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A Profile of U.S. Importing and Exporting Companies, 2009 - 2010

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2009 - 2010*. 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 in known export and import values correspond with the overall increase of trade in 2010; total export value rose by 21.0 percent and total import value increased by 22.7 percent. The number of identified exporters increased by 6.0 percent in 2010 and the known export value increased by 21.0 percent compared to 2009. The number of identified importers increased by 1.0 percent in 2010 and the known import value increased by 24.4 percent.

In 2010 the identified U.S. exporters accounted for \$1,138 billion in exports or 89.0 percent of the total value of exported goods (\$1,278 billion). In 2010 the number of identified U.S. exporters was 293.1 thousand, up from the revised 2009 estimate of 276.6 thousand. In 2009, the known value was revised to \$940 billion.

In 2010 identified U.S. importers accounted for

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

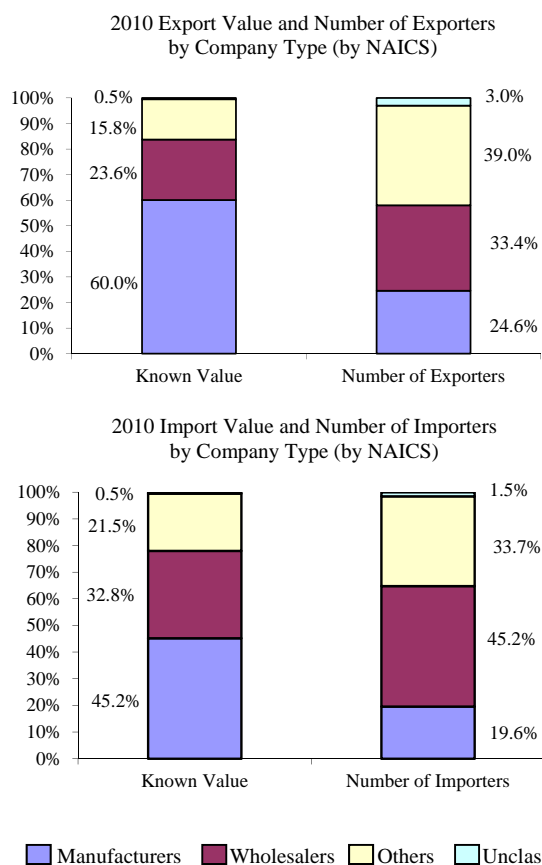


Table 1: Distribution of Exports and Imports by Identified and Unidentified Companies
(Value in millions of dollars. Details may not sum to total due to rounding.)

	2010 Value	% of 2010 Value	2009 Value	% of 2009 Value
Total exports	1,278,263	100.0	1,056,043	100.0
Low-value estimates	33,079	2.6	23,911	2.3
US & foreign governments	132	<0.1	1,462	0.1
Revisions	0	0.0	-890	<-0.1
Identified exporters* (known value)	1,137,635	89.0	940,410	89.1
Exported merchandise in both 2009 and 2010	1,105,203	86.5	915,260	86.7
Exported merchandise in only 2009 or only 2010	32,432	2.5	25,150	2.4
Unidentified exports	107,417	8.4	91,150	8.6
Total Imports	1,913,160	100.0	1,559,625	100.0
Low-value estimates	13,727	0.7	16,963	1.1
Articles exported and returned, not advanced or improved in condition	38,504	2.0	34,474	2.2
Revisions	0	0.0	1,749	0.1
Identified importers* (known value)	1,679,522	87.8	1,350,406	86.6
Imported merchandise in both 2009 and 2010	1,625,909	85.0	1,304,616	83.6
Imported merchandise in only 2009 or only 2010	53,613	2.8	45,790	2.9
Unidentified imports /1	181,407	9.5	156,033	10.0

***Number of Identified Companies**

	2010	2009	Both Years	2010 Only	2009 Only
Exporters	293,131	276,643	188,357	104,774	88,286
Importers	181,648	179,831	127,937	53,711	51,894

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

/1 Includes Canadian electricity and natural gas imports

\$1,680 billion in imports or 87.8 percent of the total value of imported goods (\$1,913 billion). The number of identified U.S. importers was 181.6 thousand, up from 179.8 thousand in 2009.

Because not all shipments can be linked to specific companies, the number of exporters and importers may be understated. The total export value that could not be linked to specific companies totaled 11.0 percent in 2010 and 10.9 percent in 2009.

