

# A PROFILE OF U.S. IMPORTING AND EXPORTING COMPANIES, 2015-2016

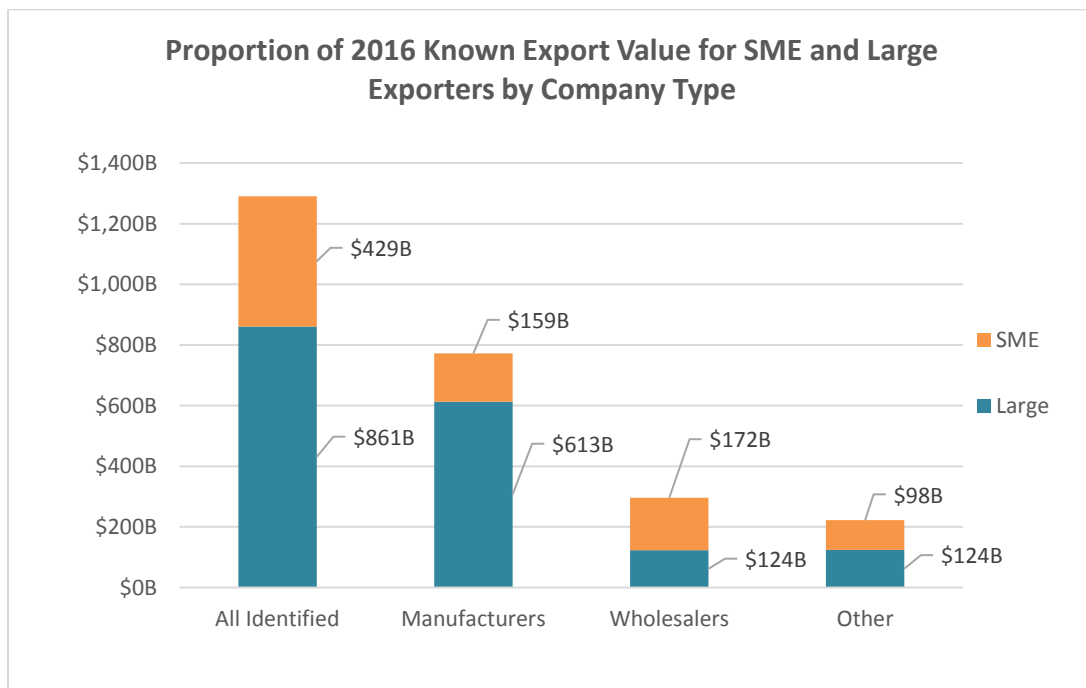
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The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2015 - 2016*. This report provides information on identified U.S. companies and their known export or import value. Identified companies are enterprise level companies that were successfully linked from the 2016 Census Business Register to import or export transaction records. The known value is the value of export or import transactions linked to these identified companies. Using the information from the Census Business Register, this report details trade data by various company characteristics of U.S. exporters and importers. For the full report or to view the explanatory notes on how these statistics are gathered and compiled, go to <https://www.census.gov/foreign-trade/Press-Release/edb/2016/>.

## Exports

The 2016 identified U.S. exporters accounted for a known export value of \$1,290 billion, or 88.9 percent of the total value of exported goods in 2016 (\$1,451 billion). This is a decrease of 3.6 percent from the 2015 known export value of \$1,338 billion.

Large exporters account for just over two-thirds of the known export value (\$861 billion), while small- and medium-sized enterprises (SME) accounted for the remaining \$429 billion. Large exporters accounted for 79.4 percent of exports by *manufacturers*, 41.8 percent by *wholesalers*, and 56.0 percent by *other* companies.



