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For information contact: (301) 763-3629

Jeffrey McHugh or Ben Shelak

A Profile of U.S. Exporting Companies, 2006 - 2007

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Exporting Companies*, 2006 - 2007. This report provides information on identified companies and their known export value. Identified U.S. exporters are defined as companies that can be linked to export transactions. The known value is the value of export transactions linked to specific companies. The number of identified exporters increased by 7.4 percent in 2007. The known value increased by 12.6 percent.

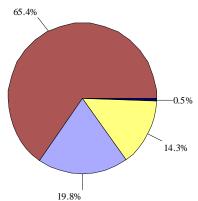
In 2007 the "identified U.S. exporters" accounted for \$1,031 billion in exports or almost 89 percent of the total value of exported goods (\$1,162 billion). In 2007 the number of identified U.S. exporters was 266.5 thousand, up from the revised 2006 estimate of 248.0 thousand. In 2006, the known value was revised to \$915.8 billion.

Because not all export shipments can be linked to specific companies, the number of exporters may be understated. Approximately 12 percent of the 2006 and 11 percent of the 2007 total export value could not be linked to specific companies. This portion of the total export value includes exports by individuals, governments, low-value estimates, and documentation filed with missing, unknown, or incomplete company identifiers. Export values are taken from detailed export documentation used

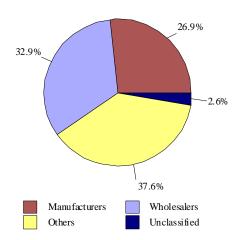
Distribution of Identified Exports by Company Type (company type based on the NAICS)

CB09-56

2007 Known Export Value



2007 Number of Identified Exporters



NOTE: All percentages given for company size are based on known value.

l	Table 1: Distribution of Exports by Identified and Unidentified Exporters
I	(Value in millions of dollars. Details may not sum to total due to rounding.)

	2007 Export Value	% of 2007 Value	2006 Export Value	% of 2006 Value
Total exports	1,162,479	100.0	1,036,635	100.0
Low-value estimates	26,913	2.3	22,997	2.2
US & foreign governments	1,580	0.1	1,672	0.2
Revisions	-229	<-0.1	-508	<-0.1
Identified exporters* (known value)	1,031,007	88.7	915,752	88.3
Exported merchandise in both 2005 and 2006	969,686	83.4	884,558	85.3
Exported merchandise in only 2005 or only 2006	61,321	5.3	30,938	3.0
Unidentified exports	103,210	8.9	96,722	9.3

*Number of Identified Exporters

2007	2006	Exported in Both Years	Exported in 2007 Only	Exported in 2006 Only
266,457	247,985	166,689	99,768	81,284

^{*} Note: Percentages may not add up to 100.0 percent due to rounding

to compile the official U.S. trade statistics. Company size and type information are taken from administrative records and census or survey data on file with the Census Bureau.

The overall findings for 2007 and revised findings for 2006 are shown in Table 1, which shows the proportion of exports that were successfully matched to companies in the 2007 Business Register. The 2006 figures in this report are revised from data released in the 2005-2006 exporter profile. The revisions are based on the ability to match additional records.

Who Exports?

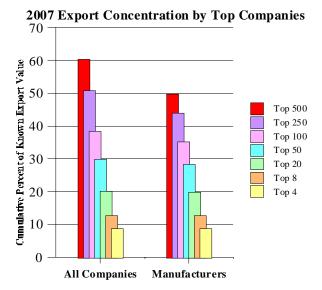
During 2007, 11 percent (29.0 thousand) of all identified exporters were multiple location companies; these companies accounted for almost 78 percent of the known export value (Exhibit 1a). In contrast, (237.5 thousand) single location companies, making up 89 percent of the exporting companies, contributed 22 percent of the known export value. Trade with related parties accounted for 36 percent of the known export value by

multiple location companies compared to 15 percent by single location companies (Exhibit 3a).

Exhibit 1a shows that manufacturers accounted for the largest portion of the 2007 known value, 65 percent with 27 percent of the identified exporters. "Other companies" and wholesalers accounted for over 14 percent and 20 percent of the known export value, respectively; unclassified exporters accounted for the remainder. The "other companies" category includes manufacturers of prepackaged software and books: forwarders and other transportation warehousing firms, which often act as agents for the true exporter; business, engineering, and management services; oil and gas extraction companies; coal mining companies; communication services companies.

The number of multiple location companies increased by nearly 16 percent in 2007. All company types increased; manufacturers increased by more than 8 percent, wholesalers by more than 20 percent, "other companies" by over 20 percent, and "unclassified companies" by just over 1 percent. The number of multiple location

companies with the number of employees unknown declined by 52 percent in 2007; of these,



manufacturers dropped by 23 percent, wholesalers by 61 percent, and "other companies" by 58 percent.

The 2007 Export Concentration by Top Companies shows the export concentration by percent of known export value. Of the known export value for 2007, 60 percent was accounted for by the top 500 companies. Over half of the total known export value was accounted for by the top 250 exporters. The top 100 manufacturers contributed over one-third of the total known export value and over one-half of all exports by manufacturers.

Among the company types, the top 50 manufacturers accounted for over 43 percent of the known export value of the manufacturing sector. The top 50 firms represented almost 32 percent of the known export value for wholesalers and about 36 percent of the known value for "other companies" (Exhibit 2a).

Large-Sized Exporters

Large identified exporting companies (those employing 500 or more workers) were responsible for 70 percent of the known export value, but represented only 3 percent of all identified exporters (Exhibit 1a). Large companies also dominated manufacturers' exports, with 4 percent of manufacturing exporters (2,887 of 71,563)

accounting for 84 percent of manufacturing export value (\$569 billion of \$675 billion). Similarly, large wholesalers, who comprise less than 1 percent of the wholesalers who export, accounted for more than 37 percent of the value of known exports by wholesalers. Large companies in the "other" category represented over 3 percent of the identified exporters and almost 51 percent of the known value in the "other" category. Roughly 39 percent of large manufacturers' export value was to related parties (Exhibit 3a).

Small- and Medium-Sized Exporters

Small- and medium-sized exporters (those employing fewer than 500 workers, including number of employees unknown) comprised over 97 percent of all identified exporters and accounted for 30 percent of the known export value. The following findings were extracted from Exhibit 1a:

- 96 percent of manufacturing exporters were small- or medium-sized companies; however they contributed almost 16 percent of the sector's \$675 billion in exports.
- 99 percent of wholesalers were small- or medium-sized companies; they accounted for nearly 63 percent of the sector's \$204 billion in exports.
- Almost 97 percent of "other companies" were small- or medium-sized companies; they represented 49 percent of the sector's \$147 billion in exports.

Export Markets

The country groups used in the 2007 Profile have been revised from those used in earlier Profiles (Exhibits 5a, 5b, and 5c). Multiple countries were added to and removed from the Europe country group, the Euro Area, the European Union, and the Organization of Petroleum Exporting Countries (OPEC). Please refer to World Area Country Groupings for Exhibits 5a and 5b.

Most identified exporting companies (58 percent) traded with only one foreign country. A small percentage of companies, 0.4 percent, shipped to 50 or more countries; these companies accounted

for 49 percent of the known export value (Exhibit 4a).

In 2007, about 84 percent of all companies exported to at least one of the top 25 U.S. trading partners. The largest number of companies shipped to Canada, followed by Mexico, the United Kingdom, Germany, and China, with China replacing Japan in the top five for the first time in 2007 (Exhibit 5a).

Exports by State

The Census Bureau releases data on exports by state based on the origin of movement (OM). The OM data series is based on where the goods began their movement to the port of exit as reported on the export document. Exhibit 6 shows the number of companies exporting from each state during 2006 and 2007 based upon the OM definition. (Note that the same company can be shown as exporting from multiple states.)

- In 2007, the top five states, based on the number of identified exporting companies, were California, Florida, New York, Texas, and Illinois. Exporters in these five states represented almost 41 percent of the total known export value.
- States/territories recording the largest increases in known export value in 2007 were Montana (33 percent), Louisiana (29 percent), North Dakota (29 percent), Idaho (27 percent), and the Virgin Islands (27 percent).

Comparison of 2006 and 2007 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 2006 to 2007. Below are a number of noteworthy year-to-year changes (Exhibits 1c and 5c):

• The number of identified exporting companies increased by 18,472 or over 7 percent. The single location companies increased by 14,555 and the multiple location companies increased by 3,917.

- The number of small- and medium-sized companies increased by nearly 8 percent from 241.3 thousand in 2006 to 259.4 thousand in 2007, while the number of large companies increased by 5 percent from 6,723 to 7,076.
- The number of wholesalers increased by almost 6 percent from 82.9 thousand in 2006 to 87.7 thousand in 2007. Additionally, the number of manufacturers increased by 5 percent from 68.1 thousand in 2006 to 71.6 thousand in 2007.
- Among the top 25 U.S. trading partners, the United Arab Emirates (17 percent), India (13 percent), Brazil (13 percent), and Saudi Arabia (12 percent) showed the largest percentage increases in the number of identified exporting companies. There were no declines in the number of identified exporting companies for any of the top 25 U.S. trading partners between 2006 and 2007.

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. Also, 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 more than 12 percent increase in total export value from \$1,037 billion in 2006 to \$1,162 billion in 2007 had an uncertain effect on the match rate.

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

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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 result.

Exhibit 1a 2007 Exports by Company Type and Employment Size

Note: This exhibit 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 Company Compa	Value in millions of dollars. Details	may not equal	totals due to	rounding.					
Company Type and Employment Size									
Company Type and Employment Size Value (1) Value Value Value Value Exporters									
Employment Size									
All identified companies 1,031,007 100.0									
no. employees unknown (3)	Employment Size	Value (1)	Value	Value	Value (2)	Exporters	Exporters	Exporters	Exporters (2)
no. employees unknown (3)	All identified companies	1.031.007	100.0	100.0	100.0	266.457	100.0	100.0	100.0
11 to 19 employees	•								
20 to 49 employees 37,259 3.6 17.8 17.8 32,039 12.0 84.4 84.4 50 to 99 employees 32,897 3.2 21.0 21.0 16,815 6.3 90.7 90.7 100 to 249 employees 53,882 5.2 26.2 26.2 12,806 4.8 95.5 95.5 250 to 499 employees 41,507 4.0 30.2 30.2 4,942 1.9 97.3 97.3 500 or more employees 719,322 69.8 100.0 100.0 7,076 2.7 100.0 100.0		· ·							
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1 to 19 employees	Manufacturers	674,603		65.4		· ·			100.0
20 to 49 employees	no. employees unknown (3)	27,189	2.6	2.6	4.0	14,003	5.3		19.6
50 to 99 employees	1 to 19 employees	6,320		3.3	5.0	22,832		13.8	51.5
100 to 249 employees	20 to 49 employees	9,369	0.9	4.2	6.4	14,063	5.3	19.1	71.1
250 to 499 employees	50 to 99 employees	12,349	1.2	5.4	8.2	8,472	3.2	22.3	83.0
\$60,000 or more employees \$68,545 \$5.1 \$65.4 \$100.0 \$2,887 \$1.1 \$26.9 \$100.0 \$100.	100 to 249 employees	26,141	2.5	7.9	12.1	6,790	2.5	24.8	92.5
Wholesalers 204,114 19.8 19.8 100.0 87,669 32.9 32.9 100.0 no. employees unknown (3) 21,454 2.1 2.1 10.5 24,112 9.0 9.0 27.5 1 to 19 employees 46,485 4.5 6.6 33.3 45,978 17.3 26.3 79.9 20 to 49 employees 16,850 1.6 8.2 41.5 9,528 3.6 29.9 90.8 50 to 99 employees 14,677 1.4 9.6 48.7 3,973 1.5 31.4 95.3 100 to 249 employees 18,907 1.8 11.5 58.0 2,470 0.9 32.3 98.2 250 to 499 employees 75,842 7.4 19.8 100.0 781 0.3 32.6 99.1 500 or more employees 75,842 7.4 19.8 100.0 781 0.3 32.9 100.0 Other companies (4) 147,073 14.3 14.3 100.0 781 0.3	250 to 499 employees	24,692	2.4	10.3	15.7	2,516	0.9	25.8	96.0
no. employees unknown (3) 21,454 2.1 2.1 1.0.5 24,112 9.0 9.0 27.5 1 to 19 employees 46,485 4.5 6.6 33.3 45,978 17.3 26.3 79.9 20 to 49 employees 16,850 1.6 8.2 41.5 9,528 3.6 29.9 90.8 50 to 99 employees 14,677 1.4 9.6 48.7 3,973 1.5 31.4 95.3 100 to 249 employees 18,907 1.8 11.5 58.0 2,470 0.9 32.3 98.2 250 to 499 employees 9,900 1.0 12.4 62.8 827 0.3 32.9 100.0 500 or more employees 75,842 7.4 19.8 100.0 781 0.3 32.9 100.0 0ther companies (4) 147,073 14.3 14.3 100.0 100,087 37.6 37.6 100.0 0 the pemployees unknown (3) 21,664 2.1 2.1 14.7 40,301	500 or more employees	568,545	55.1	65.4	100.0	2,887	1.1	26.9	100.0
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1 to 19 employees		, , , , , , , , , , , , , , , , , , ,				-			
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1 to 19 employees 18,375 1.8 3.9 27.2 38,581 14.5 29.6 78.8 20 to 49 employees 10,989 1.1 4.9 34.7 8,416 3.2 32.8 87.2 50 to 99 employees 5,826 0.6 5.5 38.7 4,342 1.6 34.4 91.6 100 to 249 employees 8,611 0.8 6.3 44.5 3,506 1.3 35.7 95.1 250 to 499 employees 6,802 0.7 7.0 49.1 1,579 0.6 36.3 96.6 500 or more employees 74,806 7.3 14.3 100.0 3,362 1.3 37.6 100.0 Unclassified companies 5,215 0.5 0.5 100.0 7,138 2.7 2.7 100.0 Multiple location companies 800,445 77.6 77.6 100.0 28,959 10.9 10.9 100.0 1 to 19 employees unknown (3) 189 0.0 0.0 0.0 162	Other companies (4)	147,073	14.3	14.3	100.0	100,087	37.6	37.6	100.0
20 to 49 employees 10,989 1.1 4.9 34.7 8,416 3.2 32.8 87.2 50 to 99 employees 5,826 0.6 5.5 38.7 4,342 1.6 34.4 91.6 100 to 249 employees 8,611 0.8 6.3 44.5 3,506 1.3 35.7 95.1 250 to 499 employees 6,802 0.7 7.0 49.1 1,579 0.6 36.3 96.6 500 or more employees 74,806 7.3 14.3 100.0 3,362 1.3 37.6 100.0 Unclassified companies 800,445 77.6 77.6 100.0 7,138 2.7 2.7 100.0 Multiple location companies 800,445 77.6 77.6 100.0 28,959 10.9 10.9 100.0 1 to 19 employees unknown (3) 189 0.0 0.0 0.0 162 0.1 0.1 0.6 2 to to 49 employees 10,518 1.0 1.5 1.9 4,81	no. employees unknown (3)	21,664	2.1	2.1	14.7	40,301	15.1	15.1	40.3
50 to 99 employees 5,826 0.6 5.5 38.7 4,342 1.6 34.4 91.6 100 to 249 employees 8,611 0.8 6.3 44.5 3,506 1.3 35.7 95.1 250 to 499 employees 6,802 0.7 7.0 49.1 1,579 0.6 36.3 96.6 500 or more employees 74,806 7.3 14.3 100.0 3,362 1.3 37.6 100.0 Unclassified companies 5,215 0.5 0.5 100.0 7,138 2.7 2.7 100.0 Multiple location companies 800,445 77.6 77.6 100.0 28,959 10.9 10.9 100.0 1 to 19 employees unknown (3) 189 0.0 0.0 0.0 162 0.1 0.1 0.6 1 to 19 employees 4,269 0.4 0.4 0.6 3,021 1.1 1.2 11.0 20 to 49 employees 10,518 1.0 1.5 1.9 4,816 1.8	1 to 19 employees	18,375	1.8	3.9	27.2	38,581	14.5	29.6	78.8
50 to 99 employees 5,826 0.6 5.5 38.7 4,342 1.6 34.4 91.6 100 to 249 employees 8,611 0.8 6.3 44.5 3,506 1.3 35.7 95.1 250 to 499 employees 6,802 0.7 7.0 49.1 1,579 0.6 36.3 96.6 500 or more employees 74,806 7.3 14.3 100.0 3,362 1.3 37.6 100.0 Unclassified companies 5,215 0.5 0.5 100.0 7,138 2.7 2.7 100.0 Multiple location companies 800,445 77.6 77.6 100.0 28,959 10.9 10.9 100.0 1 to 19 employees unknown (3) 189 0.0 0.0 0.0 162 0.1 0.1 0.6 1 to 19 employees 4,269 0.4 0.4 0.6 3,021 1.1 1.2 11.0 20 to 49 employees 10,518 1.0 1.5 1.9 4,816 1.8	20 to 49 employees	10,989	1.1	4.9	34.7	8,416	3.2	32.8	87.2
100 to 249 employees 8,611 0.8 6.3 44.5 3,506 1.3 35.7 95.1 250 to 499 employees 6,802 0.7 7.0 49.1 1,579 0.6 36.3 96.6 500 or more employees 74,806 7.3 14.3 100.0 3,362 1.3 37.6 100.0 Unclassified companies 5,215 0.5 0.5 100.0 7,138 2.7 2.7 100.0 Multiple location companies 800,445 77.6 77.6 100.0 28,959 10.9 10.9 100.0 no. employees unknown (3) 189 0.0 0.0 0.0 162 0.1 0.1 0.6 1 to 19 employees 4,269 0.4 0.4 0.6 3,021 1.1 1.2 11.0 20 to 49 employees 13,263 1.3 2.7 3.5 4,862 1.8 4.8 44.4 100 to 249 employees 30,653 3.0 5.7 7.4 6,257		5,826	0.6	5.5	38.7	4,342	1.6	34.4	91.6
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500 or more employees 74,806 7.3 14.3 100.0 3,362 1.3 37.6 100.0 Unclassified companies 5,215 0.5 0.5 100.0 7,138 2.7 2.7 100.0 Multiple location companies 800,445 77.6 77.6 100.0 28,959 10.9 10.9 100.0 no. employees unknown (3) 189 0.0 0.0 0.0 162 0.1 0.1 0.6 1 to 19 employees 4,269 0.4 0.4 0.6 3,021 1.1 1.2 11.0 20 to 49 employees 10,518 1.0 1.5 1.9 4,816 1.8 3.0 27.6 50 to 99 employees 30,653 3.0 5.7 7.4 6,257 2.3 7.2 66.0 250 to 499 employees 31,381 3.0 8.8 11.3 3,547 1.3 8.5 78.3 500 or more employees 710,172 68.9 77.6 100.0 6,294 2.4		· ·						36.3	96.6
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1 to 19 employees 296 0.0 0.0 0.1 321 0.1 0.1 3.5 20 to 49 employees 994 0.1 0.1 0.2 1,020 0.4 0.5 13.4 50 to 99 employees 3,503 0.3 0.5 0.8 1,677 0.6 1.1 29.5	Manufacturers	598,536		58.1	100.0	10,377	3.9		100.0
20 to 49 employees 994 0.1 0.1 0.2 1,020 0.4 0.5 13.4 50 to 99 employees 3,503 0.3 0.5 0.8 1,677 0.6 1.1 29.5	no. employees unknown (3)			0.0	0.0	46	0.0		0.4
50 to 99 employees 3,503 0.3 0.5 0.8 1,677 0.6 1.1 29.5	1 to 19 employees	296	0.0	0.0	0.1	321	0.1	0.1	3.5
	20 to 49 employees	994	0.1	0.1	0.2	1,020	0.4	0.5	13.4
	50 to 99 employees	3,503	0.3	0.5	0.8	1,677	0.6	1.1	29.5
1.55 1.5 2.15 2.11 2.12 1.15 1.15 1.15 1	100 to 249 employees	13,250	1.3	1.8	3.0	2,893	1.1	2.2	57.4
250 to 499 employees 18,362 1.8 3.5 6.1 1,760 0.7 2.9 74.4		18,362	1.8	3.5	6.1	1,760	0.7	2.9	74.4
500 or more employees 562,030 54.5 58.1 100.0 2,660 1.0 3.9 100.0	500 or more employees	562,030	54.5	58.1	100.0	2,660	1.0	3.9	100.0

See footnotes at end of exhibit.

