



United States Department of Commerce
United States Census Bureau
Foreign Trade Division

A Profile of
U.S. Exporting Companies,
2003 - 2004

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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 results.

A Profile of U.S. Exporting Companies, 2003 - 2004

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Background

This report, covering exports during 2003 and 2004, is the ninth in a continuing series of reports profiling U.S. exporters. The first report, *A Profile of United States Exporters: Initial Findings from the Exporter Data Base*, was released by the International Trade Administration in September 1993. That report was based on Census Bureau data compiled both from the 1987 Economic Census and from documents filed for export clearances during 1987 and used a methodology not employed in succeeding reports. Subsequent reports, covering 1992 through 2004, are based on economic census and survey data on file at the Census Bureau, administrative records from other government agencies, and documents filed for export clearances.

These exporter profiles are compiled by the Foreign Trade Division of the U. S. Census Bureau. The International Trade Administration (ITA) is a partial sponsor of the work, providing both financial assistance and advice on data user needs. The ITA also sponsors more detailed tables, which will be available on their Web site later this year. Users will be notified on the ITA Web site (www.ita.doc.gov) when this information is available.

Effective with the 1997/1998 report, companies are classified according to the North American Industry Classification System (NAICS) instead of the Standard Industrial Classification (SIC) system. There are differences in the ways NAICS and SIC classify certain types of companies. For example, manufacturers of prepackaged software and books are classified as manufacturers under SIC and as "Other" types of companies under NAICS. Users are advised to consider these differences when making year-over-year comparisons of exporters and exporter characteristics before and after 1997. This profile, based on new 2004 and revised 2003 data, uses the same methodology as previous years.

The exporter profiles are developed to provide both government and private sector users with information about the exporting community including employment size, type of company, and major foreign markets. In this report the data are presented in Tables 1 through 6, where the export data are designated as part *a* for 2004, part *b* for 2003, and part *c* for the difference between the data for these two years. The 2003 figures in this report are revised from data previously released in the 2002/2003 exporter profile. The revisions are based on the ability to match additional records.

The tables in this report include detailed breakdowns based upon the number of employees of the identified exporting companies. In presenting these results, companies are classified as small (less than 100 employees including number of employees unknown), medium (100 to 499 employees), and large (500 or more employees). Table 3 also provides information on exports to related parties, such as parent or subsidiary firms. Two parties are considered related if either party owns, directly or indirectly, 10 percent or more of the other party.

All percentages stated in this report, unless otherwise specified, were calculated based solely upon the 2003 and 2004 export values that could be linked to specific exporters--the "known value." In addition, the source of the administrative records, the Business Register, was restructured starting with 2002 data. For explanations of the methods used in tabulating the information as well as non-sampling errors and other limitations of the export data in this report, see the **Technical Documentation** section that follows Table 6b. Users are advised to consider these limitations when analyzing this information as they may affect the results. Users should cite the Census Bureau, U.S. Department of Commerce as the source of the information in this report, not as the source of their analyses.

Copies of the exporter profiles are available by calling (301)763-2227 or at <http://www.census.gov/foreign-trade/aip/index.html#profile>.

Overview

The overall findings for 2003 and 2004 are shown in Exhibits 1 and 2 on the next page. Exhibit 1 shows the proportion of exports that were successfully matched to specific companies in the 2004 Business Register. Exhibit 2 shows identified exporters by company sizes and types in the two years.

The identified exporting community, consisting of 227,300 companies that exported \$635 billion in merchandise in 2003 and 231,736 companies that exported \$709 billion in merchandise in 2004, represents about 87 percent of the total export value for both years. Roughly 97 percent of the identified export value in 2004 was accounted for by the 148,849 companies that exported in both years. The remaining value consisted of low-value estimates of transactions less than \$2,501, shipments by U.S. and foreign governments, and revisions that cannot be attributed to individual companies as well as shipments by unidentified exporters. See Exhibit 1 on the next page.

The distribution of known exports by company size and type are similar in 2003 and 2004. Large exporters (more than 500 employees) accounted for about 73 percent in 2003 and 71 percent in 2004 of the known export value with large manufacturers accounting for almost 58 percent of the known export value for both years.

Exhibit 1: Distribution of Exports by Identified and Unidentified Exporters (Value in millions of dollars. Details may not sum to total due to rounding.)				
	2004 Export Value	% of 2004 Value	2003 Export Value	% of 2003 Value
Total exports	818,775	100.0	724,771	100.0
Low-value estimates	18,286	2.2	13,922	1.9
US & foreign governments	2,620	0.3	2,643	0.4
Revisions	839	0.1	1,028	0.1
Identified exporters* (known value)	709,495	86.7	634,692	87.6
Exported merchandise in both 2003 and 2004	689,735	84.3	615,301	84.9
Exported merchandise in only 2003 or only 2004	19,760	2.4	19,390	2.7
Unidentified exports	87,534	10.7	72,486	10.0
*Number of Identified Exporters				
2004	2003	Exported in Both Years	Exported in 2004 Only	Exported in 2003 Only
231,736	227,300	148,849	82,887	78,451

Exhibit 2: Exports by Company Size and Type (Value in billions of dollars. Details may not sum to total due to rounding.)								
Company Type	<i>Known Identified Export Value By Company Size</i>				<i>Number of Identified Exporters By Company Size</i>			
	Total ¹	Small ²	Medium ²	Large ²	Total ¹	Small ²	Medium ²	Large ²
2004								
All Types	709.5 100.0%	134.1 18.9%	68.9 9.7%	506.5 71.4%	231,736 100.0%	208,615 90.0%	16,524 7.1%	6,597 2.8%
Manufacturers	480.5 67.7%	34.0 7.1%	38.4 8.0%	408.2 84.9%	66,891 28.9%	55,039 82.3%	8,986 13.4%	2,866 4.3%
Wholesalers	133.2 18.8%	60.1 45.1%	18.8 14.1%	54.3 40.8%	77,159 33.3%	73,604 95.4%	2,918 3.8%	637 0.8%
Other	89.7 12.6%	36.7 40.9%	11.4 12.7%	41.6 46.3%	80,089 34.6%	72,522 90.6%	4,528 5.7%	3,039 3.8%
2003								
All Types	634.7 100.0%	116.9 18.4%	56.6 8.9%	461.2 72.7%	227,300 100.0%	203,761 89.6%	16,674 7.3%	6,865 3.0%
Manufacturers	430.1 67.8%	30.2 7.0%	32.7 7.6%	367.2 85.4%	65,045 28.6%	52,846 81.2%	9,240 14.2%	2,959 4.5%
Wholesalers	119.2 18.8%	48.8 41.0%	14.5 12.2%	55.8 46.8%	73,777 32.5%	70,249 95.2%	2,888 3.9%	640 0.9%
Other	76.9 12.1%	32.5 42.2%	9.0 11.8%	35.4 46.0%	80,337 35.3%	72,685 90.5%	4,449 5.5%	3,203 4.0%

¹ Percentages based upon total known value (or number) of all types of exporters. Details will not add to total since "unclassified" company type is not shown.

² Percentages based upon total known value (or number) for the row (company type).

Who Exports?

During 2004, less than 12 percent (27,377) of all identified exporters were multiple location companies; these companies accounted for almost 80 percent of the known export value (Table 1a). In contrast, 204,359 single location companies, making up 88 percent of the exporting companies, contributed 20 percent of the known export value. Trade with related parties accounted for almost 38 percent of the known export value by multiple location companies compared to 14 percent by single location companies (Table 3a).

Table 1a also shows that manufacturers represented the largest portion of the 2004 known value at almost 68 percent. "Other companies" and wholesalers accounted for almost 13 percent and 19 percent, respectively, and unclassified exporters for the remainder. The "other companies" category included manufacturing companies of prepackaged software and books; freight forwarders and other transportation and warehousing firms, which often act as agents for the true exporter; business services, engineering and management services; oil and gas extraction companies; coal mining companies; communication services; and others.

The number of multiple location companies decreased by almost 4 percent in 2004. All company types decreased except for wholesalers (1 percent increase); manufacturers decreased by 1 percent, "other companies" by 4 percent, and unclassified companies by almost 71 percent. The number of multiple location companies with the "no. of employees unknown" decreased by almost 45 percent in 2004; their manufacturers increased by 59 percent, wholesalers by 120 percent, and "other companies" by almost 49 percent.

Large-Sized Exporters

Large identified exporting companies (those employing 500 or more workers) were responsible for over 71 percent of the known export value, and they represented almost 3 percent of all identified exporters (Table 1a). Large companies dominate manufacturers' exports, with 4 percent of manufacturing exporters accounting for 85 percent of manufacturing export value. On the other hand, large wholesalers accounted for just 1 percent of the wholesalers who export and 41 percent of the value of exports by wholesalers. Large companies in the "other" category represented 4 percent of the exporters and 46 percent of the value in the "other" category. Roughly 41 percent of the value of large manufacturers' exports was to related parties (Table 3a).

Among the company types, almost 42 percent of the known export value of the manufacturing sector was accounted for by the top 50 manufacturers. The top 50 firms represented almost 38 percent of the known export value for wholesalers and about 36 percent of the known value for "other companies" (Table 2a).

Small- and Medium-Sized Exporters

Small and medium sized exporters (those employing fewer than 500 workers including number of employees unknown) represented over 97 percent of all identified exporters, and they were responsible for less than 29 percent of the known export value. The following findings were extracted from Table 1a:

- Nearly 96 percent of manufacturing exporters were small- or medium-sized companies; they contributed just over 15 percent of the sector's \$481 billion in exports.

- 99 percent of wholesalers were small- or medium-sized companies; they attained 59 percent of the sector's \$133 billion in exports.
- 96 percent of "other companies" were small- or medium-sized companies; they represented almost 54 percent of the sector's \$90 billion in exports.

Export Markets

Most identified exporting companies (58 percent) traded with only one foreign country. A small percentage of companies, 0.3 percent, shipped to 50 or more countries; these companies accounted for almost half (49 percent) of the known export value (Table 4a).

About 85 percent of all companies exported to at least one of the top 25 U.S. trading partners in 2004. The largest number of companies (83,659) shipped to Canada, followed by Mexico (42,521), the United Kingdom (40,078), Germany (28,174), and Japan (27,626). Mexico and Germany each moved up one place to have the second and fourth highest number of exporters in 2004, respectively (Table 5a).

Exports by State

The Census Bureau releases data on exports by state based on the origin of movement (OM). The OM series is based on where the goods began their movement to the port of exit as reported on the export document. Table 6 shows the number of companies exporting from each state during 2003 and 2004 based upon the OM definition. Please note that the same company can be shown as exporting from multiple states.

- The top five states based on the number of identified exporting companies (California, Florida, New York, Texas, and Illinois) represented 41 percent of the total known export value in 2004.
- The District of Columbia (96%), Montana (52%), Nevada (49%), West Virginia (40%), and U.S. possession, Virgin Islands (40%), showed the largest increases in known export value in 2004.

Comparison of 2003 and 2004 Results

The relative proportions of exports accounted for by manufacturers, wholesalers, and "other companies" based upon both number of exporters and value of exports remained consistent from 2003 to 2004. Below are a number of noteworthy year-to-year changes (Tables 1c and 5c):

- Overall, the number of identified exporting companies increased by 4,436 or 2 percent. The single location companies increased by 5,473 and the multiple location companies decreased by 1,037.
- The number of small- and medium-sized companies increased by over 2 percent from 220,435 in 2003 to 225,139 in 2004, while the number of large companies decreased by almost 4 percent from 6,865 to 6,597.

- The number of wholesalers increased by almost 5 percent from 73,777 in 2003 to 77,159 in 2004. Additionally, the number of manufacturers increased by almost 3 percent from 65,045 in 2003 to 66,891 in 2004.
- Among the top 25 U.S. trading partners, India (16 percent) and Mexico (13 percent) showed the largest percentage increase in the number of exporting companies. Canada (-11 percent) was the only top 25 trading partner to decline in the number of exporters from 2003.

Some portion of these changes may reflect changes in the match rate rather than an actual change in the number of exporters. 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 exporters is most likely understated. Therefore, users should not assume that the unidentified exporters reflected the same distribution of company types and sizes as the identified (known) exporters. Comparisons between the number of companies 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. In addition, the 13 percent increase in total export value from \$725 billion in 2003 to \$819 billion in 2004 had an uncertain effect on the match rate.

Table 1a
2004 Exports by Company Type and Employment Size

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	709,495	100.0	100.0	100.0	231,736	100.0	100.0	100.0
no. employees unknown (3)	36,589	5.2	5.2	5.2	64,604	27.9	27.9	27.9
1 to 19 employees	50,288	7.1	12.2	12.2	97,876	42.2	70.1	70.1
20 to 49 employees	24,936	3.5	15.8	15.8	30,301	13.1	83.2	83.2
50 to 99 employees	22,334	3.1	18.9	18.9	15,834	6.8	90.0	90.0
100 to 249 employees	38,420	5.4	24.3	24.3	11,954	5.2	95.2	95.2
250 to 499 employees	30,438	4.3	28.6	28.6	4,570	2.0	97.2	97.2
500 or more employees	506,488	71.4	100.0	100.0	6,597	2.8	100.0	100.0
Manufacturers	480,547	67.7	67.7	100.0	66,891	28.9	28.9	100.0
no. employees unknown (3)	13,080	1.8	1.8	2.7	10,946	4.7	4.7	16.4
1 to 19 employees	4,838	0.7	2.5	3.7	21,787	9.4	14.1	48.9
20 to 49 employees	6,881	1.0	3.5	5.2	13,949	6.0	20.1	69.8
50 to 99 employees	9,196	1.3	4.8	7.1	8,357	3.6	23.8	82.3
100 to 249 employees	20,330	2.9	7.7	11.3	6,567	2.8	26.6	92.1
250 to 499 employees	18,059	2.5	10.2	15.1	2,419	1.0	27.6	95.7
500 or more employees	408,163	57.5	67.7	100.0	2,866	1.2	28.9	100.0
Wholesalers	133,167	18.8	18.8	100.0	77,159	33.3	33.3	100.0
no. employees unknown (3)	9,587	1.4	1.4	7.2	18,810	8.1	8.1	24.4
1 to 19 employees	29,794	4.2	5.6	29.6	42,273	18.2	26.4	79.2
20 to 49 employees	11,698	1.6	7.2	38.4	8,855	3.8	30.2	90.6
50 to 99 employees	8,975	1.3	8.5	45.1	3,666	1.6	31.8	95.4
100 to 249 employees	11,646	1.6	10.1	53.8	2,204	1.0	32.7	98.2
250 to 499 employees	7,121	1.0	11.1	59.2	714	0.3	33.0	99.2
500 or more employees	54,347	7.7	18.8	100.0	637	0.3	33.3	100.0
Other companies (4)	89,705	12.6	12.6	100.0	80,089	34.6	34.6	100.0
no. employees unknown (3)	10,781	1.5	1.5	12.0	27,717	12.0	12.0	34.6
1 to 19 employees	15,582	2.2	3.7	29.4	33,586	14.5	26.5	76.5
20 to 49 employees	6,333	0.9	4.6	36.4	7,455	3.2	29.7	85.9
50 to 99 employees	4,025	0.6	5.2	40.9	3,764	1.6	31.3	90.6
100 to 249 employees	6,342	0.9	6.1	48.0	3,121	1.3	32.6	94.4
250 to 499 employees	5,070	0.7	6.8	53.7	1,407	0.6	33.2	96.2
500 or more employees	41,573	5.9	12.6	100.0	3,039	1.3	34.6	100.0
Unclassified companies	6,077	0.9	0.9	100.0	7,597	3.3	3.3	100.0
Multiple location companies	566,472	79.8	79.8	100.0	27,377	11.8	11.8	100.0
no. employees unknown (3)	368	0.1	0.1	0.1	414	0.2	0.2	1.5
1 to 19 employees	3,159	0.4	0.5	0.6	2,760	1.2	1.4	11.6
20 to 49 employees	5,238	0.7	1.2	1.5	4,555	2.0	3.3	28.2
50 to 99 employees	9,669	1.4	2.6	3.3	4,583	2.0	5.3	45.0
100 to 249 employees	24,131	3.4	6.0	7.5	5,924	2.6	7.9	66.6
250 to 499 employees	23,722	3.3	9.3	11.7	3,246	1.4	9.3	78.5
500 or more employees	500,183	70.5	79.8	100.0	5,895	2.5	11.8	100.0
Manufacturers	432,045	60.9	60.9	100.0	10,741	4.6	4.6	100.0
no. employees unknown (3)	101	0.0	0.0	0.0	94	0.0	0.0	0.9
1 to 19 employees	290	0.0	0.1	0.1	361	0.2	0.2	4.2
20 to 49 employees	710	0.1	0.2	0.3	1,116	0.5	0.7	14.6
50 to 99 employees	2,978	0.4	0.6	0.9	1,813	0.8	1.5	31.5
100 to 249 employees	10,823	1.5	2.1	3.4	2,922	1.3	2.7	58.7
250 to 499 employees	13,438	1.9	4.0	6.6	1,762	0.8	3.5	75.1
500 or more employees	403,704	56.9	60.9	100.0	2,673	1.2	4.6	100.0

See footnotes at end of table.

