



Global intelligence that moves your business

U.S. Import and Export Summary:

*The top players and performers in the U.S. trade industry,
January through July 2011*



About our 2011 U.S. Import and Export Summary:

As the most innovative and advanced U.S. trade intelligence provider, Zepol has created this report for importers, suppliers, customs brokers, and trade professionals in all industries to gain a better understanding of the U.S. trade market thus far in 2011. We summarize key trends and top performers as well as important developments in the industry.

Zepol hopes that the information in this report will be informative and helpful in better understanding where the U.S. trade market has been and where it is headed in the future.

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Report note:

This report is based on data collected from U.S. Customs and the U.S. Census Bureau. This data is from the Automated Manifest System and excludes Freight Remaining on Board (FROB) as well as Empty containers. U.S. Customs allows importers to conceal the identity of their shipments. Thus, not all major importers and suppliers can be identified. This data represents the information as it is recorded by government sources; it may include data anomalies.

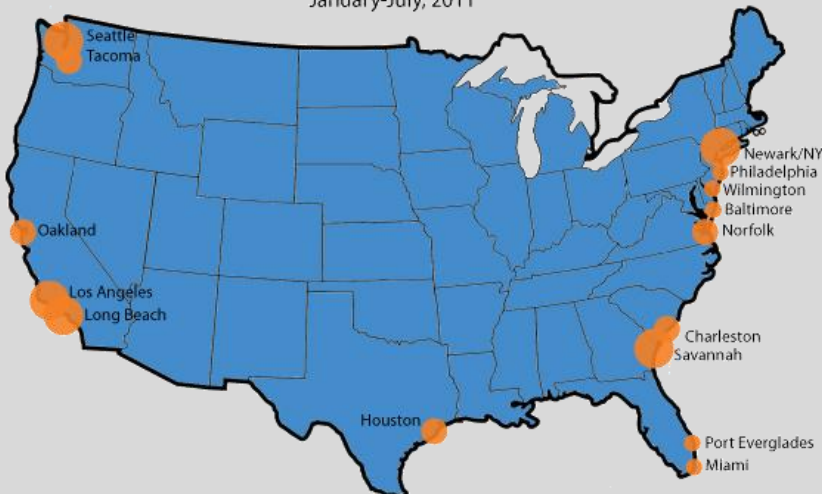
Top U.S. Import Ports:

The Port of Los Angeles boasts a 23% import market share and remains unchallenged in their lead for the top U.S. port thus far in 2011. The Port of Long Beach, ranked second, posted a healthy 6% increase in TEUs from 2010. Despite a large 13% decrease in TEUs, the Port of Seattle holds on to fifth place for total TEUs imported. The decrease can be attributed mainly to significantly lower imports from China, Japan, and Hong Kong. On the other hand, the Port of Baltimore ranks 13th after an impressive 10% increase in TEUs since 2010.

U.S. Port	2011* TEU Imports	2010* TEU Imports	% Change
Los Angeles, CA	2,322,734	2,277,378	1.99%
Long Beach, CA	1,802,086	1,695,181	6.31%
Newark, NJ/New York, NY	1,558,489	1,498,282	4.02%
Savannah, GA	637,476	611,212	4.30%
Seattle, WA	472,127	544,103	-13.23%
Oakland, CA	443,121	434,015	2.10%
Norfolk, VA	427,064	414,740	2.97%
Charleston, SC	344,930	324,662	6.24%
Houston, TX	342,971	336,442	1.94%
Tacoma, WA	267,847	269,849	-0.74%
Miami, FL	212,081	195,406	8.53%
Port Everglades, FL	179,333	166,333	7.82%
Baltimore, MD	175,261	159,248	10.06%
Philadelphia, PA	93,849	92,452	1.51%
Wilmington, DE	84,506	81,222	4.04%

*TEUs recorded January through July

Top 15 U.S. Ports by TEUs
January-July, 2011



The map to the left illustrates the top 15 ports listed above. The east coast is home to nine of the top 15 ports versus the west coast, home to five of the ports listed above.