Exhibit 1a 2007 Exports by Company Type and Employment Size - Continued

Note: This exhibit 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.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	109,898	10.7	10.7	100.0	8,482	3.2	3.2	100.0
no. employees unknown (3)	60	0.0	0.0	0.1	53	0.0	0.0	0.6
1 to 19 employees	2,855	0.3	0.3	2.7	1,532	0.6	0.6	18.7
20 to 49 employees	4,451	0.4	0.7	6.7	2,160	0.8	1.4	44.2
50 to 99 employees	7,215	0.7	1.4	13.3	1,745	0.7	2.1	64.7
100 to 249 employees	12,316	1.2	2.6	24.5		0.6	2.7	83.4
250 to 499 employees	8,269	0.8	3.4	32.0	674	0.3	2.9	91.4
500 or more employees	74,732	7.2	10.7	100.0	731	0.3	3.2	100.0
Other companies (4)	91,415	8.9	8.9	100.0		3.7	3.7	100.0
no. employees unknown (3)	20	0.0	0.0	0.0		0.0	0.0	0.6
1 to 19 employees	1,077	0.1	0.1	1.2		0.4	0.4	11.9
20 to 49 employees	5,022	0.5	0.6		1,609	0.6	1.0	28.1
50 to 99 employees	2,501	0.2	0.8	9.4	1,417	0.5	1.6	42.4
100 to 249 employees	4,873	0.5	1.3	14.8	,	0.7	2.2	60.0
250 to 499 employees 500 or more employees	4,637 73,285	0.4 7.1	1.8 8.9	19.8 100.0		0.4 1.1	2.6 3.7	71.0 100.0
Unclassified companies	73,265 596	0.1	0.9 0.1	100.0	2,673 179	0.1	0.1	100.0 100.0
Single location companies								
•	230,561 74,702	22.4 7.2	22.4 7.2	100.0 32.4	237,498 85,067	89.1 31.9	89.1 31.9	100.0 35.8
no. employees unknown (3) 1 to 19 employees	66,979	6.5	13.7	61.5	,	39.2	71.2	79.8
20 to 49 employees	26,741	2.6	16.3	73.0	,	10.2	81.4	91.3
50 to 99 employees	19,634	1.9	18.2	81.6		4.5	85.9	96.3
100 to 249 employees	23,229	2.3	20.5	91.6		2.5	88.3	99.1
250 to 499 employees	10,126		21.5	96.0		0.5	88.8	99.7
500 or more employees	9,151	0.9	22.4	100.0		0.3	89.1	100.0
Manufacturers	76,067	7.4	7.4	100.0	61,186	23.0	23.0	100.0
no. employees unknown (3)	27,086	2.6	2.6	35.6	13,957	5.2	5.2	22.8
1 to 19 employees	6,024	0.6	3.2	43.5	22,511	8.4	13.7	59.6
20 to 49 employees	8,375	0.8	4.0	54.5		4.9	18.6	80.9
50 to 99 employees	8,846	0.9	4.9	66.2	6,795	2.6	21.1	92.0
100 to 249 employees	12,891	1.3	6.1	83.1	3,897	1.5	22.6	98.4
250 to 499 employees	6,330	0.6	6.7	91.4	756	0.3	22.9	99.6
500 or more employees	6,515	0.6	7.4	100.0	227	0.1	23.0	100.0
Wholesalers	94,216	9.1	9.1	100.0	79,187	29.7	29.7	100.0
no. employees unknown (3)	21,394	2.1	2.1	22.7	24,059	9.0	9.0	30.4
1 to 19 employees	43,630	4.2	6.3	69.0	44,446	16.7	25.7	86.5
20 to 49 employees	12,399	1.2	7.5	82.2	7,368	2.8	28.5	95.8
50 to 99 employees	7,462	0.7	8.2	90.1	2,228	0.8	29.3	98.6
100 to 249 employees	6,591	0.6	8.9	97.1	883	0.3	29.6	99.7
250 to 499 employees	1,631	0.2	9.0	98.8	153	0.1	29.7	99.9
500 or more employees	1,110	0.1	9.1	100.0	50	0.0	29.7	100.0
Other companies (4)	55,659	5.4	5.4	100.0	90,166	33.8	33.8	100.0
no. employees unknown (3)	21,644	2.1	2.1	38.9		15.1	15.1	44.6
1 to 19 employees	17,298		3.8	70.0		14.1	29.2	86.2
20 to 49 employees	5,967	0.6	4.4	80.7	6,807	2.6	31.7	93.7
50 to 99 employees	3,325	0.3	4.7	86.7	2,925	1.1	32.8	97.0
100 to 249 employees 250 to 499 employees	3,738 2,165	0.4 0.2	5.0 5.3	93.4 97.3	1,763 479	0.7 0.2	33.5 33.7	98.9 99.5
500 or more employees	1,521	0.2	5.3 5.4	100.0		0.2	33.8	100.0
Unclassified companies	4,619	0.4	0.4	100.0		2.6	2.6	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 41.5 percent of the total wholesalers known value and 90.8 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 2007.

⁽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.

Exhibit 1b 2006 Exports by Company Type and Employment Size

Note: This exhibit 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.

Value in millions of dollars. Details	may not equal t	otals due to	rounding.	F		F	•	
				Cum. % of		% of	Cum. % of	Cum. % of
		% of	Cum. % of		Number of		Number of	Company
Company Type and	Known	Known	Known	Type	Identified	Identified	Identified	Туре
Employment Size	Value (1)	Value	Value	Value (2)	Exporters	Exporters	Exporters	Exporters (2)
All identified companies	915,752	100.0	100.0	100.0	247,985	100.0	100.0	100.0
no. employees unknown (3)	64,504	7.0	7.0	7.0	77,207	31.1	31.1	31.1
1 to 19 employees	62,190	6.8	13.8	13.8	101,714	41.0	72.1	72.1
20 to 49 employees	30,939	3.4	17.2	17.2	30,312	12.2	84.4	84.4
50 to 99 employees	27,687	3.0	20.2	20.2	15,637	6.3	90.7	90.7
100 to 249 employees	44,537	4.9	25.1	25.1	11,891	4.8	95.5	95.5
250 to 499 employees	36,244	4.0	29.1	29.1	4,501	1.8	97.3	97.3
500 or more employees	649,650	70.9	100.0	100.0	6,723	2.7	100.0	100.0
Manufacturers	580,999	63.4	63.4	100.0	68,148	27.5	27.5	100.0
no. employees unknown (3)	22,330	2.4	2.4	3.8	13,020	5.3	5.3	19.1
1 to 19 employees	5,855	0.6	3.1	4.9	21,766	8.8	14.0	51.0
20 to 49 employees	8,372	0.9	4.0	6.3	13,700	5.5	19.6	71.1
50 to 99 employees	10,753	1.2	5.2	8.1	8,112	3.3	22.8	83.1
100 to 249 employees	23,252	2.5	7.7	12.1	6,390	2.6	25.4	92.4
250 to 499 employees	20,974	2.3	10.0	15.8	2,370	1.0	26.4	95.9
500 or more employees	489,462	53.4	63.4	100.0	2,790	1.1	27.5	100.0
Wholesalers	203,924	22.3	22.3	100.0	82,904	33.4	33.4	100.0
no. employees unknown (3)	20,137	2.2	2.2	9.9	22,292		9.0	26.9
1 to 19 employees	39,136	4.3	6.5	29.1	44,116		26.8	80.1
20 to 49 employees	13,626	1.5	8.0	35.7	8,992	3.6	30.4	90.9
50 to 99 employees	12,370	1.4	9.3	41.8	3,688	1.5	31.9	95.4
100 to 249 employees	14,877	1.6	10.9	49.1	2,270		32.8	98.1
250 to 499 employees	9,313	1.0	12.0	53.7	766	0.3	33.1	99.1
500 or more employees	94,465	10.3	22.3	100.0	780		33.4	100.0
Other companies (4)	124,537	13.6	13.6	100.0	89,655	36.2	36.2	100.0
no. employees unknown (3)	18,162	2.0	2.0	14.6	34,971	14.1	14.1	39.0
1 to 19 employees	16,664	1.8	3.8	28.0	35,655	14.4	28.5	78.8
20 to 49 employees	8,814	1.0	4.8	35.0	7,588	3.1	31.5	87.2
50 to 99 employees	4,281	0.5	5.2	38.5	3,810	1.5	33.1	91.5
100 to 249 employees	5,961	0.7	5.9	43.3	3,191	1.3	34.4	95.0
250 to 499 employees	5,769	0.6	6.5	47.9	1,342	0.5	34.9	96.5
500 or more employees	64,886	7.1	13.6	100.0	3,098	1.2	36.2	100.0
Unclassified companies	6,293	0.7	0.7	100.0	7,278	2.9	2.9	100.0
Multiple location companies	718,931	78.5	78.5	100.0	25,042	10.1	10.1	100.0
no. employees unknown (3)	894	0.1	0.1	0.1	338	0.1	0.1	1.3
1 to 19 employees	3,602	0.4	0.5	0.6	2,213	0.9	1.0	10.2
20 to 49 employees	7,144	0.8	1.3	1.6	3,682	1.5	2.5	24.9
50 to 99 employees	10,803	1.2	2.5	3.1	4,015	1.6	4.1	40.9
100 to 249 employees	26,894	2.9	5.4	6.9	5,577	2.2	6.4	63.2
250 to 499 employees	27,779	3.0	8.4	10.7	3,204	1.3	7.7	76.0
500 or more employees	641,815	70.1	78.5	100.0	6,013	2.4	10.1	100.0
Manufacturers	515,444	56.3	56.3	100.0	9,581	3.9	3.9	100.0
no. employees unknown (3)	110	0.0	0.0	0.0	60	0.0	0.0	0.6
1 to 19 employees	134	0.0	0.0	0.0	287	0.1	0.1	3.6
20 to 49 employees	607	0.1	0.1	0.2	865	0.3	0.5	12.7
50 to 99 employees	3,060	0.3	0.4	0.8	1,479		1.1	28.1
100 to 249 employees	11,854	1.3	1.7	3.1	2,626		2.1	55.5
250 to 499 employees	15,782	1.7	3.4		1,675		2.8	73.0
500 or more employees	483,896	52.8	56.3	100.0	2,589	1.0	3.9	100.0

See footnotes at end of exhibit.

Exhibit 1b 2006 Exports by Company Type and Employment Size - Continued

Note: This exhibit 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	lotais que to re	ounding.	Cum. % of		% of	Cum. % of	Cum. % of
			Cum. % of	Company	Number of	Number of	Number of	Company
Company Type and	Known Value	% of Known		Type Value	Identified	Identified	Identified	Type
Employment Size	(1)	Value	Value	(2)	Exporters	Exporters	Exporters	Exporters (2)
Multiple location companies								
Wholesalers	123,871	13.5	13.5	100.0	7,042	2.8	2.8	100.0
no. employees unknown (3)	187	0.0	0.0	0.2	136	0.1	0.1	1.9
1 to 19 employees	2,070	0.2	0.2	1.8	1,099	0.4	0.5	17.5
20 to 49 employees	3,039	0.3	0.6	4.3	1,638	0.7	1.2	40.8
50 to 99 employees	6,165	0.7	1.3	9.3	1,433	0.6	1.7	61.1
100 to 249 employees	11,278	1.2	2.5	18.4	1,401	0.6	2.3	81.0
250 to 499 employees	7,887	0.9	3.3	24.7	602	0.2	2.5	89.6
500 or more employees	93,245	10.2	13.5	100.0	733	0.3	2.8	100.0
Other companies (4)	77,143	8.4	8.4	100.0	8,242	3.3	3.3	100.0
no. employees unknown (3)	506	0.1	0.1	0.7	130	0.1	0.1	1.6
1 to 19 employees	895	0.1	0.2	1.8	812	0.3	0.4	11.4
20 to 49 employees	3,369	0.4	0.5	6.2	1,152	0.5	0.8	25.4
50 to 99 employees	1,294	0.1	0.7	7.9	1,080	0.4	1.3	38.5
100 to 249 employees	3,318	0.4	1.0	12.2	1,513	0.6	1.9	56.9
250 to 499 employees	3,923	0.4	1.5	17.2	911	0.4	2.3	67.9
500 or more employees	63,838	7.0	8.4	100.0	2,644	1.1	3.3	100.0
Unclassified companies	2,473	0.3	0.3	100.0	177	0.1	0.1	100.0
Single location companies	196,821	21.5	21.5	100.0	222,943	89.9	89.9	100.0
no. employees unknown (3)	63,610	6.9	6.9	32.3	76,869	31.0	31.0	34.5
1 to 19 employees	58,589	6.4	13.3	62.1	99,501	40.1	71.1	79.1
20 to 49 employees	23,796	2.6	15.9	74.2	26,630	10.7	81.9	91.1
50 to 99 employees	16,885	1.8	17.8	82.8	11,622	4.7	86.5	96.3
100 to 249 employees	17,643	1.9	19.7	91.7	6,314	2.5	89.1	99.1
250 to 499 employees	8,465	0.9	20.6	96.0	1,297	0.5	89.6	99.7
500 or more employees	7,835	0.9	21.5	100.0	710	0.3	89.9	100.0
Manufacturers	65,555	7.2	7.2	100.0	58,567	23.6	23.6	100.0
no. employees unknown (3)	22,220	2.4	2.4	33.9	12,960	5.2	5.2	22.1
1 to 19 employees	5,721	0.6	3.1	42.6	21,479	8.7	13.9	58.8
20 to 49 employees	7,765	0.8	3.9	54.5	12,835	5.2	19.1	80.7
50 to 99 employees	7,693	0.8	4.7	66.2	6,633	2.7	21.7	92.0
100 to 249 employees	11,398	1.2	6.0	83.6	3,764	1.5	23.3	98.5
250 to 499 employees	5,192	0.6	6.6	91.5	695	0.3	23.5	99.7
500 or more employees	5,566	0.6	7.2	100.0	201	0.1	23.6	100.0
Wholesalers	80,053	8.7	8.7	100.0	75,862	30.6	30.6	100.0
no. employees unknown (3)	19,950	2.2	2.2	24.9	22,156	8.9	8.9	29.2
1 to 19 employees	37,066	4.0	6.2	71.2	43,017	17.3	26.3	85.9
20 to 49 employees	10,586	1.2	7.4	84.4	7,354	3.0	29.2	95.6
50 to 99 employees	6,205	0.7	8.1	92.2	2,255	0.9	30.2	98.6
100 to 249 employees 250 to 499 employees	3,599	0.4 0.2	8.5 8.6	96.7	869 164	0.4 0.1	30.5	99.7 99.9
500 or more employees	1,426 1,220	0.2	8.7	98.5 100.0	47	0.1	30.6 30.6	100.0
' '								
Other companies (4)	47,394		5.2	100.0	81,413	32.8		100.0
no. employees unknown (3)	17,657	1.9	1.9	37.3	34,841	14.0		42.8
1 to 19 employees	15,770	1.7	3.7	70.5	34,843	14.1	28.1	85.6
20 to 49 employees 50 to 99 employees	5,444 2,987	0.6 0.3	4.2 4.6	82.0 88.3	6,436	2.6 1.1		93.5
100 to 249 employees	2,987	0.3	4.6 4.9	93.9	2,730 1,678	0.7	31.8 32.5	96.9 98.9
250 to 499 employees	1,846	0.3	4.9 5.1	93.9 97.8	431	0.7	32.5 32.6	99.4
500 or more employees	1,049	0.2	5.1	100.0	451 454	0.2		100.0
	•							
Unclassified companies	3,820	0.4	0.4	100.0	7,101	2.9	2.9	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 35.7 percent of the total wholesalers known value and 90.9 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 2006.

⁽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.

Exhibit 1c Percent Difference Between the 2006 and 2007 Results

Note: This exhibit 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.