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 12.2 percent in 2010 and 13.3 percent in 2009. 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 2010 and 2009 are shown in Table 1, which shows the proportion of exports and imports that were successfully matched to companies in the 2009 and 2010 Business Registers. For exports, the 2009 figures in this report are revised from data released in the 2008-2009 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 2010, 9.1 percent (26.8 thousand) of all identified exporters were multiple location companies; these companies accounted for 74.6 percent of the known export value (Exhibit 1a). In contrast, 266.4 thousand single location companies (making up 90.9 percent of the exporting companies) contributed 25.4 percent of the known export value.

In 2010, 9.9 percent of all identified importers were multiple location companies; these companies accounted for 76.2 percent of the known import value (Exhibit 1d). Single location companies, making up 90.1 percent of the importing companies, contributed 23.8 percent of the known import value.

Trade with related parties accounted for 35.6 percent of the known export value by multiple location companies compared to 16.7 percent by single location companies (Exhibit 3a).

Exhibit 1a shows that manufacturers accounted for the largest portion of the 2010 known value, 60.0

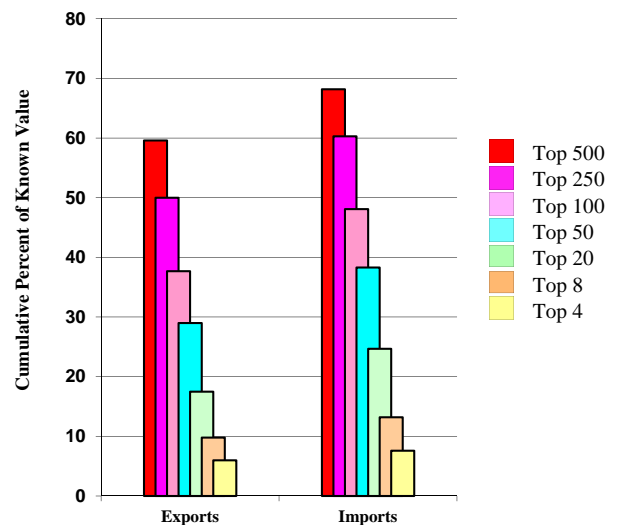
percent, with 24.6 percent of the identified exporters. “Other companies” and wholesalers accounted for 15.8 percent and 23.6 percent of the known export value, respectively; unclassified exporters accounted for the remainder.

For imports, manufacturers accounted for the largest portion of 2010 known value, 45.2 percent with 19.6 percent of the known importers. “Other companies” and wholesalers accounted for 21.5 percent and 32.8 percent of the known import value (Exhibit 1d), respectively; unclassified companies accounted for the remainder of the known value.

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; and communication services companies.

The number of multiple location exporting companies fell by 0.2 percent in 2010. All company types increased; manufacturers increased by 2.4 percent, wholesalers by 4.3 percent, “other companies” by 9.6 percent, and “unclassified companies” by 8.4 percent (Exhibit 1c).

2010 Export and Import Concentration by Top Companies



The number of multiple location importing companies decreased by 1.8 percent in 2010. The

number of manufacturers increased 1.0 percent, wholesalers by less than 0.1 percent, “other companies” by 2.2 percent, and “unclassified companies” by 5.1 percent (Exhibit 1f).

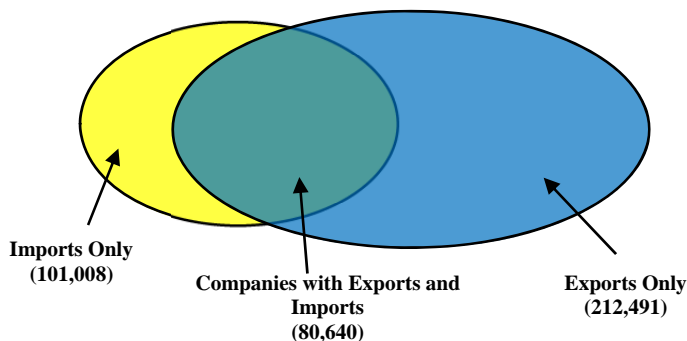
The *2010 Export and Import Concentration by Top Companies* bar chart shows the concentration by percent of known export and import values. Of the known export value for 2010, 59.6 percent was accounted for by the top 500 companies. The top 250 companies accounted for half of the known export value. For imports, 68.2 percent of the known value was accounted for by the top 500 companies and 60.3 percent of the total known import value was accounted for by the top 250 importers.

