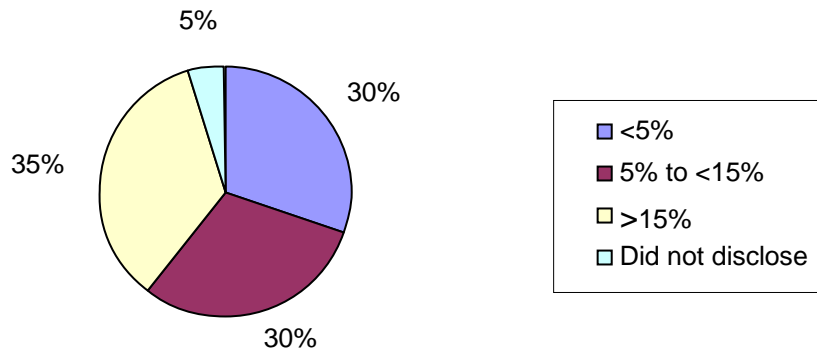
Figure 7. Number of Employees in Local Machinery Manufacturing Firms in 2005 Surveyed by ITA



The export profile, by annual sales for companies in *Machinery Manufacturing*, was also closely distributed. Thirty percent made less than 5% of their annual sales

from exports, 30% made between 5% and 15% of their annual sales from exports and 35% made over 15% of their annual sales from exports.

Figure 8. Export Shares of Total 2005 Sales for Machinery Manufacturing Firms Surveyed by ITA



Even though 60% of these companies earned less than 15% of their annual sales from exporting, the majority (58%) saw an increase in export sales in 2005, and 63% expected an increase during 2006.

Fourteen percent of *Machinery Manufacturing* companies polled experienced a decrease in exporting during 2005.

Figure 9. 2005 Exports of Machinery Manufacturing Firms Surveyed by ITA vs. Prior Year

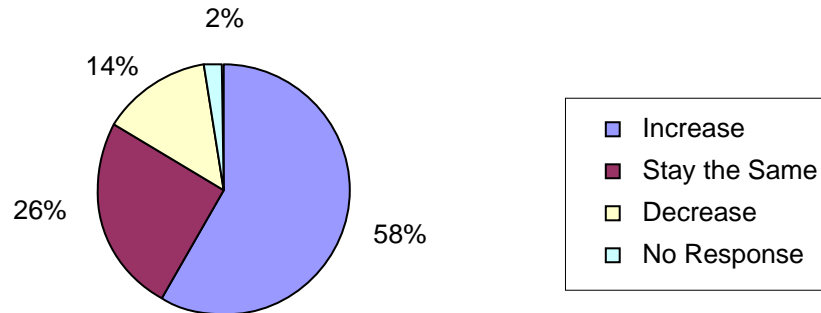
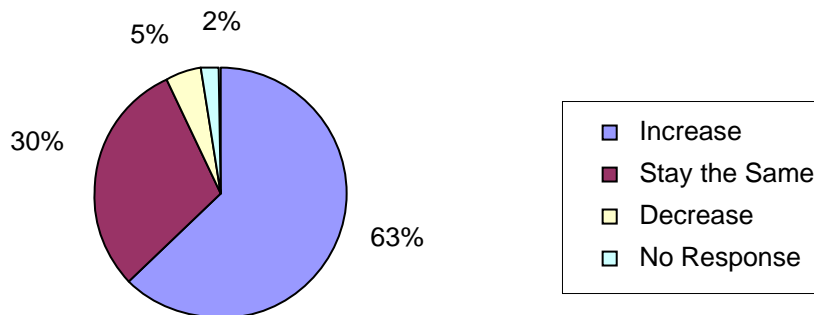


Figure 10. Expected 2006 Exports by Machinery Manufacturing Firms Surveyed by ITA