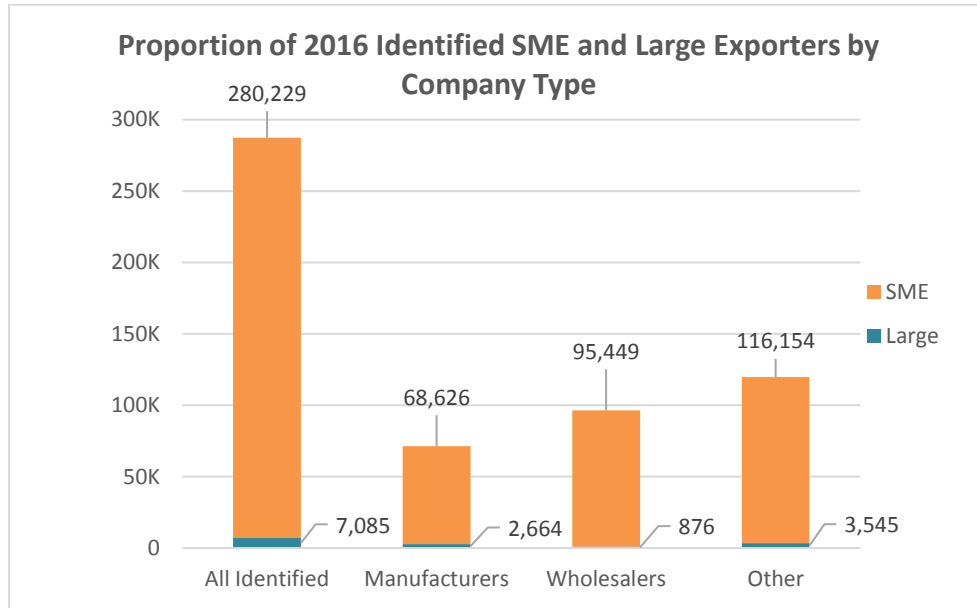
### Data Inquiries

U.S. Census Bureau  
Economic Indicators Division, International Trade  
301-763-3629  
[ftd.profile.list@census.gov](mailto:ftd.profile.list@census.gov)

### Media Inquiries

U.S. Census Bureau  
Public Information Office  
301-763-3030  
[pio@census.gov](mailto:pio@census.gov)

Of the 287,314 companies that exported in 2016, 24.8 percent were *manufacturers*, 33.5 percent were *wholesalers*, and 41.7 percent were classified as *other companies*. 91,860 of the companies that exported in 2016 did not export in 2015.



Large companies reported that 40.4 percent of their exports were related party trade, while SME exporters reported only 22.0 percent were related party trade. The difference between the proportions of related party trade by large *wholesalers* and SME *wholesalers* is nearly 30 percentage points.

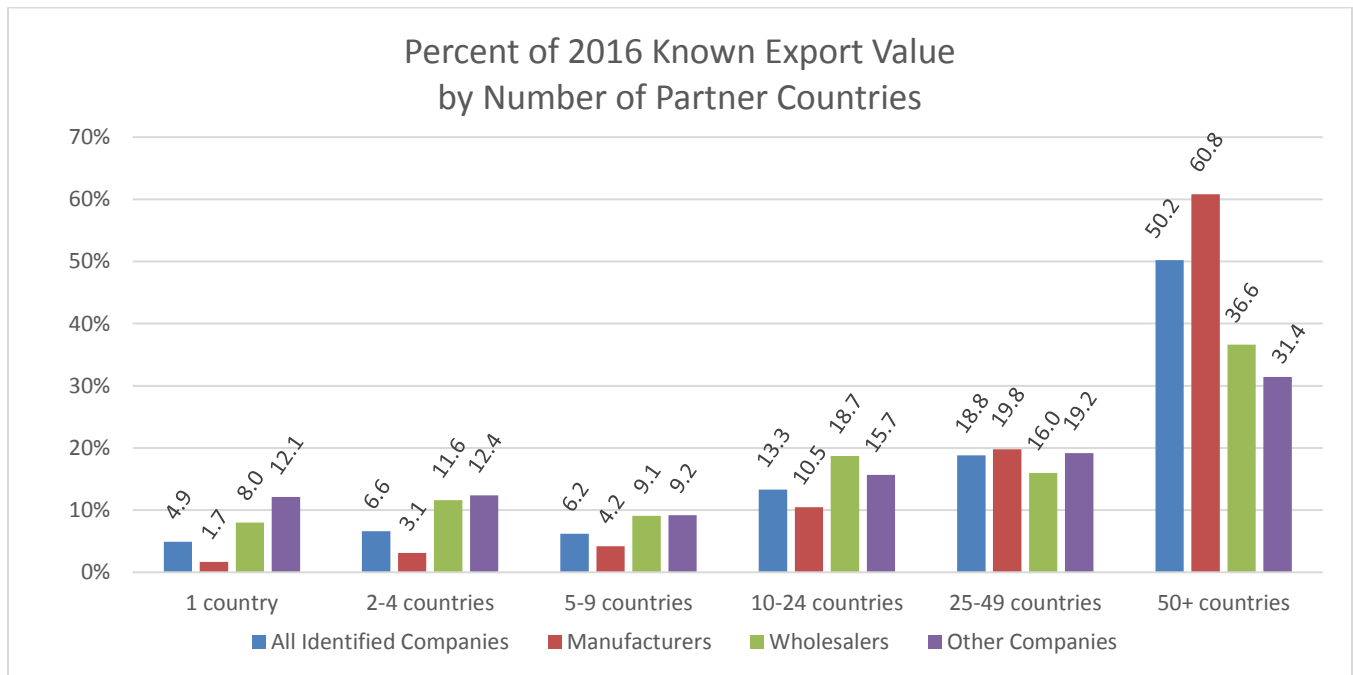


The known export value of single location companies and multiple locations companies decreased by 3.0 percent and 3.7 percent respectively.