	3	Known \	Value (1)		Num	nber of Iden	tified Expor	ters
Company Type and Employment Size	2006	2007	Net Difference	% Difference	2006	2007	Net Difference	% Difference
All identified companies no. employees unknown (2) 1 to 19 employees	915,752 64,504 62,190	1,031,007 74,891 71,248	115,254 10,387 9,058	12.6 16.1 14.6	247,985 77,207 101,714	266,457 85,229 107,550	18,472 8,022 5,836	7.4 10.4 5.7
20 to 49 employees 50 to 99 employees 100 to 249 employees	30,939 27,687 44,537	37,259 32,897 53,882	6,320 5,210 9,345	20.4 18.8 21.0	30,312 15,637 11,891	32,039 16,815 12,806	1,727 1,178 915	5.7 7.5 7.7
250 to 499 employees 500 or more employees	36,244 649,650	41,507 719,322	5,263 69,672	14.5 10.7	4,501 6,723	4,942 7,076	441 353	9.8 5.3
Manufacturers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	580,999 22,330 5,855 8,372 10,753 23,252 20,974 489,462	674,603 27,189 6,320 9,369 12,349 26,141 24,692 568,545	93,605 4,858 465 997 1,596 2,889 3,718 79,083	7.9 11.9 14.8 12.4 17.7	68,148 13,020 21,766 13,700 8,112 6,390 2,370 2,790	71,563 14,003 22,832 14,063 8,472 6,790 2,516 2,887	3,415 983 1,066 363 360 400 146 97	5.0 7.5 4.9 2.6 4.4 6.3 6.2 3.5
Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	203,924 20,137 39,136 13,626 12,370 14,877 9,313 94,465	204,114 21,454 46,485 16,850 14,677 18,907 9,900 75,842	191 1,316 7,349 3,225 2,307 4,030 588 -18,623	6.5 18.8 23.7 18.7 27.1 6.3	82,904 22,292 44,116 8,992 3,688 2,270 766 780	87,669 24,112 45,978 9,528 3,973 2,470 827 781	4,765 1,820 1,862 536 285 200 61	5.7 8.2 4.2 6.0 7.7 8.8 8.0 0.1
Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	124,537 18,162 16,664 8,814 4,281 5,961 5,769 64,886	147,073 21,664 18,375 10,989 5,826 8,611 6,802 74,806	22,536 3,502 1,710 2,175 1,545 2,651 1,033 9,920	19.3 10.3 24.7 36.1 44.5 17.9	89,655 34,971 35,655 7,588 3,810 3,191 1,342 3,098	100,087 40,301 38,581 8,416 4,342 3,506 1,579 3,362	532 315	11.6 15.2 8.2 10.9 14.0 9.9 17.7 8.5
Unclassified companies	6,293	5,215	-1,077	-17.1	7,278	7,138		-1.9
Multiple location companies no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	718,931 894 3,602 7,144 10,803 26,894 27,779 641,815	800,445 189 4,269 10,518 13,263 30,653 31,381 710,172	81,514 -705 667 3,375 2,460 3,759 3,602 68,356	47.2 22.8 14.0 13.0	25,042 338 2,213 3,682 4,015 5,577 3,204 6,013	28,959 162 3,021 4,816 4,862 6,257 3,547 6,294	1,134 847 680 343	15.6 -52.1 36.5 30.8 21.1 12.2 10.7 4.7
Manufacturers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	515,444 110 134 607 3,060 11,854 15,782 483,896	598,536 102 296 994 3,503 13,250 18,362 562,030	83,093 -8 161 387 442 1,396 2,580 78,134	-7.2 120.2 63.7 14.5 11.8 16.3		10,377 46 321 1,020 1,677 2,893 1,760 2,660	34 155 198 267 85	8.3 -23.3 11.8 17.9 13.4 10.2 5.1 2.7

See footnotes at end of exhibit.

Exhibit 1c Percent Difference Between the 2006 and 2007 Results - Continued

Note: This exhibit 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.

Company Type and Employment Size Multiple location companies Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 100 to 249 employees	2006 123,871 187 2,070 3,039 6,165 11,278 7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923 63,838	2007 109,898 60 2,855 4,451 7,215 12,316 8,269 74,732 91,415 20 1,077 5,022 2,501	Net	% Difference -11.3 -68.1 37.9 46.4 17.0 9.2 4.9 -19.9 18.5 -96.0	2006 7,042 136 1,099 1,638 1,433 1,401 602 733 8,242	2007 8,482 53 1,532 2,160 1,745 1,587 674 731	Net Difference 1,440 -83 433 522 312 186 72 -2	% Difference 20.4 -61.0 39.4 31.9 21.8 13.3 12.0 -0.3
Employment Size Multiple location companies Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	123,871 187 2,070 3,039 6,165 11,278 7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923	109,898 60 2,855 4,451 7,215 12,316 8,269 74,732 91,415 20 1,077 5,022	-13,973 -127 785 1,412 1,050 1,038 383 -18,513 14,271 -486	-11.3 -68.1 37.9 46.4 17.0 9.2 4.9 -19.9	7,042 136 1,099 1,638 1,433 1,401 602 733	8,482 53 1,532 2,160 1,745 1,587 674 731	1,440 -83 433 522 312 186 72	20.4 -61.0 39.4 31.9 21.8 13.3 12.0
Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	187 2,070 3,039 6,165 11,278 7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923	60 2,855 4,451 7,215 12,316 8,269 74,732 91,415 20 1,077 5,022	-127 785 1,412 1,050 1,038 383 -18,513 14,271	-68.1 37.9 46.4 17.0 9.2 4.9 -19.9	136 1,099 1,638 1,433 1,401 602 733	53 1,532 2,160 1,745 1,587 674 731	-83 433 522 312 186 72	-61.0 39.4 31.9 21.8 13.3 12.0
Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	187 2,070 3,039 6,165 11,278 7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923	60 2,855 4,451 7,215 12,316 8,269 74,732 91,415 20 1,077 5,022	-127 785 1,412 1,050 1,038 383 -18,513 14,271	-68.1 37.9 46.4 17.0 9.2 4.9 -19.9	136 1,099 1,638 1,433 1,401 602 733	53 1,532 2,160 1,745 1,587 674 731	-83 433 522 312 186 72	-61.0 39.4 31.9 21.8 13.3 12.0
1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	2,070 3,039 6,165 11,278 7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923	2,855 4,451 7,215 12,316 8,269 74,732 91,415 20 1,077 5,022	785 1,412 1,050 1,038 383 -18,513 14,271	37.9 46.4 17.0 9.2 4.9 -19.9	1,099 1,638 1,433 1,401 602 733	1,532 2,160 1,745 1,587 674 731	433 522 312 186 72	39.4 31.9 21.8 13.3 12.0
20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	3,039 6,165 11,278 7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923	4,451 7,215 12,316 8,269 74,732 91,415 20 1,077 5,022	1,412 1,050 1,038 383 -18,513 14,271 -486	46.4 17.0 9.2 4.9 -19.9	1,638 1,433 1,401 602 733	2,160 1,745 1,587 674 731	522 312 186 72	31.9 21.8 13.3 12.0
50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	6,165 11,278 7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923	7,215 12,316 8,269 74,732 91,415 20 1,077 5,022	1,050 1,038 383 -18,513 14,271 -486	17.0 9.2 4.9 -19.9	1,433 1,401 602 733	1,745 1,587 674 731	312 186 72	21.8 13.3 12.0
100 to 249 employees 250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	11,278 7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923	12,316 8,269 74,732 91,415 20 1,077 5,022	1,038 383 -18,513 14,271 -486	9.2 4.9 -19.9 18.5	1,401 602 733	1,587 674 731	186 72	13.3 12.0
250 to 499 employees 500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	7,887 93,245 77,143 506 895 3,369 1,294 3,318 3,923	8,269 74,732 91,415 20 1,077 5,022	383 -18,513 14,271 -486	4.9 -19.9 18.5	602 733	674 731	72	12.0
500 or more employees Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	93,245 77,143 506 895 3,369 1,294 3,318 3,923	74,732 91,415 20 1,077 5,022	-18,513 14,271 -486	-19.9 18.5	733	731		
Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	77,143 506 895 3,369 1,294 3,318 3,923	91,415 20 1,077 5,022	14,271 -486	18.5			-2	-0.3
no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	506 895 3,369 1,294 3,318 3,923	20 1,077 5,022	-486		8,242	0.004		
1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees	895 3,369 1,294 3,318 3,923	1,077 5,022		06.0		9,921	1,679	20.4
20 to 49 employees 50 to 99 employees 100 to 249 employees	3,369 1,294 3,318 3,923	5,022	182		130	55	-75	-57.7
50 to 99 employees 100 to 249 employees	1,294 3,318 3,923			20.4	812	1,124	312	38.4
100 to 249 employees	3,318 3,923	2,501	1,652	49.0	1,152	1,609	457	39.7
· · ·	3,923	4.070	1,207	93.2	1,080	1,417	337	31.2
250 to 499 employees	-	4,873	1,555	46.8	1,513	1,743	230	15.2
500 or more employees		4,637 73,285	714 9,447	18.2 14.8	911 2,644	1,100 2,873	189 229	20.7 8.7
Unclassified companies	2,473	73,263 596	-1,877	-75.9	177	2,673 179	229	1.1
Single location companies	196,821	230,561	33,740	17.1	222,943	237,498	14,555	6.5
no. employees unknown (2)	63,610	74,702	11,092	17.1	76,869	85,067	8,198	10.7
1 to 19 employees	58,589	66,979	8,390	14.3	99,501	104,529	5,028	5.1
20 to 49 employees	23,796	26,741	2,945	12.4	26,630	27,223	593	2.2
50 to 99 employees	16,885	19,634	2,749	16.3	11,622	11,953	331	2.8
100 to 249 employees	17,643	23,229	5,586	31.7	6,314	6,549	235	3.7
250 to 499 employees	8,465	10,126	1,662	19.6	1,297	1,395	98	7.6
500 or more employees	7,835	9,151	1,315	16.8	710	782	72	10.1
Manufacturers	65,555	76,067	10,512	16.0	58,567	61,186	2,619	4.5
no. employees unknown (2)	22,220	27,086	4,866	21.9	12,960	13,957	997	7.7
1 to 19 employees	5,721	6,024	303	5.3	21,479	22,511	1,032	4.8
20 to 49 employees	7,765	8,375	610	7.9	12,835	13,043	208	1.6
50 to 99 employees	7,693	8,846	1,154	15.0	6,633	6,795	162	2.4
100 to 249 employees	11,398	12,891	1,492	13.1	3,764	3,897	133	3.5
250 to 499 employees	5,192	6,330	1,138	21.9	695	756 227	61 26	8.8 12.9
500 or more employees	5,566	6,515	949	17.1	201			
Wholesalers	80,053	94,216	14,164	17.7	75,862	79,187	3,325	4.4
no. employees unknown (2)	19,950	21,394	1,444	7.2	22,156	24,059	1,903	8.6
1 to 19 employees 20 to 49 employees	37,066	43,630 12,399	6,564	17.7 17.1	43,017 7,354	44,446	1,429 14	3.3 0.2
50 to 99 employees	10,586 6,205	7,462	1,813 1,257	20.3	2,255	7,368 2,228	-27	-1.2
100 to 249 employees	3,599	6,591	2,992	83.1	869	883	14	1.6
250 to 499 employees	1,426	1,631	205	14.4	164	153	-11	-6.7
500 or more employees	1,220	1,110	-110	-9.0	47	50	3	6.4
Other companies (3)	47,394	55,659	8,265	17.4	81,413	90,166	8,753	10.8
no. employees unknown (2)	17,657	21,644	3,988	22.6	34,841	40,246	5,405	15.5
1 to 19 employees	15,770	17,298	1,528	9.7	34,843	37,457	2,614	7.5
20 to 49 employees	5,444	5,967	523	9.6	6,436	6,807	371	5.8
50 to 99 employees	2,987	3,325	338	11.3	2,730	2,925	195	7.1 5.1
100 to 249 employees 250 to 499 employees	2,642 1,846	3,738 2,165	1,096 319	41.5 17.3	1,678 431	1,763 479	85 48	5.1 11.1
500 or more employees	1,049	1,521	473	45.1	451	479	46 35	7.7
Unclassified companies	3,820	4,619		20.9	7,101	6,959	-142	-2.0

⁽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 2006 or 2007.

⁽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.

Exhibit 2a Top Companies' Share of the 2007 Export Market by Company Type

Note: This exhibit 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 millione of deliare. Betails may no				% of	% Change 2006-2007		
Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	Company Type Value (2)	Number of Identified Exporters	Known Value	
All identified companies	266,457	1,031,007	100.0	100.0	7.4	12.6	
Top 4 companies	4	88,743	8.6	8.6	-	3.7	
Top 8 companies	8	129,838	12.6	12.6	-	6.5	
Top 20 companies	20	206,733	20.1	20.1	-	9.3	
Top 50 companies	50	308,675	29.9	29.9	-	10.8	
Top 100 companies	100	395,069	38.3	38.3	-	9.7	
Top 250 companies	250	524,207	50.8	50.8	-	10.0	
Top 500 companies	500	621,229	60.3	60.3	-	10.3	
Top 1000 companies	1,000	713,285	69.2	69.2	-	10.6	
Top 2000 companies	2,000	795,950	77.2	77.2	-	11.0	
Manufacturers	71,563	674,603	65.4	100.0	5.0	16.1	
Top 4 companies	4	88,743	8.6	13.2	-	3.7	
Top 8 companies	8	129,838	12.6	19.2	-	8.7	
Top 20 companies	20	204,699	19.9	30.3	-	16.1	
Top 50 companies	50	292,002	28.3	43.3	-	16.3	
Top 100 companies	100	362,567	35.2	53.7	-	15.1	
Top 250 companies	250	451,778	43.8	67.0	-	15.3	
Top 500 companies	500	512,376	49.7	76.0	-	15.4	
Top 1000 companies	1,000	564,871	54.8	83.7	-	15.7	
Top 2000 companies	2,000	604,751	58.7	89.6	-	15.8	
Wholesalers	87,669	204,114	19.8	100.0	5.7	0.1	
Top 4 companies	4	19,811	1.9	9.7	-	-28.4	
Top 8 companies	8	29,024	2.8	14.2	-	-27.5	
Top 20 companies	20	43,394	4.2	21.3	-	-23.9	
Top 50 companies	50	64,308	6.2	31.5	-	-17.0	
Top 100 companies	100	82,748	8.0	40.5	-	-14.4	
Top 250 companies	250	107,609	10.4	52.7	-	-10.5	
Top 500 companies	500	125,949	12.2	61.7	-	-7.7	
Top 1000 companies	1,000	143,008	13.9	70.1	-	-5.6	
Top 2000 companies	2,000	159,310	15.5	78.0	-	-3.8	
Other companies (3)	100,087	147,073	14.3	100.0	11.6	18.1	
Top 4 companies	4	12,375	1.2	8.4	-	18.6	
Top 8 companies	8	19,891	1.9	13.5	-	15.8	
Top 20 companies	20	34,270	3.3	23.3	-	14.1	
Top 50 companies	50	53,327	5.2	36.3	-	15.7	
Top 100 companies	100	68,077	6.6	46.3	-	15.2	
Top 250 companies	250	87,516	8.5	59.5	-	15.0	
Top 500 companies	500	101,422	9.8	69.0	-	15.1	
Top 1000 companies	1,000	113,974	11.1	77.5	-	16.4	
Top 2000 companies	2,000	124,285	12.1	84.5	-	16.9	
Unclassified companies	7,138	5,215	0.5	100.0	-1.9	-17.1	

⁽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 9.7 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.

Exhibit 2b Top Companies' Share of the 2006 Export Market by Company Type

Note: This exhibit 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 no	r oqual totalo que to too	rang.		
	Number of Identified			% of Company Type
Company Type	Exporters	Known Value (1)	% of Known Value	Value (2)
All identified companies	247,985	915,752	100.0	100.0
Top 4 companies	4	85,573	9.3	9.3
Top 8 companies	8	121,878	13.3	
Top 20 companies	20	189,215	20.7	20.7
Top 50 companies	50	278,604	30.4	30.4
Top 100 companies	100	360,159	39.3	39.3
Top 250 companies	250	476,641	52.0	
Top 500 companies	500	563,380	61.5	
Top 1000 companies	1,000	644,885	70.4	70.4
Top 2000 companies	2,000	716,920	78.3	
Manufacturers	68,148	580,999	63.4	100.0
Top 4 companies	4	85,573	9.3	14.7
Top 8 companies	8	119,473	13.0	20.6
Top 20 companies	20	176,258	19.2	30.3
Top 50 companies	50	251,133	27.4	43.2
Top 100 companies	100	315,098	34.4	54.2
Top 250 companies	250	391,846	42.8	67.4
Top 500 companies	500	443,910	48.5	76.4
Top 1000 companies	1,000	488,088	53.3	84.0
Top 2000 companies	2,000	522,423	57.0	89.9
Wholesalers	82,904	203,924	22.3	100.0
Top 4 companies	4	27,682	3.0	13.6
Top 8 companies	8	40,049	4.4	19.6
Top 20 companies	20	57,031	6.2	28.0
Top 50 companies	50	77,448	8.5	38.0
Top 100 companies	100	96,702	10.6	47.4
Top 250 companies	250	120,196	13.1	58.9
Top 500 companies	500	136,496	14.9	
Top 1000 companies	1,000	151,490	16.5	
Top 2000 companies	2,000	165,641	18.1	81.2
Other companies (3)	89,655	124,537	13.6	100.0
Top 4 companies	4	10,431	1.1	8.4
Top 8 companies	8	17,175	1.9	13.8
Top 20 companies	20	30,033	3.3	24.1
Top 50 companies	50	46,094	5.0	37.0
Top 100 companies	100	59,113	6.5	
Top 250 companies	250	76,127	8.3	61.1
Top 500 companies	500	88,144	9.6	
Top 1000 companies	1,000	97,941	10.7	78.6
Top 2000 companies	2,000	106,314	11.6	85.4
Unclassified companies	7,278	6,293	0.7	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 13.6 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.

Exhibit 3a 2007 Exports to Related Parties by Company Type and Employment Size

Note: This exhibit 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.

