Profile of U.S. Importing and Exporting Companies, 2011-2012 Highlights[1]

All values in billions of dollars.

Exports

Exports by Company Type

	2011 Number of Identified Exporters	2012 Number of Identified Exporters	% Change	2011 Known Value	2012 Known Value	% Change
Manufacturers	74,066	74,520	0.6	789.3	836.7	6.0
Wholesalers	101,402	102,005	0.6	305.3	307.1	0.6
Other	128,041	128,342	0.2	230.4	235.9	2.4
Total	303,509	304,867	0.4	1,325.0	1,379.7	4.1

Exports by Company Size

	2011 Number of Identified Exporters	2012 Number of Identified Exporters	% Change	2011 Known Value	2012 Known Value	% Change
Small (0 to 99 employees)[2]	280,655	281,316	0.2	322.6	309.3	-4.1
Medium (100 to 499 employees)	16,162	16,679	3.2	121.0	140.1	15.8
Large (500 or more employees)	6,692	6,872	2.7	881.4	930.3	5.5
Total	303,509	304,867	0.4	1,325.0	1,379.7	4.1

Exports

- Of the 304,867 companies that exported in 2012, 24.4% were manufacturers, 33.5% were wholesalers, and 42.1% were classified as other.
- There were 200,700 companies that exported in both 2012 and 2011, while 104,167 companies only exported in 2012.
- The number of companies that exported to Europe decreased by 1.5% from 2011 to 2012 (107,857 in 2011, 106,222 in 2012), while the number of companies exporting to OPEC increased by 3.3% (44,769 in 2011, 46,232 in 2012).
- The percentage of exporting companies that exported to only 1 partner country slightly increased from 2011 to 2012 (58.3% in 2011, 58.6% in 2012) and the percentage of known value they accounted for also increased (5.0% in 2011, 5.4% in 2012).
- Single location companies (decreased 1.8%) had a decrease in known export value where multiple location companies saw an increase (6.2%) from 2011 to 2012.
- California (increased 24.6%), Florida (increased 20.3%), and New York (increased 13.5%) are the top three states that showed the largest increase in the number of exporting companies from 2011 to 2012 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 95.9% (71,921 companies) followed by Florida with 95.4% (58,976 companies).
- The top 250 exporting companies accounted for 52.1% of the known export value in 2012.

[1] Data Source: Profile of U.S. Importing and Exporting Companies. http://www.census.gov/foreign-trade/Press-Release/edb/2012/.

[2] 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 2011 or 2012.

Imports

Imports by Company Type

	2011 Number of Identified Importers	2012 Number of Identified Importers	% Change	2011 Known Value	2012 Known Value	% Change
Manufacturers	36,348	36,727	1.0	860.9	955.8	11.0
Wholesalers	82,522	83,095	0.7	610.8	591.0	-3.2
Other	65,090	65,907	1.3	473.6	461.0	-2.7
Total	183,960	185,729	1.0	1,945.3	2,007.8	3.2

Imports by Company Size

	2011 Number of Identified Importers	2012 Number of Identified Importers	% Change	2011 Known Value	2012 Known Value	% Change
Small (0 to 99 employees)[1]	167,548	168,619	0.6	401.7	412.1	2.6
Medium (100 to 499 employees)	11,272	11,739	4.1	195.7	208.2	6.4
Large (500 or more employees)	5,140	5,371	4.5	1,347.9	1,387.5	2.9
Total	183,960	185,729	1.0	1,945.3	2,007.8	3.2

Imports

- Of the 185,729 companies that imported in 2012, 19.8% were manufacturers, 44.7% were wholesalers, and 35.5% were classified as other; 130,612 companies imported in both 2012 and 2011, while 55,117 companies only imported in 2012.
- The percentage of importing companies that imported from only 1 partner country slightly decreased from 2011 to 2012 (60.3% in 2011, 60.2% in 2012) and the percentage of known value they accounted for also slightly decreased (4.1% in 2011, 4.0% in 2012).
- The top 250 importing companies accounted for 60.1% of the known import value.

Companies that both Imported and Exported

- Out of the 304,867 exporting companies and 185,729 importing companies, 83,800 companies both imported and exported in 2012.
- In 2012, 12,350 U.S. companies both imported from and exported to China ($277.5 billion in imports; $69.3 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 2011 or 2012.