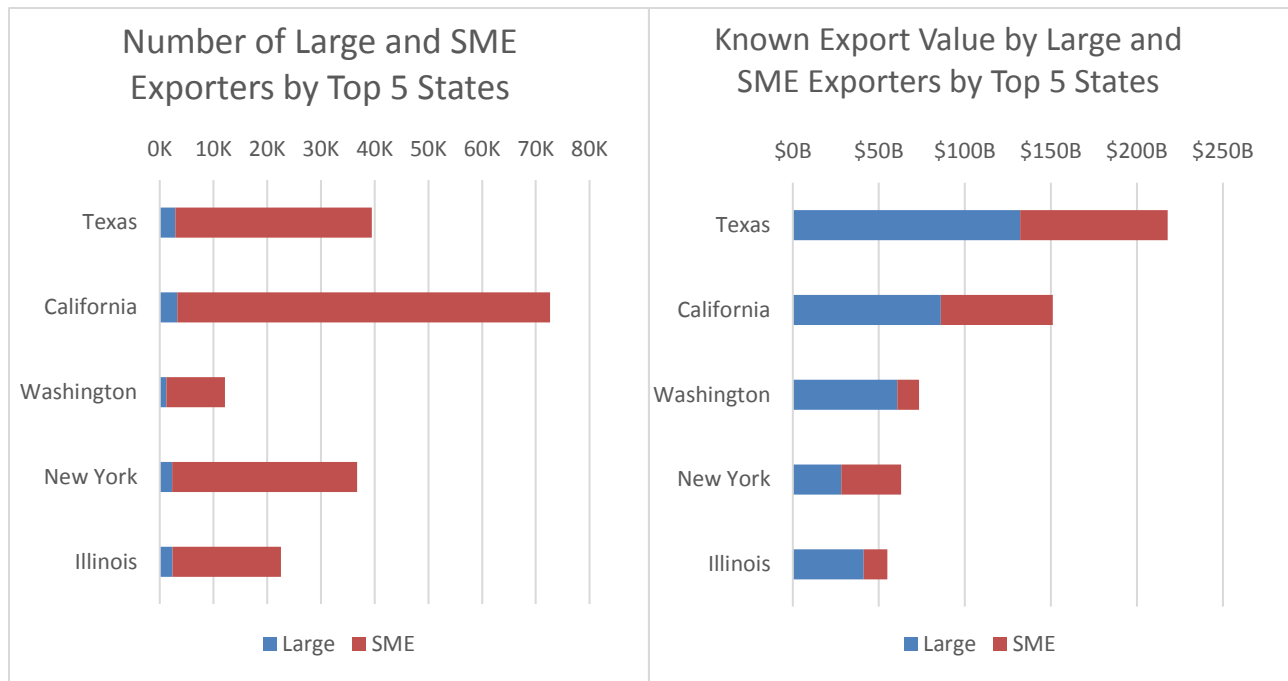
Out of all of the North American Industry Classification System (NAICS) subsectors, 336 (Transportation Equipment Manufacturing) had the highest known export value at \$239 billion in 2016. The known export value by SME exporters within this subsector increased by 16.6 percent from 2015 to 2016.

The top 20 exporting companies accounted for 20.3 percent of the known export value in 2016.

Companies that exported to only one country accounted for 4.9 percent of the known export value, while companies that exported to 50 or more countries accounted for 50.2 percent. Less than 0.5 percent of exporters in 2016 exported to 50 or more countries.