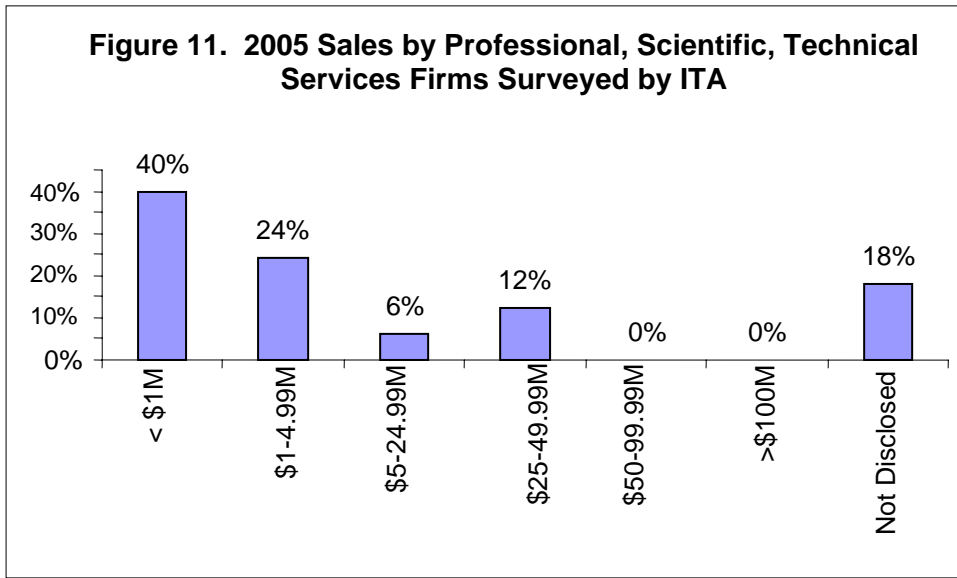


Forty-seven percent of the companies in this industry listed Canada as their number one export market. The rest of the companies shipped to various parts of the world but in considerably fewer numbers than those companies shipping to Canada.

The regional industry with the second highest concentration of export activity was

Professional, Scientific and Technical Services, with 33 companies responding. This group includes legal services, accounting, urban planning, and interpretation and translation services, among others. Forty percent of these companies earned less than one million dollars a year and none of them made over fifty million dollars a year.

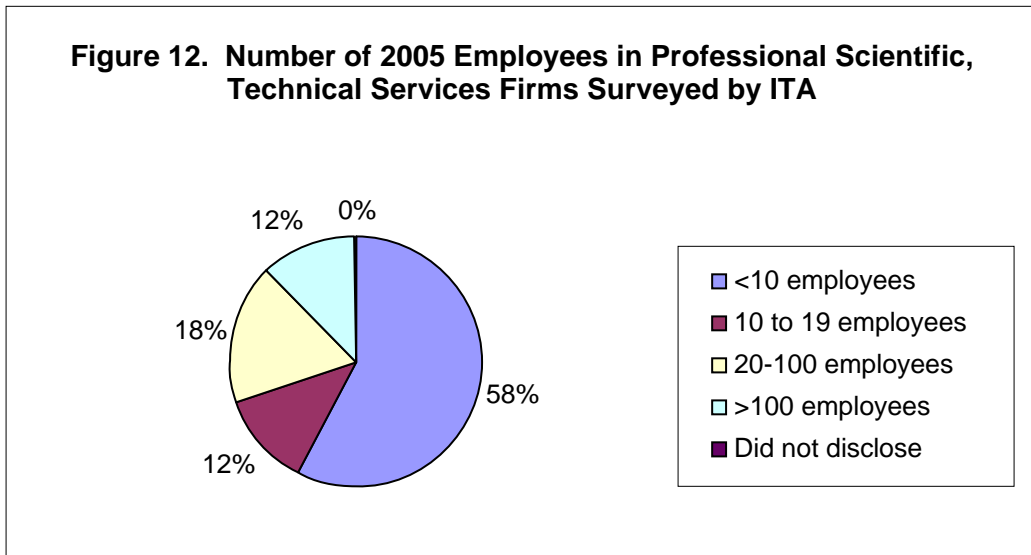
Figure 11. 2005 Sales by Professional, Scientific, Technical Services Firms Surveyed by ITA



One reason this group had smaller annual sales than Machinery Manufacturing lies in their size: most businesses (58%) employ fewer than 10 people. This group also

employed significantly fewer employees in the category of 20-100 employees, with only 18% of businesses reporting this range of employees.

