



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

A Profile of
U.S. Exporting Companies,
1996-1997



A Profile of U.S. Exporting Companies, 1996-1997

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Background

This is the third in a continuing series of profiles of 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 shipping documents filed for export clearances during 1987 and used a different methodology than the succeeding reports. The second report, *A Profile of U.S. Exporting Companies, 1992*, was released in August 1997 by the Census Bureau. That report was based on data compiled from the Census Bureau's company information database and from shipping documents filed for export clearances during 1992. This latest report is the first to highlight two years of data and is based on economic census and survey data currently on file at the Census Bureau, administrative records from other government agencies, and shipping documents filed for export clearances during 1996 and 1997.

These profiles were developed to provide users, both governmental and nongovernmental, with information about the exporting community including employment size, type of company, and major foreign markets. These data are presented in Tables 1 through 7, where the export data for 1996 are designated part "a," the 1997 data shown in part "b," and tables comparing two years designated part "c" or "d." For definitions of variables and terms such as company type, employment, low-value estimates, and related party trade, see the *Glossary of Terms*.

Methodology

This profile was compiled by using the individual company identifier or company name reported on the export document to link to the Census Bureau's centralized company information database. Approximately 80 percent of the total export value for 1996 and 82 percent for 1997 were linked to specific companies in this way (see Figure 1). All percentages stated in this report, unless otherwise specified, are calculated based solely upon the 1992, 1996, and 1997 export values that could be linked to specific exporters--the "known value."

Roughly 3 percent of the total export value for each year is accounted for by the estimated value of transactions less than \$2,501, exports by U.S. and foreign governments, and revisions. These revisions include Canadian revisions, timing adjustments, and end-of-year revisions. The estimates and adjustments are not company-level information and are excluded from the matching process. The remaining 16 and 15 percent of value for 1996 and 1997, respectively, reflect transactions for which the company identifier was either not reported or could not be matched to a specific company (including social security numbers and invalid or miskeyed identifiers).

An extensive review was undertaken in order to increase the match rate from 78 percent in 1992 to 80 percent in 1996 and 82 percent in 1997 (see Figure 1). However, it is not possible to investigate every unmatched case. Priority was given to identifying unmatched companies accounting for high values of trade. As a result, the information on small exporters is most likely understated. Users should not assume that these unidentified exporters reflect the same distribution of company types and sizes as the identified (known) exporters. In addition, it should be emphasized that the increase in match rate since 1992 results in a disproportionately greater increase in the number of small- and medium-sized exporters over the exporting population as a whole.

Quality assurance procedures were applied to all phases of collection, processing, and tabulation to minimize errors. However, the data are still subject to error from miscoding, estimation for missing or misreported data, and difficulties in identifying every unit that should be included in this report.

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

General Findings

The identified U.S. exporting community consisted of 189,670 companies that exported \$501 billion in merchandise in 1996 and 209,455 companies that exported \$563 billion in merchandise in 1997. There was considerable turnover in exporting companies between the two years. Although the number of identified exporting companies increased by just 10 percent between 1996 and 1997, 39 percent of the 1997 exporters did not export in 1996 and 32 percent of the 1996 exporters did not export in 1997.

The number of identified exporting companies in 1997 represented an 86 percent increase over the 112,854 companies identified as exporting in 1992. This five year increase in the number of exporters is due partly to the increased percentage of 1997 trade (3.8 percent of export value) that could be matched to specific exporters. The increased match rate mainly involves single location companies. Thirty-five percent of the 1997 exporters did not export in 1992 and 37 percent of the 1992 exporters did not export in 1997. The following table shows the category breakdown for total exports by value and percent of total value for 1992, 1996, and 1997.