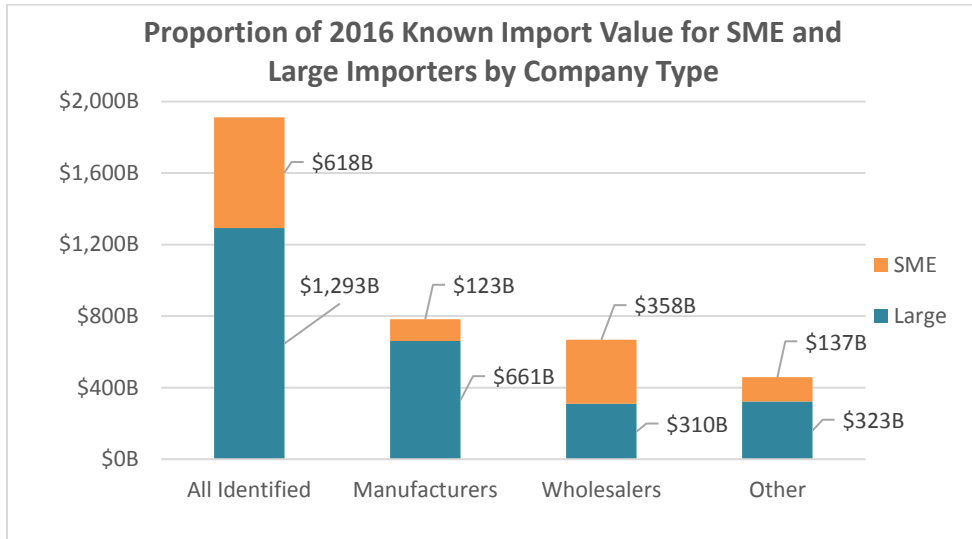
In 2016, California (72,665) had nearly twice the number of identified exporters as Texas (39,482), however, the known export value for Texas (\$218 billion) was over 40 percent larger than California (\$151 billion). California also had the largest number of SME exporters with 69,387 followed by Florida with 55,137.



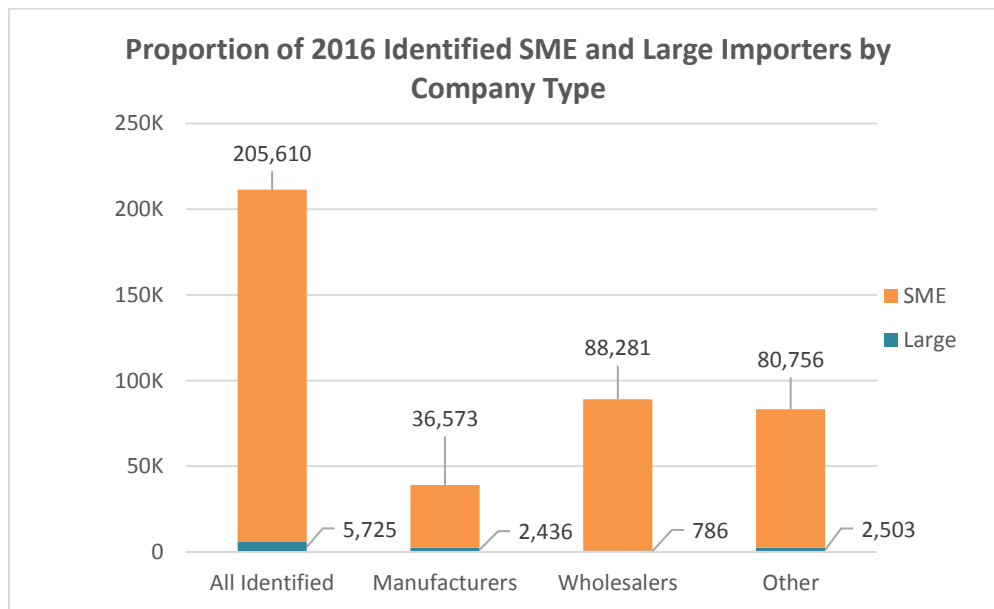
## Imports

The 2016 identified U.S. importers accounted for a known import value of \$1,911 billion, or 87.4 percent of the total value of imported goods in 2016 (\$2,188 billion). This is a decrease of 3.0 percent from the 2015 known import value of \$1,969 billion.

As was the case with exports, large importers account for just over two-thirds of the known import value (\$1,293 billion), while SME importers accounted for the remaining \$618 billion. Large importers accounted for 84.3 percent of imports by *manufacturers*, 46.4 percent by *wholesalers*, and 70.2 percent by *other* companies.