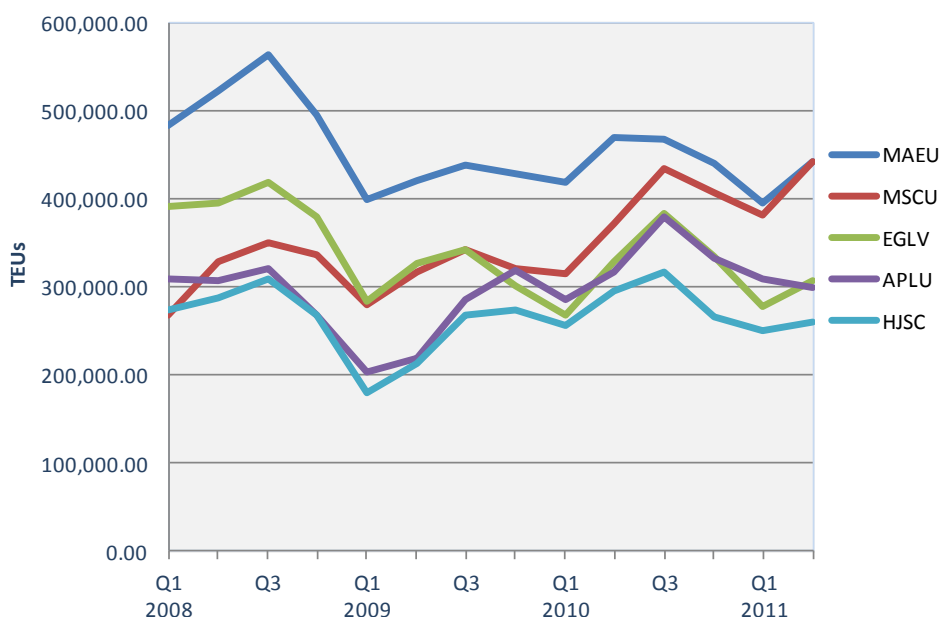
Top Carriers for U.S. Imports:

Carriers for U.S. Imports	2011* Total TEUs	2010* Total TEUs	% Change
MAEU - Maersk Line	995,765	1,036,823	-3.96%
MSCU - Msc mediterranean Shipping Company SA	968,422	825,109	17.37%
APLU - Apl Co Pte Ltd nol Group	709,486	658,924	7.67%
EGLV - Evergreen Line	693,172	726,076	-4.53%
HJSC - Hanjin Shipping Company Ltd	596,143	658,924	-9.53%
HLCU - Hapag Lloyd A G	583,232	566,460	2.96%
CMDU - Compagnie Maritime DAffretement	463,279	426,663	8.58%
HDMU - Hyundai Merchant Marine	432,794	458,217	-5.55%
OOLU - Orient Overseas Container Line Ltd	428,833	417,139	2.80%
COSU - China Ocean Shipping Company	409,171	420,353	-2.66%
YMLU - Yang Ming Marine Transport Corp	402,598	392,843	2.48%
NYKS - Nyk Line nippon Yusen Kaisha	398,157	419,428	-5.07%
KKLU - Kawasaki Kisen Kaisha Ltd	354,016	371,390	-4.68%
MOLU - Mitsui O S K Lines Ltd	305,125	304,401	0.24%
CHNJ - China Shipping Container Lines Co Ltd	267,804	356,960	-24.98%

*TEUs recorded January through July and represent Master Carrier numbers

Maersk Line holds the number one carrier position for the total number of U.S. imports in both 2010 and 2011. Mediterranean Shipping Company ranks second with a 17.37% increase in total TEUs imported since 2010. China Shipping Container Line hangs on to a top 15 ranking, even after suffering a near 25% decrease in total TEUs in 2011. The graph on the right displays the quarterly trends dating back to 2008 for the top 5 U.S. import carriers. Maersk Line is consistently the top carrier, however, there is some movement in rankings amongst other carriers.