| Figure 1 - Comparison of 1992, 1996, & 1997 Export Value | | | | | | |
|---------------------------------------------------------------------|-------------------------|-----------------------|-------------------------|-----------------------|-------------------------|-----------------------|
| (In millions of dollars) | 1992 Export Value | % of 1992 Value | 1996 Export Value | % of 1996 Value | 1997 Export Value | % of 1997 Value |
| Total exports | \$448,156 | 100.0 | \$625,075 | 100.0 | \$689,182 | 100.0 |
| Low-value estimates | \$9,610 | 2.1 | \$13,375 | 2.1 | \$14,035 | 2.0 |
| US & foreign governments | \$5,999 | 1.3 | \$6,387 | 1.0 | \$4,550 | 0.7 |
| Revisions | \$685 | 0.2 | \$2,248 | 0.4 | \$1,584 | 0.2 |
| Identified exporters | \$348,960 | 77.9 | \$500,671 | 80.1 | \$562,764 | 81.7 |
| Exported merchandise in both 1996 & 1997 | n/a | n/a | \$478,307 | 76.5 | \$532,392 | 77.2 |
| Exported merchandise in only 1996 or only 1997 | n/a | n/a | \$22,364 | 3.6 | \$30,372 | 4.5 |
| Exported merchandise in all three years | \$322,487 | 72.0 | \$422,993 | 67.7 | \$470,307 | 68.3 |
| Exported merchandise in only one of the three years | \$17,573 | 3.9 | \$18,577 | 3.0 | \$29,312 | 4.3 |
| Unidentified exports | \$82,902 | 18.5 | \$102,394 | 16.4 | \$106,249 | 15.4 |

Year-to-year changes may be slightly distorted because we were able to match a higher percentage of the 1997 total export value to specific companies (82 percent) than in 1996 (80 percent) or 1992 (78 percent). Therefore, the increase in the number of exporting companies will tend to be overstated when looking at year-to-year comparisons, particularly for small companies.

Who Exports?

During 1997, only 15 percent (30,432) of all exporters were multiple location companies, but these companies accounted for 80 percent of the known export value (see Table 1b). In contrast, 179,023 single location companies, making up 85 percent of the exporting companies, accounted for just 20 percent of the known export value. In fact, over 38 percent of the known export value for multiple location companies involved related parties, compared to only 15 percent for single location companies.

The data also show that manufacturers accounted for the largest portion of the 1997 known value at 69 percent. "Other companies" accounted for roughly 14 percent, wholesalers for 13 percent, and unclassified exporters for the remaining 4 percent (see Table 1b). The "other companies" category includes freight forwarders and other transportation services firms that often act as agents for the true exporter, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc. The distribution mix of exporting companies was very much the same for 1996 (see Table 1a).

Large Exporting Firms

Large exporting companies (those employing 500 or more workers) were responsible for about 69 percent of the known export value although they represented less than 4 percent of all exporters (see Table 1b). We also found that roughly 42 percent of the known export value associated with large multiple location manufacturers was between related parties. Exports by large multiple location wholesalers and large “other companies” to related parties were 38 and 34 percent, respectively (see Table 3b).

Among the company types, 45 percent of the known export value of the manufacturing sector was accounted for by the top 50 manufacturers. For “other companies” and wholesalers--the top 50 firms accounted for 37 and 28 percent of their respective sectors’ total exports (see Table 2b).

Small and Medium-Sized Exporters

Although exports are dominated by a few large companies, most exporting companies are small- and medium-sized exporters (those employing fewer than 500 workers). The following findings are extracted from Table 1b.

- Almost 97 percent or 202,185 of all exporters were small- or medium-sized companies; they accounted for about 31 percent of the known export value.
- About 94 percent of all manufacturing exporters were small- and medium-sized companies; they were responsible for 14 percent of the sector's \$386 billion in exports.
- Over 99 percent of all wholesalers were small- and medium-sized companies; they were responsible for over three-fourths of the sector’s \$71 billion in exports.
- About 96 percent of all “other companies” were small- and medium-sized companies; they were responsible for 55 percent of the sector’s \$81 billion in exports.

Where are the Major Export Markets?

Most exporting companies (62 percent) trade with only one foreign country. However, a small percentage of companies, less than ½ of a percent, ship to 50 or more countries and account for half of the known export value (see Table 4b).

About 90 percent of all companies exported to at least one of the top 25 partner countries in 1997 (see Table 5b). Canada had the greatest number of companies (104,544) exporting to it, followed by the United Kingdom (33,020), Japan (28,518), and Mexico (27,873). Mexico, while ranking fourth in the number of exporters, ranked second in total export value at \$71 billion.

Please use caution when comparing the number of exporters between partner countries because the percentage of each country's total export value matched to exporting companies can vary from a high of 90 percent for Thailand to a low of 64 percent for Saudi Arabia.

Exports by State

The Census Bureau releases data on exports by state on two bases: the state of the exporter location (EL) and the state of origin of movement (OM). The EL series is based on the ZIP Code from the address of the exporter of record on the export document. The OM series is based on where the goods began movement to the port of exit as reported on the export document. Neither of these series reflects the actual production origin of the goods in all cases. Be sure to read the *Glossary of Terms* for important information on the data limitations of both series.