Table 1a
2004 Exports by Company Type and Employment Size - Continued

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	78,519	11.1	11.1	100.0	7,471	3.2	3.2	100.0
no. employees unknown (3)	169	0.0	0.0	0.2	152	0.1	0.1	2.0
1 to 19 employees	1,861	0.3	0.3	2.6	1,378	0.6	0.7	20.5
20 to 49 employees	2,790	0.4	0.7	6.1	1,951	0.8	1.5	46.6
50 to 99 employees	4,886	0.7	1.4	12.4	1,490	0.6	2.1	66.5
100 to 249 employees	8,805	1.2	2.6	23.6	1,353	0.6	2.7	84.6
250 to 499 employees	6,373	0.9	3.5	31.7	550	0.2	3.0	92.0
500 or more employees	53,636	7.6	11.1	100.0	597	0.3	3.2	100.0
Other companies (4)	53,045	7.5	7.5	100.0	8,938	3.9	3.9	100.0
no. employees unknown (3)	98	0.0	0.0	0.2	159	0.1	0.1	1.8
1 to 19 employees	994	0.1	0.2	2.1	1,000	0.4	0.5	13.0
20 to 49 employees	1,718	0.2	0.4	5.3	1,458	0.6	1.1	29.3
50 to 99 employees	1,666	0.2	0.6	8.4	1,238	0.5	1.7	43.1
100 to 249 employees	4,406	0.6	1.3	16.7	1,595	0.7	2.4	61.0
250 to 499 employees	3,722	0.5	1.8	23.8	907	0.4	2.7	71.1
500 or more employees	40,442	5.7	7.5	100.0	2,581	1.1	3.9	100.0
Unclassified companies	2,863	0.4	0.4	100.0	227	0.1	0.1	100.0
Single location companies	143,023	20.2	20.2	100.0	204,359	88.2	88.2	100.0
no. employees unknown (3)	36,221	5.1	5.1	25.3	64,190	27.7	27.7	31.4
1 to 19 employees	47,129	6.6	11.7	58.3	95,116	41.0	68.7	78.0
20 to 49 employees	19,698	2.8	14.5	72.0	25,746	11.1	79.9	90.6
50 to 99 employees	12,666	1.8	16.3	80.9	11,251	4.9	84.7	96.1
100 to 249 employees	14,289	2.0	18.3	90.9	6,030	2.6	87.3	99.0
250 to 499 employees	6,716	0.9	19.3	95.6	1,324	0.6	87.9	99.7
500 or more employees	6,305	0.9	20.2	100.0	702	0.3	88.2	100.0
Manufacturers	48,502	6.8	6.8	100.0	56,150	24.2	24.2	100.0
no. employees unknown (3)	12,979	1.8	1.8	26.8	10,852	4.7	4.7	19.3
1 to 19 employees	4,548	0.6	2.5	36.1	21,426	9.2	13.9	57.5
20 to 49 employees	6,170	0.9	3.3	48.9	12,833	5.5	19.5	80.3
50 to 99 employees	6,218	0.9	4.2	61.7	6,544	2.8	22.3	92.0
100 to 249 employees	9,507	1.3	5.6	81.3	3,645	1.6	23.9	98.5
250 to 499 employees	4,621	0.7	6.2	90.8	657	0.3	24.1	99.7
500 or more employees	4,459	0.6	6.8	100.0	193	0.1	24.2	100.0
Wholesalers	54,647	7.7	7.7	100.0	69,688	30.1	30.1	100.0
no. employees unknown (3)	9,418	1.3	1.3	17.2	18,658	8.1	8.1	26.8
1 to 19 employees	27,933	3.9	5.3	68.3	40,895	17.6	25.7	85.5
20 to 49 employees	8,908	1.3	6.5	84.7	6,904	3.0	28.7	95.4
50 to 99 employees	4,089	0.6	7.1	92.1	2,176	0.9	29.6	98.5
100 to 249 employees	2,840	0.4	7.5	97.3	851	0.4	30.0	99.7
250 to 499 employees	748	0.1	7.6	98.7	164	0.1	30.1	99.9
500 or more employees	711	0.1	7.7	100.0	40	0.0	30.1	100.0
Other companies (4)	36,660	5.2	5.2	100.0	71,151	30.7	30.7	100.0
no. employees unknown (3)	10,683	1.5	1.5	29.1	27,558	11.9	11.9	38.7
1 to 19 employees	14,588	2.1	3.6	68.9	32,586	14.1	26.0	84.5
20 to 49 employees	4,615	0.7	4.2	81.5	5,997	2.6	28.5	93.0
50 to 99 employees	2,359	0.3	4.5	88.0	2,526	1.1	29.6	96.5
100 to 249 employees	1,936	0.3	4.8	93.2	1,526	0.7	30.3	98.7
250 to 499 employees	1,348	0.2	5.0	96.9	500	0.2	30.5	99.4
500 or more employees	1,131	0.2	5.2	100.0	458	0.2	30.7	100.0
Unclassified companies	3,215	0.5	0.5	100.0	7,370	3.2	3.2	100.0

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 38.4 percent of the total wholesalers known value and 90.6 percent of the total number of all wholesalers.

(3) 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 2004.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

Table 1b
2003 Exports by Company Type and Employment Size

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	634,692	100.0	100.0	100.0	227,300	100.0	100.0	100.0
no. employees unknown (3)	31,711	5.0	5.0	5.0	60,904	26.8	26.8	26.8
1 to 19 employees	42,265	6.7	11.7	11.7	96,999	42.7	69.5	69.5
20 to 49 employees	22,554	3.6	15.2	15.2	30,134	13.3	82.7	82.7
50 to 99 employees	20,339	3.2	18.4	18.4	15,724	6.9	89.6	89.6
100 to 249 employees	31,821	5.0	23.4	23.4	12,009	5.3	94.9	94.9
250 to 499 employees	24,802	3.9	27.3	27.3	4,665	2.1	97.0	97.0
500 or more employees	461,201	72.7	100.0	100.0	6,865	3.0	100.0	100.0
Manufacturers	430,119	67.8	67.8	100.0	65,045	28.6	28.6	100.0
no. employees unknown (3)	11,118	1.8	1.8	2.6	10,102	4.4	4.4	15.5
1 to 19 employees	4,111	0.6	2.4	3.5	20,822	9.2	13.6	47.5
20 to 49 employees	7,179	1.1	3.5	5.2	13,576	6.0	19.6	68.4
50 to 99 employees	7,777	1.2	4.8	7.0	8,346	3.7	23.2	81.2
100 to 249 employees	17,509	2.8	7.5	11.1	6,719	3.0	26.2	91.6
250 to 499 employees	15,192	2.4	9.9	14.6	2,521	1.1	27.3	95.5
500 or more employees	367,233	57.9	67.8	100.0	2,959	1.3	28.6	100.0
Wholesalers	119,182	18.8	18.8	100.0	73,777	32.5	32.5	100.0
no. employees unknown (3)	6,853	1.1	1.1	5.8	16,772	7.4	7.4	22.7
1 to 19 employees	24,604	3.9	5.0	26.4	40,952	18.0	25.4	78.2
20 to 49 employees	9,060	1.4	6.4	34.0	8,961	3.9	29.3	90.4
50 to 99 employees	8,328	1.3	7.7	41.0	3,564	1.6	30.9	95.2
100 to 249 employees	9,182	1.4	9.1	48.7	2,181	1.0	31.9	98.2
250 to 499 employees	5,330	0.8	10.0	53.2	707	0.3	32.2	99.1
500 or more employees	55,825	8.8	18.8	100.0	640	0.3	32.5	100.0
Other companies (4)	76,882	12.1	12.1	100.0	80,337	35.3	35.3	100.0
no. employees unknown (3)	8,629	1.4	1.4	11.2	26,452	11.6	11.6	32.9
1 to 19 employees	13,376	2.1	3.5	28.6	34,932	15.4	27.0	76.4
20 to 49 employees	6,297	1.0	4.5	36.8	7,543	3.3	30.3	85.8
50 to 99 employees	4,180	0.7	5.1	42.2	3,758	1.7	32.0	90.5
100 to 249 employees	4,871	0.8	5.9	48.6	3,048	1.3	33.3	94.3
250 to 499 employees	4,163	0.7	6.5	54.0	1,401	0.6	33.9	96.0
500 or more employees	35,366	5.6	12.1	100.0	3,203	1.4	35.3	100.0
Unclassified companies	8,508	1.3	1.3	100.0	8,141	3.6	3.6	100.0
Multiple location companies	515,780	81.3	81.3	100.0	28,414	12.5	12.5	100.0
no. employees unknown (3)	2,154	0.3	0.3	0.4	746	0.3	0.3	2.6
1 to 19 employees	2,894	0.5	0.8	1.0	2,824	1.2	1.6	12.6
20 to 49 employees	5,832	0.9	1.7	2.1	4,706	2.1	3.6	29.1
50 to 99 employees	9,347	1.5	3.2	3.9	4,659	2.0	5.7	45.5
100 to 249 employees	19,823	3.1	6.3	7.8	6,022	2.6	8.3	66.7
250 to 499 employees	19,655	3.1	9.4	11.6	3,338	1.5	9.8	78.5
500 or more employees	456,075	71.9	81.3	100.0	6,119	2.7	12.5	100.0
Manufacturers	387,504	61.1	61.1	100.0	10,882	4.8	4.8	100.0
no. employees unknown (3)	76	0.0	0.0	0.0	59	0.0	0.0	0.5
1 to 19 employees	104	0.0	0.0	0.0	323	0.1	0.2	3.5
20 to 49 employees	634	0.1	0.1	0.2	1,113	0.5	0.7	13.7
50 to 99 employees	2,474	0.4	0.5	0.8	1,816	0.8	1.5	30.4
100 to 249 employees	9,376	1.5	2.0	3.3	3,006	1.3	2.8	58.0
250 to 499 employees	11,328	1.8	3.8	6.2	1,809	0.8	3.6	74.7
500 or more employees	363,512	57.3	61.1	100.0	2,756	1.2	4.8	100.0

See footnotes at end of table.

Table 1b
2003 Exports by Company Type and Employment Size - Continued

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	75,962	12.0	12.0	100.0	7,420	3.3	3.3	100.0
no. employees unknown (3)	48	0.0	0.0	0.1	69	0.0	0.0	0.9
1 to 19 employees	1,804	0.3	0.3	2.4	1,351	0.6	0.6	19.1
20 to 49 employees	2,501	0.4	0.7	5.7	2,031	0.9	1.5	46.5
50 to 99 employees	4,562	0.7	1.4	11.7	1,466	0.6	2.2	66.3
100 to 249 employees	7,045	1.1	2.5	21.0	1,341	0.6	2.8	84.3
250 to 499 employees	4,733	0.7	3.3	27.2	560	0.2	3.0	91.9
500 or more employees	55,268	8.7	12.0	100.0	602	0.3	3.3	100.0
Other companies (4)	47,107	7.4	7.4	100.0	9,340	4.1	4.1	100.0
no. employees unknown (3)	45	0.0	0.0	0.1	107	0.0	0.0	1.1
1 to 19 employees	968	0.2	0.2	2.1	1,113	0.5	0.5	13.1
20 to 49 employees	2,679	0.4	0.6	7.8	1,523	0.7	1.2	29.4
50 to 99 employees	2,258	0.4	0.9	12.6	1,323	0.6	1.8	43.5
100 to 249 employees	3,159	0.5	1.4	19.3	1,623	0.7	2.5	60.9
250 to 499 employees	3,478	0.5	2.0	26.7	936	0.4	2.9	70.9
500 or more employees	34,521	5.4	7.4	100.0	2,715	1.2	4.1	100.0
Unclassified companies	5,207	0.8	0.8	100.0	772	0.3	0.3	100.0
Single location companies	118,911	18.7	18.7	100.0	198,886	87.5	87.5	100.0
no. employees unknown (3)	29,556	4.7	4.7	24.9	60,158	26.5	26.5	30.2
1 to 19 employees	39,371	6.2	10.9	58.0	94,175	41.4	67.9	77.6
20 to 49 employees	16,722	2.6	13.5	72.0	25,428	11.2	79.1	90.4
50 to 99 employees	10,992	1.7	15.2	81.3	11,065	4.9	84.0	95.9
100 to 249 employees	11,997	1.9	17.1	91.4	5,987	2.6	86.6	99.0
250 to 499 employees	5,147	0.8	17.9	95.7	1,327	0.6	87.2	99.6
500 or more employees	5,126	0.8	18.7	100.0	746	0.3	87.5	100.0
Manufacturers	42,615	6.7	6.7	100.0	54,163	23.8	23.8	100.0
no. employees unknown (3)	11,042	1.7	1.7	25.9	10,043	4.4	4.4	18.5
1 to 19 employees	4,007	0.6	2.4	35.3	20,499	9.0	13.4	56.4
20 to 49 employees	6,545	1.0	3.4	50.7	12,463	5.5	18.9	79.4
50 to 99 employees	5,303	0.8	4.2	63.1	6,530	2.9	21.8	91.5
100 to 249 employees	8,134	1.3	5.5	82.2	3,713	1.6	23.4	98.3
250 to 499 employees	3,864	0.6	6.1	91.3	712	0.3	23.7	99.6
500 or more employees	3,720	0.6	6.7	100.0	203	0.1	23.8	100.0
Wholesalers	43,220	6.8	6.8	100.0	66,357	29.2	29.2	100.0
no. employees unknown (3)	6,805	1.1	1.1	15.7	16,703	7.3	7.3	25.2
1 to 19 employees	22,800	3.6	4.7	68.5	39,601	17.4	24.8	84.9
20 to 49 employees	6,558	1.0	5.7	83.7	6,930	3.0	27.8	95.3
50 to 99 employees	3,765	0.6	6.3	92.4	2,098	0.9	28.7	98.5
100 to 249 employees	2,137	0.3	6.6	97.3	840	0.4	29.1	99.7
250 to 499 employees	597	0.1	6.7	98.7	147	0.1	29.2	99.9
500 or more employees	557	0.1	6.8	100.0	38	0.0	29.2	100.0
Other companies (4)	29,775	4.7	4.7	100.0	70,997	31.2	31.2	100.0
no. employees unknown (3)	8,584	1.4	1.4	28.8	26,345	11.6	11.6	37.1
1 to 19 employees	12,408	2.0	3.3	70.5	33,819	14.9	26.5	84.7
20 to 49 employees	3,618	0.6	3.9	82.7	6,020	2.6	29.1	93.2
50 to 99 employees	1,923	0.3	4.2	89.1	2,435	1.1	30.2	96.7
100 to 249 employees	1,712	0.3	4.5	94.9	1,425	0.6	30.8	98.7
250 to 499 employees	686	0.1	4.6	97.2	465	0.2	31.0	99.3
500 or more employees	845	0.1	4.7	100.0	488	0.2	31.2	100.0
Unclassified companies	3,301	0.5	0.5	100.0	7,369	3.2	3.2	100.0

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 34.0 percent of the total wholesalers known value and 90.4 percent of the total number of all wholesalers.