Value in millions of dollars. Details	may not equ	iai totais due	s due to rounding. Related Party Trade					Non-Reported			
Company Type and	Known	Number of Identified	Known	% of Row	% of Row Number of Identified Exporters	Known	% of Row	% of Row Number of Identified Exporters	Known	% of Row	% of Row Number of Identified Exporters
Employment Size	Value (1)	Exporters	Value (1)	Value	(2)	Value (1)	Value	(2)	Value (1)	Value	(2)
All identified companies no. employees unknown (3)	1,031,007 74,891	266,457 85,229	323,073 16,136	31.3 21.5	12.2 8.3	705,799 58,667	68.5 78.3	98.3 97.5	2,134 88	0.2 0.1	1.5 0.9
1 to 19 employees	71,248	107,550	5,674	8.0	8.0	65,310	91.7	98.4	264	0.1	1.3
20 to 49 employees	37,259	32,039	3,910	10.5	13.1	33,163	89.0	99.0	187	0.5	1.3
50 to 99 employees	32,897	16,815	4,627	14.1	19.5	27,835	84.6	98.9	435	1.3	1.6
100 to 249 employees	53,882	12,806	8,931	16.6	28.4	44,768	83.1	99.0	183	0.3	2.5
250 to 499 employees 500 or more employees	41,507 719,322	4,942 7,076	6,510 277,286	15.7 38.5	39.8 54.6	34,942 441,115	84.2 61.3	99.0 98.8		0.1 0.1	3.4 8.6
Manufacturers	674,603		243,733	36.1	17.9	430,190	63.8	99.1	680	0.1	1.7
no. employees unknown (3)	27,189	71,563 14,003	8,851	32.6	14.0	18,326	67.4	98.2	12	0.0	0.8
1 to 19 employees	6,320	22,832	801	12.7	7.0	5,501	87.1	99.0		0.3	0.7
20 to 49 employees	9,369	14,063	743	7.9	12.9	8,619	92.0	99.4	8	0.1	0.9
50 to 99 employees	12,349	8,472	1,342	10.9	20.6	10,999	89.1	99.3	8	0.1	1.4
100 to 249 employees	26,141	6,790	4,027	15.4	33.1	22,099	84.5	99.5		0.1	2.7
250 to 499 employees 500 or more employees	24,692 568,545	2,516 2,887	4,361 223,609	17.7 39.3	49.4 76.2	20,285 344,362	82.2 60.6	99.5 99.9		0.2 0.1	3.9 14.1
Wholesalers	204,114	87,669	44,337	21.7	12.1	158,863	77.8	98.8	914	0.4	1.7
no. employees unknown (3)	21,454	24,112	2,804	13.1	7.9	18,624	86.8	98.4	25	0.1	0.8
1 to 19 employees	46,485	45,978	2,733	5.9	9.8	43,605	93.8	98.9	147	0.3	1.7
20 to 49 employees	16,850	9,528	1,133	6.7	16.2	15,682	93.1	99.3	35	0.2	2.0
50 to 99 employees	14,677	3,973	2,283	15.6	24.2	11,998	81.7	99.3	396	2.7	2.8
100 to 249 employees	18,907	2,470	2,806	14.8	32.7	. , ,	(5) 85.2	99.4	(D)	(D)	3.6
250 to 499 employees 500 or more employees	9,900 75,842	827 781	1,475 31,104	14.9 41.0	43.4 63.4	8,423 (5) 44,738	85.1 (5) 59.0	99.9 99.1	3 (D)	0.0 (D)	4.8 11.9
Other companies (4)	147,073	100,087	33,906	23.1	8.7	112,629	76.6	97.3	538	0.4	1.3
no. employees unknown (3)	21,664	40,301	3,457	16.0	6.8	18,157	83.8	96.8	50	0.2	1.2
1 to 19 employees	18,375	38,581	2,125	11.6	6.3	16,149	87.9	97.5		0.5	1.3
20 to 49 employees	10,989	8,416	2,023	18.4	9.9	8,822	80.3	97.7	144	1.3	1.0
50 to 99 employees	5,826	4,342	984	16.9	13.0		(5) 83.1	97.7	(D)	(D)	0.9
100 to 249 employees	8,611	3,506	2,074 670	24.1	16.5 23.1		(5) 75.9	97.6	` '	(D)	1.3 2.0
250 to 499 employees 500 or more employees	6,802 74,806	1,579 3,362	22,573	9.9 30.2	34.6	6,124 52,114	90.0 69.7	97.8 97.7	0 119	0.1 0.2	3.3
Unclassified companies	5,215	7,138	1,097	21.0	7.1	4,117	78.9	97.2	2	0.0	0.4
Multiple location companies	800,445	28,959	288,615	36.1	32.0	510,313	63.8	98.8	1,518	0.2	3.8
no. employees unknown (3)	189	162	32	16.9	21.0	· ·	(5) 83.1	97.5	1,310 (D)	(D)	1.2
1 to 19 employees	4,269	3,021	699	16.4	11.8	` '	(5) 84.6	98.8	` '	(D)	1.0
20 to 49 employees	10,518	4,816	1,114	10.6	16.4	(5) 9,404	(5) 89.4	98.4	(D)	(D)	1.2
50 to 99 employees	13,263	4,862	2,309	17.4	21.7	10,683	80.5	99.0		2.0	1.9
100 to 249 employees 250 to 499 employees	30,653	6,257	4,542	14.8 16.5	30.7 41.5	25,944 26,170	84.6 83.4	98.9 99.0	167 41	0.5	3.0 3.8
500 or more employees	31,381 710,172	3,547 6,294	5,171 274,748	38.7	57.6	434,505	61.2	98.8		0.1 0.1	9.3
Manufacturers	598,536		227,416	38.0	45.9	370,509	61.9	99.6		0.1	6.0
no. employees unknown (3)	102	46	17	16.6	32.6	-	(5) 83.4	100.0		(D)	2.2
1 to 19 employees	296	321	48	16.3	12.5		(5) 83.7	99.4	(D)	(D)	0.6
20 to 49 employees	994	1,020	203	20.5	18.5	790	79.5	99.2	1	0.1	1.3
50 to 99 employees	3,503	1,677	368	10.5	27.3	3,134	89.5	99.7	1	0.0	2.1
100 to 249 employees 250 to 499 employees	13,250 18,362	2,893 1,760	1,923 3,354	14.5 18.3	37.3 52.0	11,322 14,977	85.5 81.6	99.4 99.6	5 31	0.0 0.2	3.6 4.3
500 or more employees	562,030	2,660	221,503	39.4	77.6	339,953	60.5	99.8		0.2	14.7
Wholesalers	109,898	8,482	35,474	32.3	26.9	73,870	67.2	99.2		0.5	3.3
no. employees unknown (3)	60	53	12	20.9	18.9		(5) 79.2	96.2		(D)	1.9
1 to 19 employees	2,855	1,532	442	15.5	14.2	2,410	84.4	98.8	2	0.1	1.0
20 to 49 employees	4,451	2,160	308	6.9	17.5	4,141	93.0	99.1	2	0.0	1.6
50 to 99 employees	7,215	1,745	1,317	18.3	23.2		(5) 81.7	99.3	` '	(D)	2.5
100 to 249 employees 250 to 499 employees	12,316 8,269	1,587 674	1,178 1,219	9.6 14.7	32.0 43.5	(5) 11,138 7,048	(5) 90.4 85.2	99.5 99.9		(D) 0.0	3.7 4.9
500 or more employees	74,732		30,997	41.5							

See footnotes at end of exhibit.

Exhibit 3a 2007 Exports to Related Parties by Company Type and Employment Size - Continued

Note: This exhibit 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 minions of dollars. Details			Related Party Trade					Non-Reported			
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Relat Known Value (1)	% of Row Value	Trade % of Row Number of Identified Exporters (2)	Known Value (1)	elated Party % of Row Value	/ Trade % of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	Number of Identified Exporters
Multiple location companies											
Other companies (4)	91,415	9,921	25,652	28.1	21.9	65,411	71.6	97.6	352	0.4	1.9
no. employees unknown (3)	20	55	(D)	(D)	12.7	(5) 20	(5) 100.0	96.4	(D)	(D)	0.0
1 to 19 employees	1,077	1,124	(D)	(D)	8.1	(5) 1,077	(5) 100.0	98.7	(D)	(D)	1.1
20 to 49 employees	5,022	1,609	591	11.8	13.3	4,351	86.6	96.9	80	1.6	0.6
50 to 99 employees	2,501	1,417	606	24.2	13.5	(5) 1,895	(5) 75.8	97.8	(D)	(D)	0.8
100 to 249 employees	4,873	1,743	1,417	29.1	18.4	(5) 3,455	(5) 70.9	97.3	(D)	(D)	1.5
250 to 499 employees	4,637	1,100	594	12.8	23.7	4,036	87.0	97.6	7	0.2	2.4
500 or more employees	73,285	2,873	22,247	30.4	37.8	50,919	69.5	97.7	119	0.2	3.6
Unclassified companies	596	179	73	12.2	24.6	523	87.8	99.4	0	0.0	1.1
Single location companies	230,561	237,498	34,458	14.9	9.8	195,487	84.8	98.2	616	0.3	1.2
no. employees unknown (3)	74,702	85,067	16,104	21.6	8.3	(5) 58,597	(5) 78.4	97.5	(D)	(D)	0.9
1 to 19 employees	66,979	104,529	4,975	7.4	7.8	(5) 62,004	(5) 92.6	98.4	(D)	(D)	1.3
20 to 49 employees	26,741	27,223	2,796	10.5	12.5	(5) 23,945	(5) 89.6	99.1	(D)	(D)	1.3
50 to 99 employees	19,634	11,953	2,318	11.8	18.6	17,152	87.4	98.8	164	0.8	1.5
100 to 249 employees	23,229	6,549	4,389	18.9	26.3	18,824	81.0	99.1	16	0.1	1.9
250 to 499 employees	10,126	1,395	1,339	13.2	35.6	8,772	86.6	99.0	15	0.2	2.4
500 or more employees	9,151	782	2,538	27.7	30.8	6,610	72.2	98.1	3	0.0	3.3
Manufacturers	76,067	61,186	16,317	21.5	13.1	59,681	78.5	99.0	68	0.1	0.9
no. employees unknown (3)	27,086	13,957	8,834	32.6	13.9	(5) 18,252	(5) 67.4	98.2	(D)	(D)	0.8
1 to 19 employees	6,024	22,511	753	12.5	6.9	(5) 5,271	(5) 87.5	99.0	(D)	(D)	0.7
20 to 49 employees	8,375	13,043	539	6.4	12.4	7,829	93.5	99.5	7	0.1	0.9
50 to 99 employees	8,846	6,795	974	11.0	19.0	7,865	88.9	99.2	7	0.1	1.3
100 to 249 employees	12,891	3,897	2,104	16.3	29.9	10,776	83.6	99.5	10	0.1	2.0
250 to 499 employees	6,330		1,007	15.9	43.3	5,309	83.9	99.3	14	0.2	2.9
500 or more employees	6,515	227	2,106	32.3	59.5	4,409	67.7	100.0	1	0.0	7.0
Wholesalers	94,216	79,187	8,863	9.4	10.5	84,994	90.2	98.8	360	0.4	1.5
no. employees unknown (3)	21,394		2,792	13.0	7.9	(5) 18,602	(5) 87.0	98.4	(D)	(D)	0.8
1 to 19 employees	43,630		2,291	5.3	9.6	41,195	94.4	98.9	144	0.3	1.7
20 to 49 employees	12,399		825	6.7	15.9	11,541	93.1	99.4	33	0.3	2.1
50 to 99 employees	7,462		966	12.9	25.0	(5) 6,496	(5) 87.1	99.3	(D)	(D)	3.0
100 to 249 employees	6,591		1,628	24.7	34.0	4,960	75.3	99.2	3	0.0	3.3
250 to 499 employees	1,631	153	256	15.7	43.1	1,375	84.3	100.0	0	0.0	4.6
500 or more employees	1,110	50	106	9.6	56.0	(5) 1,004	(5) 90.4	94.0	(D)	(D)	4.0
Other companies (4)	55,659	· ·	8,255	14.8	7.2	47,218	84.8	97.2	186	0.3	1.2
no. employees unknown (3)	21,644	40,246	(D)	(D)	6.8	(5) 21,644	(5) 100.0	96.8	(D)	(D)	1.2
1 to 19 employees	17,298		(D)	(D)	6.3	(5) 17,298	(5) 100.0	97.5	(D)	(D)	1.3
20 to 49 employees	5,967		1,432	24.0		4,471	74.9	97.9	64	1.1	1.1
50 to 99 employees	3,325		378	11.4	12.8	2,944	88.5	97.6	3	0.1	0.9
100 to 249 employees	3,738		656	17.6		3,078	82.3	97.9	3	0.1	1.0
250 to 499 employees	2,165		77	3.5	21.5	2,088	96.4	98.1	0	0.0	1.0
500 or more employees	1,521	489	326	21.4	16.0	1,195	78.5	97.8	1	0.0	1.4
Unclassified companies	4,619	6,959	1,024	22.2	6.7	3,594	77.8	97.1	2	0.0	0.3

⁽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 2007.

⁽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.

Exhibit 3b 2006 Exports to Related Parties by Company Type and Employment Size

Note: This exhibit 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.

Value in millions of dollars. Details	may not equ	iai totais due	Related Party Trade				- .	Non-Reported			
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	elated Party % of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	915,752	247,985	299,494	32.7	12.7	614,073	67.1	98.0	2,186	0.2	2.1
no. employees unknown (3)	64,504	77,207	15,184	23.5	9.0	49,197	76.3	97.2	122	0.2	1.3
1 to 19 employees	62,190	101,714	6,850	11.0	8.4	54,873	88.2	98.1	468	0.8	1.9
20 to 49 employees	30,939	30,312	2,954	9.5	13.6	27,798	89.8	98.8	187	0.6	1.9
50 to 99 employees 100 to 249 employees	27,687 44,537	15,637 11,891	3,214 7,757	11.6 17.4	19.8 28.8	24,075 36,606	87.0 82.2	98.8 98.9	398 175	1.4 0.4	2.3 3.3
250 to 499 employees	36,244	4,501	6,163	17.4	41.2	30,000	82.9	98.6	40	0.4	5.3 5.1
500 or more employees	649,650	6,723	257,372	39.6	54.8	391,484	60.3	98.7	795	0.1	11.6
Manufacturers	580,999	68,148	214,269	36.9	18.0	366,219	63.0	99.0	511	0.1	2.3
no. employees unknown (3)	22,330	13,020	6,773	30.3	14.8	15,537	69.6	98.1	20	0.1	1.0
1 to 19 employees	5,855	21,766	807	13.8	7.2	5,021	85.7	99.0	27	0.5	1.0
20 to 49 employees	8,372	13,700	670	8.0	12.7	7,692	91.9	99.3	10	0.1	1.4
50 to 99 employees	10,753	8,112	1,060	9.9	20.6	9,680	90.0	99.3	13	0.1	2.1
100 to 249 employees 250 to 499 employees	23,252 20,974	6,390 2,370	4,253 3,260	18.3 15.5	32.8 50.3	18,972 17,681	81.6 84.3	99.5 99.6	27 33	0.1 0.2	3.3 6.2
500 or more employees	489,462	2,790	197,445	40.3	74.0	291,636	59.6	99.8	381	0.2	18.5
Wholesalers	203,924	82,904	54,757	26.9	12.7	148,238	72.7	98.7	929	0.5	2.3
no. employees unknown (3)	20,137	22,292	4,114	20.4	8.7	15,980	79.4	98.2	43	0.2	1.2
1 to 19 employees	39,136	44,116	3,189	8.1	10.3	35,645	91.1	98.7	302	0.8	2.2
20 to 49 employees	13,626	8,992	1,182	8.7	17.4	12,413	91.1	99.2	31	0.2	2.9
50 to 99 employees	12,370	3,688	1,758	14.2	24.1	10,433	84.3	99.2	179	1.4	3.4
100 to 249 employees	14,877	2,270	2,389	16.1	32.4	12,365	83.1	99.2	123 3	0.8	5.1
250 to 499 employees 500 or more employees	9,313 94,465	766 780	1,978 40,148	21.2 42.5	43.5 63.7	7,332 54,069	78.7 57.2	99.1 99.5	249	0.0 0.3	6.0 17.3
• •	124,537	89,655	28,892	23.2	9.2	95,185	76.4	96.8	461	0.4	1.9
Other companies (4) no. employees unknown (3)	18,162	34,971	3,346	18.4	7.3	14,757	81.3	96.3	59	0.4	1.7
1 to 19 employees	16,664	35,655	2,770	16.6	6.7	13,756	82.5	97.0	138	0.8	2.1
20 to 49 employees	8,814	7,588	1,078	12.2	10.7	7,664	87.0	97.5	71	0.8	1.3
50 to 99 employees	4,281	3,810	356	8.3	13.9	3,899	91.1	97.4	26	0.6	1.6
100 to 249 employees	5,961	3,191	873	14.6	18.0	5,077	85.2	97.5	11 4	0.2	1.9
250 to 499 employees 500 or more employees	5,769 64,886	1,342 3,098	868 19,600	15.0 30.2	23.9 35.7	4,897 45,135	84.9 69.6	96.7 97.4	151	0.1 0.2	2.5 4.1
Unclassified companies	6,293	7,278	1,576	25.0	7.8	4,431	70.4	96.9	285	4.5	0.9
Multiple location companies	718,931	25,042	268,059	37.3	34.2	449,441	62.5	98.8	1,431	0.2	5.5
no. employees unknown (3)	894	338	113	12.7	21.0	-	(5) 87.3	98.2	(D)	(D)	1.5
1 to 19 employees	3,602	2,213	547	15.2	14.6		(5) 84.8	97.9	(D)	(D)	1.9
20 to 49 employees	7,144	3,682	946	13.2	17.5	6,112	85.6	98.6	85	1.2	2.0
50 to 99 employees	10,803	4,015	1,648	15.3	22.6	8,819	81.6	99.1	337	3.1	2.8
100 to 249 employees 250 to 499 employees	26,894 27,779	5,577 3,204	3,786 5,228	14.1 18.8	31.8 42.5	22,955 22,538	85.4 81.1	98.9 99.1	153 14	0.6 0.0	4.0 5.5
500 or more employees	641,815	6,013	255,791	39.9	57.8	385,237	60.0	98.7	787	0.0	12.6
Manufacturers	515,444	9,581	201,152	39.0	46.7	313,893	60.9	99.8	400	0.1	8.2
no. employees unknown (3)	110	60	41	36.8	33.3		(5) 63.2	100.0	(D)	(D)	1.7
1 to 19 employees	134	287	38	28.0	11.8		(5) 72.0	99.7	(D)	(D)	1.4
20 to 49 employees 50 to 99 employees	607 3,060	865 1,479	55 327	9.0 10.7	19.0 27.4	552 2,732	90.9 89.3	99.5 99.7	1	0.1 0.0	1.8 2.6
100 to 249 employees	11,854	2,626	1,899	16.7	38.2	9,945	83.9	99.7	10	0.0	4.3
250 to 499 employees	15,782	1,675	2,602	16.5	52.7	13,171	83.5	99.9	9	0.1	6.8
500 or more employees	483,896	2,589	196,191	40.5	75.9	287,327	59.4	99.9	379	0.1	19.3
Wholesalers	123,871	7,042	44,532	36.0	29.1	78,807	63.6	99.0	532	0.4	5.2
no. employees unknown (3)	187	136	15	8.2	19.1		(5) 91.8	99.3	(D)	(D)	2.2
1 to 19 employees 20 to 49 employees	2,070 3,039	1,099 1,638	259 391	12.5 12.9	16.9 19.2	1,809 2,641	87.4 86.9	97.5 99.3	2 8	0.1 0.2	2.1 2.6
50 to 99 employees	6,165	1,433	1,142	18.5	23.5		(5) 81.5	99.3		(D)	3.9
100 to 249 employees	11,278	1,401	1,000	8.9	32.2	10,158	90.1	99.1	120	1.1	5.3
250 to 499 employees	7,887	602	1,767	22.4	43.5	,	77.6	99.2		0.0	6.1
500 or more employees	93,245	733	39,957	42.9	64.1	(5) 53,289	(5) 57.1	99.7	(D)	(D)	17.5

See footnotes at end of exhibit.

