

U.S. Census Bureau News

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

FOR IMMEDIATE RELEASE
8:30 A.M. EDT Tuesday, April 4, 2017

For information contact:

Phone: (301) 763-3629, Email: esmd.profile.@census.gov

Glenn Barresse, Benjamin Shelak, Ryan Coleman, Emmanuel Omoruyi or Ramon Pineda

CB17-53

A Profile of U.S. Importing and Exporting Companies, 2014 - 2015

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2014 - 2015*. It provides information on identified companies and their known export or import 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 export or import transactions linked to specific companies. The increases or decreases in known export and import values correspond with the overall direction of trade in 2015; total export value decreased by 7.3 percent and total import value decreased by 4.2 percent. The number of identified exporters decreased by 3.4 percent in 2015 and the known export value declined by 7.7 percent compared to 2014. The number of identified importers increased by 4.8 percent in 2015 and the known import value decreased by 4.3 percent.

In 2015, the identified U.S. exporters accounted for \$1,335 billion in exports or 88.9 percent of the total value of exported goods (\$1,503 billion). In 2015, the number of identified U.S. exporters was 294.8 thousand, down from 305.2 thousand in 2014 (revised). In 2014, the known value was revised to \$1,447 billion.

Figure 1a: 2015 Export Value and Number of Exporters by Company Type (by NAICS)

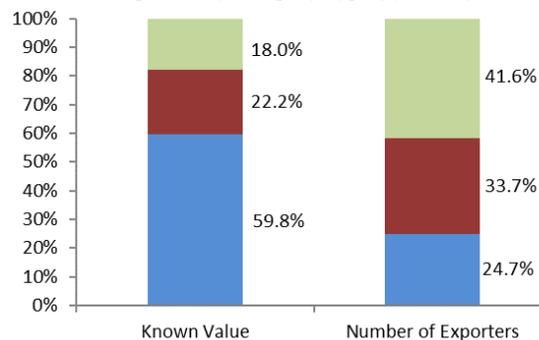
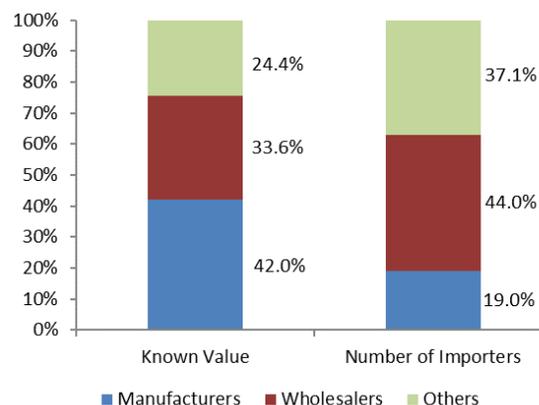


Figure 1b: 2015 Import Value and Number of Importers by Company Type (by NAICS)



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

In 2015, identified U.S. importers accounted for \$1,969 billion in imports or 87.6 percent of the total value of imported goods (\$2,248 billion). The number of identified U.S. importers was 196.9 thousand, up from 187.8 thousand in 2014 (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 11.1 percent in 2015 and 10.7 percent in 2014. 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 2015 and 12.4 percent in 2014. 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 2015 and 2014 are shown in Table 1, which shows the proportion of exports and imports that were successfully matched to companies in the 2014 and 2015 Business Registers. The 2014 exporter figures in this report are revised from data released in the 2013-2014 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 2015, 9.3 percent (27.3 thousand) of all identified exporters were *multiple location companies*; these companies accounted for 76.2 percent of the known export value (Exhibit 1a). In contrast, 267.5 thousand *single location companies* (making up 90.7 percent of the exporting companies) contributed 23.8 percent of the known export value.

In 2015, 10.1 percent of all identified importers were *multiple location companies*; these companies accounted for 76.6 percent of the known import value (Exhibit 1d). *Single location companies*, making up 89.9 percent of the importing companies, contributed 23.4 percent of the known import value.

Trade with related parties accounted for 37.5 percent of the known export value by *multiple location companies* compared to 18.1 percent by *single location companies* (Exhibit 3a).

Exhibit 1a shows that *manufacturers* accounted for the largest portion of the 2015 known value, 59.8 percent, with 24.7 percent of the identified exporters. *Wholesalers* accounted for 22.2 percent and *other companies* accounted for 18.0 percent of the known export value.

For imports, *manufacturers* accounted for the largest portion of 2015 known value, 42.0 percent with 19.0 percent of the known importers. *Wholesalers* accounted for 33.6 percent and *other companies* accounted for 24.4 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 3.0 percent in 2015. *Manufacturers* decreased by 1.8 percent, *wholesalers* decreased by 3.6 percent as well as *other companies* by 4.2 percent (Exhibit 1c).