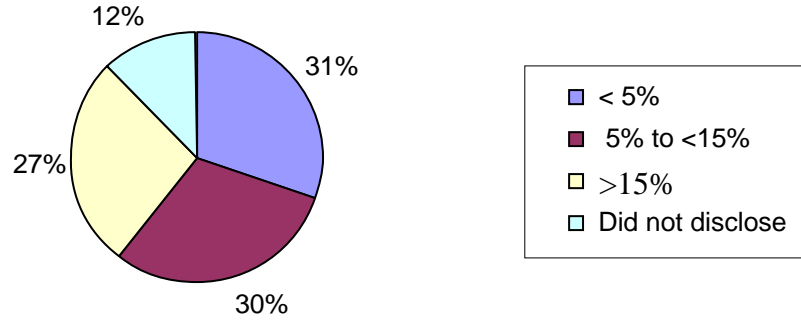
Figure 12. Number of 2005 Employees in Professional Scientific, Technical Services Firms Surveyed by ITA



The level of annual sales generated from exporting in this industry was evenly distributed, with 31% of these companies earning less than 5% of their annual sales from exporting, 30% earning between 5% and 15% of their annual sales from exports and 27% earning more than 15% of their

annual sales from exports. Five firms within this industry reported export percentages of 100%. The Professional, Technical Services Industry is the only industry where businesses reported export percentages of 100%.

Figure 13. Export Shares of 2005 Total Sales for Professional, Scientific, Technical Services Firms Surveyed by ITA



Forty percent of these companies experienced an increase of export revenue during 2005 while 18% experienced a decrease. The year 2006 appeared more

promising, with 49% of companies expecting an increase in export revenues and only 12% expecting a decrease.

Figure 14. Exports in 2005 of Professional, Scientific, Technical Services Firms Surveyed by ITA vs. Prior Year

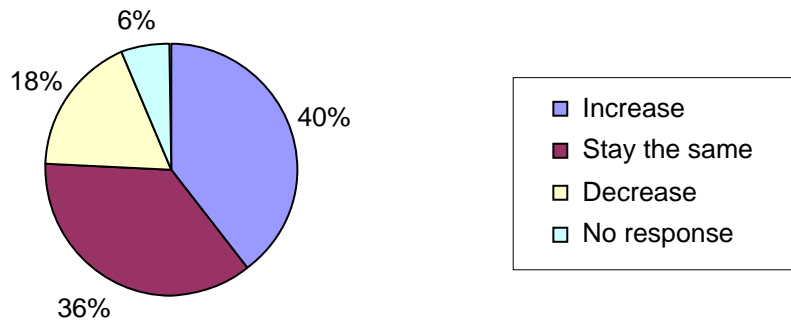
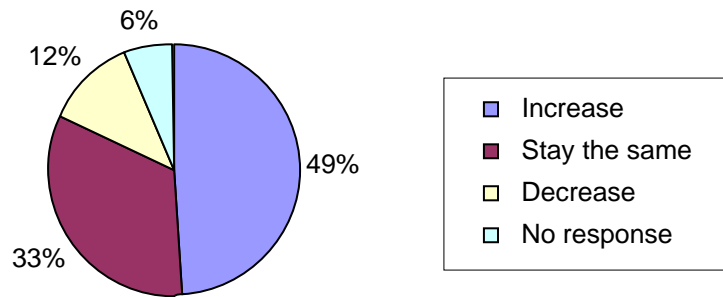


Figure 15. Expected 2006 Exports of Professional, Scientific, Technical Services Firms Surveyed by ITA

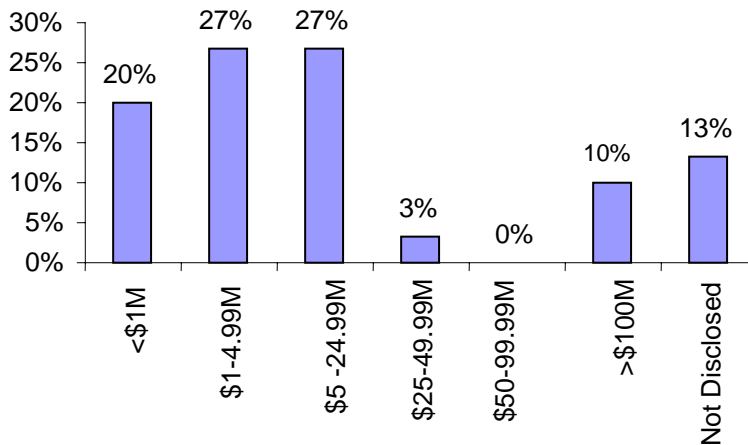


In this industry, companies sold their services to customers located in Canada, Mexico, the United Kingdom, and China.