Exhibit 3b 2006 Exports to Related Parties by Company Type and Employment Size - Continued

Note: This exhibit 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.

			Relat	ed Party	Trade	Non-R	elated Party	/ Trade	Non-Reported		
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
Multiple location companies											
Other companies (4)	77,143	8,242	21,735	28.2	24.1	55,193	71.5	97.5	215	0.3	2.6
no. employees unknown (3)	506	130	(5) 53	(5) 10.3	16.2	453	89.7	96.2	(D)	(D)	0.8
1 to 19 employees	895	812	(5) 209	(5) 23.4	12.2	686	76.6	97.9	(D)	(D)	1.6
20 to 49 employees	3,369	1,152	477	14.2	13.8	2,890	85.8	97.1	3	0.1	1.0
50 to 99 employees	1,294	1,080	139	10.7	14.8	1,154	89.1	97.8	1	0.1	1.4
100 to 249 employees	3,318	1,513	645	19.4	20.4	2,665	80.3	97.6	8	0.2	2.0
250 to 499 employees	3,923	911	801	20.4	23.2	3,120	79.5	97.5	2	0.1	2.5
500 or more employees	63,838	2,644	19,464	30.5		44,226	69.3	97.4	148	0.2	4.6
Unclassified companies	2,473	177	641	25.9	32.8	1,547	62.6	96.0	284	11.5	13.0
Single location companies	196,821	222,943	31,435	16.0	10.3	164,632	83.6	97.9	755	0.4	1.8
no. employees unknown (3)	63,610	76,869	15,071	23.7	8.9	(5) 48,539	(5) 76.3	97.2	(D)	(D)	1.3
1 to 19 employees	58,589	99,501	6,303	10.8	8.2	(5) 52,286	(5) 89.2	98.1	(D)	(D)	1.9
20 to 49 employees	23,796	26,630	2,008	8.4	13.1	21,686	91.1	98.8	101	0.4	1.8
50 to 99 employees	16,885	11,622	1,566	9.3	18.8	15,257	90.4	98.7	62	0.4	2.2
100 to 249 employees	17,643	6,314	3,970	22.5	26.0	13,651	77.4	98.8	22	0.1	2.7
250 to 499 employees	8,465	1,297	935	11.1	37.8	7,502	88.6	97.5	27	0.3	4.2
500 or more employees	7,835	710	1,581	20.2	29.0	6,246	79.7	98.2	8	0.1	3.9
Manufacturers	65,555	58,567	13,117	20.0	13.3	52,326	79.8	98.9	112	0.2	1.4
no. employees unknown (3)	22,220	12,960	6,733	30.3	14.7	(5) 15,487	(5) 69.7	98.1	(D)	(D)	1.0
1 to 19 employees	5,721	21,479	769	13.5	7.2	(5) 4,951	(5) 86.5	99.0	(D)	(D)	1.0
20 to 49 employees	7,765	12,835	616	7.9	12.3	7,140	91.9	99.2	10	0.1	1.4
50 to 99 employees	7,693	6,633	733	9.5	19.1	6,948	90.3	99.2	12	0.2	2.0
100 to 249 employees	11,398	3,764	2,354	20.7	29.0	9,027	79.2	99.4	17	0.2	2.7
250 to 499 employees	5,192	695	658	12.7	44.5	4,510	86.9	98.7	24	0.5	4.9
500 or more employees	5,566	201	1,254	22.5	48.8	4,309	77.4	99.0	2	0.0	7.5
Wholesalers	80,053	75,862	10,225	12.8	11.1	69,431	86.7	98.6	397	0.5	2.1
no. employees unknown (3)	19,950	22,156	4,099	20.5	8.7	(5) 15,851	(5) 79.5	98.2	(D)	(D)	1.2
1 to 19 employees	37,066	43,017	2,930	7.9	10.1	33,836	91.3	98.7	300	0.8	2.2
20 to 49 employees	10,586	7,354	791	7.5	17.0	9,772	92.3	99.1	23	0.2	3.0
50 to 99 employees	6,205	2,255	616	9.9	24.4	(5) 5,588	(5) 90.1	99.1	(D)	(D)	3.1
100 to 249 employees	3,599	869	1,388	38.6		2,207	61.3	99.2	3 1	0.1	4.7
250 to 499 employees 500 or more employees	1,426 1,220	164 47	211 191	14.8 15.6	43.3 57.4	1,215 (5) 1,029	85.2 (5) 84.4	98.8 95.7	(D)	0.0 (D)	5.5 14.9
Other companies (4)	47,394	81,413	7,157	15.1	7.7	39,992	84.4	96.7	245	0.5	1.9
no. employees unknown (3)	17,657	34,841	(5) 3,353		7.2	14,304	81.0	96.3	(D)	(D)	1.7
1 to 19 employees	15,770	34,843	(5) 2,699		6.6	13,070	82.9	97.0	(D)	(D)	2.1
20 to 49 employees	5,444	6,436	601	11.0	10.1	4,774	87.7	97.5	69	1.3	1.4
50 to 99 employees	2,987	2,730	217	7.3	13.6	2,745	91.9	97.2	24	0.8	1.7
100 to 249 employees	2,642	1,678	228	8.6	15.9	2,412	91.3	97.3	2	0.1	1.8
250 to 499 employees	1,846	431	67	3.6		1,777	96.3	95.1	2	0.1	2.6
500 or more employees	1,049	454	136	13.0	17.8	909	86.7	98.0	3	0.3	1.3
Unclassified companies	3,820	7,101	935	24.5	7.2	2,884	75.5	96.9	1	0.0	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 2006.

⁽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.

Exhibit 4a 2007 Exports by Company Type and Employment Size to Number of Partner Countries

Note: This exhibit 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.

			Number of Countries to Which Company Exports											
			1 Co	untry	2-4 Co	untries	5-9 Co	untries	10-24 C	ountries	25-49 C	ountries	50+ Co	untries
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,031,007	266,457	4.6	57.8	6.4	25.5	6.6	9.0	15.1	5.8	18.1	1.5	49.2	0.4
no. employees unknown(2)	74,891	85,229	21.5	72.8	16.7	19.2	16.6	5.0	24.1	2.6	15.8	0.4	5.3	0.1
1 to 19 employees	71,248	107,550	22.9	58.7	28.6	28.4	23.3	8.7	19.0	3.8	5.7	0.4	0.5	0.0
20 to 49 employees	37,259	32,039	12.9	44.8	17.3	30.8	16.8	13.3	37.4	9.6	14.2	1.5	1.5	0.1
50 to 99 employees	32,897	16,815	7.4	40.1	17.0	29.3	19.4	15.1	35.9	12.1	16.3	3.2	4.1	0.3
100 to 249 employees	53,882	12,806	5.2	34.3	10.3	28.1	15.0	15.1	45.9	16.4	18.3	5.4	5.4	0.8
250 to 499 employees	41,507	4,942	2.9	29.2	9.6	25.1	11.3	14.8	33.5	19.2	33.8	9.9	8.9	1.8
500 or more employees	719,322	7,076	0.5	25.8	1.6	20.3	1.9	12.3	8.4	16.5	19.0	15.1	68.7	10.0
Manufacturers	674,603	71,563	1.4	42.9	3.1	29.3	3.7	13.1	10.9	10.5	17.1	3.3	63.8	1.0
no. employees unknown(2)	27,189	14,003	10.2	57.2	12.5	25.5	18.8	9.4	26.6	6.6	20.6	1.1	11.3	0.2
1 to 19 employees	6,320	22,832	27.9	52.9	28.6	30.8	20.1	10.9	20.2	5.0	(4) 3.2	0.4	(D)	0.0
20 to 49 employees	9,369	14,063	11.4	39.5	23.1	33.0	19.9	14.5	36.0	11.2	(4) 9.5	1.7	(D)	0.1
50 to 99 employees	12,349	8,472	7.6	32.9	16.7	31.0	22.9	17.3	33.4	14.5	14.4	3.9	5.0	0.4
100 to 249 employees	26,141	6,790	4.3	23.4	13.5	30.4	13.7	18.0	40.8	20.1	22.6	7.1	5.1	1.0
250 to 499 employees	24,692	2,516	2.6	17.2	9.5	24.6	12.5	17.6	29.7	24.5	35.1	13.5	10.6	2.5
500 or more employees	568,545	2,887	0.2	8.3	1.0	14.4	1.3	12.9	7.0	22.3	16.2	24.0	74.3	18.2
Wholesalers	204,114	87,669	7.9	51.9	12.1	30.3	12.8	10.3	24.5	6.0	19.2	1.2	23.5	0.2
no. employees unknown(2)	21,454	24,112	24.0	67.3	19.3	23.7	15.9	5.9	27.2	2.6	10.7	0.4	2.8	0.0
1 to 19 employees	46,485		17.6		28.7	33.2	26.3	10.3	20.7	4.7	6.3	0.5	0.3	0.0
20 to 49 employees	16,850	9,528	11.0	36.7	15.9	33.8	17.6	15.8	32.6	11.6	20.2	1.8	2.8	0.2
50 to 99 employees	14,677	3,973	3.6		13.0		19.2		41.7	14.2	18.1	3.8	4.3	0.3
100 to 249 employees	18,907	2,470	1.2	27.4	5.4	29.9				19.0		6.0	4.2	
250 to 499 employees	9,900		1.4	21.4	5.1	25.4	5.9		37.5	23.3		12.0	7.8	
500 or more employees	75,842	781	0.2	11.1	1.4	17.0	2.1	15.0	10.3	22.3	27.3	22.0	58.8	12.5
Other companies (3)	147,073	,	13.9	72.0	13.1	19.3	_	_		2.7	22.0	0.6	19.3	_
no. employees unknown(2)	21,664		31.7	80.3	20.2	15.0	13.7		16.3	1.4	16.7	0.2	1.2	0.0
1 to 19 employees	18,375	,	34.5	71.0	28.3	21.3	16.9	_	14.0	2.0	5.3	0.2	1.1	0.0
20 to 49 employees	10,989	,	17.0	62.7	14.4	23.7	12.9	_	46.0	4.6	(4) 9.6	0.7	(D)	0.0
50 to 99 employees	5,826		16.4	61.5	27.1	23.2	12.6			5.6	(4) 17.3	1.2	(D)	0.1
100 to 249 employees	8,611	,	16.5		11.5	22.5		_	31.6	7.2	10.1	1.7	8.7	0.4
250 to 499 employees	6,802	,	6.2	51.9	16.6		15.1	9.8	42.1	8.8	16.8	3.2	3.1	0.6
500 or more employees	74,806	3,362	3.4	43.9	5.9	25.9	6.1	11.2	16.7	10.3	31.8	6.2	36.0	2.5
Unclassified companies	5,215	7,138	26.3	78.8	14.3	15.9	21.2	3.4	29.5	1.6	6.0	0.2	2.8	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 2007.

⁽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.

Exhibit 4b 2006 Exports by Company Type and Employment Size to Number of Partner Countries

Note: This exhibit 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.

	7 1		Number of Countries to Which Company Exports											
			1 Co	untry	2-4 Co	untries		untries	10-24 C			Countries	50+ Co	untries
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Rov	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	915,752	247,985	4.6	58.5	6.4	25.2	6.8	8.9	13.4	5.6	18.	6 1.4	50.3	0.4
no. employees unknown(2)	64,504	77,207	20.6		17.3	19.0			22.0	2.6	16.		4.8	
1 to 19 employees	62,190	101,714	24.3	60.0	29.2	27.9	20.4	8.4	19.2	3.5	6.	4 0.3	0.5	0.0
20 to 49 employees	30,939	30,312	11.9	46.0	19.9	30.2	22.6	13.3	25.9	9.0	17.	5 1.4	2.2	0.1
50 to 99 employees	27,687	15,637	8.4	41.0	15.0	29.4	18.4	14.8	40.5	11.9	15.	1 2.8	2.5	0.2
100 to 249 employees	44,537	11,891	4.9	35.3	11.2	28.2	13.7	14.8	47.0	15.9	18.	7 5.2	4.6	0.7
250 to 499 employees	36,244	4,501	4.4	30.4	9.0	24.6	12.1	15.8	32.3	18.2	33.	9.5	8.6	
500 or more employees	649,650	6,723	0.6	26.0	1.7	20.9	2.3	12.0	6.9	16.1	19.	3 15.1	69.3	9.9
Manufacturers	580,999	68,148	1.6	44.0	3.1	28.9	4.2	13.0	10.1	10.1	17.	4 3.1	63.6	0.9
no. employees unknown(2)	22,330	13,020	10.5	57.2	12.7	25.5	23.2	9.6	21.7	6.3	23.	1.2	8.3	0.2
1 to 19 employees	5,855	21,766	27.9	54.2	27.6	30.2	21.9	10.6	20.4	4.7	(4) 2.	1 0.3	(D)	0.0
20 to 49 employees	8,372	13,700	12.6	41.8	22.8	31.5	22.9	14.5	32.7	10.6	(4) 9.	1 1.5	(D)	0.0
50 to 99 employees	10,753	8,112	9.3	33.8	17.6	31.6	20.2	16.9	35.6	14.3	13.	7 3.2	3.6	0.2
100 to 249 employees	23,252	6,390	4.7	25.4	11.6	29.9	15.7	18.0	40.3	19.1	22.	4 6.7	5.3	0.9
250 to 499 employees	20,974	2,370	5.0	17.6	9.2	24.7	15.3	19.0	35.1	23.9	28.	9 12.9	6.4	1.8
500 or more employees	489,462	2,790	0.2	8.5	1.1	15.9	1.5	12.1	6.0	22.0	16.	3.9	74.5	17.6
Wholesalers	203,924	82,904	6.9	53.2	11.0	29.9	10.4	10.0	20.3	5.6	19.	3 1.2	32.1	0.2
no. employees unknown(2)	20,137	22,292	21.4	67.9	20.0	23.2	17.8	5.8	20.9	2.6	17.	6 0.3	2.4	0.0
1 to 19 employees	39,136	44,116	19.1	52.8	30.9	32.6	22.4	9.8	20.9	4.3	6.	3 0.5	0.4	0.0
20 to 49 employees	13,626	8,992	9.3	37.9	18.6	33.8	22.4	15.9	28.3	10.5	16.	7 1.8	4.7	0.1
50 to 99 employees	12,370	3,688	4.4	34.8	10.8	31.5	14.5	16.9	50.3	13.1	18.	9 3.5	1.2	0.3
100 to 249 employees	14,877	2,270	1.8	29.4	8.0	29.9	8.2	15.9	62.7	18.2	14.	5.7	4.7	0.8
250 to 499 employees	9,313	766	1.5	25.7	4.4	24.2	7.9	18.0	25.5	19.7	54.	8 10.7	5.9	1.7
500 or more employees	94,465	780	0.1	14.0	0.8	17.1	2.1	13.2	7.7	21.2	22.	8 21.5	66.4	13.1
Other companies (3)	124,537	89,655	14.0	72.7	13.5	19.0			17.2	2.6	(4) 43.	1 0.5	(D)	0.1
no. employees unknown(2)	18,162	34,971	30.3	80.8	19.4	14.6	13.7	3.0	24.3	1.4	10.	3 0.2	2.0	0.0
1 to 19 employees	16,664	35,655	35.9	72.3	26.6	20.6	15.8	5.2	15.3	1.7	5.	5 0.2	0.9	0.0
20 to 49 employees	8,814	7,588	15.5	63.1	19.6	23.6	22.2	8.1	15.4	4.5	(4) 27.	4 0.6		
50 to 99 employees	4,281	3,810	17.3	62.0	21.5	22.7	21.5	8.4	26.7	5.6	(4) 13.	1.1	(D)	0.1
100 to 249 employees	5,961	3,191	11.4	59.1	14.2	23.5	20.2	7.7	37.3	7.7	15.	2 1.8	1.7	0.3
250 to 499 employees	5,769	1,342	7.3	55.1	15.0	25.0	7.0	8.6	34.0	7.5	15.	6 2.8	21.1	1.0
500 or more employees	64,886	3,098	4.2	44.5	6.8	26.1	8.6	11.6	12.0	9.7	32.	5.6	35.5	2.4
Unclassified companies	6,293	7,278	22.9	79.4	21.0	15.3	16.0	3.6	18.3	1.4	(4) 21.	В 0.3	(D)	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 2006.

⁽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.