(3) 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 2003.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

Table 1c
Percent Change Between the 2003 and 2004 Results

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	2003	2004	Net Diff.	% Change	2003	2004	Net Diff.	% Change
All identified companies	634,692	709,495	74,804	11.8	227,300	231,736	4,436	2.0
no. employees unknown (2)	31,711	36,589	4,879	15.4	60,904	64,604	3,700	6.1
1 to 19 employees	42,265	50,288	8,023	19.0	96,999	97,876	877	0.9
20 to 49 employees	22,554	24,936	2,382	10.6	30,134	30,301	167	0.6
50 to 99 employees	20,339	22,334	1,996	9.8	15,724	15,834	110	0.7
100 to 249 employees	31,821	38,420	6,600	20.7	12,009	11,954	-55	-0.5
250 to 499 employees	24,802	30,438	5,636	22.7	4,665	4,570	-95	-2.0
500 or more employees	461,201	506,488	45,287	9.8	6,865	6,597	-268	-3.9
Manufacturers	430,119	480,547	50,427	11.7	65,045	66,891	1,846	2.8
no. employees unknown (2)	11,118	13,080	1,962	17.6	10,102	10,946	844	8.4
1 to 19 employees	4,111	4,838	727	17.7	20,822	21,787	965	4.6
20 to 49 employees	7,179	6,881	-299	-4.2	13,576	13,949	373	2.7
50 to 99 employees	7,777	9,196	1,419	18.2	8,346	8,357	11	0.1
100 to 249 employees	17,509	20,330	2,821	16.1	6,719	6,567	-152	-2.3
250 to 499 employees	15,192	18,059	2,867	18.9	2,521	2,419	-102	-4.0
500 or more employees	367,233	408,163	40,931	11.1	2,959	2,866	-93	-3.1
Wholesalers	119,182	133,167	13,985	11.7	73,777	77,159	3,382	4.6
no. employees unknown (2)	6,853	9,587	2,733	39.9	16,772	18,810	2,038	12.2
1 to 19 employees	24,604	29,794	5,190	21.1	40,952	42,273	1,321	3.2
20 to 49 employees	9,060	11,698	2,638	29.1	8,961	8,855	-106	-1.2
50 to 99 employees	8,328	8,975	647	7.8	3,564	3,666	102	2.9
100 to 249 employees	9,182	11,646	2,463	26.8	2,181	2,204	23	1.1
250 to 499 employees	5,330	7,121	1,791	33.6	707	714	7	1.0
500 or more employees	55,825	54,347	-1,478	-2.6	640	637	-3	-0.5
Other companies (3)	76,882	89,705	12,823	16.7	80,337	80,089	-248	-0.3
no. employees unknown (2)	8,629	10,781	2,152	24.9	26,452	27,717	1,265	4.8
1 to 19 employees	13,376	15,582	2,206	16.5	34,932	33,586	-1,346	-3.9
20 to 49 employees	6,297	6,333	36	0.6	7,543	7,455	-88	-1.2
50 to 99 employees	4,180	4,025	-156	-3.7	3,758	3,764	6	0.2
100 to 249 employees	4,871	6,342	1,471	30.2	3,048	3,121	73	2.4
250 to 499 employees	4,163	5,070	907	21.8	1,401	1,407	6	0.4
500 or more employees	35,366	41,573	6,206	17.5	3,203	3,039	-164	-5.1
Unclassified companies	8,508	6,077	-2,431	-28.6	8,141	7,597	-544	-6.7
Multiple location companies	515,780	566,472	50,691	9.8	28,414	27,377	-1,037	-3.6
no. employees unknown (2)	2,154	368	-1,786	-82.9	746	414	-332	-44.5
1 to 19 employees	2,894	3,159	266	9.2	2,824	2,760	-64	-2.3
20 to 49 employees	5,832	5,238	-594	-10.2	4,706	4,555	-151	-3.2
50 to 99 employees	9,347	9,669	322	3.4	4,659	4,583	-76	-1.6
100 to 249 employees	19,823	24,131	4,308	21.7	6,022	5,924	-98	-1.6
250 to 499 employees	19,655	23,722	4,067	20.7	3,338	3,246	-92	-2.8
500 or more employees	456,075	500,183	44,109	9.7	6,119	5,895	-224	-3.7
Manufacturers	387,504	432,045	44,540	11.5	10,882	10,741	-141	-1.3
no. employees unknown (2)	76	101	25	32.3	59	94	35	59.3
1 to 19 employees	104	290	186	178.2	323	361	38	11.8
20 to 49 employees	634	710	76	12.0	1,113	1,116	3	0.3
50 to 99 employees	2,474	2,978	504	20.4	1,816	1,813	-3	-0.2
100 to 249 employees	9,376	10,823	1,448	15.4	3,006	2,922	-84	-2.8
250 to 499 employees	11,328	13,438	2,110	18.6	1,809	1,762	-47	-2.6
500 or more employees	363,512	403,704	40,192	11.1	2,756	2,673	-83	-3.0

See footnotes at end of table.

Table 1c
Percent Change Between the 2003 and 2004 Results - Continued

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	2003	2004	Net Diff.	% Change	2003	2004	Net Diff.	% Change
Multiple location companies								
Wholesalers	75,962	78,519	2,558	3.4	7,420	7,471	51	0.7
no. employees unknown (2)	48	169	120	248.2	69	152	83	120.3
1 to 19 employees	1,804	1,861	57	3.1	1,351	1,378	27	2.0
20 to 49 employees	2,501	2,790	289	11.5	2,031	1,951	-80	-3.9
50 to 99 employees	4,562	4,886	323	7.1	1,466	1,490	24	1.6
100 to 249 employees	7,045	8,805	1,760	25.0	1,341	1,353	12	0.9
250 to 499 employees	4,733	6,373	1,641	34.7	560	550	-10	-1.8
500 or more employees	55,268	53,636	-1,632	-3.0	602	597	-5	-0.8
Other companies (3)	47,107	53,045	5,938	12.6	9,340	8,938	-402	-4.3
no. employees unknown (2)	45	98	53	119.4	107	159	52	48.6
1 to 19 employees	968	994	26	2.7	1,113	1,000	-113	-10.2
20 to 49 employees	2,679	1,718	-962	-35.9	1,523	1,458	-65	-4.3
50 to 99 employees	2,258	1,666	-592	-26.2	1,323	1,238	-85	-6.4
100 to 249 employees	3,159	4,406	1,247	39.5	1,623	1,595	-28	-1.7
250 to 499 employees	3,478	3,722	245	7.0	936	907	-29	-3.1
500 or more employees	34,521	40,442	5,921	17.2	2,715	2,581	-134	-4.9
Unclassified companies	5,207	2,863	-2,345	-45.0	772	227	-545	-70.6
Single location companies	118,911	143,023	24,112	20.3	198,886	204,359	5,473	2.8
no. employees unknown (2)	29,556	36,221	6,665	22.6	60,158	64,190	4,032	6.7
1 to 19 employees	39,371	47,129	7,757	19.7	94,175	95,116	941	1.0
20 to 49 employees	16,722	19,698	2,976	17.8	25,428	25,746	318	1.3
50 to 99 employees	10,992	12,666	1,674	15.2	11,065	11,251	186	1.7
100 to 249 employees	11,997	14,289	2,292	19.1	5,987	6,030	43	0.7
250 to 499 employees	5,147	6,716	1,569	30.5	1,327	1,324	-3	-0.2
500 or more employees	5,126	6,305	1,179	23.0	746	702	-44	-5.9
Manufacturers	42,615	48,502	5,887	13.8	54,163	56,150	1,987	3.7
no. employees unknown (2)	11,042	12,979	1,937	17.5	10,043	10,852	809	8.1
1 to 19 employees	4,007	4,548	541	13.5	20,499	21,426	927	4.5
20 to 49 employees	6,545	6,170	-375	-5.7	12,463	12,833	370	3.0
50 to 99 employees	5,303	6,218	914	17.2	6,530	6,544	14	0.2
100 to 249 employees	8,134	9,507	1,373	16.9	3,713	3,645	-68	-1.8
250 to 499 employees	3,864	4,621	757	19.6	712	657	-55	-7.7
500 or more employees	3,720	4,459	739	19.9	203	193	-10	-4.9
Wholesalers	43,220	54,647	11,427	26.4	66,357	69,688	3,331	5.0
no. employees unknown (2)	6,805	9,418	2,613	38.4	16,703	18,658	1,955	11.7
1 to 19 employees	22,800	27,933	5,133	22.5	39,601	40,895	1,294	3.3
20 to 49 employees	6,558	8,908	2,349	35.8	6,930	6,904	-26	-0.4
50 to 99 employees	3,765	4,089	323	8.6	2,098	2,176	78	3.7
100 to 249 employees	2,137	2,840	703	32.9	840	851	11	1.3
250 to 499 employees	597	748	150	25.2	147	164	17	11.6
500 or more employees	557	711	155	27.8	38	40	2	5.3
Other companies (3)	29,775	36,660	6,884	23.1	70,997	71,151	154	0.2
no. employees unknown (2)	8,584	10,683	2,099	24.5	26,345	27,558	1,213	4.6
1 to 19 employees	12,408	14,588	2,180	17.6	33,819	32,586	-1,233	-3.6
20 to 49 employees	3,618	4,615	997	27.6	6,020	5,997	-23	-0.4
50 to 99 employees	1,923	2,359	436	22.7	2,435	2,526	91	3.7
100 to 249 employees	1,712	1,936	224	13.1	1,425	1,526	101	7.1
250 to 499 employees	686	1,348	662	96.6	465	500	35	7.5
500 or more employees	845	1,131	286	33.8	488	458	-30	-6.1
Unclassified companies	3,301	3,215	-87	-2.6	7,369	7,370	1	0.0

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(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 2003 or 2004.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

Table 2a
Top Companies' Share of the 2004 Export Market
by Company Type

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)	% Change 2003-2004	
					Number of Exporters	Known Value
All identified companies	231,736	709,495	100.0	100.0	2.0	11.8
Top 4 companies	4	58,820	8.3	8.3	-	0.8
Top 8 companies	8	86,705	12.2	12.2	-	-1.7
Top 20 companies	20	143,030	20.2	20.2	-	-0.1
Top 50 companies	50	214,651	30.3	30.3	-	4.3
Top 100 companies	100	258,596	39.4	39.4	-	7.7
Top 250 companies	250	371,973	52.4	52.4	-	9.4
Top 500 companies	500	440,174	62.0	62.0	-	10.0
Top 1000 companies	1,000	452,434	71.0	71.0	-	10.8
Top 2000 companies	2,000	558,700	78.7	78.7	-	11.2
Manufacturers	66,891	480,547	67.7	100.0	2.8	11.7
Top 4 companies	4	58,820	8.3	12.2	-	0.8
Top 8 companies	8	86,705	12.2	18.0	-	1.9
Top 20 companies	20	137,961	19.4	28.7	-	3.5
Top 50 companies	50	199,975	28.2	41.6	-	6.5
Top 100 companies	100	252,550	35.6	52.6	-	9.1
Top 250 companies	250	321,568	45.3	66.9	-	10.2
Top 500 companies	500	366,822	51.7	76.3	-	11.1
Top 1000 companies	1,000	403,656	56.9	84.0	-	11.5
Top 2000 companies	2,000	432,042	60.9	89.9	-	11.6
Wholesalers	77,159	133,167	18.8	100.0	4.6	11.7
Top 4 companies	4	17,829	2.5	13.4	-	-17.0
Top 8 companies	8	26,132	3.7	19.6	-	-7.7
Top 20 companies	20	37,652	5.3	28.3	-	-3.2
Top 50 companies	50	49,959	7.0	37.5	-	-0.1
Top 100 companies	100	60,578	8.5	45.5	-	2.1
Top 250 companies	250	75,703	10.7	56.8	-	5.4
Top 500 companies	500	86,338	12.2	64.8	-	7.6
Top 1000 companies	1,000	96,383	13.6	72.4	-	8.8
Top 2000 companies	2,000	96,072	15.0	79.8	-	9.9
Other companies (3)	80,089	89,705	12.6	100.0	-0.3	16.7
Top 4 companies	4	7,612	1.1	8.5	-	40.7
Top 8 companies	8	12,582	1.8	14.0	-	33.1
Top 20 companies	20	21,145	3.0	23.6	-	22.7
Top 50 companies	50	32,476	4.6	36.2	-	22.1
Top 100 companies	100	41,853	5.9	46.7	-	21.0
Top 250 companies	250	54,812	7.7	61.1	-	19.1
Top 500 companies	500	53,369	9.0	71.1	-	18.6
Top 1000 companies	1,000	71,381	10.1	79.6	-	18.8
Top 2000 companies	2,000	77,537	10.9	86.4	-	18.4
Unclassified companies	7,597	6,077	0.9	100.0	-6.7	-28.6

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Percent of company type value is computed relative to the sector's total value, e.g. the top 4 wholesalers account for 13.4 percent of the total value for all wholesalers.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