Tables 6 and 7 show the number of companies exporting from each state during 1996 and 1997 based upon each state definition. Please note that the same company can be shown as exporting from multiple states. The last two columns in Tables 6b and 7b show year-to-year percent changes in the known value and number of exporters.

Comparison of 1996 and the 1997 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 1996 to 1997. As noted earlier, some of the increase in the number of exporters between 1996 and 1997 may reflect the fact that we were able to match a higher percentage of total value in 1997. Below are a number of noteworthy year-to-year changes. See Tables 1 and 5c.

- Almost 81 percent, or 15,995, of the 19,785 increase in the number of exporting companies from 1996 to 1997 were small- and medium-sized, single location companies.
- Overall, the number of small- and medium-sized companies increased more than 10 percent from 182,717 in 1996 to 202,185 in 1997, while the number of large companies increased by only 5 percent from 6,953 to 7,270.
- The number of "other companies" increased more than 11 percent from 60,961 in 1996 to 68,025 in 1997.
- The number of multiple location companies increased by 14 percent or 3,765, while the number of multiple location manufacturers decreased by .7 percent or 89 companies.
- Of the top 25 trading partners, Mexico showed the largest 1996 to 1997 percent increase in the number of exporting companies at 39 percent, while Canada showed the smallest increase at just over 3 percent.

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Table 1a
1996 Exports by Company Type and Employment Size