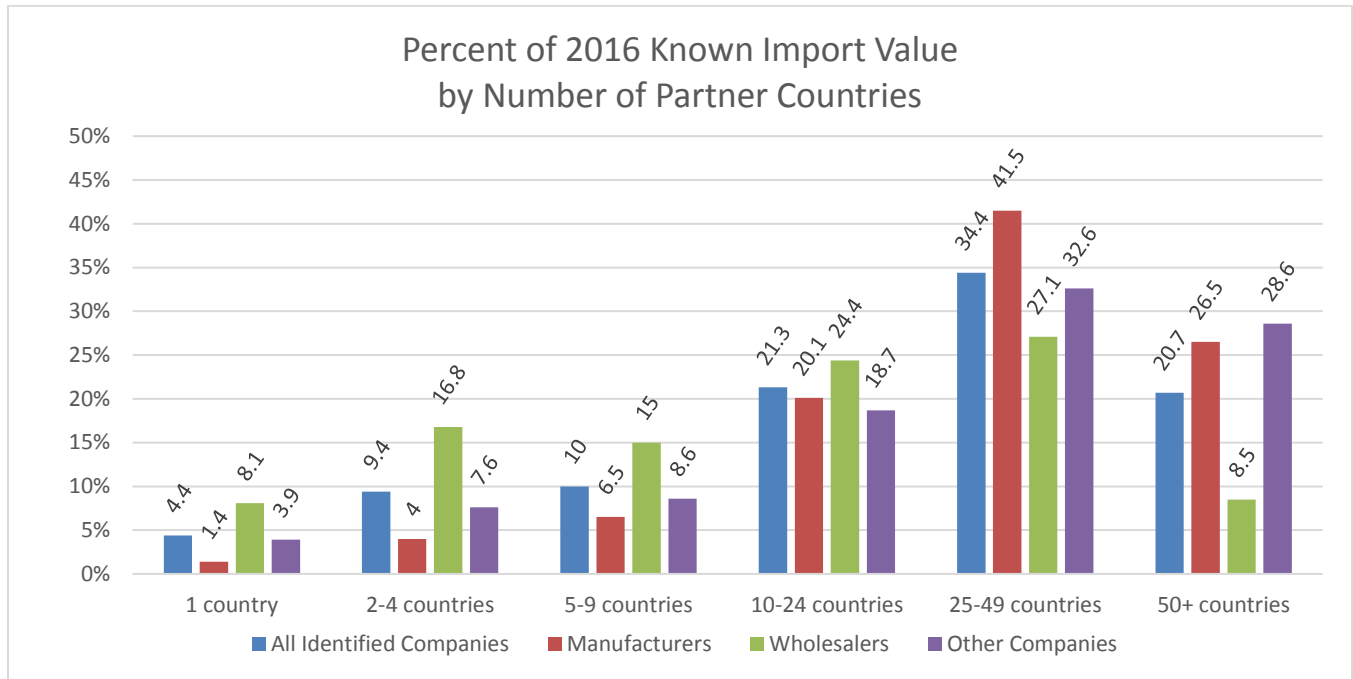


Of the 211,335 companies that imported in 2016, 18.5 percent were *manufacturers*, 42.1 percent were *wholesalers*, and 39.4 percent were classified as *other companies*. The number of identified importers increased by 7.3 percent from 2015.