Exhibit 5a 2007 Exports by Company Employment Size to World Areas and Selected Countries

Note: This exhibit 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.

Courty of Design Part Month Design Part Design Desi	value in millions of dollars. Del	alis may not e	quai ioiais u	ue to rounding		number of												
Country of Destination Country of Destinat							1-19 em	plovees	20-49 en	nplovees	50-99 en	nplovees	100-249 e	mplovees	250-499 e	mplovees	500+ em	plovees
Country Coun				Number of												Number of		
The countries 1,162,479 103,1007 204,557 74,991 86,229 71,246 107,955 72,290 20,000 23,000 23,000 24,000 14,50			Known	Identified	Known	Identified	Known	Identified	Known	Identified	Known	Identified	Known	Identified	Known	Identified	Known	Identified
Top Page P	Country of Destination	Total Value	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters
Camelan 1961 1964 1962 1967 1968 1977 1969	All countries	1,162,479	1,031,007	266,457	74,891	85,229	71,248	107,550	37,259	32,039	32,897	16,815	53,882	12,806	41,507	4,942	719,322	7,076
Mexico	Top 25 countries	974,961	864,111	223,518	59,681	64,793	53,305	91,253	29,880	28,898	26,483	15,381	43,367	11,824	34,656	4,637	616,739	6,732
Chines	Canada	249,013		95,715	8,777			38,149	5,583	15,357	5,599		8,805	7,419			150,036	5,139
Japan		,				,	6,377	14,211										
United Kingdom				,		-,					,			,				,
Remain March Mar	•																	
Republic of Korean 34,703 32,226 20,261 2,061 3,931 2,718 6,218 924 2,914 902 1,963 3,291 1,966 561 1,003 21,379 2,251 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1,006 1,007 1	United Kingdom	50,296	45,025	43,690	3,519	8,731	3,022	14,555	2,863	7,031	1,639	4,389	2,295	3,851	2,049	1,829	29,637	3,304
Netherlands	Germany	49,652		32,711	2,912		1,794	10,406	2,082		1,006			3,089	1,777		34,535	
France 27,407 25,516 19,454 1,465 3,508 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,386 1,387 1,386 1,386 1,387 1,386 1,386 1,387 1,386 1,386 1,387 1,386 1,386 1,387 1,386 1,386 1,386 1,387 1,386 1,	Republic of Korea	34,703	32,226	20,261	2,051	3,931	2,718	6,213	924	2,914	902	1,953	3,291	1,996	961	1,003	21,379	2,251
Tawan				,														
Singapora 26,284 24,468 19,688 1,397 3,651 723 5,522 518 3,137 4,08 2,059 748 2,085 623 1,023 20,033 2,185 1,861 2,232 2,3910 15,164 1,774 3,062 1,445 3,155 350 1,516 416 1,1574 3,157 3,666 17,478 1,665																		
Belgium	Taiwan	26,359	25,241	17,200	1,405	3,085	1,368	4,943	531	2,647	614	1,782	1,517	1,774	1,056	947	18,750	2,022
Brazil 24,628 23,210 15,184 1,774 3,062 1,445 3,045 6,98 2,106 493 1,545 1,625 1,611 6,65 9,10 16,183 2,026 Australia 19,205 16,676 27,329 1,392 5,069 889 8,10 5,032 3,452 4,400 496 2,835 883 2,646 685 1,312 12,057 2,583 Australia 17,829 11,1175 803 1,744 1,838 3,207 1,364 4,77 746 2,279 4,400 496 2,835 889 1,176 1,177 1,176 1,1	Singapore	26,284	24,458	19,668	1,397	3,651	723	5,522	518	3,137	408	2,059	748	2,085	623	1,029	20,039	2,185
Hong Kong	Belgium	25,292	23,910	11,643	2,701	2,093	1,499	3,153	350	1,618	416	1,197	789	1,241	726	686	17,428	1,655
Australia	Brazil	24,628	23,210	15,184	1,774	3,062	1,445	3,945	698	2,106	493	1,544	1,252	1,611	665	910	16,883	2,006
India	Hong Kong													,				
Switzerland 17,040 13,613 11,175 803 17,94 1,363 3,286 1,871 1,736 458 1,170 356 1,125 265 605 8,489 1,477 1,478 13,111 13,	Australia	19,205	16,876	27,329	1,392	5,069	889	8,504	535	4,400	496	2,835	823	2,646	685	1,312	12,057	2,563
Haly	India	17,592	16,151	15,636	972	3,027	1,336	4,473	746	2,278	455	1,515	798	1,576	516	815	11,327	1,952
Indicate 13,019 10,255 14,066 841 2,415 1,520 4,082 326 2,160 383 1,469 491 1,441 337 774 6,356 1,715 1,686 11,686 11,686 11,686 11,686 11,686 11,286 1,28	Switzerland	17,040	13,613	11,175	803	1,794	1,363	3,268	1,871	1,736	458	1,170	356	1,125	265	605	8,498	1,477
Malaysia 11,680 11,236 10,454 504 1,739 383 2,570 335 1,573 228 1,125 443 1,228 423 653 8,920 1,566	Italy	14,141	13,111	18,921	903	3,320	804	5,645	527	2,972	550	2,017	776	1,937	629	947	8,921	2,083
United Arab Emirates	Israel					,								,				
Saudi Arabia 10,399 9,509 8,621 665 1,749 822 2,300 344 1,112 159 863 541 864 333 489 6,645 1,250	Malaysia	11,680	11,236	10,454	504	1,739	383	2,570	335	1,573	228	1,125	443	1,228	423	653	8,920	1,566
Venezuela 10.199 9,486 9,449 1,140 2,572 1,591 2,828 282 885 703 612 220 766 119 466 5,421 1,329 1,369	United Arab Emirates	11,609	10,616	12,977	937	2,859	941	3,832	767	1,738	215	1,153	363	1,184	212	661	7,181	1,550
Spain Spai	Saudi Arabia	10,399	9,509	8,621	665	1,743	822	2,300	344	1,112	159	863	541	864	333	489	6,645	1,250
Ireland 9,011 8,648 8,695 423 1,359 190 2,008 186 1,346 154 1,067 296 1,017 206 531 7,192 1,367 All other countries 187,518 166,895 111,443 15,210 33,413 17,943 41,173 7,379 14,292 6,414 8,088 10,515 6,890 6,851 2,948 102,583 4,639 North America 385,555 317,687 124,487 18,621 27,392 14,300 48,728 9,532 19,099 9,448 10,939 15,164 8,965 13,659 3,713 236,622 5,651 Europe 286,845 260,925 102,577 22,456 26,622 16,441 38,232 11,324 14,667 8,846 8,409 12,615 6,975 9,968 2,961 179,276 4,711 Euro Area 180,563 168,321 70,517 14,952 16,717 8,061 25,183 5,258 10,540 4,838 6,280 7,896 5,496 6,111 2,368 12,205 3,933 European Union 247,343 226,559 94,642 19,640 23,784 12,124 35,047 807 2,988 851 2,011 1,316 1,968 645 1,052 13,511 2,249 OECD - Europe 749,224 650,909 197,851 44,942 53,726 35,551 80,111 23,296 26,937 20,924 14,633 33,546 11,374 27,198 4,509 465,452 6,561 Pacific Rim Countries 281,447 264,281 29,496 17,392 23,102 20,864 35,289 8,184 13,291 8,344 7,561 15,514 6,337 11,446 2,666 182,537 4,250 Asia - Near East 46,332 39,732 33,033 3,296 7,752 3,395 10,691 1,779 4,775 933 3,001 2,065 2,814 1,196 1,411 2,668 182,537 4,250 Asia - South 20,829 18,815 18,512 1,201 3,728 1,604 5,537 18,970 2,553 18,970 1,385 3,253 10,891 1,795 670 9,28 12,656 2,132 ASEAN 60,560 57,174 34,474 34,18 7,187 2,722 10,860 1,497 8,764 3,483 5,361 5,469 4,835 3,499 4,624 4,147 4,174 APEC 696,919 609,408 186,598 38,503 50,025 38,187 75,703 18,970 25,553 11,035 1,466 871 1,535 8,40 8,866 8,789 2,484 1,414 4,420 4,474 4,474 4,474 4,474 4,474 4,474 4,474 4,474 4,474 4,474 4,474	Venezuela	10,199	9,486	9,449	1,140	2,572	1,591	2,828	282	885	703	612	230	766	119	466	5,421	1,320
All other countries 187,518 166,895 111,443 15,210 33,413 17,943 41,173 7,379 14,292 6,414 8,088 10,515 6,890 6,851 2,948 102,583 4,639 North America 385,555 317,687 124,487 18,621 27,392 14,300 48,728 9,532 19,099 9,448 10,939 15,164 8,965 13,659 3,713 236,962 5,651 Europe 286,485 260,925 102,577 22,456 26,622 16,441 38,232 11,324 14,667 8,846 8,409 12,615 6,975 9,968 2,961 179,276 4,711 20,776 11,000 10	•																	
North America 385,555 317,687 124,487 18,621 27,392 14,300 48,728 9,532 19,099 9,448 10,939 15,164 8,965 13,659 3,713 236,962 5,651 Europe 286,485 260,925 102,577 22,456 26,622 16,441 38,232 11,324 14,667 8,846 8,409 12,615 6,975 9,968 2,961 179,276 4,711 Euro Area 180,563 168,321 70,517 14,952 16,717 8,061 25,183 5,258 10,540 4,838 6,280 7,896 5,496 6,111 2,368 121,205 3,933 Africa 23,664 21,401 22,764 1,576 5,719 2,694 6,777 807 2,988 851 2,011 1,316 1,968 645 1,052 13,511 2,249 (50,009) 197,851 44,942 53,726 35,726 35,726 35,726 3,935 10,691 1,779 4,775 933 3,001 2,065 2,814 1,194 2,666 182,537 4,250 Asia -NICS 107,467 100,544 51,583 6,596 11,597 7,670 18,275 3,065 7,765 2,780 4,651 107,467 100,544 51,583 6,596 11,597 7,670 18,275 3,065 7,765 2,780 4,651 107,467 100,544 51,583 6,596 11,597 7,670 18,275 3,065 7,765 2,780 4,651 16,665 4,158 3,667 1,848 70,109 3,289 Asia -South 20,864 20,824 18,509 40,408 186,598 38,503 50,025 38,187 75,703 18,970 25,563 18,972 13,851 32,253 10,994 1,815 32,246 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 37,86 20,1416 America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 37,86 20,1416 America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20,1416 America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20,1416 America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20,1416 America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20,1416 America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20,1416 America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20,1416 America 107,528 97,335 69,227 9,504	Ireland	9,011	8,648	8,695	423	1,359	190	2,008	186	1,346	154	1,067	296	1,017	206	531	7,192	1,367
Europe 286,485 260,925 102,577 22,456 26,622 16,441 38,232 11,324 14,667 8,846 8,409 12,615 6,975 9,968 2,961 179,276 4,711 Euro Area 180,663 168,321 70,517 14,952 16,717 8,061 25,183 5,258 10,540 4,838 6,280 7,896 5,496 6,111 2,368 121,205 3,933 European Union 247,343 226,559 94,642 19,640 23,784 12,124 35,047 8,754 13,800 7,051 7,962 11,083 6,664 8,896 2,842 159,101 4,543 Africa 23,664 21,401 22,764 1,576 5,719 2,694 6,777 807 2,988 851 2,011 1,316 1,968 645 1,052 13,511 2,249 OECD - Europe 749,224 650,909 197,851 44,942 53,726 35,551 80,111 23,296 26,937 20,924 14,633 33,546 11,374 27,198 4,509 465,452 6,661 Pacific Rim Countries 46,332 39,732 33,093 3,296 7,752 3,955 10,691 1,779 4,775 933 3,001 2,065 2,814 1,196 1,114 26,528 2,649 Asia - NicS 107,467 100,544 51,583 6,596 11,597 7,670 18,275 3,065 7,765 2,780 4,651 6,665 4,158 3,657 1,848 70,109 3,289 Asia - South 20,829 18,815 18,512 1,201 3,728 10,448 24,247 4,179 8,764 3,447 America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 20,145 America 203,0616 208,432 83,794 18,136 24,503 15,042 28,935 7,533 11,055 6,745 6,655 10,994 5,860 7,896 6,101 2,428 127,570 3,948 NATO Allies 486,439 413,691 157,664 27,720 33,99 19,873 63,075 14,133 22,920 12,810 12,800 10,188 17,262 4,121 302,848 NATO Allies 486,439 413,691 157,664 27,720 33,99 19,873 63,075 14,133 22,920 12,810 12,800 10,188 17,262 4,121 302,848 NATO Allies 486,439 413,691 157,664 27,720 33,99 19,873 63,075 14,133 22,920 12,810 12,800 10,188 17,262 4,121 302,848 NATO Allies 486,439 413,691 157,664 27,720 33,99 19,873 63,075 14,133 22,920 12,810 12,800 10,188 17,262 4,121 302,848 NATO Allies 486,439 413,691 157,664 27,720 33,99 19,873 63,075 14,133 22,920 12,810 12,800 10,88 17,262 4,121 302,848 NATO Allies 486,439 413,691 157,664 27,720 33,99 19,873 63,075 14,133 22,920 12,810 12,800 10,88 17,262 4,121 302,848 NATO Allies 486,439 413,691 157,664 27,720 33,99 19,873 63,075 14,133 22,920 12,810 12,800 10,88 17,262 4,121 302,848 NATO Allies 486,439 4	All other countries	187,518	166,895	111,443	15,210	33,413	17,943	41,173	7,379	14,292	6,414	8,088	10,515	6,890	6,851	2,948	102,583	4,639
Euro Area 180,563 168,321 70,517 14,952 16,717 8,061 25,183 5,258 10,540 4,838 6,280 7,896 5,496 6,111 2,368 121,205 3,933 20,000 10,00	North America			,													,	
European Union 247,343 226,559 94,642 19,640 23,784 12,124 35,047 8,754 13,800 7,051 7,962 11,083 6,664 8,896 2,842 159,011 4,543 Africa 23,664 21,401 22,764 1,576 5,719 2,694 6,777 807 2,988 851 2,011 1,316 1,968 645 1,052 13,511 2,249 (650,909) 197,851 44,942 53,726 35,551 80,111 23,296 26,937 20,924 14,633 33,546 11,374 27,198 45,594 465,452 6,561 Asia - Near East 46,332 39,732 33,093 3,296 7,752 3,935 10,691 1,779 4,775 933 3,001 2,065 2,814 1,196 1,411 26,528 2,649 Asia - NICS 107,467 100,544 51,583 6,596 115,597 7,670 18,275 3,065 7,765 2,780 4,651 6,665 4,158 3,657 1,848 70,109 3,289 Asia - South 20,829 18,815 18,512 1,201 3,728 1,604 5,537 848 2,653 604 1,739 1,034 1,795 670 928 12,856 2,132 ASEAN 60,560 57,174 34,474 3,418 7,187 2,722 10,860 1,502 5,415 1,204 3,395 2,717 3,267 1,910 1,528 43,666 2,822 APEC 696,919 609,408 186,598 38,503 50,025 38,187 75,703 18,970 25,563 18,972 13,851 32,253 10,889 26,097 4,285 436,426 6,282 South/Central America 203,305 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,615 5,665 2,489 4,835 2,634 142,137 4,147 Cent. Am. Common Market 16,322 14,627 17,601 1,481 4,220 1,457 5,452 678 2,113 532 1,466 6871 1,508 10,188 17,262 4,121 302,184 6,159 10,188 17,262 4,121 30	•										-,			,				
Africa 23,664 21,401 22,764 1,576 5,719 2,694 6,777 807 2,988 851 2,011 1,316 1,968 645 1,052 13,511 2,249 OECD - Europe 749,224 650,909 197,851 44,942 53,726 35,551 80,111 23,296 26,937 20,924 14,633 33,546 11,374 27,198 4,509 465,452 6,561 Pacific Rim Countries 281,447 264,281 92,496 17,392 23,102 20,864 35,289 8,184 13,291 8,344 7,561 15,514 6,337 11,446 2,666 182,537 4,250 4,251 107,467 100,544 51,583 6,596 11,597 7,670 18,275 3,095 10,691 1,779 4,775 9,33 3,001 1,506 20,829 18,815 18,512 1,201 3,728 1,604 5,537 848 2,653 604 1,739 1,034 1,795 670 928 12,856 2,132 ASEAN 60,560 57,174 34,474 3,418 7,187 2,722 10,860 1,902 5,415 1,240 3,395 2,717 3,267 1,910 1,528 43,266 2,822 APEC 696,919 609,408 186,598 38,503 50,025 38,187 75,703 18,970 25,563 18,972 13,851 32,253 10,889 26,097 4,285 436,426 6,282 South/Central America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 3,499 2,246 60,804 3,786 20 Latin Amer. Republics 208,432 14,627 17,601 1,481 4,220 1,457 5,452 678 2,113 532 1,466 871 1,535 840 868 8,769 1,947 LAFTA 203,305 183,927 71,778 15,656 20,197 12,517 24,295 6,346 9,677 5,929 5,917 9,299 5,316 6,610 2,428 127,570 3,948 NATO Allies																		
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Asia - Near East 46,332 39,732 33,093 3,296 7,752 3,935 10,691 1,779 4,775 933 3,001 2,065 2,814 1,196 1,411 26,528 2,649 Asia - NICS 107,467 100,544 51,583 6,596 11,597 7,670 18,275 3,065 7,765 2,780 4,651 6,665 4,158 3,657 1,848 70,109 3,289 Asia - South 20,829 18,815 18,512 1,201 3,728 1,604 5,537 848 2,653 604 1,739 1,034 1,795 670 928 12,856 2,132 ASEAN 60,560 57,174 34,474 3,418 7,187 2,722 10,860 1,902 5,415 1,240 3,395 2,717 3,267 1,910 1,528 43,266 2,822 APEC 696,919 609,408 186,598 38,503 50,025 38,187 75,703 18,970 25,563 18,972 13,851 32,253 10,889 26,097 4,285 436,426 6,282 South/Central America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20 Latin Amer. Republics 230,616 208,432 83,794 18,136 24,503 15,042 28,935 7,533 11,035 6,745 6,653 10,994 5,860 7,845 2,634 142,137 4,174 Cent. Am. Common Market 16,322 14,627 17,601 1,481 4,220 1,457 5,452 678 2,113 532 1,466 871 1,535 840 868 8,769 1,947 LAFTA 203,305 183,927 71,778 15,656 20,197 12,517 24,295 6,346 9,677 5,929 5,917 9,299 5,316 6,610 2,428 127,570 3,948 NATO Allies 486,439 413,691 157,664 27,720 38,399 19,873 63,075 14,133 22,920 12,810 12,802 19,708 10,188 17,262 4,121 302,184 6,159	OECD - Europe	749,224	650,909	197,851	44,942	53,726	35,551	80,111	23,296	26,937	20,924	14,633	33,546	11,374	27,198	4,509	465,452	6,561
Asia - NICS 107,467 100,544 51,583 6,596 11,597 7,670 18,275 3,065 7,765 2,780 4,651 6,665 4,158 3,657 1,848 70,109 3,289														,	, -			
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APEC 696,919 609,408 186,598 38,503 50,025 38,187 75,703 19,970 25,563 18,972 13,851 32,253 10,889 26,097 4,285 436,426 6,282 South/Central America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20 Latin Amer. Republics 230,616 208,432 83,794 18,136 24,503 15,042 28,935 7,533 11,035 6,745 6,653 10,994 5,860 7,845 2,634 142,137 4,174 Cent. Am. Common Market 16,322 14,627 17,601 1,481 4,220 1,457 5,452 678 2,113 532 1,466 871 1,535 840 868 8,769 1,947 LAFTA 203,305 183,927 71,778 15,656 20,197 12,517 24,295 6,346 9,677 5,929 5,917 9,299 5,316 6,610 2,428 127,570 3,948 NATO Allies 486,439 413,691 157,664 27,720 38,399 19,873 63,075 14,133 22,920 12,810 12,802 19,708 10,188 17,262 4,121 302,184 6,159	ASEAN	60 560	57 174	34 474	3 418	7 187	2 722	10.860	1 902	5 415	1 240	3 395	2 717	3 267	1 910	1 528	43 266	2 822
South/Central America 107,528 97,335 69,227 9,504 19,988 10,448 24,247 4,179 8,764 3,483 5,361 5,469 4,835 3,449 2,246 60,804 3,786 20 Latin Amer. Republics 230,616 208,432 83,794 18,136 24,503 15,042 28,935 7,533 11,035 6,745 6,653 10,994 5,860 7,845 2,634 142,137 4,174 6,17																		
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LAFTA 203,305 183,927 71,778 15,656 20,197 12,517 24,295 6,346 9,677 5,929 5,917 9,299 5,316 6,610 2,428 127,570 3,948 NATO Allies 486,439 413,691 157,664 27,720 38,399 19,873 63,075 14,133 22,920 12,810 12,802 19,708 10,188 17,262 4,121 302,184 6,159						,												
NATO Allies 486,439 413,691 157,664 27,720 38,399 19,873 63,075 14,133 22,920 12,810 12,802 19,708 10,188 17,262 4,121 302,184 6,159	Cent. Am. Common Market	16,322	14,627	17,601	1,481	4,220	1,457	5,452	678	2,113	532	1,466	871	1,535	840	868	8,769	1,947
NATO Allies 486,439 413,691 157,664 27,720 38,399 19,873 63,075 14,133 22,920 12,810 12,802 19,708 10,188 17,262 4,121 302,184 6,159	1 A ETA	202.225	400.00	74 77^	45.050	00.407	40.547	04.00=	0.010	0.077	F 000	- 0.7-	0.000	F 040	0.040	0.400	407.530	0.040
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⁽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 2007.