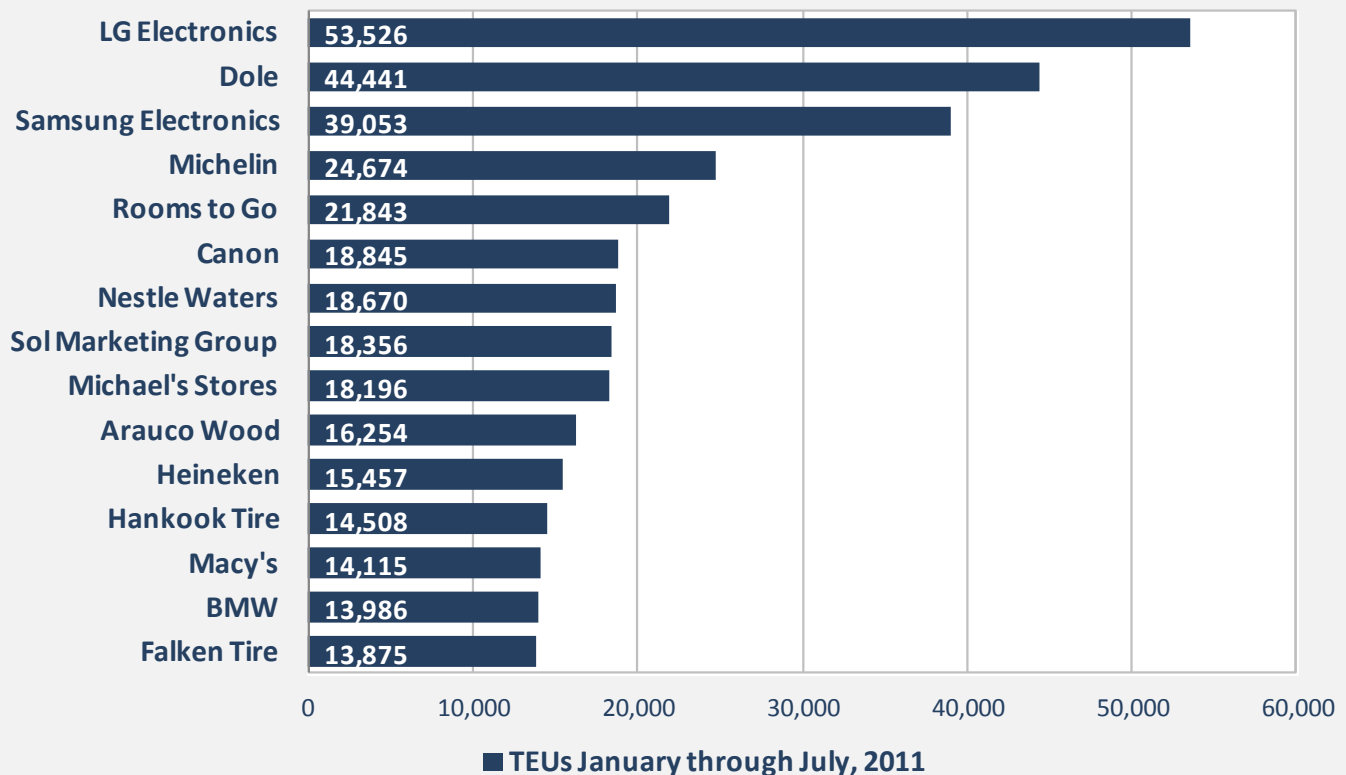
History of the Top 5 Carriers for U.S. Imports, 2008-2011



Key Consignees for U.S. Imports:

LG Electronics is a top importer thus far in 2011, importing 53,526 TEUs through July. The company was also a top ranked consignee in 2010 and showed a 0.44% increase over last year. Samsung Electronics remains a top importer despite a 20% decrease in TEUs imported from last year. On the other hand, Michelin, Arauco Wood, and Falken Tire each had large increases of over 30% since 2010.

