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A Profile of U.S. Importing and Exporting Companies, 2012 - 2013

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2012 - 2013*. It provides information on identified companies and their known import or export value. Identified U.S. companies are defined as companies that can be linked to import or export transactions. The known value is the value of import or export transactions linked to specific companies. The increases or decreases in known export and import values correspond with the overall direction of trade in 2013; total export value increased by 2.2 percent and total import value decreased by 0.3 percent. The number of identified exporters decreased by 0.5 percent in 2013 and the known export value increased by 1.4 percent compared to 2012. The number of identified importers decreased by 0.8 percent in 2013 and the known import value decreased by 1.1 percent.

In 2013 the identified U.S. exporters accounted for \$1,401 billion in exports or 88.7 percent of the total value of exported goods (\$1,580 billion). In 2013 the number of identified U.S. exporters was 304.2 thousand, down from 305.7 thousand in 2012 (revised). In 2012, the known value was revised to \$1,382 billion.

Figure 1a: 2013 Export Value and Number of Exporters by Company Type (by NAICS)

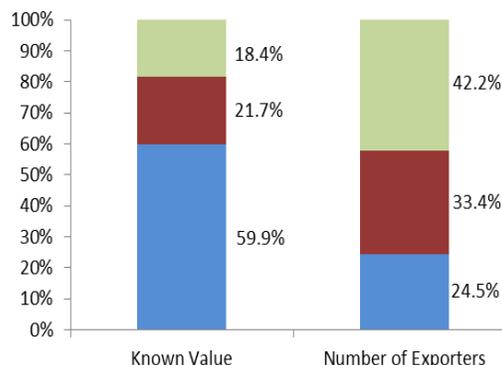
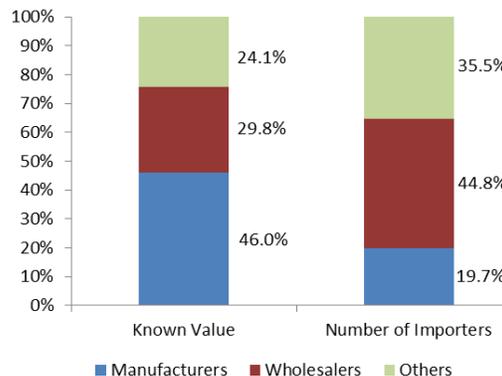


Figure 1b: 2013 Import Value and Number of Importers by Company Type (by NAICS)



NOTE: All percentages given for company size are based on known value.

In 2013 identified U.S. importers accounted for \$1,986 billion in imports or 87.6 percent of the total value of imported goods (\$2,268 billion). The number of identified U.S. importers was 184.2 thousand, down from 185.7 thousand in 2012 (revised).

Because not all shipments can be linked to specific companies, the number of exporters and importers may be understated (Table 1). The total export value that could not be linked to specific companies totaled 11.3 percent in 2013 and 10.6 percent in 2012. This portion of the total export value includes exports by individuals, governments, low-value estimates, and information filed with missing, unknown, or incomplete company identifiers. The total import value that could not be linked to specific companies totaled 12.4 percent in 2013 and 11.8 percent in 2012. This portion of the total import value includes imports by individuals, articles exported and returned (the condition was not advanced), low-value estimates, electricity and natural gas imports from Canada, and information filed with missing, unknown, or incomplete company identifiers. Export and import values are taken from the detailed transactions used to compile the official U.S. trade statistics. Company size and type information are taken from administrative records and census or survey data on file with the Census Bureau.

The overall findings for 2013 and 2012 are shown in Table 1, which shows the proportion of exports and imports that were successfully matched to companies in the 2012 and 2013 Business Registers. The 2012 exporter figures in this report are revised from data released in the 2011-2012 exporter profile. The revisions are based on the ability to match additional export records by company name. Unlike exports, all import records have unique numeric importer identifiers, so additional matching by the company name is not performed. Therefore no revisions are made to imports. Please refer to the Methodology section of the *Technical Documentation* at the end of this report.