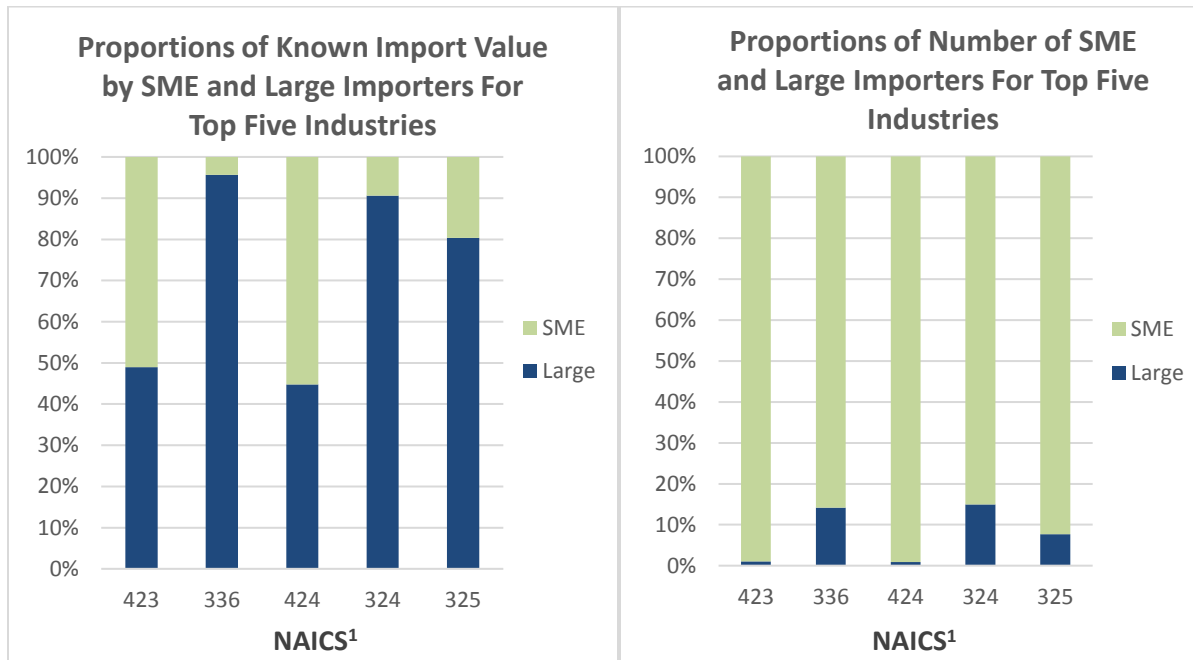


While the known import value by *manufacturers* (\$783.6 billion) decreased as a proportion of the total known import value, the top four *manufacturer's* import value (\$127.1 billion) increased to 6.7 percent of the total known import value.

Of the 2016 known import value, 55.1 percent is attributable to companies which import from 25 or more countries, with the majority of that amount falling into the 25-49 countries group. Unlike *manufacturers* and *other companies*, the majority of the known import value of *wholesalers* is attributable to companies which imported from fewer than 25 countries.



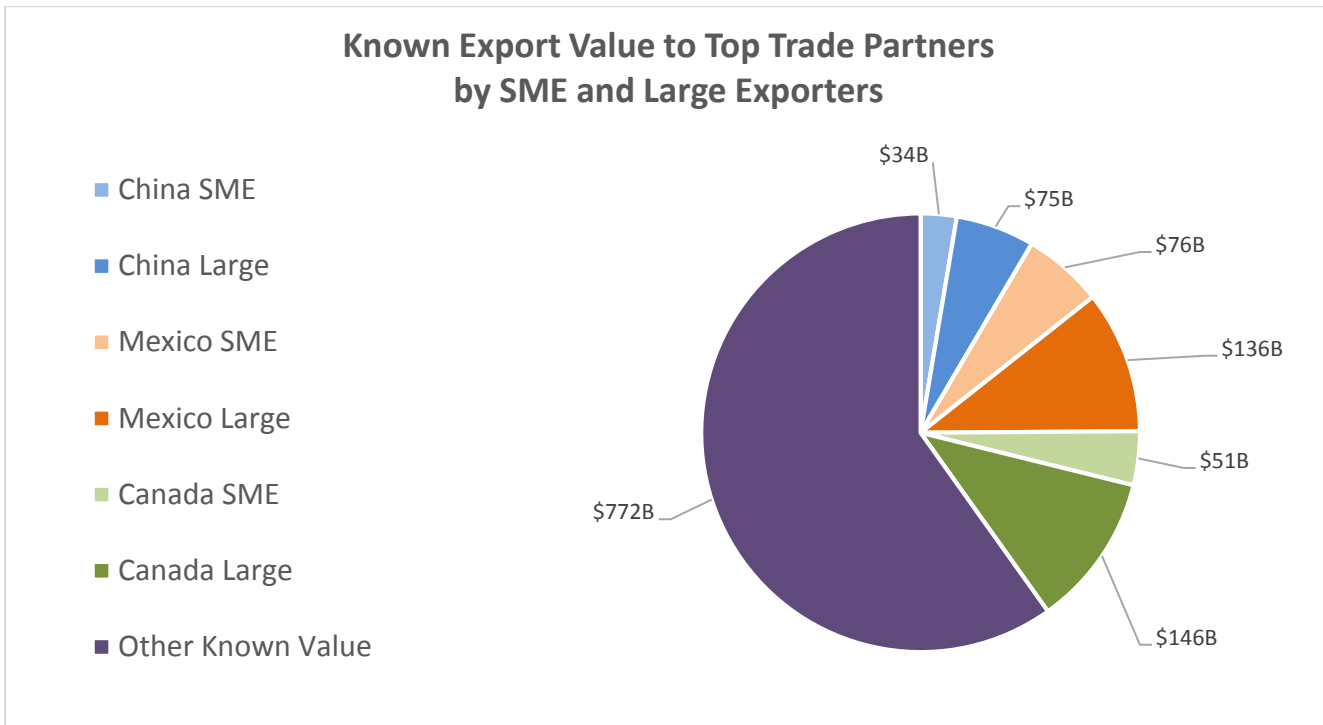
Of the top five 3-digit North American Industry Classification System (NAICS) subsectors for known import value, small- and medium-sized importers accounted for 99 percent of the companies within NAICS 423 (Merchant Wholesalers, Durable Goods) and 424 (Merchant Wholesalers, Nondurable Goods). These are also the only two subsectors within the top five in which SME importers accounted for the majority of the known import value.