For exports, the top 100 manufacturers contributed just under one-third of the total known export value and over one-half of all exports by manufacturers (Exhibit 2a). For imports, the top 100 manufacturers contributed 31.4 percent of the total known import value and 69.6 of all imports by manufacturers (Exhibit 2c).

Among the company types, the top 50 manufacturers accounted for 42.6 percent of the known export value of the manufacturing sector. The top 50 companies represented 36.4 percent of the known export value for wholesalers and 37.1 percent of the known value for “other companies” (Exhibit 2a).

For imports, the top 50 importing manufacturers accounted for 60.4 percent of the known value of this sector. The top 50 companies represented 37.3 percent of the known import value for wholesalers and about 62.6 percent of the known value for “other companies” (Exhibit 2c).

2010 Number of Identified Companies that Only Export, Only Import, or do Both



The *2010 Number of Companies that Export or Import* Venn diagram shows the number of identified companies with both exports and imports. During 2010, 80,640 companies both exported and imported goods, 212,491 companies only exported goods, and 101,008 companies only imported goods. The companies that both exported and imported in 2010 accounted for 85.1 percent of the known export value and 94.1 percent of the known import value. Among companies that both imported and exported goods, 30.5 percent were manufacturers, 47.9 percent were wholesalers, and 21.1 percent were “other” (Exhibits 1a, 1d, and 1g).

Large-Sized Companies

Large identified companies (those employing 500 or more workers) were responsible for 66.3 percent of the known export value and 68.4 percent of known import value. They represented only 2.2 percent of all identified exporters and 2.8 percent of all known importers (Exhibits 1a and 1d).

Large companies dominated manufacturers’ exports, with 3.3 percent of manufacturing exporters (2,376 of 72,171) accounting for 81.4 percent of manufacturing export value (\$556 billion of \$683 billion). Similarly, large wholesalers, who comprise 0.7 percent of the wholesalers who export, accounted for 38.0 percent of the value of known exports by wholesalers. Large companies in the “other” category represented 2.9 percent of the identified exporters in the “other” category, and 53.3 percent of the known value. Large manufacturers’ export value to related parties represented 31.5 percent of the manufacturers’ total known export value (Exhibit 3a).

Large companies comprised 6.0 percent of manufacturing importers (2,145 of 35,603) accounting for 86.3 percent of manufacturing import value (\$654 billion of \$759 billion). Large wholesalers, who comprise approximately 0.8 percent of the wholesalers who import, accounted for 43.8 percent of the value of known imports by wholesalers. Large companies represented 3.6 percent of identified importers in the “other” category (Exhibit 1d).

Large companies accounted for 5.3 percent of those that both exported and imported goods in 2010. These large companies represented 76.1 percent of the known export value and 72.3 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 97.8 percent of all identified exporters and 97.2 percent of all identified importers. They account for 33.7 percent and 31.6 percent of the known export and import value, respectively. This is the first Profile to include Exhibits 7a and 7b, which feature exports from small and medium-sized companies by 3-digit North American Industry Classification System (NAICS) code. The following findings were extracted from Exhibits 1a, 1d, 1g and 7a:

- 96.7 percent of manufacturing exporters were small- or medium-sized companies; however they contributed just 18.6 percent of the sector's \$683 billion in exports. 94.0 percent of manufacturing importers were small- or medium-sized; they accounted for 13.7 percent of the sector's \$759 billion in imports.
- 99.3 percent of exporting wholesalers were small- or medium-sized companies; they accounted for 62.0 percent of the sector's \$268 billion in exports. 99.2 percent of wholesaler importers were small- or medium-sized; they contributed 56.2 percent of the sector's \$551 billion in imports.
- 97.1 percent of "other companies" with exports were small- or medium-sized companies. 96.4 percent of importing "other companies" were small- or medium-sized.
- Among companies that both exported and imported in 2010, small- or medium-sized companies accounted for 94.7 percent of such companies, accounting for 23.9 percent of the known export value and 27.7 percent of the known import value.
- Among 3-digit NAICS for wholesale industries, "Wholesale Electronic Markets and

Agents and Brokers" (NAICS 425) experienced the largest percent increase in export value by small- and medium-sized companies from 2009 to 2010 at 37.3 percent. For 3-digit manufacturing industry NAICS, "Petroleum & Coal Products Manufacturing" (NAICS 324) saw the largest percent increase in export value by small- and medium-sized companies at 267.9 percent.