Who Exports and Imports?

During 2013, 9.4 percent (28.5 thousand) of all identified exporters were *multiple location companies*; these companies accounted for 75.6 percent of the known export value (Exhibit 1a). In contrast, 275.7 thousand *single location companies* (making up 90.6 percent of the exporting companies) contributed 24.4 percent of the known export value.

In 2013, 10.6 percent of all identified importers were *multiple location companies*; these companies accounted for 77.6 percent of the known import value (Exhibit 1d). *Single location companies*, making up 89.4 percent of the importing companies, contributed 22.4 percent of the known import value.

Trade with related parties accounted for 35.4 percent of the known export value by *multiple location companies* compared to 17.0 percent by *single location companies* (Exhibit 3a).

Exhibit 1a shows that *manufacturers* accounted for the largest portion of the 2013 known value, 59.9 percent, with 24.5 percent of the identified exporters. *Wholesalers* accounted for 21.7 percent and *other companies* accounted for 18.4 percent of the known export value.

For imports, *manufacturers* accounted for the largest portion of 2013 known value, 46.0 percent with 19.7 percent of the known importers. *Wholesalers* accounted for 29.8 percent and *other companies* accounted for 24.1 percent of the known import value (Exhibit 1d).

The *other companies* category includes manufacturers of prepackaged software and books; brokers or freight forwarders and other transportation and warehousing firms, which often act as agents for the true exporter; business, engineering, and management services; oil and gas extraction companies; coal mining companies; communication services companies; and companies for which an industry could not be determined.

The number of *multiple location exporting companies* decreased by 0.8 percent in 2013. *Manufacturers* increased by 0.3 percent, *wholesalers* decreased by 0.4 percent as well as *other companies* by 2.2 percent (Exhibit 1c).

The number of *multiple location importing companies* decreased by 1.0 percent in 2013. The number of *manufacturers* increased 0.2 percent, *wholesalers* decreased by 0.2 percent, as well as *other companies* by 3.0 percent (Exhibit 1f).

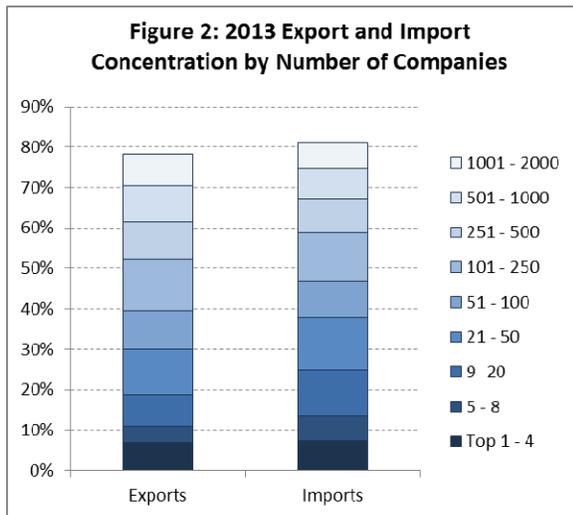


Figure 2 shows the concentration by percent of known export and import values. Of the known export value for 2013, 61.6 percent was accounted for by the top 500 companies. The top 250 companies accounted for 52.2 percent of the known export value. For imports, 67.3 percent of the known value was accounted for by the top 500 companies and 58.9 percent of the total known import value was accounted for by the top 250 importers.

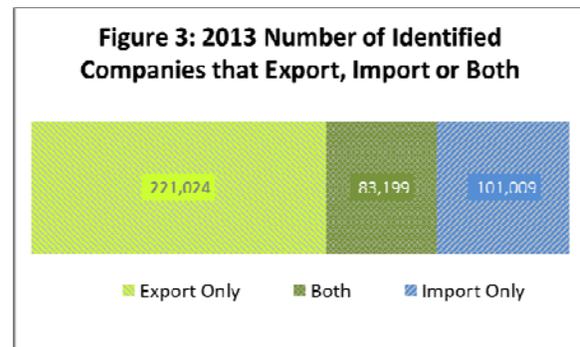
For exports, the top 100 *manufacturers* contributed 33.3 percent of the total known export value and 55.6 percent of all exports by *manufacturers* (Exhibit 2a). For imports, the top 100 *manufacturers* contributed 31.5 percent of the total known import value and 68.4 of all imports by *manufacturers* (Exhibit 2c).