Table 2b
Top Companies' Share of the 2003 Export Market
by Company Type

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	227,300	634,692	100.0	100.0
Top 4 companies	4	58,365	9.2	9.2
Top 8 companies	8	88,249	13.9	13.9
Top 20 companies	20	143,106	22.5	22.5
Top 50 companies	50	205,716	32.4	32.4
Top 100 companies	100	259,518	40.9	40.9
Top 250 companies	250	339,956	53.6	53.6
Top 500 companies	500	400,128	63.0	63.0
Top 1000 companies	1,000	454,559	71.6	71.6
Top 2000 companies	2,000	502,398	79.2	79.2
Manufacturers	65,045	430,119	67.8	100.0
Top 4 companies	4	58,365	9.2	13.6
Top 8 companies	8	85,054	13.4	19.8
Top 20 companies	20	133,258	21.0	31.0
Top 50 companies	50	187,843	29.6	43.7
Top 100 companies	100	231,518	36.5	53.8
Top 250 companies	250	291,910	46.0	67.9
Top 500 companies	500	330,112	52.0	76.7
Top 1000 companies	1,000	361,977	57.0	84.2
Top 2000 companies	2,000	387,082	61.0	90.0
Wholesalers	73,777	119,182	18.8	100.0
Top 4 companies	4	21,488	3.4	18.0
Top 8 companies	8	28,305	4.5	23.7
Top 20 companies	20	38,887	6.1	32.6
Top 50 companies	50	50,030	7.9	42.0
Top 100 companies	100	59,337	9.3	49.8
Top 250 companies	250	71,824	11.3	60.3
Top 500 companies	500	80,251	12.6	67.3
Top 1000 companies	1,000	88,571	14.0	74.3
Top 2000 companies	2,000	96,607	15.2	81.1
Other companies (3)	80,337	76,882	12.1	100.0
Top 4 companies	4	5,411	0.9	7.0
Top 8 companies	8	9,453	1.5	12.3
Top 20 companies	20	17,234	2.7	22.4
Top 50 companies	50	26,594	4.2	34.6
Top 100 companies	100	34,590	5.4	45.0
Top 250 companies	250	46,033	7.3	59.9
Top 500 companies	500	53,774	8.5	69.9
Top 1000 companies	1,000	60,085	9.5	78.2
Top 2000 companies	2,000	65,485	10.3	85.2
Unclassified companies	8,141	8,508	1.3	100.0

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Percent of company type value is computed relative to the sector's total value, e.g. the top 4 wholesalers account for 18.0 percent of the total value for all wholesalers.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

Table 3a
2004 Exports to Related Parties
by Company Type and Employment Size

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
All identified companies	709,495	231,736	234,754	33.1	12.8	470,981	66.4	97.8	3,760	0.5	4.4
no. employees unknown (3)	36,589	64,604	5,843	16.0	8.5	30,511	83.4	96.9	235	0.6	2.3
1 to 19 employees	50,288	97,876	5,429	10.8	8.5	44,228	87.9	97.7	632	1.3	3.8
20 to 49 employees	24,936	30,301	3,420	13.7	13.4	21,135	84.8	98.6	382	1.5	4.0
50 to 99 employees	22,334	15,834	3,870	17.3	19.6	18,153	81.3	98.7	311	1.4	5.2
100 to 249 employees	38,420	11,954	6,141	16.0	28.9	31,987	83.3	98.9	292	0.8	7.8
250 to 499 employees	30,438	4,570	5,246	17.2	39.9	24,929	81.9	98.6	264	0.9	11.0
500 or more employees	506,488	6,597	204,806	40.4	53.3	300,038	59.2	98.8	1,645	0.3	22.0
Manufacturers	480,547	66,891	177,628	37.0	18.2	301,549	62.8	98.9	1,370	0.3	5.3
no. employees unknown (3)	13,080	10,946	2,308	17.6	13.2	10,678	81.6	98.1	94	0.7	2.2
1 to 19 employees	4,838	21,787	611	12.6	7.5	4,181	86.4	98.7	46	1.0	2.1
20 to 49 employees	6,881	13,949	716	10.4	12.9	6,138	89.2	99.1	28	0.4	3.3
50 to 99 employees	9,196	8,357	1,105	12.0	21.0	8,049	87.5	99.2	42	0.5	5.3
100 to 249 employees	20,330	6,567	2,819	13.9	33.3	17,442	85.8	99.4	69	0.3	8.8
250 to 499 employees	18,059	2,419	3,706	20.5	49.3	14,292	79.1	99.5	60	0.3	14.4
500 or more employees	408,163	2,866	166,363	40.8	74.4	240,769	59.0	99.8	1,032	0.3	34.9
Wholesalers	133,167	77,159	33,012	24.8	12.6	99,040	74.4	98.4	1,115	0.8	4.7
no. employees unknown (3)	9,587	18,810	1,053	11.0	8.5	8,452	88.2	97.9	81	0.8	2.1
1 to 19 employees	29,794	42,273	2,455	8.2	10.3	26,961	90.5	98.4	377	1.3	4.6
20 to 49 employees	11,698	8,855	1,142	9.8	17.0	10,496	89.7	98.9	60	0.5	5.9
50 to 99 employees	8,975	3,666	2,019	22.5	23.0	6,775	75.5	99.1	181	2.0	7.1
100 to 249 employees	11,646	2,204	1,725	14.8	32.2	9,814	84.3	99.0	106	0.9	10.5
250 to 499 employees	7,121	714	807	11.3	40.6	6,272	88.1	99.0	42	0.6	12.7
500 or more employees	54,347	637	23,811	43.8	62.3	30,269	55.7	99.5	267	0.5	28.4
Other companies (4)	89,705	80,089	22,475	25.1	9.0	65,960	73.5	96.4	1,270	1.4	3.6
no. employees unknown (3)	10,781	27,717	1,879	17.4	6.9	8,843	82.0	95.7	59	0.5	2.9
1 to 19 employees	15,582	33,586	2,359	15.1	6.8	13,017	83.5	96.3	205	1.3	3.8
20 to 49 employees	6,333	7,455	1,554	24.5	9.7	4,484	70.8	97.4	294	4.7	3.1
50 to 99 employees	4,025	3,764	724	18.0	13.1	3,212	79.8	97.4	89	2.2	3.3
100 to 249 employees	6,342	3,121	1,568	24.7	17.5	4,657	73.4	97.9	118	1.9	3.8
250 to 499 employees	5,070	1,407	703	13.9	23.5	4,206	83.0	96.7	161	3.2	4.3
500 or more employees	41,573	3,039	13,688	32.9	31.7	27,541	66.2	97.6	344	0.8	8.7
Unclassified companies	6,077	7,597	1,640	27.0	7.9	4,431	72.9	97.1	5	0.1	0.9
Multiple location companies	566,472	27,377	214,737	37.9	32.1	349,332	61.7	98.7	2,404	0.4	10.8
no. employees unknown (3)	368	414	35	9.5	16.7	329	89.5	97.6	4	1.0	4.3
1 to 19 employees	3,159	2,760	454	14.4	13.7	2,627	83.1	98.2	79	2.5	4.1
20 to 49 employees	5,238	4,555	779	14.9	15.6	4,346	83.0	98.4	114	2.2	4.3
50 to 99 employees	9,669	4,583	2,379	24.6	22.9	7,062	73.0	98.6	229	2.4	6.4
100 to 249 employees	24,131	5,924	3,759	15.6	32.0	20,138	83.4	98.9	235	1.0	8.8
250 to 499 employees	23,722	3,246	3,935	16.6	42.6	19,561	82.5	98.9	226	1.0	12.6
500 or more employees	500,183	5,895	203,396	40.7	56.1	295,269	59.0	98.9	1,518	0.3	23.7
Manufacturers	432,045	10,741	169,862	39.3	45.1	261,194	60.5	99.6	989	0.2	16.0
no. employees unknown (3)	101	94	2	1.9	18.1	99	97.7	98.9	0	0.4	5.3
1 to 19 employees	290	361	30	10.5	14.7	259	89.4	99.4	0	0.2	2.8
20 to 49 employees	710	1,116	70	9.8	17.5	638	89.8	99.5	3	0.4	3.3
50 to 99 employees	2,978	1,813	472	15.9	27.5	2,497	83.9	99.1	8	0.3	6.7
100 to 249 employees	10,823	2,922	1,215	11.2	38.9	9,572	88.4	99.6	36	0.3	10.1
250 to 499 employees	13,438	1,762	2,542	18.9	52.4	10,862	80.8	99.7	34	0.3	16.1
500 or more employees	403,704	2,673	165,530	41.0	75.3	237,267	58.8	99.9	907	0.2	36.1
Wholesalers	78,519	7,471	28,063	35.7	26.8	49,855	63.5	98.9	601	0.8	9.5
no. employees unknown (3)	169	152	26	15.3	22.4	(5) 143	(5) 84.7	98.7	(D)	(D)	4.6
1 to 19 employees	1,861	1,378	260	14.0	16.0	1,562	84.0	98.3	38	2.1	4.8
20 to 49 employees	2,790	1,951	338	12.1	17.6	2,443	87.6	99.1	9	0.3	5.6
50 to 99 employees	4,886	1,490	1,679	34.4	24.2	(5) 3,207	(5) 65.6	98.9	(D)	(D)	7.8
100 to 249 employees	8,805	1,353	1,225	13.9	32.0	7,489	85.1	98.7	91	1.0	11.6
250 to 499 employees	6,373	550	746	11.7	41.6	5,585	87.6	99.1	41	0.7	13.6
500 or more employees	53,636	597	23,789	44.4	63.5	(5) 29,847	(5) 55.6	99.5	(D)	(D)	30.2

See footnotes at end of table.

Table 3a
2004 Exports to Related Parties
by Company Type and Employment Size - Continued

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
Multiple location companies											
Other companies (4)	53,045	8,938	15,777	29.7	21.1	36,457	68.7	97.4	812	1.5	5.7
no. employees unknown (3)	98	159	7	7.6	10.7	90	92.3	95.6	0	0.1	3.8
1 to 19 employees	994	1,000	161	16.2	9.7	793	79.8	97.9	40	4.0	3.6
20 to 49 employees	1,718	1,458	365	21.2	11.3	1,251	72.8	96.6	102	5.9	3.4
50 to 99 employees	1,666	1,238	204	12.2	14.5	1,393	83.6	97.3	69	4.1	4.3
100 to 249 employees	4,406	1,595	1,291	29.3	19.7	(5) 3,115	(5) 70.7	97.6	(D)	(D)	4.4
250 to 499 employees	3,722	907	616	16.6	24.1	(5) 3,106	(5) 83.4	97.0	(D)	(D)	5.0
500 or more employees	40,442	2,581	13,132	32.5	34.5	26,967	66.7	97.7	342	0.8	9.6
Unclassified companies	2,863	227	1,035	36.1	32.2	1,826	63.8	97.8	2	0.1	7.5
Single location companies	143,023	204,359	20,018	14.0	10.2	121,649	85.1	97.7	1,356	0.9	3.5
no. employees unknown (3)	36,221	64,190	5,808	16.0	8.4	30,182	83.3	96.9	231	0.6	2.3
1 to 19 employees	47,129	95,116	4,975	10.6	8.3	41,601	88.3	97.7	553	1.2	3.8
20 to 49 employees	19,698	25,746	2,641	13.4	13.0	16,789	85.2	98.7	268	1.4	4.0
50 to 99 employees	12,666	11,251	1,492	11.8	18.2	11,091	87.6	98.8	83	0.7	4.8
100 to 249 employees	14,289	6,030	2,382	16.7	25.9	11,849	82.9	99.0	58	0.4	6.7
250 to 499 employees	6,716	1,324	1,311	19.5	33.3	5,367	79.9	97.8	38	0.6	7.3
500 or more employees	6,305	702	1,410	22.4	29.6	4,768	75.6	97.7	126	2.0	7.1
Manufacturers	48,502	56,150	7,766	16.0	13.0	40,355	83.2	98.8	381	0.8	3.2
no. employees unknown (3)	12,979	10,852	2,306	17.8	13.2	10,579	81.5	98.1	93	0.7	2.2
1 to 19 employees	4,548	21,426	581	12.8	7.4	3,921	86.2	98.7	46	1.0	2.1
20 to 49 employees	6,170	12,833	646	10.5	12.5	5,499	89.1	99.1	25	0.4	3.4
50 to 99 employees	6,218	6,544	632	10.2	19.1	5,552	89.3	99.2	34	0.5	4.9
100 to 249 employees	9,507	3,645	1,604	16.9	28.8	7,870	82.8	99.3	33	0.3	7.7
250 to 499 employees	4,621	657	1,164	25.2	40.9	3,431	74.2	98.9	26	0.6	9.7
500 or more employees	4,459	193	833	18.7	60.6	3,502	78.5	98.4	125	2.8	17.1
Wholesalers	54,647	69,688	4,948	9.1	11.1	49,185	90.0	98.4	513	0.9	4.2
no. employees unknown (3)	9,418	18,658	1,027	10.9	8.4	(5) 8,391	(5) 89.1	97.9	(D)	(D)	2.1
1 to 19 employees	27,933	40,895	2,195	7.9	10.1	25,399	90.9	98.4	339	1.2	4.6
20 to 49 employees	8,908	6,904	805	9.0	16.9	8,053	90.4	98.8	50	0.6	6.0
50 to 99 employees	4,089	2,176	340	8.3	22.2	(5) 3,749	(5) 91.7	99.3	(D)	(D)	6.6
100 to 249 employees	2,840	851	500	17.6	32.4	2,325	81.9	99.4	15	0.5	8.7
250 to 499 employees	748	164	60	8.1	37.2	686	91.8	98.8	1	0.1	9.8
500 or more employees	711	40	22	3.0	45.0	(5) 690	(5) 97.0	100.0	(D)	(D)	2.5
Other companies (4)	36,660	71,151	6,698	18.3	7.5	29,504	80.5	96.2	458	1.3	3.3
no. employees unknown (3)	10,683	27,558	1,872	17.5	6.9	8,753	81.9	95.7	59	0.5	2.9
1 to 19 employees	14,588	32,586	2,198	15.1	6.7	12,224	83.8	96.2	166	1.1	3.8
20 to 49 employees	4,615	5,997	1,189	25.8	9.3	3,233	70.1	97.5	193	4.2	3.1
50 to 99 employees	2,359	2,526	520	22.0	12.4	1,819	77.1	97.4	20	0.8	2.9
100 to 249 employees	1,936	1,526	276	14.3	15.3	(5) 1,660	(5) 85.7	98.2	(D)	(D)	3.2
250 to 499 employees	1,348	500	87	6.5	22.2	(5) 1,261	(5) 93.5	96.0	(D)	(D)	3.2
500 or more employees	1,131	458	555	49.1	15.7	574	50.8	97.2	2	0.1	3.5
Unclassified companies	3,215	7,370	606	18.8	7.1	2,605	81.0	97.1	3	0.1	0.7

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Detail may not sum to 100.0 percent because companies may export to both related and nonrelated parties.

(3) 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 2004.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

(5) Includes corresponding value or percent of adjacent cell (D) suppressed to avoid disclosure.

