

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

Highlights¹

All values in billions of dollars.

Exports

Exports by Company Type

	2012 Number of Identified Exporters	2013 Number of Identified Exporters	% Change	2012 Known Value	2013 Known Value	% Change
Manufacturers	74,650	74,398	-0.3	837.5	839.2	0.2
Wholesalers	102,198	101,493	-0.7	307.8	303.5	-1.4
Other	128,821	128,332	-0.4	236.4	258.3	9.2
Total	305,669	304,223	-0.5	1,381.7	1,401.0	1.4

Exports by Company Size

	2012 Number of Identified Exporters	2013 Number of Identified Exporters	% Change	2012 Known Value	2013 Known Value	% Change
Small (0 to 99 employees)²	282,077	280,366	-0.6	310.2	313.7	1.1
Medium (100 to 499 employees)	16,705	16,977	1.6	140.4	157.3	12.0
Large (500 or more employees)	6,887	6,880	-0.1	931.1	930.0	-0.1
Total	305,669	304,223	-0.5	1381.7	1401.0	1.4

Exports

- Of the 304,223 companies that exported in 2013, 24.5% were manufacturers, 33.4% were wholesalers, and 42.2% were classified as other.
- There were 205,326 companies that exported in both 2013 and 2012, while 98,897 companies only exported in 2013.
- The number of companies that exported to Europe decreased by less than .01% from 2012 to 2013 (106,302 in 2012, 106,296 in 2013), while the number of companies exporting to OPEC increased by 0.3% (46,303 in 2012, 46,460 in 2013).
- The percentage of exporting companies that exported to only 1 partner country slightly decreased from 2012 to 2013 (58.6% in 2012, 58.5% in 2013) and the percentage of known value they accounted for also decreased (5.4% in 2012, 5.1% in 2013).
- Single location companies increased (1.7%) in known export value as well as multiple location companies (1.3%) from 2012 to 2013.
- California (increased 24.7%), Florida (increased 20.2%), and Texas (increased 13.7%) are the top three states that showed the largest increase in the number of exporting companies from 2012 to 2013 based on the origin of movement.
- The top two states that showed the largest number of exporters for small to medium-sized companies were California and Florida. California had the highest proportion of small and medium sized exporters at 95.8% (72,032 companies) followed by Florida with 95.3% (58,626 companies).
- The top 250 exporting companies accounted for 52.2% of the known export value in 2013.

¹Data Source: Profile of U.S. Importing and Exporting Companies. <http://www.census.gov/foreign-trade/Press-Release/edb/2013/>.

²Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2012 or 2013.

Imports

Imports by Company Type

	2012 Number of Identified Importers	2013 Number of Identified Importers	% Change	2012 Known Value	2013 Known Value	% Change
Manufacturers	36,727	36,366	-1.0	955.8	914.3	-4.3
Wholesalers	83,095	82,537	-0.7	591.0	592.5	0.3
Other	65,907	65,305	-0.9	461.0	479.3	4.0
Total	185,729	184,208	-0.8	2007.8	1986.1	-1.1

Imports by Company Size

	2012 Number of Identified Importers	2013 Number of Identified Importers	% Change	2012 Known Value	2013 Known Value	% Change
Small (0 to 99 employees)¹	168,619	167,036	-0.9	412.1	409.7	-0.6
Medium (100 to 499 employees)	11,739	11,803	0.5	208.1	208.6	0.2
Large (500 or more employees)	5,371	5,369	0.0	1387.5	1367.8	-1.4
Total	185,729	184,208	-0.8	2007.8	1986.1	-1.1

Imports

- Of the 184,208 companies that imported in 2013, 19.7% were manufacturers, 44.8% were wholesalers, and 35.5% were classified as other; 134,372 companies imported in both 2013 and 2012, while 49,836 companies only imported in 2013.
- The percentage of importing companies that imported from only 1 partner country slightly decreased from 2012 to 2013 (60.2% in 2012, 60.1% in 2013) and the percentage of known value they accounted for slightly increased (4.0% in 2012, 4.3% in 2013).
- The top 250 importing companies accounted for 60.1% of the known import value.

Companies that both Imported and Exported

- Out of the 304,223 exporting companies and 184,208 importing companies, 83,199 companies both imported and exported in 2013.
- In 2013, 12,513 U.S. companies both imported from and exported to China (\$286.9 billion in imports; \$79.3 billion in exports).

¹ Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2012 or 2013.