Among the company types, the top 50 *manufacturers* accounted for 45.2 percent of the known export value of the manufacturing sector.

The top 50 companies represented 34.7 percent of the known export value for *wholesalers* and 42.7 percent of the known value for *other companies* (Exhibit 2a).

For imports, the top 50 importing *manufacturers* accounted for 58.7 percent of the known value of this sector. The top 50 companies represented 32.4 percent of the known import value for *wholesalers* and about 61.1 percent of the known value for *other companies* (Exhibit 2c).

Figure 3 shows the number of identified companies with both exports and imports. During 2013, 83,199 companies both exported and imported goods, 221,024 companies only exported goods, and 101,009 companies only imported goods. The companies that both exported and imported in 2013 accounted for 85.3 percent of the known export value and 92.7 percent of the known import value. Among companies that both imported and exported goods, 30.4 percent were *manufacturers*, 47.6 percent were *wholesalers*, and 22.0 percent were *other* (Exhibits 1a, 1d, and 1g).



Large-Sized Companies

Large identified companies (those employing 500 or more workers) were responsible for 66.4 percent of the known export value and 68.9 percent of known import value. They represented only 2.3 percent of all identified exporters and 2.9 percent of all known importers (Exhibits 1a and 1d).

Large companies dominated manufacturers' exports, with 3.5 percent of manufacturing exporters (2,584 of 74,398) accounting for 80.9 percent of manufacturing export value (\$679 billion of \$839 billion). Similarly, large

wholesalers, who comprise 0.8 percent of the wholesalers who export, accounted for 35.2 percent of the value of known exports by wholesalers. Large companies in the “other” category represented 2.7 percent of the identified exporters in the “other” category, and 55.8 percent of the known value. Large manufacturers’ export value to related parties represented 30.8 percent of the manufacturers’ total known export value (Exhibit 3a).

Large companies comprised 6.5 percent of manufacturing importers (2,351 of 36,366) accounting for 86.7 percent of manufacturing import value (\$792 billion of \$914 billion). Large wholesalers, who comprise approximately 0.9 percent of the wholesalers who import, accounted for 40.0 percent of the value of known imports by wholesalers. (Exhibit 1d).

Large companies accounted for 5.7 percent of those that both exported and imported goods in 2013. The large companies represented 76.3 percent of the known export value. (Exhibit 1g).

Small- and Medium-Sized Companies

Small- and medium-sized companies (those employing fewer than 500 workers, including number of employees unknown) comprised 97.7 percent of all identified exporters and 97.1 percent of all identified importers. They account for 33.6 percent and 31.1 percent of the known export and import value, respectively. The following findings were extracted from Exhibits 1a, 1d, 1g, and 7a:

- 96.5 percent of *manufacturing exporters* were small- and medium-sized companies and they contributed 19.1 percent of the sector’s \$839 billion in exports. 93.5 percent of *manufacturing importers* were small- and medium-sized; they accounted for 13.4 percent of the sector’s \$914 billion in imports.
- 99.2 percent of *exporting wholesalers* were small- and medium-sized companies; they accounted for 64.8 percent of the sector’s \$303 billion in exports. 99.1 percent of *wholesaler importers* were small- and medium-sized; they contributed 60.0 percent of the sector’s \$593 billion in imports.