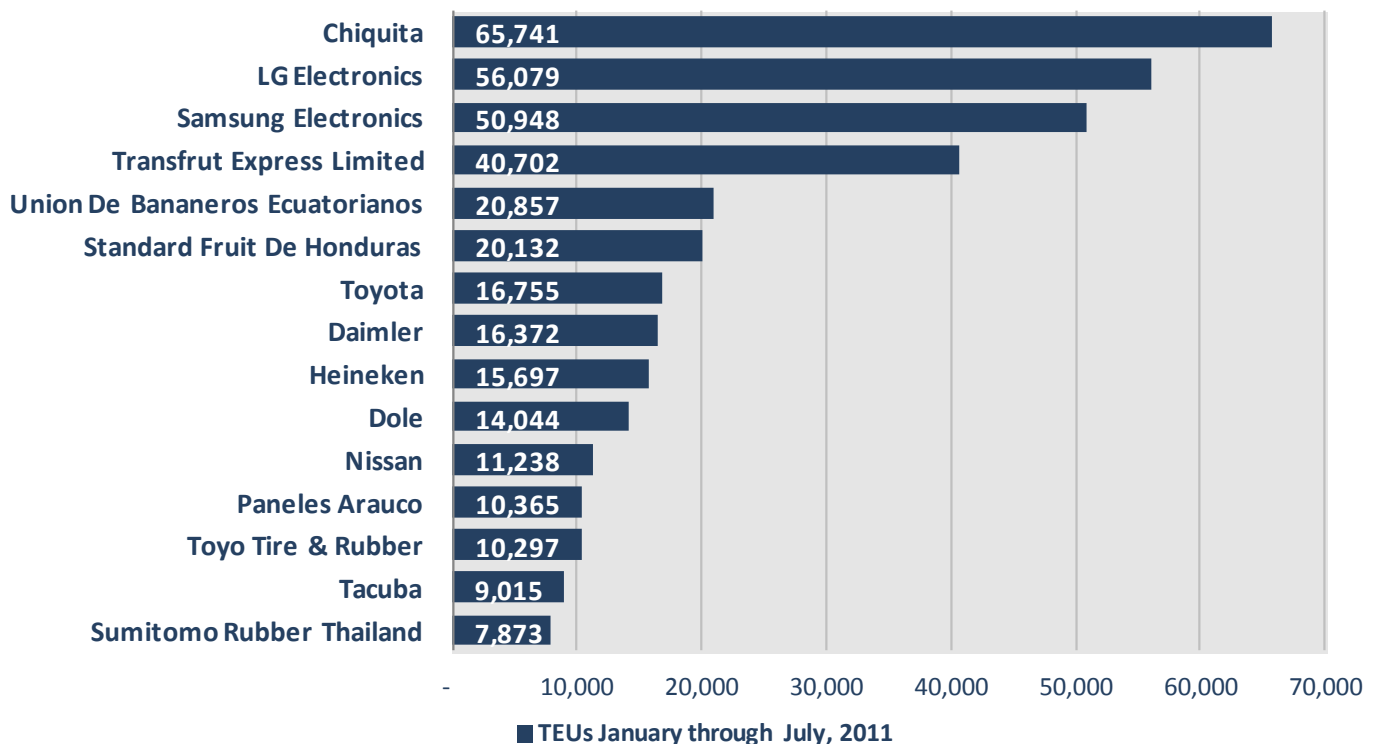
Top Consignees for U.S. Imports



Key International Shippers for U.S. Imports:

One of the top foreign shippers thus far in 2011 is Chiquita, who- despite a 2% decrease in TEUs from 2010- has recorded a total of 65,741 TEUs shipped through July of this year. LG Electronics and Samsung Electronics are also two of the top shippers for both 2010 and 2011. Several shippers showed large increases from 2010, including Transfrut Express Limited and Paneles Arauco.

Top Shippers for U.S. Imports



Top Trading Countries for Imports and Exports:

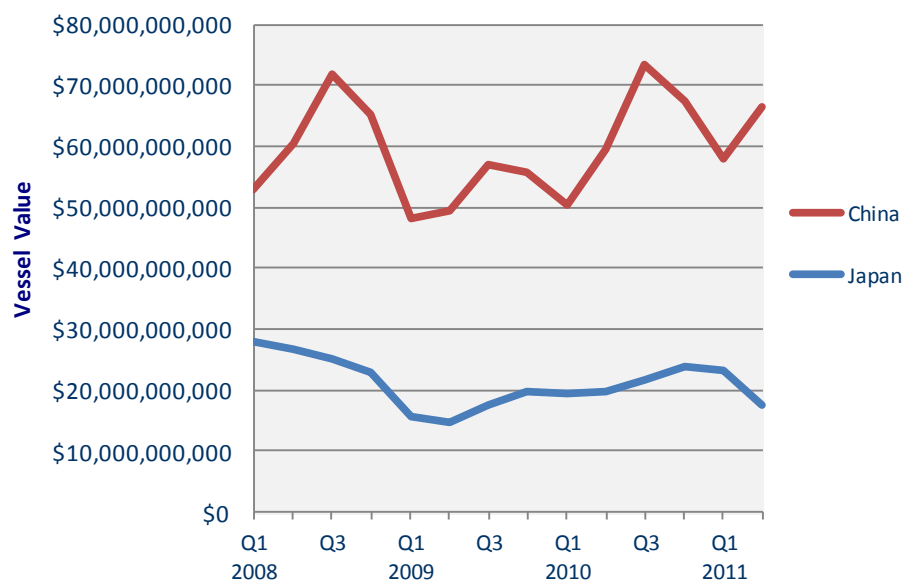
The top country of origin for U.S. imports, not surprisingly, is China. The U.S. has imported nearly \$150 billion of vessel imports from China so far this year, up almost 12% from last year. All countries on our list posted a value increase in the amount of vessel imports from last year. Japan exhibited one of the lowest percent increases from 2010, likely due to the natural disasters earlier this year. Despite the tragedy, they maintain a positive growth of 4.67%.