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

| Company Type and Employment Size | Known Value (1) | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Exporters | % of Number of Exporters | Cum. % of Number of Exporters | Cum. % of Company Type Exporters (2) |
|-----------------------------------------|------------------------|-------------------------|------------------------------|-----------------------------------------|----------------------------|---------------------------------|--------------------------------------|---------------------------------------------|
| All identified companies | 500,671 | 100.0 | 100.0 | 100.0 | 189,672 | 100.0 | 100.0 | 100.0 |
| no employees (3) | 21,592 | 4.3 | 4.3 | 4.3 | 31,865 | 16.8 | 16.8 | 16.8 |
| 1 to 19 employees | 39,384 | 7.9 | 12.2 | 12.2 | 88,499 | 46.7 | 63.5 | 63.5 |
| 20 to 49 employees | 21,576 | 4.3 | 16.5 | 16.5 | 28,597 | 15.1 | 78.5 | 78.5 |
| 50 to 99 employees | 16,562 | 3.3 | 19.8 | 19.8 | 15,739 | 8.3 | 86.8 | 86.8 |
| 100 to 249 employees | 36,068 | 7.2 | 27.0 | 27.0 | 12,911 | 6.8 | 93.6 | 93.6 |
| 250 to 499 employees | 20,705 | 4.1 | 31.1 | 31.1 | 5,106 | 2.7 | 96.3 | 96.3 |
| 500 or more employees | 344,784 | 68.9 | 100.0 | 100.0 | 6,953 | 3.7 | 100.0 | 100.0 |
| Manufacturers | 339,865 | 67.9 | 67.9 | 100.0 | 61,665 | 32.5 | 32.5 | 100.0 |
| no employees (3) | 7,367 | 1.5 | 1.5 | 2.2 | 5,506 | 2.9 | 2.9 | 8.9 |
| 1 to 19 employees | 3,634 | 0.7 | 2.2 | 3.2 | 18,775 | 9.9 | 12.8 | 39.4 |
| 20 to 49 employees | 5,286 | 1.1 | 3.3 | 4.8 | 13,555 | 7.1 | 19.9 | 61.4 |
| 50 to 99 employees | 6,214 | 1.2 | 4.5 | 6.6 | 9,129 | 4.8 | 24.8 | 76.2 |
| 100 to 249 employees | 13,540 | 2.7 | 7.2 | 10.6 | 7,883 | 4.2 | 28.9 | 88.9 |
| 250 to 499 employees | 12,339 | 2.5 | 9.7 | 14.2 | 3,098 | 1.6 | 30.6 | 94.0 |
| 500 or more employees | 291,484 | 58.2 | 67.9 | 100.0 | 3,719 | 2.0 | 32.5 | 100.0 |
| Wholesalers | 69,271 | 13.8 | 13.8 | 100.0 | 62,330 | 32.9 | 32.9 | 100.0 |
| no employees (3) | 4,598 | 0.9 | 0.9 | 6.6 | 8,988 | 4.7 | 4.7 | 14.4 |
| 1 to 19 employees | 20,601 | 4.1 | 5.0 | 36.4 | 37,780 | 19.9 | 24.7 | 75.0 |
| 20 to 49 employees | 8,970 | 1.8 | 6.8 | 49.3 | 8,707 | 4.6 | 29.2 | 89.0 |
| 50 to 99 employees | 5,786 | 1.2 | 8.0 | 57.7 | 3,517 | 1.9 | 31.1 | 94.6 |
| 100 to 249 employees | 7,790 | 1.6 | 9.5 | 68.9 | 2,216 | 1.2 | 32.3 | 98.2 |
| 250 to 499 employees | 3,612 | 0.7 | 10.3 | 74.1 | 640 | 0.3 | 32.6 | 99.2 |
| 500 or more employees | 17,914 | 3.6 | 13.8 | 100.0 | 482 | 0.3 | 32.9 | 100.0 |
| Other companies (4) | 74,686 | 14.9 | 14.9 | 100.0 | 60,962 | 32.1 | 32.1 | 100.0 |
| no employees (3) | 7,566 | 1.5 | 1.5 | 10.1 | 14,143 | 7.5 | 7.5 | 23.2 |
| 1 to 19 employees | 14,899 | 3.0 | 4.5 | 30.1 | 31,172 | 16.4 | 23.9 | 74.3 |
| 20 to 49 employees | 7,127 | 1.4 | 5.9 | 39.6 | 6,181 | 3.3 | 27.2 | 84.5 |
| 50 to 99 employees | 4,514 | 0.9 | 6.8 | 45.7 | 2,985 | 1.6 | 28.7 | 89.4 |
| 100 to 249 employees | 3,678 | 0.7 | 7.5 | 50.6 | 2,626 | 1.4 | 30.1 | 93.7 |
| 250 to 499 employees | 4,142 | 0.8 | 8.4 | 56.1 | 1,243 | 0.7 | 30.8 | 95.7 |
| 500 or more employees | 32,760 | 6.5 | 14.9 | 100.0 | 2,611 | 1.4 | 32.1 | 100.0 |
| Unclassified companies | 16,850 | 3.4 | 3.4 | 100.0 | 4,715 | 2.5 | 2.5 | 100.0 |
| Multiple location companies | 399,969 | 79.9 | 79.9 | 100.0 | 26,667 | 14.1 | 14.1 | 100.0 |
| no employees (3) | 5,767 | 1.2 | 1.2 | 1.4 | 1,584 | 0.8 | 0.8 | 5.9 |
| 1 to 19 employees | 2,745 | 0.5 | 1.7 | 2.1 | 2,274 | 1.2 | 2.0 | 14.5 |
| 20 to 49 employees | 4,508 | 0.9 | 2.6 | 3.3 | 3,555 | 1.9 | 3.9 | 27.8 |
| 50 to 99 employees | 7,323 | 1.5 | 4.1 | 5.1 | 3,852 | 2.0 | 5.9 | 42.2 |
| 100 to 249 employees | 25,540 | 5.1 | 9.2 | 11.5 | 5,643 | 3.0 | 8.9 | 63.4 |
| 250 to 499 employees | 14,992 | 3.0 | 12.2 | 15.2 | 3,551 | 1.9 | 10.8 | 76.7 |
| 500 or more employees | 339,095 | 67.7 | 79.9 | 100.0 | 6,208 | 3.3 | 14.1 | 100.0 |
| Manufacturers | 307,609 | 61.4 | 61.4 | 100.0 | 11,874 | 6.3 | 6.3 | 100.0 |
| no employees (3) | 3,131 | 0.6 | 0.6 | 1.0 | 656 | 0.3 | 0.3 | 5.5 |
| 1 to 19 employees | 149 | 0.0 | 0.7 | 1.1 | 300 | 0.2 | 0.5 | 8.1 |
| 20 to 49 employees | 747 | 0.1 | 0.8 | 1.3 | 897 | 0.5 | 1.0 | 15.6 |
| 50 to 99 employees | 1,327 | 0.3 | 1.1 | 1.7 | 1,532 | 0.8 | 1.8 | 28.5 |
| 100 to 249 employees | 6,373 | 1.3 | 2.3 | 3.8 | 2,984 | 1.6 | 3.4 | 53.6 |
| 250 to 499 employees | 8,710 | 1.7 | 4.1 | 6.6 | 2,117 | 1.1 | 4.5 | 71.5 |
| 500 or more employees | 287,171 | 57.4 | 61.4 | 100.0 | 3,388 | 1.8 | 6.3 | 100.0 |

See footnotes at end of table.