The survey found that the regional industry with the third highest frequency of export sales came from 30 companies in *Computer and Electronic Product Manufacturing*. This industry includes products such as impact and laser printers or wireless computing

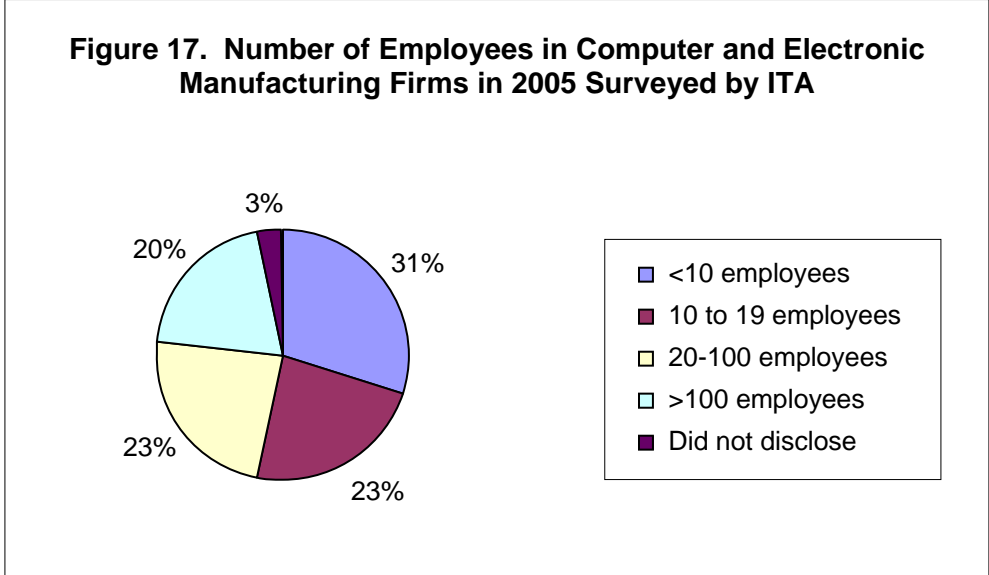
products, connectivity products, video surveillance products, electricity metering products. This industry saw the most number of companies with relatively large sales. Ten percent of these companies recorded revenues over one-hundred million dollars a year, while only 20% of the companies in this industry made less than one million dollars a year.

Figure 16. Annual Sales in 2005 for Computer & Electronic Product Manufacturing Firms Surveyed by ITA



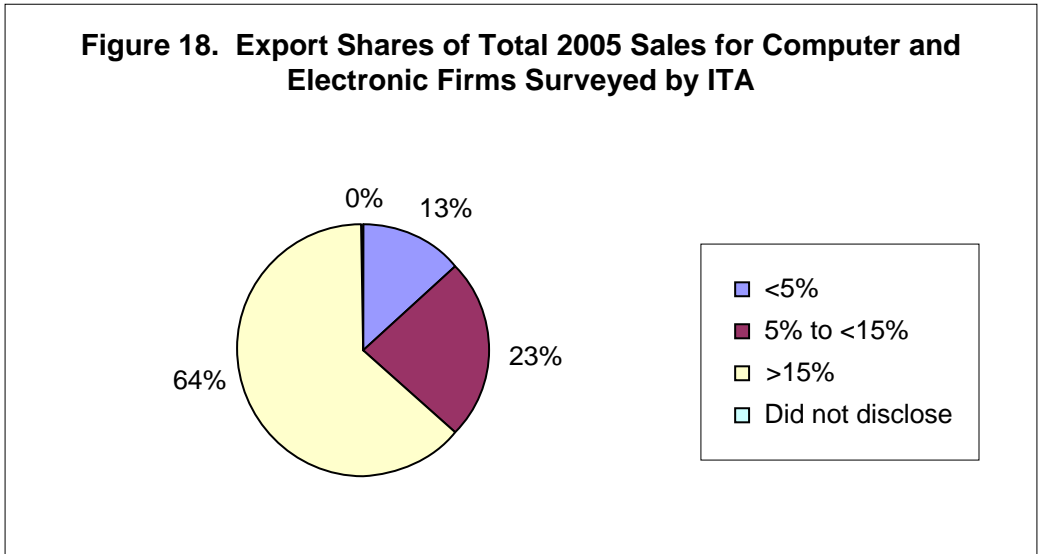
Within the *Computer and Electronic Product Manufacturing* industry, 20% of the companies surveyed employed over one hundred individuals. This industry had the

largest percentage of companies employing a workforce of more than 100 employees.