Countries of Origin for U.S. Vessel Imports	2011* Values	2010* Values	% Change
China	\$148,910,042,213	\$133,127,926,021	11.85%
Japan	\$48,445,088,426	\$46,285,175,972	4.67%
Germany	\$31,245,916,435	\$26,530,118,982	17.78%
Mexico	\$28,706,294,387	\$21,040,904,655	36.43%
Venezuela	\$26,232,340,254	\$18,924,825,591	38.61%
Saudi Arabia	\$25,219,695,707	\$17,244,673,687	46.25%
Korea, South	\$21,705,367,192	\$16,653,369,242	30.34%
Nigeria	\$21,244,901,519	\$17,473,580,044	21.58%
Russia	\$18,664,213,079	\$13,860,000,256	34.66%
Brazil	\$15,412,329,576	\$12,155,878,961	26.79%
Canada	\$14,464,293,391	\$12,288,795,882	17.70%
United Kingdom	\$13,579,750,705	\$13,286,248,875	2.21%
India	\$13,262,979,997	\$10,029,685,112	32.24%
Taiwan	\$11,958,249,105	\$10,488,183,357	14.02%
Italy	\$11,047,176,490	\$8,864,050,573	24.63%

*Values recorded January through July

The graph to the right compares U.S. vessel imports originating in China and Japan on a quarterly basis dating back to 2008. China shows volatile movements over the years while Japan is more flat. Imports into the U.S. originating in both China and Japan have seen a steep drop beginning around the second quarter of 2011.