Table 3b
2003 Exports to Related Parties
by Company Type and Employment Size

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
All identified companies	634,692	227,300	220,384	34.7	13.3	408,442	64.4	97.7	5,865	0.9	5.5
no. employees unknown (3)	31,711	60,904	6,659	21.0	9.0	24,700	77.9	97.0	352	1.1	2.6
1 to 19 employees	42,265	96,999	4,391	10.4	8.8	36,525	86.4	97.6	1,349	3.2	4.5
20 to 49 employees	22,554	30,134	3,594	15.9	13.6	18,627	82.6	98.5	333	1.5	5.4
50 to 99 employees	20,339	15,724	2,836	13.9	19.9	16,835	82.8	98.7	667	3.3	7.4
100 to 249 employees	31,821	12,009	5,491	17.3	28.7	26,028	81.8	98.5	302	0.9	10.4
250 to 499 employees	24,802	4,665	4,711	19.0	41.0	19,729	79.5	98.4	361	1.5	13.9
500 or more employees	461,201	6,865	192,701	41.8	53.6	265,999	57.7	98.8	2,500	0.5	26.9
Manufacturers	430,119	65,045	163,311	38.0	18.7	264,529	61.5	98.8	2,279	0.5	7.3
no. employees unknown (3)	11,118	10,102	3,326	29.9	13.7	7,690	69.2	98.1	102	0.9	3.1
1 to 19 employees	4,111	20,822	473	11.5	7.2	3,597	87.5	98.6	41	1.0	3.1
20 to 49 employees	7,179	13,576	1,315	18.3	13.3	5,828	81.2	99.0	37	0.5	4.8
50 to 99 employees	7,777	8,346	804	10.3	21.6	6,921	89.0	99.1	51	0.7	7.6
100 to 249 employees	17,509	6,719	2,307	13.2	32.2	15,029	85.8	99.3	173	1.0	11.7
250 to 499 employees	15,192	2,521	2,700	17.8	50.1	12,404	81.6	99.4	88	0.6	17.9
500 or more employees	367,233	2,959	152,386	41.5	75.1	213,060	58.0	99.9	1,786	0.5	43.8
Wholesalers	119,182	73,777	34,360	28.8	12.8	83,088	69.7	98.2	1,734	1.5	6.2
no. employees unknown (3)	6,853	16,772	691	10.1	8.5	6,043	88.2	97.6	119	1.7	3.2
1 to 19 employees	24,604	40,952	1,939	7.9	10.6	22,129	89.9	98.3	536	2.2	5.9
20 to 49 employees	9,060	8,961	945	10.4	16.7	8,021	88.5	98.9	95	1.0	7.3
50 to 99 employees	8,328	3,564	1,546	18.6	22.6	6,276	75.4	98.8	505	6.1	10.1
100 to 249 employees	9,182	2,181	1,792	19.5	32.0	7,340	79.9	98.6	50	0.5	12.9
250 to 499 employees	5,330	707	752	14.1	44.3	4,535	85.1	98.9	43	0.8	16.5
500 or more employees	55,825	640	26,696	47.8	63.0	28,742	51.5	99.2	387	0.7	34.8
Other companies (4)	76,882	80,337	20,200	26.3	9.8	54,854	71.3	96.4	1,828	2.4	3.8
no. employees unknown (3)	8,629	26,452	1,602	18.6	7.6	6,909	80.1	96.2	117	1.4	2.4
1 to 19 employees	13,376	34,932	1,886	14.1	7.6	10,719	80.1	96.2	770	5.8	3.7
20 to 49 employees	6,297	7,543	1,334	21.2	10.5	4,763	75.6	97.2	201	3.2	4.3
50 to 99 employees	4,180	3,758	482	11.5	13.6	3,587	85.8	97.6	111	2.6	4.6
100 to 249 employees	4,871	3,048	1,344	27.6	18.3	3,450	70.8	96.7	78	1.6	5.7
250 to 499 employees	4,163	1,401	1,243	29.9	22.9	2,690	64.6	96.5	230	5.5	5.7
500 or more employees	35,366	3,203	12,309	34.8	32.0	22,736	64.3	97.7	321	0.9	9.9
Unclassified companies	8,508	8,141	2,513	29.5	9.9	5,972	70.2	97.1	24	0.3	1.4
Multiple location companies	515,780	28,414	202,790	39.3	32.2	309,230	60.0	98.4	3,761	0.7	13.3
no. employees unknown (3)	2,154	746	488	22.7	25.7	1,653	76.7	98.0	13	0.6	7.2
1 to 19 employees	2,894	2,824	434	15.0	14.1	2,121	73.3	97.7	338	11.7	4.2
20 to 49 employees	5,832	4,706	741	12.7	16.4	4,935	84.6	98.3	156	2.7	5.6
50 to 99 employees	9,347	4,659	1,750	18.7	22.0	7,273	77.8	98.6	324	3.5	8.3
100 to 249 employees	19,823	6,022	3,577	18.0	30.9	16,079	81.1	98.4	167	0.8	11.5
250 to 499 employees	19,655	3,338	3,987	20.3	43.4	15,342	78.1	98.4	326	1.7	15.2
500 or more employees	456,075	6,119	191,812	42.1	56.3	261,826	57.4	98.9	2,436	0.5	29.0
Manufacturers	387,504	10,882	155,325	40.1	44.8	230,304	59.4	99.5	1,875	0.5	20.6
no. employees unknown (3)	76	59	6	7.8	20.3	(5) 70	(5) 92.2	100.0	(D)	(D)	1.7
1 to 19 employees	104	323	15	14.6	11.8	(5) 89	(5) 85.4	99.1	(D)	(D)	4.3
20 to 49 employees	634	1,113	69	10.9	18.0	563	88.7	99.3	2	0.4	5.5
50 to 99 employees	2,474	1,816	214	8.6	26.6	2,244	90.7	99.3	15	0.6	8.7
100 to 249 employees	9,376	3,006	996	10.6	36.2	8,312	88.7	99.4	68	0.7	13.4
250 to 499 employees	11,328	1,809	2,188	19.3	52.5	9,078	80.1	99.5	62	0.6	19.8
500 or more employees	363,512	2,756	151,837	41.8	76.4	209,949	57.8	99.9	1,726	0.5	45.3
Wholesalers	75,962	7,420	30,750	40.5	27.1	44,482	58.6	98.7	731	1.0	11.4
no. employees unknown (3)	48	69	4	8.7	13.0	44	90.7	97.1	0	0.6	8.7
1 to 19 employees	1,804	1,351	285	15.8	16.8	1,480	82.0	98.7	40	2.2	5.1
20 to 49 employees	2,501	2,031	348	13.9	18.4	(5) 2,153	(5) 86.1	98.7	(D)	(D)	6.4
50 to 99 employees	4,562	1,466	1,286	28.2	22.9	(5) 3,276	(5) 71.8	98.7	(D)	(D)	10.8
100 to 249 employees	7,045	1,341	1,514	21.5	32.3	5,496	78.0	98.4	34	0.5	12.9
250 to 499 employees	4,733	560	645	13.6	45.0	4,048	85.5	99.1	40	0.8	16.8
500 or more employees	55,268	602	26,667	48.3	63.6	28,216	51.1	99.2	385	0.7	36.0

See footnotes at end of table.

Table 3b
2003 Exports to Related Parties
by Company Type and Employment Size - Continued

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
Multiple location companies											
Other companies (4)	47,107	9,340	14,853	31.5	21.5	31,119	66.1	97.1	1,135	2.4	6.8
no. employees unknown (3)	45	107	1	1.5	11.2	(5) 44	(5) 98.5	98.1	(D)	(D)	2.8
1 to 19 employees	968	1,113	126	13.1	11.1	(5) 842	(5) 86.9	96.4	(D)	(D)	3.1
20 to 49 employees	2,679	1,523	323	12.1	12.4	(5) 2,356	(5) 87.9	97.1	(D)	(D)	4.4
50 to 99 employees	2,258	1,323	246	10.9	14.9	1,912	84.7	97.7	100	4.4	5.0
100 to 249 employees	3,159	1,623	1,020	32.3	19.8	2,075	65.7	96.6	64	2.0	6.8
250 to 499 employees	3,478	936	1,138	32.7	24.8	2,116	60.9	95.9	223	6.4	5.6
500 or more employees	34,521	2,715	11,998	34.8	34.3	22,203	64.3	97.8	320	0.9	11.0
Unclassified companies	5,207	772	1,862	35.8	32.0	3,324	63.8	97.4	21	0.4	9.1
Single location companies	118,911	198,886	17,594	14.8	10.6	99,213	83.4	97.6	2,104	1.8	4.4
no. employees unknown (3)	29,556	60,158	6,170	20.9	8.8	23,047	78.0	97.0	339	1.1	2.5
1 to 19 employees	39,371	94,175	3,957	10.1	8.6	34,403	87.4	97.6	1,011	2.6	4.5
20 to 49 employees	16,722	25,428	2,852	17.1	13.1	13,692	81.9	98.5	177	1.1	5.4
50 to 99 employees	10,992	11,065	1,087	9.9	19.0	9,561	87.0	98.7	343	3.1	7.1
100 to 249 employees	11,997	5,987	1,914	16.0	26.4	9,949	82.9	98.5	135	1.1	9.3
250 to 499 employees	5,147	1,327	724	14.1	35.0	4,387	85.2	98.5	35	0.7	10.8
500 or more employees	5,126	746	889	17.3	31.2	4,173	81.4	98.4	64	1.2	10.1
Manufacturers	42,615	54,163	7,986	18.7	13.4	34,225	80.3	98.7	405	0.9	4.7
no. employees unknown (3)	11,042	10,043	3,320	30.1	13.6	(5) 7,722	(5) 69.9	98.1	(D)	(D)	3.1
1 to 19 employees	4,007	20,499	457	11.4	7.2	(5) 3,550	(5) 88.6	98.6	(D)	(D)	3.0
20 to 49 employees	6,545	12,463	1,246	19.0	12.9	5,265	80.4	99.0	35	0.5	4.7
50 to 99 employees	5,303	6,530	590	11.1	20.2	4,677	88.2	99.1	36	0.7	7.4
100 to 249 employees	8,134	3,713	1,311	16.1	29.0	6,717	82.6	99.2	105	1.3	10.4
250 to 499 employees	3,864	712	512	13.2	44.0	3,326	86.1	99.3	26	0.7	12.9
500 or more employees	3,720	203	550	14.8	57.6	3,111	83.6	100.0	60	1.6	24.1
Wholesalers	43,220	66,357	3,610	8.4	11.2	38,606	89.3	98.2	1,004	2.3	5.6
no. employees unknown (3)	6,805	16,703	687	10.1	8.4	5,999	88.2	97.6	119	1.7	3.1
1 to 19 employees	22,800	39,601	1,653	7.3	10.3	20,650	90.6	98.3	497	2.2	5.9
20 to 49 employees	6,558	6,930	596	9.1	16.3	(5) 5,962	(5) 90.9	98.9	(D)	(D)	7.5
50 to 99 employees	3,765	2,098	260	6.9	22.4	(5) 3,505	(5) 93.1	99.0	(D)	(D)	9.5
100 to 249 employees	2,137	840	278	13.0	31.7	1,844	86.3	98.8	16	0.8	12.9
250 to 499 employees	597	147	108	18.0	41.5	487	81.6	98.0	3	0.4	15.6
500 or more employees	557	38	29	5.2	52.6	526	94.5	100.0	2	0.3	15.8
Other companies (4)	29,775	70,997	5,347	18.0	8.3	23,735	79.7	96.4	693	2.3	3.4
no. employees unknown (3)	8,584	26,345	1,601	18.7	7.6	(5) 6,983	(5) 81.3	96.2	(D)	(D)	2.4
1 to 19 employees	12,408	33,819	1,760	14.2	7.5	(5) 10,648	(5) 85.8	96.2	(D)	(D)	3.7
20 to 49 employees	3,618	6,020	1,010	27.9	10.0	(5) 2,608	(5) 72.1	97.2	(D)	(D)	4.2
50 to 99 employees	1,923	2,435	236	12.3	12.9	1,675	87.1	97.5	11	0.6	4.4
100 to 249 employees	1,712	1,425	324	18.9	16.6	1,375	80.3	96.8	13	0.8	4.5
250 to 499 employees	686	465	105	15.3	19.1	574	83.7	97.6	7	1.0	6.0
500 or more employees	845	488	310	36.7	19.5	533	63.1	97.5	2	0.2	3.9
Unclassified companies	3,301	7,369	651	19.7	7.6	2,647	80.2	97.0	3	0.1	0.6

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Detail may not sum to 100.0 percent because companies may export to both related and nonrelated parties.

(3) 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 2003.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

(5) Includes corresponding value or percent of adjacent cell (D) suppressed to avoid disclosure.

Table 4a
2004 Exports by Company Type and Employment Size
to Number of Partner Countries

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	Number of Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
All identified companies	709,495	231,736	4.6	58.4	6.4	25.7	6.5	8.9	14.8	5.4	18.6	1.4	49.1	0.3
no. employees unknown(2)	36,589	64,604	24.6	72.9	18.7	19.5	16.7	4.9	21.4	2.3	13.9	0.4	4.7	0.1
1 to 19 employees	50,288	97,876	25.1	61.3	29.0	27.5	21.1	8.0	19.7	2.9	4.4	0.2	0.8	0.0
20 to 49 employees	24,936	30,301	13.1	47.2	23.9	30.7	20.5	12.8	29.5	8.2	11.6	1.1	1.4	0.1
50 to 99 employees	22,334	15,834	8.9	41.8	15.6	29.6	20.1	14.6	39.0	11.6	12.0	2.2	4.4	0.2
100 to 249 employees	38,420	11,954	4.1	35.4	10.8	28.1	14.4	15.2	43.7	15.7	22.0	5.0	5.0	0.5
250 to 499 employees	30,438	4,570	3.5	30.4	8.0	25.4	13.8	15.7	35.0	18.2	34.9	9.0	4.8	1.2
500 or more employees	506,488	6,597	0.6	25.8	1.6	21.1	1.9	13.1	8.7	16.2	19.7	14.9	67.5	9.0
Manufacturers	480,547	66,891	1.3	44.2	3.1	29.5	3.9	12.9	11.4	9.5	19.2	3.0	61.1	0.9
no. employees unknown(2)	13,080	10,946	8.3	57.9	13.1	26.0	21.6	9.5	24.6	5.4	24.2	1.2	8.1	0.1
1 to 19 employees	4,838	21,787	25.8	55.9	33.0	30.1	21.6	9.8	17.6	4.0	(4) 2.0	0.2	(D)	0.0
20 to 49 employees	6,881	13,949	14.2	42.3	24.2	32.4	21.9	14.6	33.2	9.5	(4) 6.5	1.2	(D)	0.0
50 to 99 employees	9,196	8,357	11.1	34.8	17.5	32.0	21.2	16.4	33.7	13.8	11.8	2.8	4.9	0.2
100 to 249 employees	20,330	6,567	4.4	25.0	11.6	30.5	17.2	18.2	36.9	19.3	26.1	6.3	3.8	0.7
250 to 499 employees	18,059	2,419	2.5	16.8	8.9	26.4	14.7	18.5	28.5	23.7	38.9	12.8	6.6	1.8
500 or more employees	408,163	2,866	0.2	7.4	1.1	16.1	1.3	14.3	8.0	21.0	18.4	25.3	71.1	15.9
Wholesalers	133,167	77,159	8.2	53.9	12.9	29.9	11.5	9.8	22.0	5.2	15.9	0.9	29.4	0.1
no. employees unknown(2)	9,587	18,810	27.7	68.2	24.2	23.8	16.0	5.3	21.8	2.4	6.4	0.3	3.9	0.0
1 to 19 employees	29,794	42,273	20.3	54.2	30.2	32.0	25.2	9.7	19.5	3.7	4.4	0.4	0.3	0.0
20 to 49 employees	11,698	8,855	8.7	40.1	25.7	33.6	18.1	14.7	30.8	10.1	(4) 16.7	1.4	(D)	0.1
50 to 99 employees	8,975	3,666	5.5	36.1	13.5	32.0	17.2	17.0	45.3	12.3	(4) 18.5	2.3	(D)	0.2
100 to 249 employees	11,646	2,204	2.8	31.8	6.0	28.4	8.0	15.7	57.6	17.6	20.8	6.0	4.8	0.5
250 to 499 employees	7,121	714	3.7	27.2	4.2	26.9	8.4	15.8	50.7	21.3	30.5	7.8	2.5	1.0
500 or more employees	54,347	637	0.3	14.0	1.1	17.1	2.0	17.0	6.3	22.6	21.5	19.5	68.8	9.9
Other companies (3)	89,705	80,089	15.3	72.8	14.4	19.2	12.1	5.1	22.6	2.4	18.1	0.5	17.6	0.1
no. employees unknown(2)	10,781	27,717	37.2	80.7	20.9	14.7	13.3	3.2	17.6	1.1	9.1	0.2	1.8	0.0
1 to 19 employees	15,582	33,586	33.9	73.5	25.4	20.3	12.9	4.7	20.9	1.4	(4) 6.9	0.1	(D)	0.0
20 to 49 employees	6,333	7,455	20.1	64.9	20.3	23.8	23.6	7.2	23.0	3.6	(4) 13.0	0.4	(D)	0.0
50 to 99 employees	4,025	3,764	11.1	62.7	16.4	22.1	23.4	8.5	37.3	5.8	9.7	0.8	2.1	0.1
100 to 249 employees	6,342	3,121	5.7	59.6	16.9	23.1	16.7	8.6	39.9	6.8	11.3	1.6	9.5	0.2
250 to 499 employees	5,070	1,407	6.4	55.5	10.5	23.0	18.2	10.8	36.2	7.2	26.9	3.0	1.8	0.4
500 or more employees	41,573	3,039	4.8	45.4	7.6	26.7	7.1	11.1	18.8	10.1	27.2	4.4	34.4	2.4
Unclassified companies	6,077	7,597	23.0	77.0	11.5	17.1	12.6	3.7	16.2	1.8	35.4	0.4	1.4	0.0

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(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 2004.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

(4) Includes percent of adjacent cell (D) suppressed to avoid disclosure.