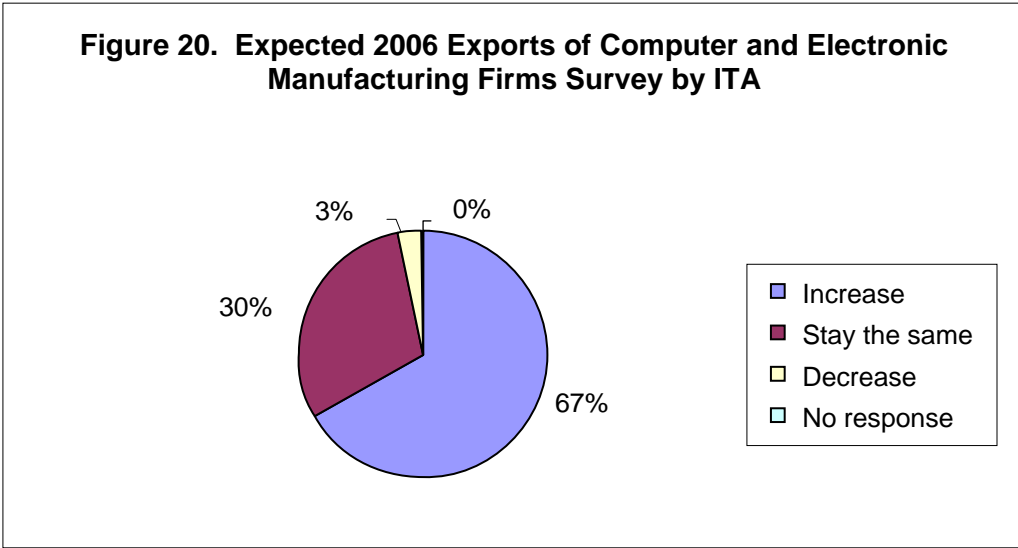
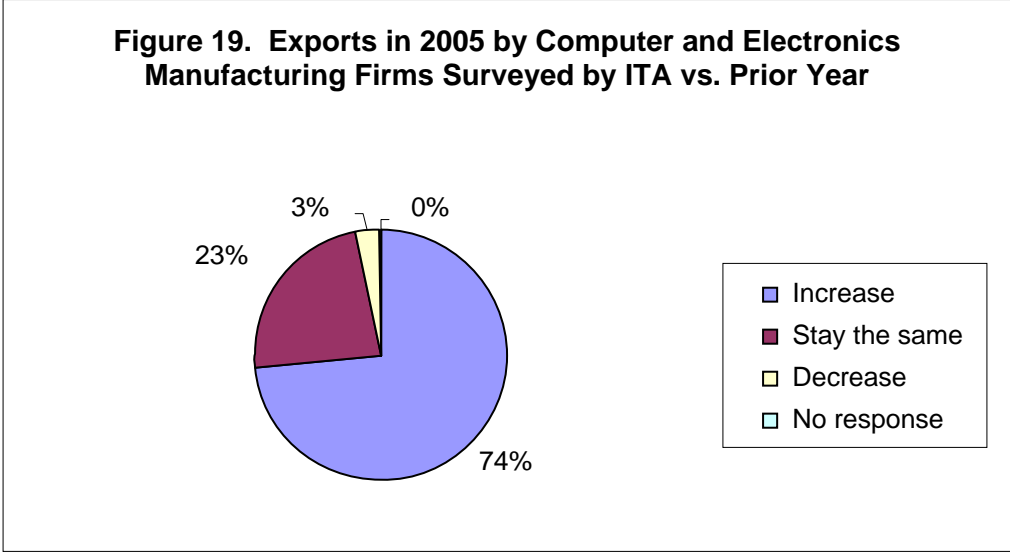
This industry also had the largest number of companies earning more than 15% of their annual sales from exports. Sixty-four percent of the companies in this category made between 15% and 100% of their

annual sales from exports, 23% showed exports between 5% and 15% of total sales, and only 13% of these companies made less than 5% of their annual sales from exports.



This category experienced significant export growth, with 74% of the companies reporting an increase in export sales during 2005 and only 3% reporting a decrease in

exports. For 2006, 67% of these companies expected their exports to increase and 30% expected exports to stay the same.



In this industry, the United Kingdom, Canada and Mexico vied for the country

receiving the most exports from area businesses.

4. Conclusion

Despite the news that many businesses have been outsourcing manufacturing jobs to other countries, the region's manufacturing firms that export appear to be strong and growing. Small businesses are the norm, not the exception, in all industries in the Spokane area. It is impressive that these small businesses are able to use the resources available to them to ship products all around the world from the Inland Northwest.