U.S. Vessel Imports Originating From China and Japan

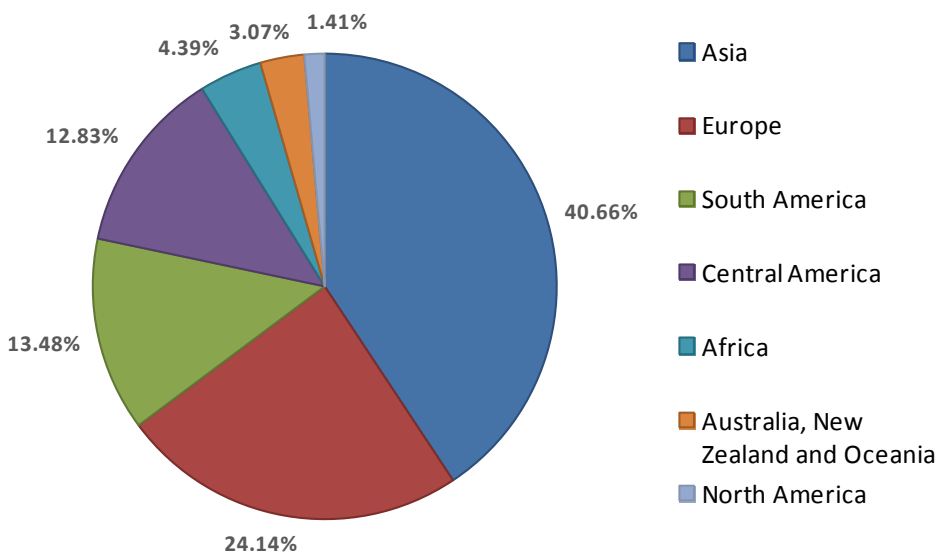


Countries of Destination for U.S. Vessel Exports	2011* Values	2010* Values	% Change
China	\$37,989,427,206	\$29,665,038,770	28.06%
Japan	\$20,283,142,783	\$17,128,018,070	18.42%
Korea, South	\$14,735,082,797	\$12,038,201,422	22.40%
Brazil	\$14,341,853,314	\$10,858,279,246	32.08%
Mexico	\$15,367,297,446	\$9,332,294,557	64.67%
Netherlands	\$13,549,219,868	\$8,076,749,311	67.76%
Germany	\$10,903,169,474	\$9,161,281,552	19.01%
United Kingdom	\$9,219,002,475	\$7,330,699,214	25.76%
Belgium	\$8,790,987,388	\$7,328,387,945	19.96%
Australia	\$8,812,342,557	\$6,790,760,820	29.77%
Taiwan	\$7,222,816,004	\$6,005,648,024	20.27%
Singapore	\$7,255,730,821	\$6,470,211,534	12.14%
India	\$6,484,549,920	\$4,905,593,625	32.19%
Chile	\$6,966,063,234	\$4,674,039,432	49.04%
Saudi Arabia	\$5,821,120,074	\$4,872,797,470	19.46%

* Values recorded from January through July

Similar to U.S. vessel import countries of origin, China and Japan hold the number one and two positions for U.S. vessel export destinations, respectively. China has seen a large 28% increase in vessel values from 2010, recording over \$37 billion in 2011. Mexico and Chile also show large increases when compared to 2010.

Continents Receiving U.S. Vessel Exports



The chart to the left displays the continents of destination and their proportion of U.S. vessel exports received. Asia takes in the majority of U.S. vessel exports with 41%, and Europe comes in at second place with 24%. South America and Central America import very similar vessel values from the U.S., under 14% each. The remaining three continents account for less than 9% of U.S. export vessel values.

Top Product Imports and Exports:

Listed below are the top products imported by vessel into the United States for both 2010 and 2011. The products are ordered according to the values of the incoming imports and are identified by their HTS Code and a short description. The top product imported into the U.S. for both 2010 and 2011 is Mineral Fuels, Mineral Oils and Products of their Distillation, with a value over \$218 billion. Of the top 15 products listed below, 14 of them show an increase in value of imports from 2010 to 2011. Toys, Games and Sports Equipment show a surprising drop in value when compared to 2010.

Products Imported By Vessel HTS Code/Description	2011* Values	2010* Values
27-Mineral Fuels, Mineral Oils And Products Of Their Distillation; Bituminous Substances; Mineral Waxes	\$218,623,727,169	\$167,719,608,454
84- Nuclear Reactors, Boilers, Machinery And Mechanical Appliances; Parts Thereof	\$66,620,633,682	\$53,687,324,632
87- Vehicles, Other Than Railway Or Tramway Rolling Stock, And Parts And Accessories Thereof	\$55,608,790,483	\$51,376,850,883
85- Electrical Machinery And Equipment And Parts Thereof; Sound Recorders And Reproducers, Television Recorders And Reproducers, Parts And Accessories	\$43,425,592,874	\$38,760,198,145
61- Articles Of Apparel And Clothing Accessories, Knitted Or Crocheted	\$19,214,582,694	\$16,204,355,750
62- Articles Of Apparel And Clothing Accessories, Not Knitted Or Crocheted	\$16,316,227,726	\$14,077,463,473
94- Furniture; Bedding, Cushions Etc,; Lamps And Lighting Fittings Nesol; Illuminated Signs, Nameplates And The Like; Prefabricated Buildings	\$15,611,015,161	\$14,900,107,680
73- Articles Of Iron Or Steel	\$13,359,854,090	\$10,751,581,881
72- Iron And Steel	\$12,545,019,511	\$8,421,162,063
39- Plastics And Articles Thereof	\$12,524,243,426	\$11,056,830,833
29- Organic Chemicals	\$12,416,714,971	\$10,405,074,627
40- Rubber and Articles Thereof	\$12,378,051,654	\$8,870,640,304
64- Footwear, Gaiters And The Like; Parts Of Such Articles	\$11,456,065,503	\$10,067,479,874
95- Toys, Games And Sports Equipment; Parts And Accessories Thereof	\$10,661,834,173	\$11,126,300,627
22- Beverages, Spirits And Vinegar	\$7,819,028,143	\$5,819,028,143