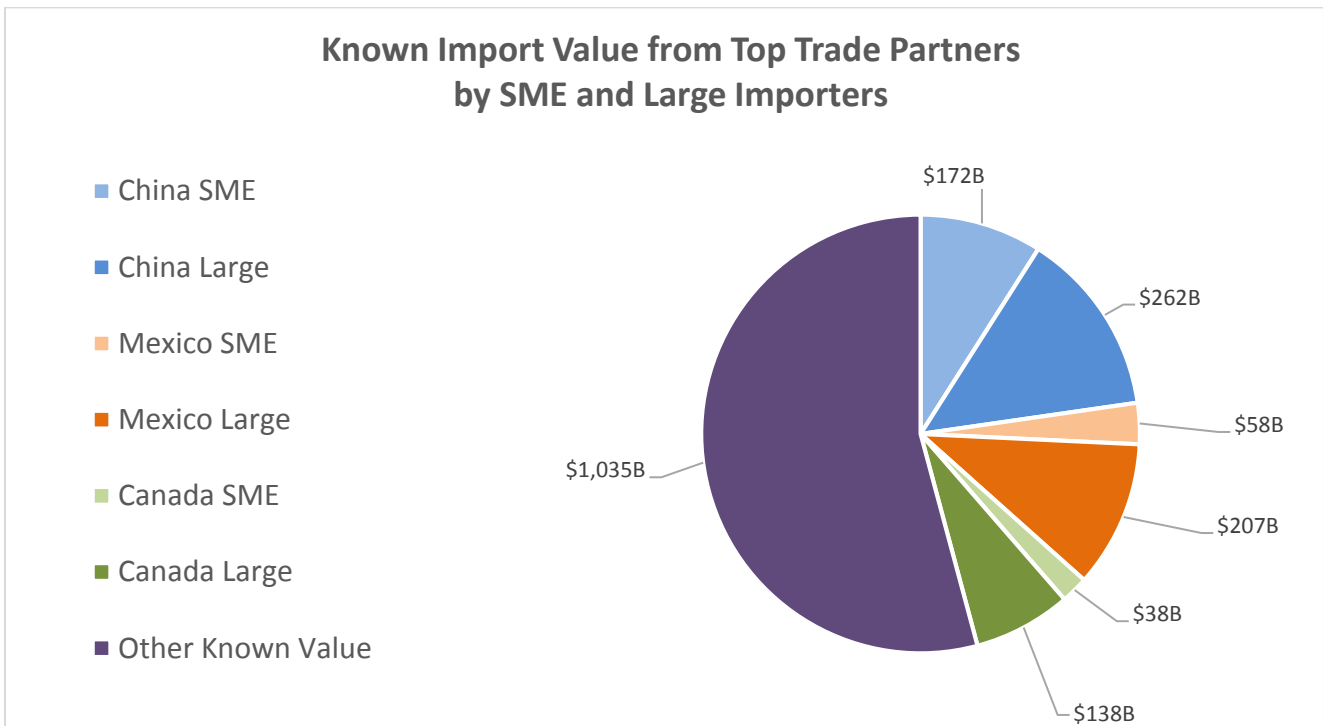
(1) NAICS definitions: 423 – “Merchant Wholesalers, Durable Goods”, 336 – “Transportation Equipment Manufacturing”, 424 – “Merchant Wholesalers, Nondurable Goods”, 324 – “Petroleum and Coal Products Manufacturing”, 325 – “Chemical Manufacturing”

## Comparing Import and Export Markets

The top three trading partners accounted for at least 40 percent of both the known import value (45.8 percent) and the known export value (40.1 percent).

