



U.S. EXPORT FACT SHEET

February 2013 Export Statistics Released April 5, 2013

EXPORT OVERVIEW:

- With the release of the February 2013 U.S. International Trade in Goods and Services report by the Department of Commerce's U.S. Census Bureau and the Bureau of Economic Analysis, U.S. exports of goods and services increased by 0.8 percent in February 2013 to \$186.0 billion since January 2013, while imports remained flat, increasing by only \$61 million to \$228.9 billion during the same period.
- In February 2013, the year-to-date U.S. goods and services trade deficit improved by 9.8 percent to \$87.4 billion when compared to the same months of 2012.
- U.S. goods and services exports year-to-date through February 2013 were up 3.2 percent or \$11.6 billion from the same period of 2012 to reach \$370.4 billion.
- In February 2013, the average import price per barrel of crude oil was \$95.96 per barrel, up from the \$94.08 per barrel recorded in January 2013. Imports of crude oil fell by 56 million barrels in February 2013 to 205 million barrels, the lowest quantity since March 1996.

TRADE SPOTLIGHT: U.S. Importing and Exporting Companies, 2010-2011

- On April 5, 2013, the Census Bureau released, "A Profile of U.S. Importing and Exporting Companies, 2010-2011," providing data on trade activity by U.S. companies.
- More than 302,000 U.S. companies exported goods in 2011, an increase of more than 8,000 exporters from 2010's record high.
- Small or medium-sized companies (SMEs) with fewer than 500 employees accounted for 98 percent of all goods exporters in 2011 (295,594) and a third (33 percent) of known goods exports.
- Of those companies that engaged in trade, 83,050 both imported and exported goods in 2011. Of these, 78,590 were SMEs.
- SMEs could benefit from entering new markets, as 59 percent export only to a single market and 93 percent operate from a single U.S. location. In comparison, more than half of large firms recorded sales to five or more foreign markets and 11 percent operate from single U.S. location.
- Canada is by far the most popular export destination for SMEs, with nearly 92,000 SMEs registering Canadian sales in 2011. However, SME exports account for a large share of U.S. merchandise exports to several smaller markets, including Switzerland, Hong Kong, the United Arab Emirates, Turkey, and India.
- SMEs stand to benefit from new FTAs, with SME exports to both South Korea and Colombia increasing faster than the national average of 14 percent. The known value of merchandise exports from U.S. SMEs to South Korea were up 22 percent in 2011 compared to the previous year, and known merchandise SME exports to Colombia were up 24 percent.
- California showed the highest increase in exporters in 2011, adding nearly 2,700 new exporters in 2011, most of which were SMEs.
- Merchandise exports from SMEs accounted for nearly three-quarters (74 percent) of total known goods exports from Montana in 2011, the highest among the 50 states and well above the national average of 33 percent.
- Overall, SMEs accounted for more than half of the total goods export value from five states in 2011: Montana (74% of goods exports), Florida (68%), Rhode Island (66%), Wyoming (64%), and New York (59%).