Exhibit 5a

2007 Exports by Company Employment Size to World Areas and Selected Countries - Continued

World Area Country Groupings (2007):

North America -

Canada, Mexico.

Europe -

Albania, Andorra, Armenia, Austria, Azerbaijan, Belarus, Belgium, Bosnia-Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Germany Georgia, Gibraltar, Greece, Hungary, Iceland, Ireland, Italy, Kazakhstan, Kyrgyzstan, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Macedonia, Moldova, Monaco, Montenegro, Netherlands, Norway, Poland, Portugal, Romania, Russia, San Marino, Serbia, Slovakia, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, Tajikistan, Turkmenistan, Ukraine, United Kingdom, Uzbekistan, Vatican City.

Euro Area -

Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Slovenia, Spain,

European Union -

Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

Africa -

Algeria, Angola, Benin, Botswana, British Indian Ocean Territories, Burkina, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo (Brazzaville), Congo (Kinshasa), Cote d' Ivoire, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, French Southern and Antarctic Lands, Gabon, Gambia, Ghana, Guinea, Guinea, Bissau, Kenya, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Morocco, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, St. Helena, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe.

Organization for Economic Co-operation and Development in Europe (OECD) -

Austria, Australia, Belgium, Canada, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Japan, Korea, Luxembourg, Mexico, Netherlands, New Zealand, Norway, Poland, Portugal, Slovakia, Spain, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries -

Australia, Brunei, China, Hong Kong, Indonesia, Japan, 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) -

Hong Kong, Korea, Singapore, Taiwan.

Asia - South -

Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

Association of South East Asian Nations (ASEAN) -

Brunei, Burma (Myanmar), Cambodia, Indonesia, Laos, Malaysia, Philippines, Singapore, Thailand, Vietnam.

Asia - Pacific Economic Cooperation (APEC) -

Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Korea, Malaysia, Mexico, New Zealand, Papua New Guinea, Peru, Philippines, Russia, Singapore, Thailand, Taiwan, Vietnam.

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, Uruquay, Venezuela.

Central American Common Market -

Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

Latin American Free Trade Association (LAFTA) -

Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO Allies -

Belgium, Bulgaria, Canada, Czech Republic, Denmark, Estonia, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Turkey, United Kingdom.

OPEC -

Algeria, Angola, Indonesia, Iran, Irag, Kuwait, Libva, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela,

Exhibit 5b 2006 Exports by Company Employment Size to World Areas and Selected Countries

Note: This exhibit 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.

Part	Value in millions of dollars. Det	tails may not e	qual totals di	ue to rounding														
Part							1_10 am	nlovees	20-49 on	nnlovese	50-00 on	nnlovees	100-240 6	mnlovees	250-400 6	mnlovees	500± on	nlovees
Country of Destination Country of Destinat				Number of	Umpio,		, , , , , , , ,				00 00 01				200 700 0		, , , , , , , , , , , , , , , , , , ,	
Accorations			Known	Identified	Known		Known		Known		Known		Known		Known		Known	
Top	Country of Destination	Total Value	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters
Canada	All countries	1,036,635	915,752	247,985	64,504	77,207	62,190	101,714	30,939	30,312	27,687	15,637	44,537	11,891	36,244	4,501	649,650	6,723
Mexico	Top 25 countries	883,982	779,676	209,110	51,173	59,202	48,435	86,590	24,849	27,377	22,511	14,264	37,524	11,062	29,213	4,223	565,970	6,392
Jagean Sp. 648 Sp. 6000 26,863 3.322 5.660 5.676 7.717 1.695 3.876 2.461 2.587 3.260 2.467 2.468 2.696 2.466 2.466 2.46	Canada	230,656	182,488	89,358	7,014	15,847	7,292	35,927	4,598	14,541	5,013	8,276	7,408	6,899	7,733	2,920	143,430	4,948
China (45.93) 40.93 40.93 40.93 50.746 3.876 3.876 7.812 1.856 3.824 1.856 2.550 2.646 2.545 2.605 1.456 2.488 3.7742 2.949 3.277 2.949 3.277 2.949 3.277 2.949 3.277 2.949 3.277 3.278 3.27								,		- /	-,	,						
United Kingdom 43.83 39.748 3.192 7.885 2.294 13.160 2.149 4.865 1.285 3.886 2.305 3.522 1.707 1.989 27.886 3.142 2.686 3.1418 37.742 37.285 2.1818 3.142 3.076 3.142 3.076 3.142 3.076 3.142 3.076 3.142 3.076 3.142 3.076 3.142 3.076 3.142 3.076 3.142 3.076 3.142						,		,										
Semany																		
Republic of Korea 32,455 29,716 19,206 1,679 3,782 2,165 5,663 999 2,788 842 1,777 3,104 1,864 651 901 20,177 2,133 Singapore 24,693 22,616 18,307 1,424 3,302 725 5,516 416 2,866 378 1,896 631 1,832 944 903 12,818 2,066 Fance 24,77 2,406 17,701 1,313 3,002 1,700 2,886 5,72 3,765 1,896 631 1,832 944 903 13,727 2,006 885 1,676 1,896 4,886 4,88 1,816 903 1,707 1,824 2,068 1,876 1,876 1,89	United Kingdom	45,393	40,933	39,748	3,190	7,885	2,264	13,168	2,143	6,446	1,285	3,986	2,360	3,522	1,707	1,599	27,984	3,142
Nemberlands 31.102 29.410 16.384 4.328 3.007 1.584 4.012 6.927 2.596 5.72 1.724 5.72 1.705 775 8.09 20.486 1.935		,	- ,		, -	- ,		,		,	-							,
Singapore 24,883 22,616 18,007 1,242 3,302 288 5,716 416 2,888 378 1,886 631 1,932 944 903 19,281 2,088 17,707 2,000 2,447 2,246 438 1,816 2,147 2,000 2,144 3,147 2,147 2,147 2,148 3	•					,		,				,						
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Brazel 19,226 18,075 13,486 1,560 2,799 1,507 34,586 511 1,904 302 1,289 933 1,422 374 777 12,889 1,839 Australia 17,779 16,146 21,794 1,472 4,445 7,716 7,486 54,063 4,063 2,975 7,788 2,085 1,078 1,1377 7,53 969 8,655 2,079 3,074 1,477 1,477 1,147 1,478 1										,								
Australia 17,782 15,608 24,588 1,273 4,485 718 7,488 543 4,063 4,29 2,522 700 2,414 613 1,185 11,332 2,428 1,778 1,779 1,166 2,779 1,166 2,779 1,166 2,779 1,479 1,472 2,439 2,451 7,108 1,000 3,267 738 2,085 1,078 1,978 7,53 969 8,655 2,079 3,07	S .						,											
Hong Kong 17,779 16,146 21,794 1,472 4,349 2,451 7,108 1,000 3,267 7,38 2,055 1,078 1,937 7,53 9,99 8,655 2,079 1,937 1,938 1,937 1,938 1,937 1,938 1,		-, -				,			_	,					-			,
Switzerland 14,376 12,968 10,205 858 1,665 1,211 2,933 1,375 1,566 267 1,053 410 994 177 515 8,671 1,419 (12,567 11,434 17,362 711 3,097 822 5,110 448 2,800 422 1,002 876 1,762 432 847 7,783 1,944 Malaysia 12,550 12,202 9,941 504 1,590 339 2,233 92 2,347 2,59 972 419 1,114 316 567 9,981 1,478 (14) 1,419 1																		
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European Union 214,801 195,890 85,955 15,567 21,222 11,658 31,892 6,859 12,665 5,288 7,308 9,154 6,101 6,891 2,515 140,473 4,252 Africa 19,003 17,289 20,072 1,286 4,850 1,699 6,065 504 2,688 508 1,752 866 1,733 888 897 11,567 2,087 OECD - Europe 688,603 597,464 185,445 38,322 49,334 32,726 76,014 19,360 25,539 17,777 13,588 29,308 10,623 22,683 4,109 437,287 6,238 Again Rountries 257,062 238,797 86,979 15,236 21,677 18,401 33,503 7,562 12,628 7,726 6,935 13,748 5,834 9,705 2,429 166,420 3,973 Asia - Near East 39,146 32,969 29,646 2,538 6,869 3,207 9,663 1,115 4,330 805 2,672 1,436 2,547 790 1,123 23,079 2,442 Asia - NICS 97,941 90,123 48,972 5,526 10,968 6,512 17,752 2,963 7,364 2,541 4,273 5,979 3,849 3,528 1,682 63,074 3,084 Asia - South 13,084 11,861 16,494 1,285 3,349 1,215 4,895 467 2,423 477 1,540 680 1,585 522 755 7,216 1,947 ASEAN 57,318 53,681 31,649 33,843 46,199 33,479 72,353 16,965 24,322 17,056 12,789 27,708 10,086 22,588 3,935 409,363 5,980 South/Central America 89,013 80,465 62,443 8,830 17,715 9,068 22,086 3,539 8,033 2,941 4,786 3,820 4,267 4,117 2,009 48,151 3,547 20 Latin Amer. Republics 211,408 189,033 77,655 17,269 22,333 13,441 27,291 6,649 10,288 5,777 6,064 8,744 5,303 7,693 2,426 129,460 3,950 Cent. Am. Common Market 14,256 12,711 15,518 1,301 36,15 1,128 4,830 645 1,851 436 1,254 617 1,326 5,77 747 7,627 1,895 Cent. Am. Common Market 14,256 37,002 145,516 21,871 34,343 18,801 58,790 11,122 21,450 10,328 11,824 16,418 9,494 14,453 3,750 277,007 5,865	Europe	245,388	224,225	93,264	17,971	23,827	14,747	34,865	9,015	13,449	6,455	7,703	10,452	6,392	7,786	2,614	157,799	4,414
Africa 19,003 17,289 20,072 1,286 4,850 1,699 6,065 504 2,688 508 1,752 866 1,733 858 897 11,567 2,087 OECD - Europe 688,603 597,464 185,445 38,322 49,334 32,726 76,014 19,360 25,539 17,777 13,588 29,308 10,623 22,683 4,109 437,287 6,238 Pacific Rim Countries 257,062 238,797 86,979 15,236 21,677 18,401 33,503 7,562 12,628 7,726 6,935 13,748 5,834 9,705 2,429 166,420 3,973 Asia - Near East 39,146 32,969 29,646 2,538 6,869 3,207 9,663 1,115 4,330 805 2,672 1,436 2,547 790 1,123 23,079 2,442 Asia - South 13,084 11,861 16,494 1,285 3,349 1,215 4,895 467 2,423 477 1,540 680 1,585 522 755 7,216 1,947 ASEAN 57,318 53,681 31,649 3,045 6,440 2,332 10,074 1,413 4,994 1,336 3,112 2,160 3,001 1,994 1,356 41,402 2,672 APEC 645,371 560,981 175,664 33,843 46,199 33,479 72,353 16,965 24,322 17,056 12,789 27,708 10,086 22,568 3,935 409,363 5,980 South/Central America 89,013 80,465 62,443 8,830 17,715 9,068 22,086 3,539 8,033 2,941 4,786 3,820 4,267 4,117 2,009 48,151 3,547 20 Latin Amer. Republics 211,408 189,033 77,655 17,269 22,333 13,441 27,291 6,649 10,288 5,777 6,064 8,744 5,303 7,693 2,426 129,460 ANTO Allies 435,268 370,002 145,516 21,871 34,343 18,801 58,790 11,122 21,450 10,328 11,824 16,418 9,494 14,453 3,750 277,007 5,865	Euro Area	155,951	143,932	64,200	11,366	15,033	8,580	22,876	4,235	9,719	3,502	5,776	6,091	4,969	4,622	2,097	105,536	3,730
OECD - Europe 688,603 597,464 185,445 38,322 49,334 32,726 76,014 19,360 25,539 17,777 13,588 29,308 10,623 22,683 4,109 437,287 6,238 Pacific Rim Countries 257,062 238,797 86,979 15,236 21,677 18,401 33,503 7,562 12,628 7,726 6,935 13,748 5,834 9,705 2,429 166,420 3,973 Asia - Near East 39,146 32,969 29,646 2,538 6,869 3,207 9,663 1,115 4,330 805 2,672 1,436 2,547 790 1,123 23,079 2,442 Asia - NICS 97,941 90,123 48,972 5,526 10,968 6,512 17,752 2,963 7,364 2,541 4,273 5,979 3,849 3,528 1,682 63,074 3,084 Asia - South 13,084 11,861 16,494 1,285 3,349 1,215 4,895 467 <	•					,												
Pacific Rim Countries 257,062 238,797 86,979 15,236 21,677 18,401 33,503 7,562 12,628 7,726 6,935 13,748 5,834 9,705 2,429 166,420 3,973 Asia - Near East 39,146 32,969 29,646 2,538 6,869 3,207 9,663 1,115 4,330 805 2,672 1,436 2,547 790 1,123 23,079 2,442 Asia - NICS 97,941 90,123 48,972 5,526 10,968 6,612 17,752 2,963 7,364 2,541 4,273 5,979 3,849 3,528 1,682 63,074 3,084 Asia - South 13,084 11,861 16,494 1,285 3,349 1,215 4,895 467 2,423 477 1,540 680 1,585 522 755 7,216 1,947 ASEAN 57,318 53,681 31,649 3,045 6,440 2,332 10,074 1,413 4,994 1,336	Africa	19,003	17,289	20,072	1,286	4,850	1,699	6,065	504	2,688	508	1,752	866	1,733	858	897	11,567	2,087
Asia - Near East 39,146 32,969 29,646 2,538 6,869 3,207 9,663 1,115 4,330 805 2,672 1,436 2,547 790 1,123 22,079 2,442 Asia - NICS 97,941 90,123 48,972 5,526 10,968 6,512 17,752 2,963 7,364 2,541 4,273 5,979 3,849 3,528 1,682 63,074 3,084 Asia - South 13,084 11,861 16,494 1,285 3,349 1,215 4,895 467 2,423 477 1,540 680 1,585 522 755 7,216 1,947 ASEAN 57,318 53,681 31,649 3,045 6,440 2,332 10,074 1,413 4,994 1,336 3,112 2,160 3,001 1,994 1,356 41,402 2,672 APEC 645,371 560,981 175,664 33,843 46,199 33,479 72,353 16,965 24,322 17,056 12,789 27,708 10,086 22,568 3,935 409,363 5,980 South/Central America 89,013 80,465 62,443 8,830 17,715 9,068 22,086 3,539 8,033 2,941 4,786 3,820 4,267 4,117 2,009 48,121 4,174 2,174 1,17	OECD - Europe	688,603	597,464	185,445	38,322	49,334	32,726	76,014	19,360	25,539	17,777	13,588	29,308	10,623	22,683	4,109	437,287	6,238
Asia - NICS 97,941 90,123 48,972 5,526 10,968 6,512 17,752 2,963 7,364 2,541 4,273 5,979 3,849 3,528 1,682 63,074 3,084 Asia - South 13,084 11,861 16,494 1,285 3,349 1,215 4,895 467 2,423 477 1,540 680 1,585 522 755 7,216 1,947 ASEAN 57,318 53,681 31,649 3,045 6,440 2,332 10,074 1,413 4,994 1,336 3,112 2,160 3,001 1,994 1,356 41,402 2,672 APEC 645,371 560,981 175,664 33,843 46,199 33,479 72,353 16,965 24,322 17,056 12,789 27,708 10,086 22,568 3,935 409,363 5,980 South/Central America 89,013 80,465 62,443 8,830 17,715 9,068 22,086 3,539 8,033 2,941 4,786 3,820 4,267 4,117 2,009 48,151 3,547 20,000 48,151 4,000 48,100 4						, -									-,			
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South/Central America 89,013 80,465 62,443 8,830 17,715 9,068 22,086 3,539 8,033 2,941 4,786 3,820 4,267 4,117 2,009 48,151 3,547 20 Latin Amer. Republics 211,408 189,033 77,655 17,269 22,333 13,441 27,291 6,649 10,288 5,777 6,064 8,744 5,303 7,693 2,426 129,460 3,950 Cent. Am. Common Market 14,256 12,711 15,518 1,301 3,615 1,128 4,830 645 1,851 436 1,254 617 1,326 957 747 7,627 1,895 LAFTA 187,941 167,924 67,210 14,794 18,698 11,399 23,143 5,422 9,095 5,090 5,408 7,545 4,876 5,973 2,250 117,700 3,740 NATO Allies 435,268 370,002 145,516 21,871 34,343 18,801 58,790 11,122																		
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OPEC 42,182 37,099 28,829 3,086 7,622 3,866 9,411 1,322 3,738 1,445 2,296 1,387 2,271 938 1,071 25,054 2,420								,										

⁽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 2006.