The area's computer and electronic manufacturing industry, while being the third largest industry, appears to be the strongest group of exporters. They employ a greater number of workers, have relatively large annual sales, and export in much higher percentages than all other local industries. While the professional, scientific, technical services industry has smaller companies, both in annual sales and in workforce, it is the only industry where some businesses reported export shares of total sales as high as 100%.

Among export markets, Canada was the leading destination for all three industries. For machinery manufacturing, Canada was the leading export market by a large margin.

The framework of this survey provides a springboard for a similar analysis of trade data of key regional exporters in the future. In order for the ITA and the region to continue to chart trade trends and

developments, this type of survey should be conducted annually.

5. Acknowledgements

The ITA would like to thank Patrick Jones, Director of EWU's Institute for Public Policy and Economic Analysis, for his guidance and supervision on this project. Abby Brown, 2007 graduate of EWU, and Tom Terrell, graduate student at EWU, deserve recognition for their contributions to this project. Abby Brown's central contribution was conducting the survey, statistical analysis, and writing; Tom Terrell's central contribution was conducting the survey. Karen Cooney, Trade Assistance Director of the ITA, also supervised this project.

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6. Appendix: Relevant NAICS Codes for Surveyed Spokane Area Exporters

Codes of the 10 Most Frequently Responding Industries

326 Plastics and Rubber Products Manufacturing

Industries in the Plastics and Rubber Products Manufacturing subsector make goods by processing plastics materials and raw rubber. The core technology employed by establishments in this subsector is that of plastics or rubber product production. Plastics and rubber are combined in the same subsector because plastics are increasingly being used as a substitute for rubber; however the subsector is generally restricted to the production of products made of just one material, either solely plastics or rubber.

Many manufacturing activities use plastics or rubber, for example the manufacture of footwear, or furniture. Typically, the production process of these products involves more than one material. In these cases, technologies that allow disparate materials to be formed and combined are of central importance in describing the manufacturing activity. In NAICS, such activities (the footwear and furniture manufacturing) are not classified in the Plastics and Rubber Products Manufacturing subsector because the core technologies for these activities are diverse and involve multiple materials.

Within the Plastics and Rubber Products Manufacturing subsector, a distinction is made between plastics and rubber products at the industry group level, although it is not a rigid distinction, as can be seen from the definition of [Industry 32622](#), Rubber and Plastics Hoses and Belting Manufacturing. As materials technology progresses, plastics are increasingly being used as a substitute for rubber; and eventually, the distinction may disappear as a basis for establishment classification.

In keeping with the core technology focus of plastics, lamination of plastics film to plastics film as well as the production of bags from plastics only is classified in this subsector. Lamination and bag production involving plastics and materials other than plastics are classified in the NAICS Subsector 322, Paper Manufacturing.

332 Fabricated Metal Product Manufacturing

Industries in the Fabricated Metal Product Manufacturing subsector transform metal into intermediate or end products, other than machinery, computers and electronics, and metal furniture or treating metals and metal formed products fabricated elsewhere. Important fabricated metal processes are forging, stamping, bending, forming, and machining, used to shape individual pieces of metal; and other processes, such as welding and assembling, used to join separate parts together. Establishments in this subsector may use one of these processes or a combination of these processes.

The NAICS structure for this subsector distinguishes the forging and stamping processes in a single industry. The remaining industries, in the subsector, group establishments based on similar combinations of processes used to make products.

The manufacturing performed in the Fabricated Metal Product Manufacturing subsector begins with manufactured metal shapes. The establishments in this sector further fabricate the

purchased metal shapes into a product. For instance, the Spring and Wire Product Manufacturing industry starts with wire and fabricates such items.

Within manufacturing there are other establishments that make the same products made by this subsector; only these establishments begin production further back in the production process. These establishments have a more integrated operation. For instance, one establishment may manufacture steel, draw it into wire, and make wire products in the same establishment. Such operations are classified in the Primary Metal Manufacturing subsector.

333 Machinery Manufacturing

Industries in the Machinery Manufacturing subsector create end products that apply mechanical force, for example, the application of gears and levers, to perform work. Some important processes for the manufacture of machinery are forging, stamping, bending, forming, and machining that are used to shape individual pieces of metal. Processes, such as welding and assembling are used to join separate parts together. Although these processes are similar to those used in metal fabricating establishments, machinery manufacturing is different because it typically employs multiple metal forming processes in manufacturing the various parts of the machine. Moreover, complex assembly operations are an inherent part of the production process.