Table 1a
1996 Exports by Company Type and Employment Size - Continued

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

| Company Type and Employment Size | Known Value (1) | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Exporters | % of Number of Exporters | Cum. % of Number of Exporters | Cum. % of Company Type Exporters (2) |
|-----------------------------------------|------------------------|-------------------------|------------------------------|-----------------------------------------|----------------------------|---------------------------------|--------------------------------------|---------------------------------------------|
| Multiple location companies | | | | | | | | |
| Wholesalers | 32,398 | 6.5 | 6.5 | 100.0 | 6,068 | 3.2 | 3.2 | 100.0 |
| no employees (3) | 530 | 0.1 | 0.1 | 1.6 | 201 | 0.1 | 0.1 | 3.3 |
| 1 to 19 employees | 1,008 | 0.2 | 0.3 | 4.7 | 970 | 0.5 | 0.6 | 19.3 |
| 20 to 49 employees | 2,169 | 0.4 | 0.7 | 11.4 | 1,485 | 0.8 | 1.4 | 43.8 |
| 50 to 99 employees | 3,033 | 0.6 | 1.3 | 20.8 | 1,297 | 0.7 | 2.1 | 65.1 |
| 100 to 249 employees | 5,672 | 1.1 | 2.5 | 38.3 | 1,216 | 0.6 | 2.7 | 85.2 |
| 250 to 499 employees | 2,717 | 0.5 | 3.0 | 46.7 | 467 | 0.2 | 3.0 | 92.9 |
| 500 or more employees | 17,270 | 3.4 | 6.5 | 100.0 | 432 | 0.2 | 3.2 | 100.0 |
| Other companies (4) | 45,109 | 9.0 | 9.0 | 100.0 | 7,585 | 4.0 | 4.0 | 100.0 |
| no employees (3) | 1,774 | 0.4 | 0.4 | 3.9 | 314 | 0.2 | 0.2 | 4.1 |
| 1 to 19 employees | 1,553 | 0.3 | 0.7 | 7.4 | 917 | 0.5 | 0.6 | 16.2 |
| 20 to 49 employees | 1,439 | 0.3 | 1.0 | 10.6 | 1,071 | 0.6 | 1.2 | 30.3 |
| 50 to 99 employees | 2,917 | 0.6 | 1.5 | 17.0 | 921 | 0.5 | 1.7 | 42.5 |
| 100 to 249 employees | 2,443 | 0.5 | 2.0 | 22.4 | 1,266 | 0.7 | 2.4 | 59.2 |
| 250 to 499 employees | 2,954 | 0.6 | 2.6 | 29.0 | 846 | 0.4 | 2.8 | 70.3 |
| 500 or more employees | 32,029 | 6.4 | 9.0 | 100.0 | 2,250 | 1.2 | 4.0 | 100.0 |
| Unclassified companies | 14,853 | 3.0 | 3.0 | 100.0 | 1,140 | 0.6 | 0.6 | 100.0 |
| Single location companies | 100,702 | 20.1 | 20.1 | 100.0 | 163,005 | 85.9 | 85.9 | 100.0 |
| no employees (3) | 15,825 | 3.2 | 3.2 | 15.7 | 30,281 | 16.0 | 16.0 | 18.6 |
| 1 to 19 employees | 36,639 | 7.3 | 10.5 | 52.1 | 86,225 | 45.5 | 61.4 | 71.5 |
| 20 to 49 employees | 17,068 | 3.4 | 13.9 | 69.0 | 25,042 | 13.2 | 74.6 | 86.8 |
| 50 to 99 employees | 9,239 | 1.8 | 15.7 | 78.2 | 11,887 | 6.3 | 80.9 | 94.1 |
| 100 to 249 employees | 10,529 | 2.1 | 17.8 | 88.7 | 7,268 | 3.8 | 84.7 | 98.6 |
| 250 to 499 employees | 5,714 | 1.1 | 19.0 | 94.4 | 1,555 | 0.8 | 85.5 | 99.5 |
| 500 or more employees | 5,689 | 1.1 | 20.1 | 100.0 | 745 | 0.4 | 85.9 | 100.0 |
| Manufacturers | 32,256 | 6.4 | 6.4 | 100.0 | 49,791 | 26.3 | 26.3 | 100.0 |
| no employees (3) | 4,236 | 0.8 | 0.8 | 13.1 | 4,850 | 2.6 | 2.6 | 9.7 |
| 1 to 19 employees | 3,485 | 0.7 | 1.5 | 23.9 | 18,475 | 9.7 | 12.3 | 46.8 |