- 97.3 percent of *other companies* with exports were small- and medium-sized companies. 96.5 percent of importing *other companies* were small- and medium-sized.
- Among companies that both exported and imported in 2013, small- and medium-sized companies accounted for 94.4 percent of such companies, accounting for 23.7 percent of the known export value.
- Among 3-digit NAICS for wholesale industries, *Merchant Wholesalers, Nondurable Goods* (NAICS 424) experienced the largest percent increase in export value by small- and medium-sized companies from 2012 to 2013 at 10.1 percent. For 3-digit manufacturing industry NAICS, *Computer & Electronic Product Manufacturing* (NAICS 334) saw the largest percent increase in export value by small- and medium-sized companies at 43.9 percent.

Export and Import Markets

The country groups used in the 2013 Profile have been revised from those used in earlier Profiles (Exhibits 5a, 5b, 5c, 5d, 5e, 5f, 5g, and 5h). Please refer to the Technical Documentation for country grouping definitions.

Most identified companies exported to (58.5 percent) or imported from (60.1 percent) only one foreign country. A small percentage of exporters, 0.4 percent, shipped to 50 or more countries; these companies accounted for 49.9 percent of the known export value (Exhibit 4a). Less than 0.1 percent of importing companies imported from 50 or more countries, accounting for 18.9 percent of the known import value (Exhibit 4c).

In 2013, 81.4 percent of all exporting companies exported to at least one of the top 25 U.S. trading partners. The largest number of identified companies exported to Canada, followed by Mexico, the United Kingdom, China and Germany (Exhibit 5a). 91.1 percent of all importing companies imported from at least one of the top 25 trading partners. The largest number of identified

companies imported from China, followed by Taiwan, Germany, Italy and India (Exhibit 5d).

U.S. companies that both exported to and imported from Canada represented 72.1 percent of known export value to Canada in 2013 (\$160 billion of \$222 billion). Companies exporting to and importing from China represented 70.0 percent of known import value from China (\$287 billion of \$416 billion). In 2013, China, Germany, Canada, the United Kingdom, and Mexico were the top 5 countries with the largest number of identified U.S. companies which both exported to and imported from the specific country (Exhibits 5a, 5d, and 5g).

Exports and Imports by State

The Census Bureau releases data on exports by state based on the origin of movement (OM). The OM data series is based on where the goods began their journey to the port of export as reported with the electronic export information. Similarly, import statistics by state are based on the state of destination (SD). This is the reported state, U.S. territory or U.S. possession where the merchandise is destined. Exhibit 6 shows the number of companies exporting from and importing to each state during 2012 and 2013 based upon these definitions. (Note that the same company can be shown as exporting from or importing to multiple states.)

- In 2013, the top five states, based on the number of identified exporting companies, were California, Florida, Texas, New York, and Illinois. Exporters in these five states represented 43.0 percent of the total known export value. For importing companies, the top five states were California, New York, Texas, Florida, and New Jersey. Importers in these states accounted for 46.1 percent of the total known import value.
- States recording the largest increases in known export value in 2013 were New Hampshire (22.9 percent), District of Columbia (18.2 percent), Kentucky (16.6 percent), New York (7.8 percent), and Washington (7.5 percent). District of Columbia (28.1 percent), Missouri (13.1 percent), Vermont (10.7 percent), South

Dakota (10.1 percent), and Kentucky (9.3 percent) had the largest increases in known import value.

- In 2013, 72,032 small- and medium-sized companies exported from California. Florida was second with 58,626 small- and medium-sized companies exporting from that state. California also had the highest proportion of small- and medium-sized exporters, with 95.8 percent; followed by Florida with 95.3 percent; and New York with 94.2 percent.