In general, design considerations are very important in machinery production. Establishments specialize in making machinery designed for particular applications. Thus, design is considered to be part of the production process for the purpose of implementing NAICS. The NAICS structure reflects this by defining industries and industry groups that make machinery for different applications. A broad distinction exists between machinery that is generally used in a variety of industrial applications (i.e., general purpose machinery) and machinery that is designed to be used in a particular industry (i.e., special purpose machinery). Three industry groups consist of special purpose machinery--Agricultural, Construction, and Mining Machinery Manufacturing; Industrial Machinery Manufacturing; and Commercial and Service Industry Machinery Manufacturing. The other industry groups make general-purpose machinery: Ventilation, Heating, Air Conditioning, and Commercial Refrigeration Equipment Manufacturing; Metalworking Machinery Manufacturing; Engine, Turbine, and Power Transmission Equipment Manufacturing; and Other General Purpose Machinery Manufacturing.

334 Computer and Electronic Product Manufacturing

Industries in the Computer and Electronic Product Manufacturing subsector group establishments that manufacture computers, computer peripherals, communications equipment, and similar electronic products, and establishments that manufacture components for such products. The Computer and Electronic Product Manufacturing industries have been combined in the hierarchy of NAICS because of the economic significance they have attained. Their rapid growth suggests that they will become even more important to the economies of all three North American countries in the future, and in addition their manufacturing processes are fundamentally different from the manufacturing processes of other machinery and equipment. The design and use of integrated circuits and the application of highly specialized miniaturization technologies are common elements in the production technologies of the computer and electronic subsector. Convergence of technology motivates this NAICS subsector. Digitalization of sound recording, for example, causes both the medium (the compact disc) and the equipment to resemble the technologies for recording, storing, transmitting, and

manipulating data. Communications technology and equipment have been converging with computer technology. When technologically-related components are in the same sector, it makes it easier to adjust the classification for future changes, without needing to redefine its basic structure. The creation of the Computer and Electronic Product Manufacturing subsector will assist in delineating new and emerging industries because the activities that will serve as the probable sources of new industries, such as computer manufacturing and communications equipment manufacturing, or computers and audio equipment, are brought together. As new activities emerge, they are less likely therefore, to cross the subsector boundaries of the classification.

336 Transportation Equipment Manufacturing

Industries in the Transportation Equipment Manufacturing subsector produce equipment for transporting people and goods. Transportation equipment is a type of machinery. An entire subsector is devoted to this activity because of the significance of its economic size in all three North American countries.

Establishments in this subsector utilize production processes similar to those of other machinery manufacturing establishments - bending, forming, welding, machining, and assembling metal or plastic parts into components and finished products. However, the assembly of components and subassemblies and their further assembly into finished vehicles tends to be a more common production process in this subsector than in the Machinery Manufacturing subsector.

NAICS has industry groups for the manufacture of equipment for each mode of transport - road, rail, air and water. Parts for motor vehicles warrant a separate industry group because of their importance and because parts manufacture requires less assembly, and the establishments that manufacture only parts are not as vertically integrated as those that make complete vehicles.

Land use motor vehicle equipment not designed for highway operation (e.g., agricultural equipment, construction equipment, and materials handling equipment) is classified in the appropriate NAICS subsector based on the type and use of the equipment.

339 Miscellaneous Manufacturing

Industries in the Miscellaneous Manufacturing subsector make a wide range of products that cannot readily be classified in specific NAICS subsectors in manufacturing. Processes used by these establishments vary significantly, both among and within industries. For example, a variety of manufacturing processes are used in manufacturing sporting and athletic goods that include products, such as tennis racquets and golf balls. The processes for these products differ from each other, and the processes differ significantly from the fabrication processes used in making dolls or toys, the melting and shaping of precious metals to make jewelry, and the bending, forming, and assembly used in making medical products.

The industries in this subsector are defined by what is made rather than how it is made. Although individual establishments might be appropriately classified elsewhere in the NAICS structure, for historical continuity, these product-based industries were maintained. In most cases, no one process or material predominates for an industry.

Establishments in this subsector manufacture products as diverse as medical equipment and supplies, jewelry, sporting goods, toys, and office supplies.

423 Merchant Wholesalers, Durable Goods

Industries in the Merchant Wholesalers, Durable Goods subsector sell capital or durable goods to other businesses. Merchant wholesalers generally take title to the goods that they sell; in other words, they buy and sell goods on their own account. Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods merchant wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts.