Exhibit 5b

2006 Exports by Company Employment Size to World Areas and Selected Countries - Continued

World Area Country Groupings (2006):

North America -

Canada, Mexico.

Europe -

Albania, Andorra, Armenia, Austria, Azerbaijan, Belarus, Belgium, Bosnia-Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Germany, Georgia, Gibraltar, Greece, Hungary, Iceland, Ireland, Italy, Kazakhstan, Kyrgyzstan, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Macedonia, Moldova, Monaco, Netherlands, Norway, Poland, Portugal, Romania, Russia, San Marino, Serbia and Montenegro, Slovakia, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, Tajikistan, Turkmenistan, Ukraine, United Kingdom, Uzbekistan, Vatican City.

Euro Area -

Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain,

European Union -

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.

Africa -

Algeria, Angola, Benin, Botswana, British Indian Ocean Territories, Burkina, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo (Brazzaville), Congo (Kinshasa), Cote d' Ivoire, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, French Southern and Antarctic Lands, Gabon, Gambia, Ghana, Guinea, Guinea, Bissau, Kenya, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Morocco, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, St. Helena, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe.

Organization for Economic Co-operation and Development in Europe (OECD) -

Austria, Australia, Belgium, Canada, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Japan, Korea, Luxembourg, Mexico, Netherlands, New Zealand, Norway, Poland, Portugal, Slovakia, Spain, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries -

Australia, Brunei, China, Hong Kong, Indonesia, Japan, 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) -

Hong Kong, Korea, Singapore, Taiwan.

Asia - South -

Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

Association of South East Asian Nations (ASEAN) -

Brunei, Burma (Myanmar), Cambodia, Indonesia, Laos, Malaysia, Philippines, Singapore, Thailand, Vietnam.

Asia - Pacific Economic Cooperation (APEC) -

Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Korea, Malaysia, Mexico, New Zealand, Papua New Guinea, Peru, Philippines, Russia, Singapore, Thailand, Taiwan, Vietnam.

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, Uruquay, Venezuela.

Central American Common Market -

Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

Latin American Free Trade Association (LAFTA) -

Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO Allies -

Belgium, Bulgaria, Canada, Czech Republic, Denmark, Estonia, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Turkey, United Kingdom.

OPEC -

Algeria, Angola, Indonesia, Iran, Irag, Kuwait, Libva, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela,

Exhibit 5c Percent Difference Between 2006 and 2007 Exports to World Areas and Selected Countries

Note: This exhibit 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.

	Total	due to rounding Value		Value (1)	Number of Identified Exporters			
	Net	value	Net	value (1)	Net	n ters		
Country of Destination	Difference	% Difference	Difference	% Difference	Difference	% Difference		
All countries	125,845	12.1	115,254	12.6	18,472	7.4		
Top 25 countries	90,979	10.3	84,435	10.8	14,408	6.9		
Canada	18,357	8.0	12,925	1	6,357			
Mexico	2,374		3,900		1,397			
China	10,014		9,887	19.0	2,689			
Japan United Kingdom	3,016 4,903	5.1 10.8	3,343 4,093	1	359 3,942			
Germany	8,333		8,908		3,252			
Republic of Korea	2,248		2,509		1,055			
Netherlands	1,884	6.1	2,145		1,552			
France	3,190		3,030		1,753			
Taiwan	3,335		3,598		429			
Singapore	1,601	6.5	1,841	8.1	1,361	7.4		
Belgium	3,945		3,740		990			
Brazil	5,401		5,135		1,698			
Hong Kong	2,342		2,473		1,429			
Australia	1,423	8.0	1,268		2,744			
India	7,501	74.3	6,709		1,839			
Switzerland	2,664		645		970			
Italy Israel	1,575 2,054		1,618 2,245	1	1,559 1,237			
Malaysia	-870	-6.9	-784		963			
United Arab Emirates	-312	-2.6	-582	-5.2	1,906	17.2		
Saudi Arabia	2,591	33.2	2,547	1	901			
Venezuela	1,188	13.2	1,113	1	226	2.5		
Spain	2,474	33.4	2,437	36.1	1,390	11.1		
Ireland	495	5.8	712	9.0	804	10.2		
All other countries	34,865	22.8	30,819	22.6	10,893	10.8		
North America	20,732		16,825		6,924			
Europe	41,097	16.7	36,700	1	9,313			
Euro Area	24,611	15.8	24,389		6,317			
European Union Africa	32,543 4,661	15.2 24.5	30,670 4,112		8,687 2,692	10.1 13.4		
					•			
OECD - Europe Pacific Rim Countries	60,621 24,386	8.8 9.5	53,445 25,483		12,406 5,517			
Asia - Near East	7,185		6,763		3,447			
Asia - NICS	9,526		10,421	11.6	2,611			
Asia - South	7,745		6,955		2,018			
ASEAN	3,241	5.7	3,493	6.5	2,825	8.9		
APEC	51,547		48,426		10,934			
South/Central America	18,515		16,870		6,784			
20 Latin Amer. Republics	19,208		19,399		6,139			
Cent. Am. Common Market	2,066		1,916		2,083			
LAFTA	15,365		16,003		4,568			
NATO Allies OPEC	51,170 7,458		43,689 6,727		12,148 3,200			

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

Exhibit 6a

2007 Exports by State of the Origin of Movement, Number of Exporting Companies, Value, and Percent Difference Between the 2006 and 2007 Results

Note: This exhibit 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 i	not equal totals	due to roundin	y.					
							% Di	fference 2006-	
State of the		% of Total	Known Value	% of Known	Number of Identified	% of Number of Identified			Number of Identified
Origin of Movement	Total Value	Value	(1)	Value	Exporters (2)	Exporters	Total Value	Known Value	Exporters
United States	1,162,479	100.0	1,031,007	100.0	266,457	100.0	12.1	12.6	7.4
Alabama	14,421	1.2	13,526	1.3	3,606	1.4	3.9		12.9
Alaska Arizona	3,895 19,186	0.3 1.7	3,547 17,808	0.3 1.7	733 6,715	0.3 2.5	-3.7 4.9	-7.7 9.5	-0.9 9.0
Arkansas	4,880	0.4	4,448	0.4	2,028	0.8	14.4	15.1	1.6
California	134,152	11.5	123,955	12.0	65,418	24.6	5.0	7.2	6.4
Colorado	7,350	0.6	6,907	0.7	4,998	1.9	-7.6		4.1
Connecticut Delaware	13,719 3,986	1.2 0.3	12,579 3,799	1.2 0.4	5,700 1,189	2.1 0.4	12.1 2.5	13.3 2.3	5.6 7.9
Florida	44,832	3.9	38,417	3.7	48,275	18.1	16.3		11.7
Georgia	23,342	2.0	21,184	2.1	12,380	4.6	16.3		13.0
Hawaii	560	0.0	480	0.0	776	0.3	-20.6	-25.7	4.3
Idaho	4,704	0.4	4,530	0.4	1,540	0.6	26.4	26.6	13.7
Illinois	48,730	4.2	45,635	4.4	20,741	7.8	15.8		8.1
Indiana Iowa	25,878 9,614	2.2 0.8	24,357 9,067	2.4 0.9	7,641 2,851	2.9 1.1	14.4 14.3	15.1 15.3	10.8 7.5
Kansas	10.246	0.9	9,789	0.9	2,803	1.1	18.8		7.2
Kentucky	19,616	1.7	18,526	1.8	4,169	1.6	13.8		7.7
Louisiana	30,375	2.6	29,581	2.9	3,661	1.4	29.2	29.4	9.4
Maine	2,742	0.2	2,386	0.2	2,083	0.8	4.4	8.7	13.3
Maryland	8,946	0.8	7,924	0.8	5,613	2.1	17.7	18.9	11.1
Massachusetts	25,285	2.2	23,958	2.3	10,611	4.0	5.1	6.1	5.1 7.7
Michigan Minnesota	44,371 17,993	3.8 1.5	41,064 16,818	4.0 1.6	13,659 7,617	5.1 2.9	9.8 10.3	9.5 11.7	7.7 9.1
Mississippi	5,170	0.4	4,820	0.5	1,687	0.6	10.6		3.9
Missouri	13,417	1.2	12,620	1.2	5,625	2.1	5.0	5.8	10.4
Montana	1,131	0.1	1,018	0.1	1,370	0.5	27.6	32.5	24.3
Nebraska	4,256	0.4	4,037	0.4	1,805	0.7	17.4		9.1
Nevada New Hampshire	5,713 2,910	0.5 0.3	4,784 2,620	0.5 0.3	2,373 2,475	0.9 0.9	4.0 3.5		11.7 9.1
New Jersey	30,463	2.6	26,739	2.6	19,232	7.2	12.8		8.9
New Mexico	2,583	0.2	2,408	0.2	1,398	0.5	-10.7	-9.5	-11.1
New York	69,334	6.0	57,134	5.5	36,952	13.9	20.9		7.0
North Carolina	23,347	2.0	21,643	2.1	9,426	3.5	10.0		8.4
North Dakota Ohio	2,033 42,382	0.2 3.6	1,763 39,387	0.2 3.8	1,678 15,196	0.6 5.7	34.8 12.0		28.2 6.1
Oklahoma	4,538	0.4	4,006	0.4	2,909	1.1	3.7		9.4
Oregon	16,515	1.4	15,627	1.5	5,496	2.1	8.0		7.4
Pennsylvania	29,127	2.5	26,734	2.6	14,418	5.4	10.6	12.8	6.7
Rhode Island	1,647	0.1	1,462	0.1	1,740	0.7	7.5		5.9
South Carolina	16,560	1.4	15,662	1.5	5,305	2.0	21.6		9.4
South Dakota Tennessee	1,506 21,815	0.1	1,275 20,071	0.1	1,053 6,418	0.4 2.4	27.1 -0.9		19.4
Texas	168,164	1.9 14.5		1.9 15.0	32,669	12.3	11.4		10.5 8.0
Utah	7,812	0.7	7,319	0.7	2,807	1.1	14.9		7.5
Vermont	3,435	0.3	3,266	0.3	1,305	0.5	-10.0	-11.1	11.7
Virginia	16,885	1.5	14,823	1.4	7,013	2.6	19.7		12.4
Washington	66,258	5.7	63,361	6.1	11,198	4.2	24.8		11.2
West Virginia Wisconsin	3,972 19,186	0.3 1.7	3,821 17,895	0.4 1.7	974 7,784	0.4 2.9	23.2 11.7		16.2 6.5
Wyoming	802	0.1	724	0.1	393	0.1	-3.4		7.1
District of Columbia	1,083	0.1	448	0.0	852	0.3	4.1	0.2	12.1
Puerto Rico	18,063	1.6		1.7	1,617	0.6	18.9		22.2
Virgin Islands	797	0.1	(D)	(D)	102	0.0	27.8	26.6	0.0
Unallocated (3)	42,753	3.7	(D)	(D)	3,539	1.3	10.7	-3.5	-18.9

⁽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.

Exhibit 6b 2006 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value

Note: This exhibit 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.

State of the Origin of Movement	Total Value	wal totals due to rour	Known Value (1)	% of Known Value	Number of Identified Exporters (2)	% of Number of Identified Exporters
United States	1,036,635	100.0	915,752	100.0	247,985	100.0
Alabama	13,878	1.3	12,921	1.4	3,194	1.3
Alaska	4,044	0.4	3,843	0.4	740	0.3
Arizona	18,287	1.8	16,261	1.8	6,161	2.5
Arkansas	4,265	0.4	3,863	0.4	1,997	0.8
California	127,746	12.3	115,624		61,460	24.8
Colorado	7,956	0.8	7,350	0.8	4,803	1.9
Connecticut	12,238	1.2	11,100		5,396	2.2
Delaware Florida	3,889	0.4 3.7	3,712	0.4	1,102	0.4
Georgia	38,545 20,073	3.7 1.9	34,376 18,161	3.8 2.0	43,212 10,957	17.4 4.4
-	·		•			
Hawaii Idaho	706 3,721	0.1 0.4	645 3,578	0.1 0.4	744 1,354	0.3 0.5
Illinois	42,085	4.1	39,144		19,188	7.7
Indiana	22,620	2.2	21,156	2.3	6,894	2.8
Iowa	8,410	0.8	7,865	0.9	2,652	1.1
Kansas	8,626	0.8	8,127	0.9	2,614	1.1
Kentucky	17,232	1.7	16,178		3,870	1.6
Louisiana	23,503	2.3	22,853	2.5	3,345	1.3
Maine	2,627	0.3	2,196	0.2	1,838	0.7
Maryland	7,598	0.7	6,664	0.7	5,053	2.0
Massachusetts	24,047	2.3	22,578	2.5	10,099	4.1
Michigan	40,405	3.9	37,499		12,687	5.1
Minnesota	16,309	1.6	15,057	1.6	6,980	2.8
Mississippi	4,674	0.5	4,389	0.5	1,624	0.7 2.1
Missouri	12,776	1.2	11,934		5,096	
Montana Nebraska	887 3,625	0.1 0.3	769	0.1 0.4	1,102 1,655	0.4 0.7
Nevada	5,493	0.5	3,411 5,001	0.4	2,124	0.7
New Hampshire	2,811	0.3	2,471	0.3	2,268	0.9
New Jersey	27,002	2.6	24,262	2.6	17,653	7.1
New Mexico	2,892	0.3	2,661	0.3	1,572	0.6
New York	57,369	5.5	48,758		34,520	13.9
North Carolina	21,218	2.0	19,510	2.1	8,696	3.5
North Dakota	1,509	0.1	1,368	0.1	1,309	0.5
Ohio	37,833	3.6	34,877	3.8	14,328	5.8
Oklahoma	4,375	0.4	3,699	0.4	2,660	1.1
Oregon	15,288	1.5	14,339	1.6	5,117	2.1
Pennsylvania	26,334	2.5	23,691	2.6	13,516	5.5
Rhode Island South Carolina	1,531 13,615	0.1 1.3	1,250 12,837	0.1 1.4	1,643 4,847	0.7 2.0
			•			
South Dakota Tennessee	1,185 22,020	0.1 2.1	1,010 20,611	0.1 2.3	882 5,807	0.4 2.3
Texas	150,888	14.6	136,422	14.9	30,253	12.2
Utah	6,798	0.7	6,199		2,611	1.1
Vermont	3,817	0.4	3,674		1,168	0.5
Virginia	14,104	1.4	12,271	1.3	6,241	2.5
Washington	53,075	5.1	51,456		10,068	4.1
West Virginia	3,225	0.3	3,076		838	0.3
Wisconsin	17,169	1.7	15,859	1.7	7,306	2.9
Wyoming	830	0.1	782	0.1	367	0.1
District of Columbia	1,040	0.1	447	0.0	760	0.3
Puerto Rico	15,196	1.5	15,021	1.6	1,323	0.5
Virgin Islands	624	0.1	605	0.1	102	0.0
Unallocated (3)	38,623	3.7	2,339	0.3	4,363	1.8

⁽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.

Overview

This report is 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 present, 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 Exhibits, 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 and revised 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 Exhibits 1 through 6, where the export data are designated as part a for statistical year, part b for prior year, and part c for the difference between the data for these two years. The previous year's figures in this report are revised from data released in the previous exporter profile. The revisions are based on the ability to match additional records.

The exhibits 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). Exhibit 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 statistical and prior years' 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 *Methodology* section below. 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.

Sources of Information

The 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, based on export value, are presented in Table 1 under *Distribution of Exports by Identified and Unidentified Exporters*, at the beginning of this 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 FT 900 U.S. International Trade in Goods and Services, or call (301)763-2227 to request a copy of the release. One can also obtain this information from the web at the following address:

http://www.census.gov/foreign-trade/Press-Release/current press release/press.html#prior

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. Table 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, as well as the value attributable to exporters that exported in both years.

Data by State

The data contained in Exhibits 6a and 6b are based on the Origin of Movement (OM) State - Based on Origin State. The U.S. state of origin is the 2-character postal code for the state in which the goods begin their journey to the port of export. This field allowed the compilation of the Origin of Movement - Based on Origin State Series. The OM series based on origin state has been available since 1987 and is intended to reflect the transportation origin of exports. 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.

<u>Identified Companies</u>: 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."

<u>Unclassified Companies</u>: 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.

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 reexports of foreign merchandise. Several different values are given:

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

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

<u>Unidentified Value</u>: 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.