Table 4b
2003 Exports by Company Type and Employment Size
to Number of Partner Countries

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	Number of Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
All identified companies	634,692	227,300	4.7	60.0	6.4	24.8	6.5	8.6	13.9	5.1	18.5	1.3	49.9	0.3
no. employees unknown(2)	31,711	60,904	27.1	74.3	18.3	18.5	14.1	4.6	19.6	2.2	14.6	0.4	6.3	0.0
1 to 19 employees	42,265	96,999	27.1	63.7	30.9	26.2	21.4	7.3	16.7	2.6	3.1	0.2	0.7	0.0
20 to 49 employees	22,554	30,134	13.6	49.3	22.8	29.6	22.5	12.6	28.7	7.5	11.9	0.9	0.6	0.0
50 to 99 employees	20,339	15,724	7.3	42.7	17.5	29.7	26.1	14.8	31.1	10.5	16.2	2.0	1.8	0.1
100 to 249 employees	31,821	12,009	5.3	36.3	10.6	27.8	16.0	15.7	46.2	15.6	18.8	4.3	3.2	0.4
250 to 499 employees	24,802	4,665	5.0	31.9	9.7	25.4	15.4	15.7	35.0	18.1	29.4	7.9	5.4	1.0
500 or more employees	461,201	6,865	0.5	27.5	1.6	21.0	1.9	12.2	8.4	16.8	20.1	14.8	67.6	7.8
Manufacturers	430,119	65,045	1.5	45.4	3.3	29.0	3.8	12.7	11.0	9.2	19.5	2.8	60.9	0.8
no. employees unknown(2)	11,118	10,102	12.6	59.4	15.2	25.5	13.3	8.5	25.5	5.4	24.2	1.1	9.1	0.1
1 to 19 employees	4,111	20,822	30.7	58.0	30.7	29.4	18.8	9.1	18.2	3.3	(4) 1.6	0.1	(D)	0.0
20 to 49 employees	7,179	13,576	14.4	43.8	21.5	32.0	27.6	14.5	32.0	8.8	(4) 4.5	0.8	(D)	0.0
50 to 99 employees	7,777	8,346	9.8	36.3	20.5	31.8	22.3	16.8	33.7	12.4	12.5	2.6	1.2	0.1
100 to 249 employees	17,509	6,719	5.1	26.8	11.6	29.9	18.0	18.4	43.2	18.9	19.7	5.4	2.4	0.4
250 to 499 employees	15,192	2,521	4.5	18.4	11.1	26.4	13.9	18.9	33.3	23.8	30.7	11.0	6.5	1.4
500 or more employees	367,233	2,959	0.1	7.8	1.2	16.8	1.4	13.2	7.1	22.9	19.5	25.2	70.7	14.0
Wholesalers	119,182	73,777	7.8	54.7	12.2	29.7	11.2	9.6	19.5	4.9	16.0	0.9	33.3	0.1
no. employees unknown(2)	6,853	16,772	31.7	68.8	25.4	23.3	16.1	5.3	16.2	2.2	7.5	0.3	3.2	0.0
1 to 19 employees	24,604	40,952	21.0	55.5	33.8	31.6	24.2	9.1	18.0	3.4	2.8	0.3	0.2	0.0
20 to 49 employees	9,060	8,961	11.5	42.7	21.9	32.9	20.0	14.2	33.2	8.9	(4) 13.4	1.3	(D)	0.1
50 to 99 employees	8,328	3,564	3.4	36.6	13.7	32.4	32.1	16.9	26.6	11.9	(4) 24.2	2.1	(D)	0.1
100 to 249 employees	9,182	2,181	3.8	31.3	6.9	29.3	9.1	17.0	56.0	16.9	20.5	5.1	3.7	0.3
250 to 499 employees	5,330	707	3.9	27.3	4.5	26.3	9.5	16.4	41.3	20.7	35.1	8.2	5.7	1.1
500 or more employees	55,825	640	0.1	13.6	0.8	19.8	0.9	15.6	9.2	23.1	20.2	18.4	68.7	9.4
Other companies (3)	76,882	80,337	15.8	75.0	14.7	17.5	14.3	4.7	20.8	2.3	16.4	0.5	18.0	0.1
no. employees unknown(2)	8,629	26,452	41.0	82.9	19.8	13.1	12.8	2.8	17.6	1.0	5.3	0.2	3.6	0.0
1 to 19 employees	13,376	34,932	36.6	76.4	26.1	18.0	17.2	4.1	14.2	1.3	(4) 5.9	0.1	(D)	0.0
20 to 49 employees	6,297	7,543	15.6	67.0	25.4	21.5	20.2	7.4	18.4	3.5	20.3	0.6	--	--
50 to 99 employees	4,180	3,758	10.5	63.0	19.8	22.6	21.5	8.5	34.5	5.0	(4) 13.7	0.8	(D)	0.1
100 to 249 employees	4,871	3,048	8.5	60.7	14.0	21.8	22.3	8.7	39.7	7.3	10.2	1.3	5.4	0.2
250 to 499 employees	4,163	1,401	8.5	57.9	11.1	23.2	28.6	9.6	33.1	6.7	17.7	2.3	1.0	0.3
500 or more employees	35,366	3,203	4.4	48.1	7.3	24.9	8.8	10.6	18.8	10.0	24.1	4.4	36.7	2.0
Unclassified companies	8,508	8,141	20.4	75.5	9.5	17.5	9.8	4.1	17.3	2.2	27.0	0.6	15.9	0.1

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(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 2003.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

(4) Includes percent of adjacent cell (D) suppressed to avoid disclosure.

**Table 5a
2004 Exports by Company Employment Size
to World Areas and Selected Countries**

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Country of Destination	Total Value	Known Value (1)	Number of Exporters	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
				Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters
All countries	818,775	709,495	231,736	36,589	64,604	50,288	97,876	24,936	30,301	22,334	15,834	38,420	11,954	30,438	4,570	506,488	6,597
Top 25 countries	710,783	615,029	197,986	28,656	50,267	39,442	83,753	19,765	27,587	18,339	14,564	32,468	11,178	25,668	4,325	450,692	6,312
Canada	189,880	142,791	83,659	4,332	11,750	6,558	34,107	3,608	14,518	3,616	8,411	6,244	7,004	5,975	2,989	112,457	4,880
Mexico	110,775	97,397	42,521	5,217	9,153	6,691	13,814	3,867	6,212	2,721	4,158	4,351	4,026	4,943	1,895	69,607	3,263
Japan	54,400	50,815	27,626	2,277	5,292	3,675	9,011	1,474	4,091	2,705	2,693	3,400	2,671	1,923	1,271	35,362	2,597
United Kingdom	35,960	32,306	40,078	2,146	7,485	2,202	13,250	1,353	6,668	1,010	4,117	1,920	3,763	1,400	1,674	22,275	3,121
China	34,721	32,376	21,360	1,802	4,134	3,350	6,469	1,105	3,177	1,277	2,143	1,849	2,182	1,981	1,096	21,012	2,159
Federal Republic of Germany	31,381	28,597	28,174	1,228	5,128	1,719	8,892	828	4,534	884	2,905	1,334	2,795	1,121	1,337	21,483	2,583
Korea, South	26,333	23,771	18,339	822	3,225	2,041	5,708	823	2,686	611	1,801	2,536	1,887	855	930	16,104	2,102
Netherlands	24,286	22,922	15,798	1,452	2,637	838	4,325	378	2,515	323	1,739	1,116	1,791	775	855	18,039	1,936
Taiwan	21,731	18,928	17,525	986	3,062	1,036	5,226	524	2,756	662	1,777	1,177	1,837	1,006	879	13,538	1,988
France	21,240	19,638	17,838	907	2,981	685	5,208	542	2,865	324	1,923	677	1,915	482	929	16,020	2,017
Singapore	19,601	17,846	17,087	630	2,870	660	4,782	339	2,775	319	1,893	768	1,924	476	886	14,655	1,957
Belgium	16,877	15,826	10,659	678	1,789	907	2,872	328	1,524	273	1,105	563	1,174	491	637	12,585	1,558
Hong Kong	15,809	14,435	21,417	936	3,931	1,720	6,943	1,312	3,197	682	2,165	1,133	2,082	881	1,033	7,771	2,066
Australia	14,271	12,542	22,836	701	3,816	470	6,672	395	3,831	314	2,518	792	2,477	458	1,168	9,411	2,354
Brazil	13,863	13,075	11,459	849	1,976	1,121	2,944	273	1,566	342	1,164	505	1,371	292	729	9,693	1,709
Malaysia	10,897	10,317	8,969	370	1,420	327	2,110	156	1,329	174	968	319	1,133	347	568	8,623	1,441
Italy	10,711	9,822	17,000	458	2,844	684	4,999	314	2,778	299	1,765	734	1,820	352	893	6,981	1,901
Switzerland	9,268	8,470	9,949	452	1,582	1,106	2,868	374	1,542	295	990	431	1,063	220	544	5,591	1,360
Israel	9,198	6,780	11,888	518	1,956	1,079	3,413	302	1,815	224	1,254	657	1,292	280	649	3,721	1,509
Ireland	8,166	7,712	7,640	279	1,148	114	1,649	223	1,249	150	920	210	904	241	490	6,495	1,280
Philippines	7,072	6,647	6,233	299	998	249	1,425	163	759	114	636	266	744	117	405	5,439	1,266
Spain	6,640	6,004	12,011	391	1,914	565	3,370	230	1,916	271	1,300	409	1,333	187	622	3,951	1,556
Thailand	6,363	5,781	9,168	287	1,406	334	2,237	262	1,318	343	974	350	1,135	399	601	3,807	1,497
India	6,095	5,584	11,242	382	1,914	750	3,174	246	1,700	299	1,108	347	1,198	293	577	3,267	1,571
Saudi Arabia	5,245	4,650	6,730	258	1,222	562	1,777	366	856	106	643	381	722	175	387	2,802	1,123
All other countries	107,286	94,466	88,178	7,933	23,309	10,847	33,303	5,171	11,997	3,996	6,959	5,952	5,941	4,771	2,518	55,796	4,151
North America	300,655	240,187	110,781	9,549	20,201	13,249	44,803	7,475	18,028	6,337	10,391	10,595	8,490	10,918	3,515	182,064	5,353
Western Europe	184,042	167,759	87,631	9,099	20,118	10,464	33,144	5,204	13,338	4,604	7,643	8,532	6,416	6,096	2,699	123,760	4,273
European Union (15)	168,512	153,761	82,500	8,300	18,597	8,545	30,916	4,606	12,707	4,055	7,323	7,689	6,187	5,609	2,614	114,956	4,156
European Union (25)	172,555	157,348	84,644	8,519	19,281	8,870	31,804	4,753	12,991	4,227	7,442	7,949	6,273	5,755	2,656	117,276	4,197
European Free Trade Assn.	11,191	10,027	14,304	529	2,372	1,241	4,220	455	2,243	370	1,479	585	1,531	292	739	6,554	1,720
Eastern Europe	9,099	8,080	14,342	739	2,820	1,074	3,994	339	2,144	589	1,441	360	1,473	295	734	4,683	1,736
Former Soviet Republics	5,382	4,726	7,246	570	1,491	836	1,974	195	926	435	642	153	685	179	395	2,357	1,133
OECD - Europe	183,086	166,944	86,914	9,027	19,899	10,396	32,836	5,151	13,250	4,578	7,603	8,476	6,389	6,059	2,685	123,258	4,252
Pacific Rim Countries	209,757	191,955	83,635	9,037	19,679	14,144	32,244	6,515	12,434	7,001	7,053	12,592	8,224	2,448	134,442	3,945	
Asia - Near East	23,511	19,122	26,436	1,420	5,546	2,546	8,536	1,092	3,922	602	2,521	1,396	2,409	769	1,164	11,298	2,338
Asia - NICS	83,474	74,980	47,732	3,374	10,032	5,457	17,268	2,978	7,362	2,274	4,395	5,614	3,921	3,217	1,695	52,068	3,059
Asia - South	8,542	7,743	13,756	518	2,520	941	4,019	311	2,039	446	1,332	532	1,416	412	671	4,585	1,759
ASEAN	46,710	43,139	29,070	1,713	5,522	2,018	9,019	1,104	4,665	1,030	3,059	1,944	2,926	1,434	1,326	33,895	2,553
South/Central America	61,426	54,944	52,338	4,959	12,962	6,333	18,702	3,197	7,017	1,920	4,352	3,166	4,052	2,928	1,856	32,442	3,397
20 Latin Amer. Republics	164,451	146,255	70,387	9,362	17,830	11,901	25,220	6,686	9,631	4,279	6,008	7,109	5,424	7,381	2,362	99,537	3,912
Cent. Am. Common Market	11,388	10,201	13,491	1,066	2,725	898	4,292	700	1,711	370	1,085	664	1,247	754	660	5,749	1,771
LAFTA	145,836	129,673	61,539	7,730	15,110	10,244	21,571	5,510	8,545	3,681	5,421	5,869	4,959	6,081	2,227	90,559	3,706
NATO Allies	368,942	306,232	141,789	13,097	29,562	16,611	58,443	8,649	22,116	8,017	12,171	14,537	9,712	11,826	3,921	233,492	5,864
OPEC	22,239	19,692	24,854	1,556	5,680	2,799	8,253	1,356	3,309	587	2,090	1,099	2,151	771	1,069	11,524	2,302

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(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 2004.

Table 5a
2004 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2004):

North America - Canada, Mexico

Western Europe - Andorra, Austria, Belgium, Bosnia-Herzegovina, Croatia, Cyprus, Denmark, Faroe Islands, Finland, France, Germany, Gibraltar, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Malta and Gozo, Macedonia, Monaco, Netherlands, Norway, Portugal, San Marino, Serbia and Montenegro, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom, Vatican City.

European Union (15) - Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, United Kingdom.

European Union (25) - Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

European Free Trade Association - Iceland, Liechtenstein, Norway, Switzerland.

Eastern Europe - Albania, Armenia, Azerbaijan, Belarus, Bulgaria, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Poland, Romania, Russia, Slovakia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan.