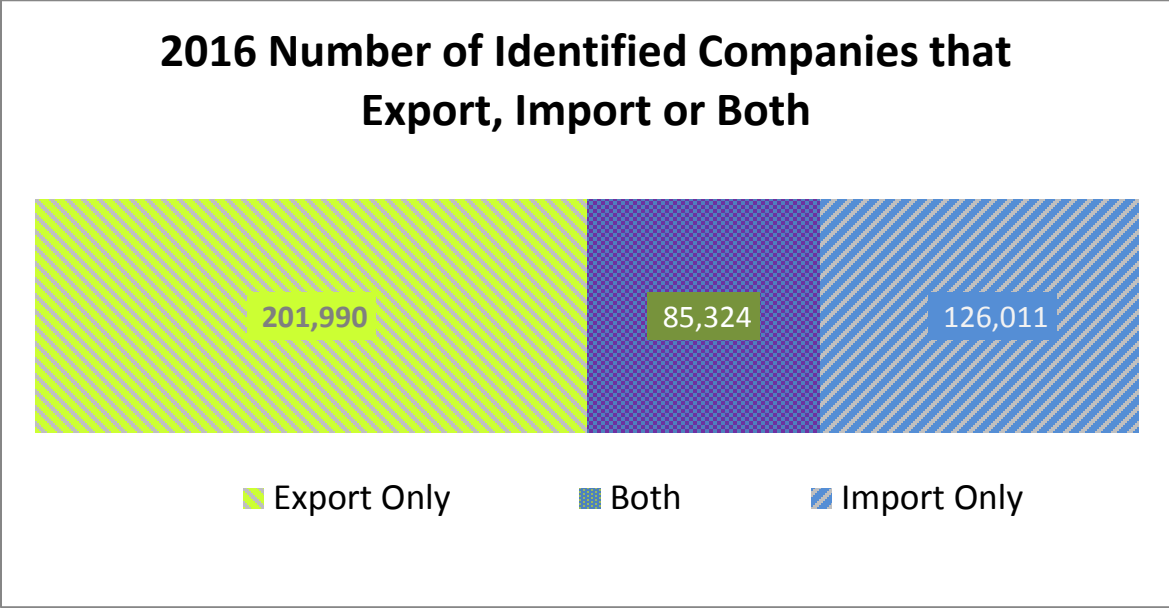


SME importers accounted for nearly 40 percent of the known value of imports from China. This is nearly twice as much as the proportion of known imports by small- and medium-sized importers from Mexico (21.9 percent) and Canada (21.7 percent).



## Companies that both Imported and Exported

Out of the 287,314 exporting companies and 211,335 importing companies, 85,324 companies both imported and exported in 2016.



In 2016, 13,316 U.S. companies both imported from and exported to China (\$290.4 billion in imports; \$82.1 billion in exports).

**Table 1 – Summary of 2015-2016 Matching Results**

<b>Table 1: Distribution of Exports and Imports by Identified and Unidentified Companies</b> (Value in millions of dollars. Details may not sum to total due to rounding.)					
	2016 Value	% of 2016 Value	2015 Value	% of 2015 Value	
<b>TOTAL EXPORTS</b>	<b>1,451,010</b>	<b>100.0</b>	<b>1,502,572</b>	<b>100.0</b>	
Low-value estimates	31,101	2.1	32,486	2.2	
US & foreign governments	35	<0.1	44	<0.1	
<b>Identified exporters* (known value)</b>	<b>1,290,213</b>	<b>88.9</b>	<b>1,338,358</b>	<b>89.1</b>	
Exported merchandise in both 2015 and 2016	1,263,700	87.1	1,300,292	86.5	
Exported merchandise in only 2015 or only 2016	26,513	1.8	38,065	2.5	
<b>Unidentified exports</b>	<b>129,661</b>	<b>8.9</b>	<b>131,684</b>	<b>8.8</b>	
<b>Total Imports</b>	<b>2,187,805</b>	<b>100.0</b>	<b>2,248,685</b>	<b>100.0</b>	
Low-value estimates	16,745	0.8	17,134	0.8	
Articles exported and returned, not advanced or improved in condition	63,377	2.9	62,034	2.8	
<b>Identified importers* (known value)</b>	<b>1,911,184</b>	<b>87.4</b>	<b>1,969,469</b>	<b>87.6</b>	
Imported merchandise in both 2015 and 2016	1,866,951	85.3	1,922,681	85.5	
Imported merchandise in only 2015 or only 2016	44,233	2.0	46,788	2.1	
<b>Unidentified imports (1)</b>	<b>196,498</b>	<b>9.0</b>	<b>199,595</b>	<b>8.9</b>	
<b>*Number of Identified Companies</b>					
	<b>2016</b>	<b>2015</b>	<b>Both Years</b>	<b>2016 Only</b>	<b>2015 Only</b>
<b>Exporters</b>	287,314	295,571	195,454	91,860	100,117
<b>Importers</b>	211,335	196,925	144,191	67,144	52,734

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

(1) Includes Canadian electricity and natural gas imports