* Values recorded from January through July

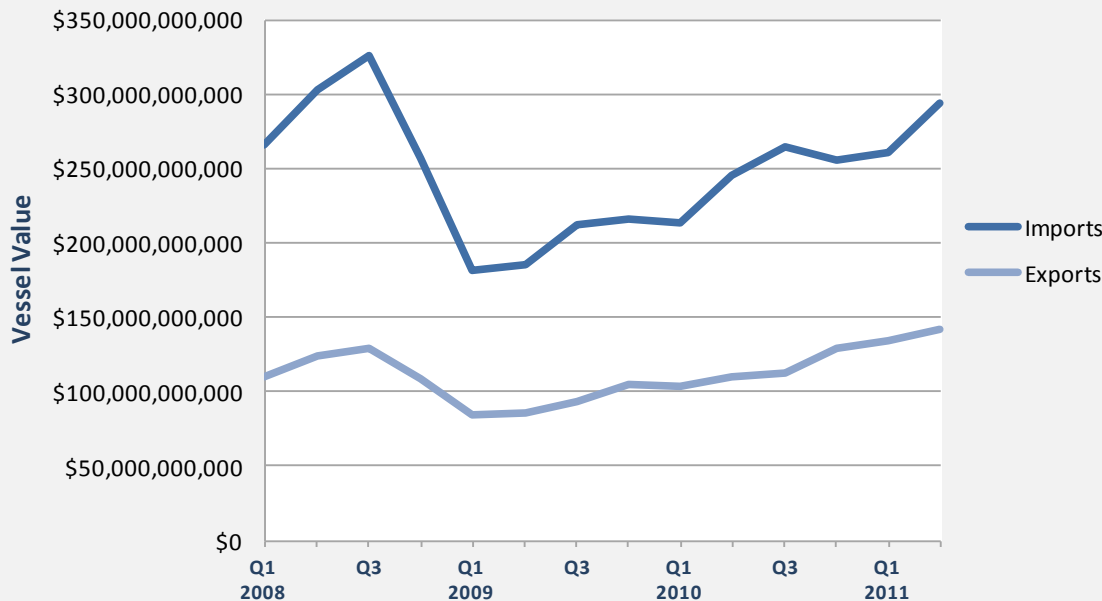
Listed below are the top products exported by vessel out of the United States for both 2010 and 2011. The products are ordered according to the values of the exports and are identified by their HTS Code and a short description. The top three products exported are the same top three products imported into the U.S., with a much lower export value. Mineral Fuels, Mineral Oils and Products of their Distillation, the number one product exported, has seen a 63% (over \$2 billion) increase in value from 2010 to 2011. Another interesting product with a large increase in value is Cereals; showing a 72% increase in value from 2010 and landing at the sixth position for top products exported from the U.S.

Products Exported By Vessel HTS Code/Description	2011* Values	2010* Values
27-Mineral Fuels, Mineral Oils And Products Of Their Distillation; Bituminous Substances; Mineral Waxes	\$59,925,666,717	\$36,868,912,703
84- Nuclear Reactors, Boilers, Machinery And Mechanical Appliances; Parts Thereof	\$36,416,940,508	\$31,298,818,391
87- Vehicles, Other Than Railway Or Tramway Rolling Stock, And Parts And Accessories Thereof	\$27,855,505,847	\$20,687,916,383
29- Organic Chemicals	\$17,245,406,656	\$14,983,891,985
39- Plastics And Articles Thereof	\$16,815,899,837	\$15,005,242,308
10- Cereals	\$15,799,275,954	\$9,172,033,129
85- Electrical Machinery And Equipment And Parts Thereof; Sound Recorders And Reproducers, Television Recorders And Reproducers, Parts And Accessories	\$10,476,816,318	\$9,485,224,593
12- Oil Seeds And Oleaginous Fruits; Miscellaneous Grains, Seeds And Fruits; Industrial Or Medicinal Plants; Straw And Fodder	\$9,745,984,369	\$7,914,858,247
72- Iron And Steel	\$8,279,984,369	\$6,012,283,349
52-Cotton, Including Yarns And Woven Fabrics Thereof	\$7,516,924,648	\$3,815,917,007
38- Miscellaneous Chemical Products	\$6,362,593,404	\$5,578,959,631
28- Inorganic Chemicals; Organic Or Inorganic Compounds Of Precious Metals, Of Rare-earth Metals, Of Radioactive Elements Or Of Isotopes	\$6,110,045,216	\$4,989,408,822
02-Meat And Edible Meat Offal	\$5,832,073,242	\$4,567,639,383
47- Pulp Of Wood Or Other Fibrous Cellulosic Material; Recovered (Waste And Scrap) Paper And Paperboard	\$5,239,381,576	\$4,236,343,544
90- Optical, Photographic, Cinematographic, Measuring, Checking, Precision, Medical Or Surgical Instruments And Apparatus, Parts And Accessories Thereof	\$5,084,079,206	\$4,874,237,127