Export and Import Markets

The country groups used in the 2010 Profile have been revised from those used in earlier Profiles (Exhibits 5a, 5b, 5c, 5d, 5e, 5f, 5g, and 5h). Please refer to World Area Country Groupings for Exhibit 5.

Most identified companies exported to (58.4 percent) or imported from (60.5 percent) only one foreign country. A small percentage of exporters, 0.4 percent, shipped to 50 or more countries; these companies accounted for 47.8 percent of the known export value (Exhibit 4a). Less than 0.1 percent of importing companies imported from 50 or more countries, accounting for 19.0 percent of the known import value (Exhibit 4c).

In 2010, 81.8 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, Germany and China (Exhibit 5a). 90.0 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 70.5 percent of known export value to Canada in 2010 (\$134 billion of \$190 billion). Companies exporting to and importing from China represented 68.0 percent of known import value from China (\$234 billion of \$344 billion). In 2010, China, Germany, the United Kingdom, Canada 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 2009 and 2010 based upon these definitions. (Note that the same company can be shown as exporting from or importing to multiple states.)

- In 2010, the top five states, based on the number of identified exporting companies, were California, Florida, New York, Texas, and Illinois. Exporters in these five states represented 42.2 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 47.4 percent of the total known import value.
- States/territories recording the largest increases in known export value in 2010 were Maine (45.5 percent), New Hampshire (44.0 percent), Mississippi (38.2 percent), Michigan (37.3 percent), and Missouri (36.7 percent). New Mexico (54.6 percent), Maryland (52.9 percent), New Hampshire (51.9 percent), Michigan (50.9 percent), and Louisiana (41.2 percent) had the largest increases in known import value.

Comparison of 2009 and 2010 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 2009 to 2010. Below are a number of noteworthy year-to-year changes (Exhibits 1c, 1f, 5c, and 5f):

- The known export value increased by 21.0 percent. The number of identified exporting

companies increased by 16,488 or 6.0 percent. The single location companies increased by 16,553 and the multiple location companies decreased by just 65.

- The known import value rose by 24.4 percent. The number of identified importing companies increased by 1,817 or just over 1 percent. The single location companies increased by 2,150 and the multiple location companies decreased by 333.
- The number of small- and medium-sized importing companies increased by 1.2 percent from 174.6 thousand in 2009 to 176.6 thousand in 2010, while the number of large companies decreased by 3.9 percent from 5,219 to 5,013.
- The number of exporting wholesalers rose by 4.3 percent from 93.8 thousand in 2009 to 97.9 thousand in 2010. Additionally, the number of exporting manufacturers increased by 2.4 percent from 70.5 thousand in 2009 to 72.2 thousand in 2010.
- The number of importing wholesalers remained almost unchanged from 82,045 in 2009 to 82,053 in 2010. Additionally, the number of importing manufacturers increased only slightly by just over 1 percent from 35.2 thousand in 2009 to 35.6 thousand in 2010.
- All but one of the top 25 U.S. export trading partners saw increases in the number of identified exporting companies between 2009 and 2010. Among the top 25 U.S. export trading partners, Brazil (12.1 percent), Chile (11.6 percent), Australia (11.3 percent), and Columbia (10.5 percent) showed the largest percentage increases in the number of identified exporting companies. Venezuela (-2.5 percent) was the only country in the top 25 U.S. export trading partners to see a decrease in the number of export trading partners.
- Among the top 25 U.S. import trading partners, Saudi Arabia (36.0 percent), Nigeria (22.7 percent), Ireland (4.9 percent), China (4.2 percent), and the Netherlands (3.9

percent) showed the largest percentage increases in the number of identified importing companies.

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.

NOTICE

Effective with this release, the U.S. Census Bureau, Foreign Trade Division has implemented the following changes:

New exhibits

- Exhibit 7a - 2010 Exports by 3-Digit North American Industry Classification System (NAICS) code for Small and Medium Sized Companies, and
- Exhibit 7b - 2009 Exports by 3-Digit NAICS code for Small and Medium Sized Companies.

Copies of the importer and exporter profile are available by calling (301)763-2311 or at <http://www.census.gov/foreign-trade/aip/index.html#profile>.

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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.