Comparison of 2012 and 2013 Results

The relative proportions of exports and imports accounted for by *manufacturers*, *wholesalers*, and *other companies* based upon both number of companies and known value remained consistent from 2012 to 2013. Below are a number of noteworthy year-to-year changes (Exhibits 1c, 1f, 5c, and 5f):

- The known export value increased by 1.4 percent. The number of identified exporting companies decreased by 1,446 (0.5 percent). Single location companies decreased by 1,209 and multiple location companies decreased by 237.
- The known import value dropped by 1.1 percent. The number of identified importing companies decreased by 1,521 (0.8 percent). Single location companies decreased by 1,328 and multiple location companies decreased by 193.
- The number of small- and medium-sized exporting companies decreased by 0.5 percent, from 298.8 thousand in 2012 to 297.3 thousand in 2013, while the number of large companies decreased by 0.1 percent, from 6,887 to 6,880.
- The number of exporting *wholesalers* dropped by 0.7 percent from 102.2 thousand in 2012 to 101.5 thousand in 2013. Additionally, the number of exporting *manufacturers* decreased by 0.3 percent from 74.7 thousand in 2012 to 74.4 thousand in 2013.

- The number of importing *wholesalers* decreased 0.7 percent from 83.1 thousand in 2012 to 82.5 thousand in 2013. Additionally, the number of importing *manufacturers* decreased 1.0 percent from 36.7 thousand in 2012 to 36.4 thousand in 2013.
- Of the top 25 U.S. export trading partners, Mexico (3.0 percent), and United Arab Emirates (2.0 percent) showed the largest increases in the number of identified exporting companies between 2012 and 2013. Venezuela (13.8 percent), India (4.0 percent), and Japan (3.4 percent) showed the largest percentage decreases.
- Among the top 25 U.S. import trading partners, Vietnam (5.5 percent) showed the largest percentage increase in the number of identified importing companies. Venezuela

(14.6 percent) and Israel (4.3 percent) showed the largest percentage decreases.

Some portion of these changes may reflect changes in the match rate rather than an actual change in the number of companies. During the process of identifying individual companies, it was not possible to investigate every unmatched case. Priority was given to identifying unmatched companies having high values of trade. As a result, the information on small importers and exporters is most likely understated. Also, users should not assume that the unidentified companies reflected the same distribution of company types and sizes as the identified (known) exporters and importers. Comparisons between the number of companies importing and exporting in given categories or different years might be somewhat misleading due to differences in the percent of value we were able to match to specific companies.

Table 1: Distribution of Exports and Imports by Identified and Unidentified Companies
(Value in millions of dollars. Details may not sum to total due to rounding.)

	2013 Value	% of 2013 Value	2012 Value	% of 2012 Value	
Total exports	1,579,593	100.0	1,545,703	100.0	
Low-value estimates	34,705	2.2	33,617	2.2	
US & foreign governments	20	<0.1	33	<0.1	
Identified exporters* (known value)	1,400,955	88.7	1,381,728	89.4	
Exported merchandise in both 2012 and 2013	1,370,828	86.8	1,347,979	87.2	
Exported merchandise in only 2012 or only 2013	30,126	1.9	33,748	2.2	
Unidentified exports	143,911	9.1	130,325	8.4	
Total Imports	2,268,321	100.0	2,276,302	100.0	
Low-value estimates	13,442	0.6	12,985	0.6	
Articles exported and returned, not advanced or improved in condition	52,270	2.3	48,688	2.1	
Identified importers* (known value)	1,986,142	87.6	2,007,762	88.2	
Imported merchandise in both 2012 and 2013	1,944,072	85.7	1,967,595	86.5	
Imported merchandise in only 2012 or only 2013	42,069	1.9	40,167	1.8	
Unidentified imports /1	216,466	9.5	204,901	9.0	
*Number of Identified Companies					
	2013	2012	Both Years	2013 Only	2012 Only
Exporters	304,223	305,669	205,326	98,897	100,343
Importers	184,208	185,729	134,372	49,836	51,357

* Note: Percentages may not add up to 100.0 percent due to rounding

/1 Includes Canadian electricity and natural gas imports

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Technical Documentation

This section contains critical information on sources and reliability of data, as well as definitions of terms and methodological procedures that users should consider before attempting to interpret or analyze the statistical data presented in this report. Failure to do so may affect the result.