The number of *multiple location importing companies* increased by 1.3 percent in 2015. The number of *manufacturers* increased 2.8 percent, *wholesalers* increased by 2.5 percent, while *other companies* increased by 9.0 percent (Exhibit 1f).

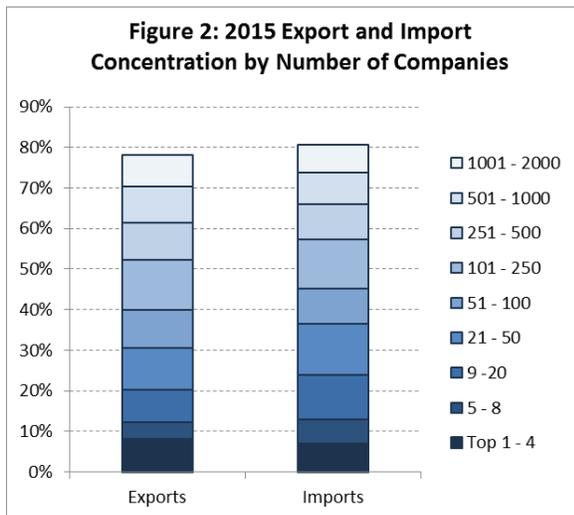


Figure 2 shows the concentration by percent of known export and import values. Of the known export value for 2015, 61.5 percent was accounted for by the top 500 companies. The top 250 companies accounted for 52.2 percent of the known export value. For imports, 63.7 percent of the known value was accounted for by the top 500 companies and 54.7 percent of the total known import value was accounted for by the top 250 importers.

For exports, the top 100 *manufacturers* contributed 32.5 percent of the total known export value and 54.3 percent of all exports by *manufacturers* (Exhibit 2a). For imports, the top 100 *manufacturers* contributed 26.2 percent of the total known import value and 62.5 of all imports by *manufacturers* (Exhibit 2c).

Among the company types, the top 50 *manufacturers* accounted for 44.1 percent of the known export value of the manufacturing sector.

The top 50 companies represented 38.0 percent of the known export value for *wholesalers* and 44.3 percent of the known value for *other companies* (Exhibit 2a).

For imports, the top 50 importing *manufacturers* accounted for 52.4 percent of the known value of this sector. The top 50 companies represented 35.2 percent of the known import value for *wholesalers* and about 55.4 percent of the known value for *other companies* (Exhibit 2c).

Figure 3 shows the number of identified companies with both exports and imports. During 2015, 84,006 companies both exported and imported goods, 210,828 companies only exported goods, and 112,919 companies only imported goods. The companies that both exported and imported in 2015 accounted for 85.4 percent of the known export value and 93.0 percent of the known import value. Among companies that both imported and exported goods, 29.9 percent were *manufacturers*, 48.0 percent were *wholesalers*, and 22.1 percent were *other* (Exhibits 1a, 1d, and 1g).



Large-Sized Companies

Large identified companies (those employing 500 or more workers) were responsible for 67.1 percent of the known export value and 68.0 percent of known import value. They represented only 2.4 percent of all identified exporters and 2.8 percent of all known importers (Exhibits 1a and 1d).

Large companies dominated manufacturers' exports, with 3.6 percent of manufacturing exporters (2,644 of 72,892) accounting for 79.7 percent of manufacturing export value (\$636 billion of \$798 billion). Similarly, large wholesalers, who comprise 0.9 percent of the

wholesalers who export, accounted for 41.8 percent of the value of known exports by wholesalers. Large companies in the “other” category represented 2.8 percent of the identified exporters in the “other” category, and 56.2 percent of the known value. Large manufacturers’ export value to related parties represented 39.4 percent of the manufacturers’ total known export value (Exhibit 3a).

Large companies comprised 6.5 percent of manufacturing importers (2,411 of 37,342) accounting for 85.5 percent of manufacturing import value (\$706 billion of \$826 billion). Large wholesalers, who comprise approximately 0.9 percent of the wholesalers who import, accounted for 44.6 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 2015. These large companies represented 77.6 percent of the known export value and 72.5 percent of the known import 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 97.6 percent of all identified exporters and 97.2 percent of all identified importers. They account for 32.9 percent and 32.0 percent of the known export and import value, respectively. The following findings were extracted from Exhibits 1a, 1d, 1g, and 7a:

- 96.4 percent of *manufacturing exporters* were small- and medium-sized companies and they contributed 20.3 percent of the sector’s \$798 billion in exports. 93.5 percent of *manufacturing importers* were small- and medium-sized; they accounted for 14.5 percent of the sector’s \$826 billion in imports.
- 99.1 percent of *exporting wholesalers* were small- and medium-sized companies; they accounted for 58.2 percent of the sector’s \$297 billion in exports. 99.1 percent of *wholesaler importers* were small- and medium-sized; they contributed 55.4 percent of the sector’s \$662 billion in imports.