Former Soviet Republics - Armenia, Azerbaijan, Belarus, Estonia, Georgia, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan.

OECD (Organisation for Economic Co-operation and Development) in Europe - Austria, Belgium, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries - Australia, Brunei, China, Hong Kong, Indonesia, Japan, South Korea, Macao, Malaysia, New Zealand, Papua New Guinea, Philippines, Singapore, Taiwan.

Asia Near East - Bahrain, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syrian Arab Republic, United Arab Emirates, Yemen.

Asia – NICS (Newly Industrialized Countries of Asia) - Hong Kong, South Korea, Singapore, Taiwan.

Asia - South - Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

ASEAN (Association of South East Asian Nations) - Brunei, Cambodia, Indonesia, Malaysia, Philippines, Singapore, Thailand.

South/Central America - Anguilla, Antigua and Barbuda, Argentina, Aruba, Bahamas, Barbados, Belize, Bermuda, Bolivia, Brazil, British Virgin Islands, Cayman Islands, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, El Salvador, Falkland Islands, French Guiana, Grenada, Guadeloupe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Martinique, Montserrat, Netherland Antilles, Nicaragua, Panama, Paraguay, Peru, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago, Turks and Caicos Islands, Uruguay, Venezuela.

Twenty Latin American Republics - Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay, Venezuela.

Central American Common Market - Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

LAFTA (Latin American Free Trade Association) - Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO Allies - Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

OPEC - Algeria, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela

Table 5b
2003 Exports by Company Employment Size
to World Areas and Selected Countries

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Country of Destination	Total Value	Known Value (1)	Number of Exporters	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
				Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters
All countries	724,771	634,692	227,300	31,711	60,904	42,265	96,999	22,554	30,134	20,339	15,724	31,821	12,009	24,802	4,665	461,201	6,865
Top 25 countries	633,701	555,740	198,337	26,232	49,170	32,994	84,444	19,150	27,694	16,228	14,643	26,497	11,352	21,857	4,448	412,781	6,586
Canada	169,924	133,113	93,478	5,046	15,655	5,968	38,171	3,531	15,279	3,256	8,719	5,261	7,305	5,319	3,179	104,733	5,170
Mexico	97,457	86,167	37,655	4,436	7,338	5,112	12,024	3,139	5,651	2,456	3,777	3,027	3,819	3,107	1,791	64,891	3,255
Japan	52,064	48,952	27,492	1,958	5,128	3,479	8,912	1,451	4,122	2,527	2,747	3,136	2,630	1,686	1,264	34,714	2,689
United Kingdom	33,895	30,371	38,579	1,973	6,903	1,839	12,489	1,238	6,405	909	4,030	1,641	3,790	1,267	1,714	21,503	3,248
Federal Republic of Germany	28,848	26,334	26,569	1,165	4,589	1,036	8,255	1,243	4,346	673	2,731	1,115	2,714	995	1,317	20,105	2,617
China	28,418	26,874	19,102	1,496	3,648	2,683	5,693	1,053	2,707	1,112	1,880	1,313	1,998	1,685	1,020	17,532	2,156
Korea, South	24,099	21,673	17,425	692	2,973	1,798	5,346	990	2,506	513	1,751	2,014	1,856	780	886	14,885	2,107
Netherlands	20,703	19,557	15,030	852	2,401	750	4,053	374	2,399	290	1,693	1,102	1,721	488	822	15,701	1,941
Taiwan	17,488	16,182	17,241	743	2,861	970	5,204	429	2,664	461	1,816	980	1,819	864	886	11,734	1,991
France	17,068	15,674	17,466	811	2,923	479	4,901	538	2,874	300	1,895	600	1,886	464	923	12,481	2,064
Singapore	16,576	15,430	16,416	868	2,654	499	4,538	345	2,649	328	1,804	513	1,803	456	917	12,421	2,051
Belgium	15,218	14,318	9,922	646	1,513	863	2,653	248	1,455	221	1,017	539	1,136	383	602	11,418	1,546
Hong Kong	13,542	12,281	20,413	832	3,600	1,759	6,496	765	3,108	553	2,008	979	2,072	775	994	6,618	2,135
Australia	13,104	11,745	20,930	512	3,365	542	5,830	256	3,534	273	2,317	559	2,367	526	1,148	9,076	2,369
Brazil	11,218	10,441	10,769	700	1,789	718	2,679	271	1,467	378	1,067	466	1,301	236	685	7,672	1,781
Malaysia	10,921	10,403	8,563	392	1,344	261	1,985	127	1,226	174	907	353	1,099	337	534	8,758	1,468
Italy	10,570	9,634	16,351	426	2,581	550	4,616	314	2,748	273	1,768	555	1,817	300	845	7,215	1,976
Switzerland	8,660	7,610	9,761	377	1,411	634	2,777	809	1,522	155	1,032	496	1,076	224	537	4,914	1,406
Philippines	7,992	7,679	6,069	251	956	196	1,340	86	744	193	599	157	711	192	428	6,604	1,291
Ireland	7,699	7,131	7,500	319	1,087	126	1,625	713	1,168	151	879	173	922	209	513	5,441	1,306
Israel	6,878	5,183	11,035	338	1,677	837	3,110	256	1,658	156	1,182	328	1,237	538	616	2,729	1,555
Spain	5,935	5,047	11,404	408	1,749	526	3,102	227	1,801	288	1,254	277	1,299	333	629	2,988	1,570
Thailand	5,842	5,293	8,597	479	1,270	271	2,021	199	1,180	237	921	255	1,063	278	608	3,574	1,534
India	4,986	4,559	9,695	271	1,619	611	2,594	172	1,397	234	954	281	1,051	211	563	2,780	1,517
Saudi Arabia	4,596	4,089	6,575	239	1,160	487	1,689	378	819	116	653	373	701	201	372	2,295	1,181
All other countries	91,070	78,952	79,115	5,479	19,690	9,271	29,655	3,403	11,100	4,111	6,434	5,323	5,621	2,945	2,450	48,420	4,165
North America	267,381	219,280	116,493	9,482	22,254	11,080	47,411	6,669	18,455	5,711	10,444	8,288	8,682	8,426	3,641	169,623	5,606
Western Europe	164,899	149,612	82,995	7,865	18,029	8,099	31,122	6,226	12,914	4,124	7,478	7,448	6,359	5,435	2,678	110,414	4,415
European Union (15)	150,549	137,071	78,344	7,182	16,783	6,853	29,000	5,246	12,307	3,637	7,192	6,600	6,169	4,975	2,602	102,578	4,291
European Union (25)	154,104	140,302	80,342	7,374	17,368	7,099	29,859	5,364	12,552	3,736	7,318	6,759	6,272	5,097	2,639	104,874	4,334
European Free Trade Assn.	10,386	8,970	13,574	456	2,073	736	3,901	882	2,181	212	1,436	640	1,481	319	737	5,725	1,765
Eastern Europe	7,114	6,243	12,458	568	2,305	945	3,418	237	1,847	348	1,257	288	1,294	205	677	3,653	1,660
Former Soviet Republics	4,101	3,508	6,017	410	1,149	752	1,642	117	756	257	536	155	564	101	339	1,715	1,031
OECD - Europe	163,899	148,689	82,360	7,802	17,846	8,044	30,848	6,205	12,844	4,097	7,436	7,408	6,324	5,406	2,665	109,727	4,397
Pacific Rim Countries	188,693	175,167	79,615	7,911	17,951	12,750	30,569	5,680	11,977	6,375	6,874	10,195	5,780	7,484	2,459	124,771	4,005
Asia - Near East	19,364	16,062	23,757	1,026	4,653	2,021	7,541	935	3,470	482	2,340	1,006	2,318	974	1,106	9,618	2,329
Asia - NICS	71,704	65,565	45,762	3,135	9,183	5,026	16,471	2,528	7,050	1,855	4,309	4,487	3,886	2,875	1,708	45,658	3,155
Asia - South	6,284	5,694	11,991	405	2,178	759	3,373	241	1,704	388	1,147	375	1,243	308	664	3,219	1,682
ASEAN	43,944	41,218	27,919	2,106	5,142	1,677	8,547	865	4,450	1,130	2,909	1,384	2,845	1,369	1,357	32,687	2,669
South/Central America	52,036	46,027	47,699	3,165	11,230	5,015	16,870	2,004	6,460	2,277	4,060	3,481	3,909	1,295	1,780	28,790	3,390
20 Latin Amer. Republics	142,399	126,622	62,981	7,131	14,842	9,189	22,308	4,720	8,882	4,469	5,552	6,064	5,227	4,298	2,278	90,752	3,892
Cent. Am. Common Market	10,859	9,611	12,898	452	2,556	807	4,103	308	1,550	630	1,102	1,182	1,195	302	645	5,930	1,747
LAFTA	124,577	110,880	54,545	6,274	12,404	7,718	18,815	4,099	7,807	3,458	4,947	4,290	4,749	3,767	2,128	81,273	3,695
NATO Allies	330,316	278,778	147,643	12,638	31,536	13,723	61,047	9,637	22,581	7,154	12,393	12,546	9,870	10,559	4,041	212,521	6,175
OPEC	17,315	15,384	21,471	1,081	4,647	2,050	6,877	885	2,753	625	1,933	866	2,010	588	975	9,289	2,276

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(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 2003.

Table 5b
2003 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2003):

North America - Canada, Mexico

Western Europe - Andorra, Austria, Belgium, Bosnia-Herzegovina, Croatia, Cyprus, Denmark, Faroe Islands, Finland, France, Germany, Gibraltar, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Malta and Gozo, Macedonia, Monaco, Netherlands, Norway, Portugal, San Marino, Serbia and Montenegro, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom, Vatican City.

European Union (15) - Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, United Kingdom.

European Union (25) - Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

European Free Trade Association - Iceland, Liechtenstein, Norway, Switzerland.

Eastern Europe - Albania, Armenia, Azerbaijan, Belarus, Bulgaria, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Poland, Romania, Russia, Slovakia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan.

Former Soviet Republics - Armenia, Azerbaijan, Belarus, Estonia, Georgia, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan.

OECD (Organisation for Economic Co-operation and Development) in Europe - Austria, Belgium, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries - Australia, Brunei, China, Hong Kong, Indonesia, Japan, South Korea, Macao, Malaysia, New Zealand, Papua New Guinea, Philippines, Singapore, Taiwan.

Asia Near East - Bahrain, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syrian Arab Republic, United Arab Emirates, Yemen.

Asia – NICS (Newly Industrialized Countries of Asia) - Hong Kong, South Korea, Singapore, Taiwan.

Asia - South - Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

ASEAN (Association of South East Asian Nations) - Brunei, Cambodia, Indonesia, Malaysia, Philippines, Singapore, Thailand.

South/Central America - Anguilla, Antigua and Barbuda, Argentina, Aruba, Bahamas, Barbados, Belize, Bermuda, Bolivia, Brazil, British Virgin Islands, Cayman Islands, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, El Salvador, Falkland Islands, French Guiana, Grenada, Guadeloupe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Martinique, Montserrat, Netherland Antilles, Nicaragua, Panama, Paraguay, Peru, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago, Turks and Caicos Islands, Uruguay, Venezuela.

Twenty Latin American Republics - Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay, Venezuela.

Central American Common Market - Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

LAFTA (Latin American Free Trade Association) - Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO Allies - Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

OPEC - Algeria, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela.

Table 5c
Percent Change Between 2003 and 2004 Exports
to World Areas and Selected Countries

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

Country of Destination	Total Value		Known Value (1)		Number of Exporters	
	Net Change	% Change	Net Change	% Change	Net Change	% Change
All countries	94,004	13.0	74,804	11.8	4,436	2.0
Top 25 countries	77,082	12.2	59,289	10.7	-351	-0.2
Canada	19,956	11.7	9,677	7.3	-9,819	-10.5
Mexico	13,318	13.7	11,230	13.0	4,866	12.9
Japan	2,336	4.5	1,863	3.8	134	0.5
United Kingdom	2,064	6.1	1,935	6.4	1,499	3.9
China	6,303	22.2	5,502	20.5	2,258	11.8
Federal Republic of Germany	2,533	8.8	2,263	8.6	1,605	6.0
Korea, South	2,235	9.3	2,098	9.7	914	5.2
Netherlands	3,583	17.3	3,364	17.2	768	5.1
Taiwan	4,243	24.3	2,747	17.0	284	1.6
France	4,171	24.4	3,964	25.3	372	2.1
Singapore	3,025	18.3	2,416	15.7	671	4.1
Belgium	1,659	10.9	1,508	10.5	737	7.4
Hong Kong	2,267	16.7	2,154	17.5	1,004	4.9
Australia	1,167	8.9	796	6.8	1,906	9.1
Brazil	2,645	23.6	2,634	25.2	690	6.4
Malaysia	-24	-0.2	-86	-0.8	406	4.7
Italy	141	1.3	188	2.0	649	4.0
Switzerland	608	7.0	860	11.3	188	1.9
Israel	2,320	33.7	1,597	30.8	853	7.7
Ireland	467	6.1	581	8.1	140	1.9
Philippines	-920	-11.5	-1,032	-13.4	164	2.7
Spain	705	11.9	957	19.0	607	5.3
Thailand	521	8.9	488	9.2	571	6.6
India	1,109	22.2	1,025	22.5	1,547	16.0
Saudi Arabia	649	14.1	560	13.7	155	2.4
All other countries	16,216	17.8	15,515	19.7	9,063	11.5
North America	33,274	12.4	20,907	9.5	-5,712	-4.9
Western Europe	19,143	11.6	18,147	12.1	4,636	5.6
European Union (15)	17,962	11.9	16,691	12.2	4,156	5.3
European Union (25)	18,450	12.0	17,046	12.1	4,302	5.4
European Free Trade Assn.	805	7.7	1,057	11.8	730	5.4
Eastern Europe	1,986	27.9	1,837	29.4	1,884	15.1
Former Soviet Republics	1,281	31.2	1,218	34.7	1,229	20.4
OECD - Europe	19,188	11.7	18,255	12.3	4,554	5.5
Pacific Rim Countries	21,065	11.2	16,789	9.6	4,020	5.0
Asia - Near East	4,147	21.4	3,060	19.1	2,679	11.3
Asia - NICS	11,770	16.4	9,415	14.4	1,970	4.3
Asia - South	2,258	35.9	2,049	36.0	1,765	14.7
ASEAN	2,766	6.3	1,921	4.7	1,151	4.1
South/Central America	9,390	18.0	8,917	19.4	4,639	9.7
20 Latin Amer. Republics	22,052	15.5	19,634	15.5	7,406	11.8
Cent. Am. Common Market	529	4.9	590	6.1	593	4.6
LAFTA	21,259	17.1	18,793	16.9	6,994	12.8
NATO Allies	38,626	11.7	27,454	9.8	-5,854	-4.0
OPEC	4,924	28.4	4,308	28.0	3,383	15.8

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

Table 6a
2004 Exports by State of the Origin of Movement, Number of Exporting Companies,
Value, and Percent Change Between the 2003 and 2004 Results