*Values recoded from January through July

Trade Balance Analysis:

Import and Export Analysis, 2008-2011



The graph to the left shows both quarterly imports and exports for the U.S. from 2008 to 2011 according to vessel value. The trade deficit recently widened due to the price spike in oil.

Trade Balance Analysis, 2008-2011



The graph to the right shows the quarterly trade balance from 2008 to 2011, calculated by vessel value. The trade deficit saw the largest spike back in 2008, when oil prices skyrocketed. Recently the deficit has widened to about -\$150 billion.

Trade Compliance Analysis:

Another important factor involved with international trade is import-compliance. Today's trade professionals must not only be concerned with classifying products correctly, but also be aware of the duty and tariff rates, quotas, rulings, antidumping duties, and more.

HTS Codes with Quotas Filled Over 50%

Percentage Filled	Number of HTS Codes
50-54%	433
55-59%	374
60-64%	180
65-69%	378
70-74%	310
75-79%	220
80-84%	270
85-89%	160
90-94%	117
95-99%	333
100%	15

The chart to the left shows the number of HTS Codes whose quotas are currently over 50% filled. It is vital for trade professionals to be aware of current statistics and any changes that occur to the products they import and export.

Interestingly, 450 HTS Codes have quotas that are over 90% filled. This adds up to 2,790 HTS Codes whose quotas are already more than halfway filled. Does your product fall within this category?

Zepol's trade intelligence product, Compliance**Monitor**[™], helps trade professionals avoid steep penalties by monitoring essential U.S. import-compliance information. Users can search by HTS Code, see tariff and quota changes, receive automated alerts for Customs rulings, and more. Ongoing email alerts allow users to proactively make the right business decisions in a timely manner. Visit our website today to learn more about Compliance**Monitor**[™] and how Zepol can benefit your company.

About Zepol

At Zepol, we provide innovative, online trade databases that generate real competitive advantages for businesses. With our products, **TradeIQ™**, **TradeView™**, and **ComplianceMonitor™**, subscribers have access to vital trade data, developed entirely from U.S. government sources that offer insights into the global supply chain. Trade professionals use our databases to create smarter business strategies, new sales leads, and tactical market advantages:

TradeIQ™ - See who is importing what products from where and whom they are importing from. Get access to up-to-date U.S. import shipments from over 200 countries, delivered via a user-friendly online database that makes finding the information you want easy.

TradeView™ - Access the most effective tool in the industry for analyzing U.S. imports and exports. Specify criteria by HTS Code, U.S. port, country, transportation type, and more. Metrics include U.S. dollar values and weights, and can be easily downloaded for quick analysis.

ComplianceMonitor™ - Avoid steep tariff and duty penalties by monitoring essential U.S. import-compliance information. Search by HTS Code and see U.S. Customs rulings, antidumping and countervailing actions, quotas, tariffs, and more. Ongoing alerts of the most recent information allow you to proactively make the right business decisions.

Zepol Corporation is a Minnesota-based company working to provide the most complete and up-to-date trade data to organizations around the world. Zepol provides industry-leading trade data tools for analyzing the United States trade marketplace.

Please visit www.zepol.com and request a demonstration or free trial to one of our tools.

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