- 97.2 percent of *other companies* with exports were small- and medium-sized companies. 96.7 percent of importing *other companies* were small- and medium-sized.
- Among companies that both exported and imported in 2015, small- and medium-sized companies accounted for 94.3 percent of such companies, accounting for 22.4 percent of the known export value and 27.5 percent of the known import value.
- Among 3-digit NAICS for manufacturing industries, *Computer and Electronic Product Manufacturing* (NAICS 334) saw the largest percent increase in export value by small- and medium-sized companies at 10.9 percent.

Export and Import Markets

The country groups used in the 2015 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 (60.6 percent) only one foreign country. A small percentage of exporters, 0.4 percent, shipped to 50 or more countries; these companies accounted for 50.8 percent of the known export value (Exhibit 4a). Less than 0.1 percent of importing companies imported from 50 or more countries, accounting for 20.3 percent of the known import value (Exhibit 4c).

In 2015, 80.2 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). 90.8 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, Italy, Germany and India (Exhibit 5d).

U.S. companies that both exported to and imported from Canada represented 71.9 percent of known export value to Canada in 2015 (\$148 billion of

\$206 billion). Companies exporting to and importing from China represented 67.1 percent of known import value from China (\$306 billion of \$455 billion). In 2015, 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 2014 and 2015 based upon these definitions. (Note that the same company can be shown as exporting from or importing to multiple states.)

- In 2015, 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 41.9 percent of the total known export value. For importing companies, the top five states were California, New York, Florida, Texas, and New Jersey. Importers in these states accounted for 45.1 percent of the total known import value.
- States recording the largest increases in known export value in 2015 were Nevada (9.2 percent), Delaware (7.1 percent), Arizona (6.6 percent), Utah (4.3 percent) and South Carolina (4.2 percent). Alaska (29.5 percent), Nevada (22.0 percent), Tennessee and Utah (both 10.7 percent) had the largest increases in known import value.
- In 2015, 70,350 small- and medium-sized companies exported from California. Florida was second with 56,664 small- and medium-sized companies exporting from that state.

California also had the highest proportion of small- and medium-sized exporters, with 95.7 percent; followed by Florida with 95.0 percent; and New York with 93.9 percent.

Comparison of 2014 and 2015 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 2014 to 2015. Below are a number of noteworthy year-to-year changes (Exhibits 1c, 1f, 5c, and 5f):

- The known export value declined by 7.7 percent. The number of identified exporting companies decreased by 10,379 (3.4 percent). Single location companies decreased by 9,524 and multiple location companies declined by 855.
- The known import value decreased by 4.3 percent. The number of identified importing companies increased by 9,100 (4.8 percent). Single location companies increased by 8,838 and multiple location companies increased by 262.
- The number of small- and medium-sized exporting companies decreased by 3.5 percent, from 298.2 thousand in 2014 to 287.8 thousand in 2015, while the number of large companies increased slightly by less than 0.1 percent, from 6,968 to 6,999.
- The number of exporting *wholesalers* decreased by 3.6 percent from 102.9 thousand in 2014 to 99.3 thousand in 2015. Additionally, the number of exporting *manufacturers* decreased by 1.8 percent from 74.2 thousand in 2014 to 72.9 thousand in 2015.
- The number of importing *wholesalers* increased 2.5 percent from 84.5 thousand in 2014 to 86.6 thousand in 2015. Additionally, the number of importing *manufacturers* increased 2.8 percent from 36.3 thousand in 2014 to 37.3 thousand in 2015.

- Of the top 25 U.S. export trading partners, there were percent decreases in the number of exporting companies to all countries. Brazil (10.1 percent), Columbia (7.7 percent), and Malaysia (6.3 percent) showed the largest percentage decreases.
- Among the top 25 U.S. import trading partners, Venezuela (11.9 percent) showed the largest percentage increase in the number of identified importing companies. Saudi Arabia (0.5 percent) was the only country in the Top 25 with a percentage decrease.

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.)