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters	% Change 2003-2004		
							Total Value	Known Value	Number of Exporters
United States	818,775	100.0	709,495	100.0	231,736	100.0	13.0	11.8	2.9
Alabama	9,037	1.1	8,403	1.2	3,035	1.3	8.3	6.8	4.1
Alaska	3,157	0.4	2,827	0.4	635	0.3	15.3	20.3	-11.4
Arizona	13,423	1.6	12,053	1.7	5,551	2.4	0.7	-1.9	9.8
Arkansas	3,493	0.4	3,149	0.4	1,913	0.8	17.9	20.5	8.1
California	109,968	13.4	99,011	14.0	58,917	25.4	17.0	17.4	3.1
Colorado	6,651	0.8	6,216	0.9	4,477	1.9	8.9	8.6	7.2
Connecticut	8,559	1.0	7,776	1.1	5,160	2.2	5.2	3.9	0.4
Delaware	2,053	0.3	1,886	0.3	899	0.4	8.9	6.0	1.0
Florida	28,982	3.5	25,342	3.6	34,657	15.0	16.1	17.5	9.3
Georgia	19,633	2.4	17,923	2.5	10,024	4.3	20.5	18.8	3.3
Hawaii	405	0.0	328	0.0	737	0.3	9.9	5.0	10.3
Idaho	2,915	0.4	2,781	0.4	1,290	0.6	39.1	39.5	10.9
Illinois	30,214	3.7	27,496	3.9	17,780	7.7	14.1	13.7	-1.0
Indiana	19,109	2.3	17,426	2.5	6,368	2.7	16.5	15.3	1.3
Iowa	6,394	0.8	5,963	0.8	2,507	1.1	22.1	21.3	3.6
Kansas	4,931	0.6	4,453	0.6	2,294	1.0	8.3	6.5	1.3
Kentucky	12,992	1.6	11,924	1.7	3,233	1.4	21.0	17.9	-1.0
Louisiana	19,922	2.4	19,092	2.7	3,131	1.4	8.3	8.4	-0.4
Maine	2,432	0.3	2,103	0.3	1,668	0.7	11.1	10.5	0.9
Maryland	5,746	0.7	4,996	0.7	4,713	2.0	16.3	17.2	3.2
Massachusetts	21,837	2.7	20,380	2.9	10,117	4.4	17.0	17.1	-1.2
Michigan	35,625	4.4	32,518	4.6	12,138	5.2	8.1	6.4	-2.3
Minnesota	12,678	1.5	11,537	1.6	6,412	2.8	12.5	11.0	-0.7
Mississippi	3,179	0.4	2,936	0.4	1,602	0.7	24.3	27.0	-4.2
Missouri	8,997	1.1	8,288	1.2	4,746	2.0	24.4	24.1	2.8
Montana	565	0.1	447	0.1	870	0.4	56.2	51.8	3.0
Nebraska	2,316	0.3	2,104	0.3	1,506	0.6	-15.0	-16.1	-0.1
Nevada	2,907	0.4	2,575	0.4	1,904	0.8	43.0	48.5	5.0
New Hampshire	2,286	0.3	2,009	0.3	2,275	1.0	18.3	18.3	-0.2
New Jersey	19,192	2.3	16,625	2.3	16,486	7.1	14.1	16.0	3.4
New Mexico	2,046	0.2	1,762	0.2	1,366	0.6	-12.0	-19.0	31.9
New York	44,401	5.4	37,346	5.3	31,972	13.8	13.3	11.0	3.0
North Carolina	18,115	2.2	16,289	2.3	8,270	3.6	11.8	9.4	0.3
North Dakota	1,008	0.1	801	0.1	919	0.4	18.0	8.6	-5.5
Ohio	31,208	3.8	28,435	4.0	13,048	5.6	4.9	3.0	-0.1
Oklahoma	3,178	0.4	2,771	0.4	2,437	1.1	19.5	20.8	1.2
Oregon	11,172	1.4	10,463	1.5	4,754	2.1	7.9	7.0	-3.3
Pennsylvania	18,487	2.3	16,275	2.3	12,664	5.5	13.4	13.4	-0.5
Rhode Island	1,286	0.2	1,038	0.1	1,540	0.7	9.2	5.6	3.2
South Carolina	13,376	1.6	12,455	1.8	4,549	2.0	13.6	12.2	2.3
South Dakota	826	0.1	715	0.1	777	0.3	22.8	20.0	-0.1
Tennessee	16,123	2.0	14,576	2.1	5,324	2.3	27.8	26.5	0.8
Texas	117,245	14.3	103,931	14.6	28,300	12.2	18.6	14.4	6.7
Utah	4,718	0.6	4,178	0.6	2,303	1.0	14.7	12.3	4.2
Vermont	3,283	0.4	3,150	0.4	1,113	0.5	25.0	25.3	-4.1
Virginia	11,631	1.4	10,326	1.5	5,757	2.5	7.2	5.4	0.2
Washington	33,793	4.1	31,812	4.5	9,274	4.0	-1.1	-3.5	-3.2
West Virginia	3,262	0.4	3,136	0.4	849	0.4	37.1	40.3	2.3
Wisconsin	12,706	1.6	11,469	1.6	6,628	2.9	10.4	9.4	-0.6
Wyoming	680	0.1	635	0.1	345	0.1	17.0	20.1	10.9
District of Columbia	1,164	0.1	382	0.1	797	0.3	43.9	96.2	9.9
Puerto Rico	13,162	1.6	12,648	1.8	1,258	0.5	10.5	9.2	7.2
Virgin Islands	389	0.0	(D)	(D)	101	0.0	54.1	(D)	27.8
Unallocated (3)	35,919	4.4	(D)	(D)	8,594	3.7	-0.8	(D)	-29.7

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Detail may not sum to total because companies may export from more than one state.

(3) Includes transactions not reported by state, low-value estimates, Canadian revisions, and timing adjustments.

Table 6b
2003 Exports by State of the Origin of Movement,
Number of Exporting Companies, and Value

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.

Value in millions of dollars. Details may not equal totals due to rounding.

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters
United States	724,771	100.0	634,692	100.8	225,190	100.0
Alabama	8,340	1.2	7,869	1.2	2,916	1.3
Alaska	2,739	0.4	2,350	0.4	717	0.3
Arizona	13,323	1.8	12,289	2.0	5,057	2.2
Arkansas	2,962	0.4	2,612	0.4	1,769	0.8
California	93,995	13.0	84,345	13.4	57,133	25.4
Colorado	6,109	0.8	5,723	0.9	4,175	1.9
Connecticut	8,136	1.1	7,484	1.2	5,140	2.3
Delaware	1,886	0.3	1,780	0.3	890	0.4
Florida	24,953	3.4	21,561	3.4	31,700	14.1
Georgia	16,286	2.2	15,087	2.4	9,706	4.3
Hawaii	368	0.1	312	0.0	668	0.3
Idaho	2,096	0.3	1,994	0.3	1,163	0.5
Illinois	26,473	3.7	24,191	3.8	17,962	8.0
Indiana	16,402	2.3	15,114	2.4	6,288	2.8
Iowa	5,236	0.7	4,916	0.8	2,419	1.1
Kansas	4,553	0.6	4,183	0.7	2,265	1.0
Kentucky	10,734	1.5	10,117	1.6	3,267	1.5
Louisiana	18,390	2.5	17,607	2.8	3,142	1.4
Maine	2,188	0.3	1,902	0.3	1,653	0.7
Maryland	4,941	0.7	4,263	0.7	4,569	2.0
Massachusetts	18,663	2.6	17,397	2.8	10,245	4.5
Michigan	32,941	4.5	30,565	4.9	12,419	5.5
Minnesota	11,266	1.6	10,393	1.7	6,456	2.9
Mississippi	2,558	0.4	2,311	0.4	1,673	0.7
Missouri	7,234	1.0	6,680	1.1	4,617	2.1
Montana	361	0.0	295	0.0	845	0.4
Nebraska	2,724	0.4	2,509	0.4	1,508	0.7
Nevada	2,033	0.3	1,734	0.3	1,813	0.8
New Hampshire	1,931	0.3	1,699	0.3	2,280	1.0
New Jersey	16,818	2.3	14,331	2.3	15,947	7.1
New Mexico	2,326	0.3	2,175	0.3	1,036	0.5
New York	39,181	5.4	33,643	5.3	31,048	13.8
North Carolina	16,199	2.2	14,894	2.4	8,242	3.7
North Dakota	854	0.1	737	0.1	972	0.4
Ohio	29,764	4.1	27,610	4.4	13,057	5.8
Oklahoma	2,660	0.4	2,293	0.4	2,408	1.1
Oregon	10,357	1.4	9,777	1.6	4,914	2.2
Pennsylvania	16,299	2.2	14,356	2.3	12,725	5.7
Rhode Island	1,177	0.2	982	0.2	1,492	0.7
South Carolina	11,773	1.6	11,102	1.8	4,448	2.0
South Dakota	672	0.1	596	0.1	778	0.3
Tennessee	12,612	1.7	11,519	1.8	5,282	2.3
Texas	98,846	13.6	90,880	14.4	26,518	11.8
Utah	4,115	0.6	3,719	0.6	2,211	1.0
Vermont	2,627	0.4	2,515	0.4	1,161	0.5
Virginia	10,853	1.5	9,794	1.6	5,746	2.6
Washington	34,173	4.7	32,979	5.2	9,579	4.3
West Virginia	2,380	0.3	2,235	0.4	830	0.4
Wisconsin	11,510	1.6	10,481	1.7	6,670	3.0
Wyoming	582	0.1	529	0.1	311	0.1
District of Columbia	809	0.1	195	0.0	725	0.3
Puerto Rico	11,914	1.6	11,587	1.8	1,174	0.5
Virgin Islands	253	0.0	248	0.0	79	0.0
Unallocated (3)	36,196	5.0	6,230	1.0	12,218	5.4

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Detail may not sum to total because companies may export from more than one state.

(3) Includes transactions not reported by state, low-value estimates, Canadian revisions, and timing adjustments.

Technical Documentation

NOTE TO USERS: 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 results.

Sources of Information

The 2003 and 2004 exporter profiles were created from export merchandise trade documentation and company characteristics contained in the Census Bureau's data base of company information, the Business Register. Company characteristics are gathered through economic censuses and surveys and supplemented with employment and payroll information provided by the Internal Revenue Service. The export trade statistics, with the exception of exports to Canada, are compiled from Shipper's Export Declarations, or their electronic equivalent, which were filed by U.S. exporters or their agents for merchandise exiting the United States. The data for exports to Canada are derived from Canada's import data via the U.S./Canada data exchange.

Methodology

This profile was compiled using company identifiers or company names reported on export documentation to electronically link export trade data to company characteristics in the Business Register. Beginning with data year 2002, the Business Register database was completely restructured to include additional information. Due to these changes and problems with our prior methodology, the matching routines used to create the Exporter Profile were updated. Despite the limitations within the Business Register, we are able to maintain consistency with our prior Profiles' matching routines.

Less than 3 percent of the total export value for each year, including low-value estimates, exports by U.S. and foreign governments, timing adjustments, and end-of-year revisions, was excluded from this matching process because the export transactions cannot be attributed to specific exporting companies. Other transactions that could not be matched electronically were investigated and linked manually to specific companies using a combination of criteria, including company name, location, type, and product. A comparison of the overall match rates in 2003 and 2004 based on export value is presented in Exhibit 1 under ***Distribution of Exports by Identified and Unidentified Exporters***, at the beginning of this profile report.

It was not possible to investigate every unmatched transaction, so priority was given to those with the highest export values. The percentage of unidentified value tends to decrease each year as more companies are identified and value thresholds triggering investigation are lowered. Therefore, users should make year-to-year comparisons with caution and be aware that the number of small exporting companies and their associated known value are most likely understated. Similarly, the known value may not reflect all shipments by identified companies.

Data Quality

Quality assurance procedures were applied to all phases of collection, processing and tabulation of the information in this report to minimize errors. The data continues to be subject to non-sampling errors in data reporting (of the basic export trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all exporting companies). For an explanation of non-sampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the December 2004 FT 900 *U.S. International Trade in Goods and Services*, page 27 or call (301)763-2227 to request a copy of the release.

The characteristics of exporting companies in this report reflect companies that could be matched to the Business Register. When analyzing these data, users should consider the possible impact of unmatched transactions and unidentified exporters on their results. Unidentified exporters may not reflect the same distribution of company types and sizes as identified exporting companies. Similarly, comparisons between the number of companies exporting in given categories may be misleading due to differences in the percentage of value matched to companies of various types and sizes.

Year-over-year comparisons should also be made with caution. Changes in the number of exporters and the value of their export transactions, the known value, may be due to differences in match rates or exporters entering/dropping out of the export market. Exhibit 1, under ***Distribution of Exports by Identified and Unidentified Exporters***, at the beginning of this report shows a comparison of the match rates, based on export value, for 2003 and 2004 as well as the value attributable to exporters that exported in both years.

Data by State

The Census Bureau released two state export series from 1993 through 2002, the Exporter Location (EL) and the Origin of Movement (OM). Neither of these series reflected production origin. The EL state was derived from the ZIP code in the reported address of the USPPI (U.S. Principal Party in Interest). The EL series was designed to indicate the location of the exporter or the division of multiple location companies responsible for the export. In the case of multiple location companies, it could represent the corporate headquarters or the billing address. Similarly, the OM series does not always accurately represent the state where the merchandise started its export journey, particularly in the case of agricultural or other bulk shipments that may reflect a consolidation point or where agricultural grains are stored prior to exportation from the United States.

Effective with January 2003 statistics the EL series was discontinued. Due to new methods of reporting exporter addresses, the EL state totals showed major shifts in 2000 and 2001 that were inconsistent with exporter location criteria. The OM series should not be affected by these changes in reporting. The state of the origin of movement is based on the reported origin state data field. For more complete information on the state data series, refer to the notice at: <http://www.census.gov.foreign-trade/aip/elom.html>.

Definitions of Terms

Business Register. Data base of companies included in economic census and surveys conducted by the Census Bureau.

Company. A company is a business consisting of one domestic location (single location company) or more than one domestic location (multiple location company) under its ownership or control.

Identified Companies: Identified companies are those companies to which one or more export transactions were matched. The export value associated with these companies is termed “*known value.*”

Unclassified Companies: These are identified companies for which no NAICS classification (manufacturers, wholesalers or other companies) could be assigned.

Company Size. Company sizes are based on employment: small (less than 100 employees including number of employees unknown), medium (100 - 499 employees), and large (500 or more employees).

Company Type. Company types are based on the North American Industry Classification System (NAICS) and are broken out into manufacturers, wholesalers, and all other companies. Those companies for which a valid NAICS code is not available are placed in the *unclassified* grouping.

Employment. Employment includes all employees, full-time or part-time, reported on a firm’s payroll during specific payroll periods in 2003 and 2004.

Low-value Estimates. Export transactions valued under \$2,501 are not required to be reported. Instead, the Census Bureau estimates the value of such shipments to each country using factors based on the ratios of low-valued shipments to individual country totals for past periods.

Related Party. A related party transaction is one between a U.S. exporter and a foreign consignee, where either party owns (directly or indirectly) 10 percent or more of the other party.

State of the Origin of Movement (OM). The OM series data provides export statistics based on the state from which the merchandise starts its journey to the port of export; i.e., the transportation origin. This information is reported by the exporter. See the ***Data Quality*** section above for limitations of this data series.

Value. The values in this report are f.a.s. (“free alongside ship”) and include both domestic exports and re-exports of foreign merchandise. Several different values are given:

Total export value: The total value includes all transactions whether or not linked to specific companies.

Known value: The value of transactions linked to specific companies. All percentages given for company size and types are based on known value.

Unidentified Value: The valued transactions that were not linked to a specific company. Note that these shipments might have been exported either by identified companies or by other companies not identified in the linking process.