Business-to-business electronic markets, agents, and brokers primarily engaged in wholesaling durable goods, generally on a commission or fee basis, are classified in Subsector 425, Wholesale Electronic Markets and Agents and Brokers.

511 Publishing Industries (except Internet)

Industries in the Publishing Industries (except Internet) subsector group establishments engaged in the publishing of newspapers, magazines, other periodicals, and books, as well as directory and mailing list and software publishing. In general, these establishments, which are known as publishers, issue copies of works for which they usually possess copyright. Works may be in one or more formats including traditional print form, CD-ROM, or proprietary electronic networks. Publishers may publish works originally created by others for which they have obtained the rights and/or works that they have created in-house. Software publishing is included here because the activity, creation of a copyrighted product and bringing it to market, is equivalent to the creation process for other types of intellectual products.

In NAICS, publishing the reporting, writing, editing, and other processes that are required to create an edition of a newspaper is treated as a major economic activity in its own right, rather than as a subsidiary activity to a manufacturing activity, printing. Thus, publishing is classified in the Information sector; whereas, printing remains in the NAICS Manufacturing sector. In part, the NAICS classification reflects the fact that publishing increasingly takes place in establishments that are physically separate from the associated printing establishments. More crucially, the NAICS classification of book and newspaper publishing is intended to portray their roles in a modern economy, in which they do not resemble manufacturing activities.

Music publishers are not included in the Publishing Industries (except Internet) subsector, but are included in the Motion Picture and Sound Recording Industries subsector. Reproduction of prepackaged software is treated in NAICS as a manufacturing activity; on-line distribution of software products is in the Information sector, and custom design of software to client specifications is included in the Professional, Scientific, and Technical Services sector. These distinctions arise because of the different ways that software is created, reproduced, and distributed.

The Publishing Industries (except Internet) subsector does not include establishments that publish exclusively on the Internet. Establishments publishing exclusively on the Internet are included in Subsector 516, Internet Publishing and Broadcasting. The Publishing Industries (except Internet) subsector also excludes products, such as manifold business forms. Information is not the essential component of these items. Establishments producing these items are included in Subsector 323, Printing and Related Support Activities.

541 Professional, Scientific, and Technical Services

Industries in the Professional, Scientific, and Technical Services subsector group establishments engaged in processes where human capital is the major input. These establishments make available the knowledge and skills of their employees, often on an assignment basis, where an individual or team is responsible for the delivery of services to the client. The individual industries of this subsector are defined on the basis of the particular expertise and training of the services provider.

The distinguishing feature of the Professional, Scientific, and Technical Services subsector is the fact that most of the industries grouped in it have production processes that are almost wholly dependent on worker skills. In most of these industries, equipment and materials are not of major importance, unlike health care, for example, where "high tech" machines and materials are important collaborating inputs to labor skills in the production of health care. Thus, the establishments classified in this subsector sell expertise. Much of the expertise requires degrees, though not in every case.

Codes of All Other Responding Industries

- 111 Crop Production
- 115 Support Activities for Agriculture and Forestry
- 212 Mining (except Oil and Gas)
- 213 Support Activities for Mining
- 237 Heavy and Civil Engineering Construction
- 238 Specialty Trade Contractors
- 311 Food Manufacturing
- 312 Beverage and Tobacco Product Manufacturing
- 313 Textile Mills
- 314 Textile Product Mills
- 315 Apparel Manufacturing
- 316 Leather and Allied Product Manufacturing
- 321 Wood Product Manufacturing
- 323 Printing and Related Support Activities
- 325 Chemical Manufacturing
- 327 Nonmetallic Mineral Product Manufacturing
- 331 Primary Metal Manufacturing
- 335 Electrical Equipment, Appliance, and Component Manufacturing
- 337 Furniture and Related Product Manufacturing
- 424 Merchant Wholesalers, Nondurable Goods
- 425 Wholesale Electronic Markets and Agents and Brokers
- 444 Building Material and Garden Equipment and Supplies Dealers
- 483 Water Transportation
- 484 Truck Transportation
- 488 Support Activities for Transportation
- 512 Motion Picture and Sound Recording Industries
- 518 Internet Service Providers, Web Search Portals, and Data Processing Services
- 522 Credit Intermediation and Related Activities
- 611 Educational Services
- 621 Ambulatory Health Care Services
- 713 Amusement, Gambling, and Recreation Industries
- 811 Repair and Maintenance