	2015 Value	% of 2015 Value	2014 Value	% of 2014 Value	
Total exports	1,502,572	100.0	1,620,532	100.0	
Low-value estimates	32,486	2.2	34,936	2.2	
US & foreign governments	44	<0.1	14	<0.1	
Identified exporters* (known value)	1,335,114	88.9	1,447,277	89.3	
Exported merchandise in both 2014 and 2015	1,306,031	86.9	1,406,606	86.8	
Exported merchandise in only 2014 or only 2015	29,083	1.9	38,726	2.4	
Unidentified exports	134,928	9.0	138,304	8.5	
Total imports	2,248,232	100.0	2,347,685	100.0	
Low-value estimates	17,134	0.8	11,642	0.5	
Articles exported and returned, not advanced or improved in condition	62,034	2.8	57,218	2.4	
Identified importers* (known value)	1,969,469	87.6	2,057,714	87.6	
Imported merchandise in both 2014 and 2015	1,929,218	85.8	2,014,770	85.8	
Imported merchandise in only 2014 or only 2015	40,251	1.8	42,944	1.8	
Unidentified imports (1)	199,595	8.9	221,110	9.4	
*Number of Identified Companies					
	2015	2014	Both Years	2015 Only	2014 Only
Exporters	294,834	305,213	202,480	92,354	102,717
Importers	196,925	187,825	138,729	58,196	49,096

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

(1) Includes Canadian electricity and natural gas imports

TABLE OF CONTENTS

Exhibit 1a.	2015 Exports by Company Type and Employment Size	11
Exhibit 1b.	2014 Exports by Company Type and Employment Size	13
Exhibit 1c.	Percent Difference Between the 2014 and 2015 Export Results	15
Exhibit 1d.	2015 Imports by Company Type and Employment Size	17
Exhibit 1e.	2014 Imports by Company Type and Employment Size	19
Exhibit 1f.	Percent Difference Between the 2014 and 2015 Import Results	21
Exhibit 1g.	2015 Exports and Imports by Company Type and Employment Size for Companies that both Export and Import.....	23
Exhibit 1h.	2014 Exports and Imports by Company Type and Employment Size for Companies that both Export and Import.....	25
Exhibit 2a.	Top Companies' Share of the 2015 Export Market by Company Type	27
Exhibit 2b.	Top Companies' Share of the 2014 Export Market by Company Type	28
Exhibit 2c.	Top Companies' Share of the 2015 Import Market by Company Type	29
Exhibit 2d.	Top Companies' Share of the 2014 Import Market by Company Type	30
Exhibit 3a.	2015 Exports to Related Parties by Company Type and Employment Size	31
Exhibit 3b.	2014 Exports to Related Parties by Company Type and Employment Size	33
Exhibit 4a.	2015 Exports by Company Type and Employment Size to Number of Partner Countries.....	35
Exhibit 4b.	2014 Exports by Company Type and Employment Size to Number of Partner Countries.....	36
Exhibit 4c.	2015 Imports by Company Type and Employment Size to Number of Partner Countries.....	37
Exhibit 4d.	2014 Imports by Company Type and Employment Size to Number of Partner Countries.....	38
Exhibit 5a.	2015 Exports by Company Employment Size to World Areas and Selected Countries.....	39
Exhibit 5b.	2014 Exports by Company Employment Size to World Areas and Selected Countries.....	40
Exhibit 5c.	Percent Difference Between 2014 and 2015 Exports to World Areas and Selected Countries	41
Exhibit 5d.	2015 Imports by Company Employment Size from World Areas and Selected Countries	42
Exhibit 5e.	2014 Imports by Company Employment Size from World Areas and Selected Countries	43

Exhibit 5f.	Percent Difference Between 2014 and 2015 Exports to World Areas and Selected Countries	44
Exhibit 5g.	2015 Exports and Imports for Selected Countries and World Areas by Employment Size, Only for Companies that both Imported from and Exported to Listed Countries and World Areas	45
Exhibit 5h.	2014 Exports and Imports for Selected Countries and World Areas by Employment Size, Only for Companies that both Imported from and Exported to Listed Countries and World Areas.....	46
Exhibit 6a.	2015 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value.....	49
Exhibit 6b.	2014 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value.....	50
Exhibit 6c.	Percent Difference Between 2014 and 2015 Exports from Small- and Medium- Sized Companies	51
Exhibit 6d.	2015 Imports by State of Destination, Number of Importing Companies, Value, and Percent Difference Between the 2014 and 2015 Results	52
Exhibit 6e.	2014 Imports by State of Destination, Number of Importing Companies, and Value	53
Exhibit 7a.	2015 Exports by 3-Digit North American Industry Classification System (NAICS) Code for Small and Medium Sized Companies	54
Exhibit 7b.	2014 Exports by 3-Digit North American Industry Classification System (NAICS) Code for Small and Medium Sized Companies	56
Exhibit 7c.	2015 Imports by 3-Digit North American Industry Classification System (NAICS) Code for Small and Medium Sized Companies	58
Exhibit 7d.	2014 Imports by 3-Digit North American Industry Classification System (NAICS) Code for Small and Medium Sized Companies	60

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-