| 20 to 49 employees | 4,540 | 0.9 | 2.4 | 38.0 | 12,658 | 6.7 | 19.0 | 72.3 |
| 50 to 99 employees | 4,886 | 1.0 | 3.4 | 53.2 | 7,597 | 4.0 | 23.0 | 87.5 |
| 100 to 249 employees | 7,167 | 1.4 | 4.9 | 75.4 | 4,899 | 2.6 | 25.6 | 97.4 |
| 250 to 499 employees | 3,629 | 0.7 | 5.6 | 86.6 | 981 | 0.5 | 26.1 | 99.3 |
| 500 or more employees | 4,313 | 0.9 | 6.4 | 100.0 | 331 | 0.2 | 26.3 | 100.0 |
| Wholesalers | 36,873 | 7.4 | 7.4 | 100.0 | 56,262 | 29.7 | 29.7 | 100.0 |
| no employees (3) | 4,068 | 0.8 | 0.8 | 11.0 | 8,787 | 4.6 | 4.6 | 15.6 |
| 1 to 19 employees | 19,593 | 3.9 | 4.7 | 64.2 | 36,810 | 19.4 | 24.0 | 81.0 |
| 20 to 49 employees | 6,802 | 1.4 | 6.1 | 82.6 | 7,222 | 3.8 | 27.8 | 93.9 |
| 50 to 99 employees | 2,753 | 0.5 | 6.6 | 90.1 | 2,220 | 1.2 | 29.0 | 97.8 |
| 100 to 249 employees | 2,118 | 0.4 | 7.1 | 95.8 | 1,000 | 0.5 | 29.5 | 99.6 |
| 250 to 499 employees | 895 | 0.2 | 7.2 | 98.3 | 173 | 0.1 | 29.6 | 99.9 |
| 500 or more employees | 644 | 0.1 | 7.4 | 100.0 | 50 | 0.0 | 29.7 | 100.0 |
| Other companies (4) | 29,576 | 5.9 | 5.9 | 100.0 | 53,377 | 28.1 | 28.1 | 100.0 |
| no employees (3) | 5,793 | 1.2 | 1.2 | 19.6 | 13,829 | 7.3 | 7.3 | 25.9 |
| 1 to 19 employees | 13,346 | 2.7 | 3.8 | 64.7 | 30,255 | 16.0 | 23.2 | 82.6 |
| 20 to 49 employees | 5,687 | 1.1 | 5.0 | 83.9 | 5,110 | 2.7 | 25.9 | 92.2 |
| 50 to 99 employees | 1,597 | 0.3 | 5.3 | 89.3 | 2,064 | 1.1 | 27.0 | 96.0 |
| 100 to 249 employees | 1,235 | 0.2 | 5.5 | 93.5 | 1,360 | 0.7 | 27.7 | 98.6 |
| 250 to 499 employees | 1,188 | 0.2 | 5.8 | 97.5 | 397 | 0.2 | 28.0 | 99.3 |
| 500 or more employees | 731 | 0.1 | 5.9 | 100.0 | 361 | 0.2 | 28.1 | 100.0 |
| Unclassified companies | 1,997 | 0.4 | 0.4 | 100.0 | 3,575 | 1.9 | 1.9 | 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 49.3 percent of the total value and 89.0 percent of the total number of all wholesalers.

(3) Includes both nonemployers and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1996.

(4) Includes freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera.

Table 1b
1997 Exports by Company Type and Employment Size

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

| Company Type and Employment Size | Known Value (1) | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Exporters | % of Number of Exporters | Cum. % of Number of Exporters | Cum. % of Company Type Exporters (2) |
|-----------------------------------------|------------------------|-------------------------|------------------------------|-----------------------------------------|----------------------------|---------------------------------|--------------------------------------|---------------------------------------------|
| All identified companies | 562,764 | 100.0 | 100.0 | 100.0 | 209,455 | 100.0 | 100.0 | 100.0 |
| no employees (3) | 36,575 | 6.5 | 6.5 | 6.5 | 40,551 | 19.4 | 19.4 | 19.4 |
| 1 to 19 employees | 42,038 | 7.5 | 14.0 | 14.0 | 94,601 | 45.2 | 64.5 | 64.5 |
| 20 to 49 employees | 24,431 | 4.3 | 18.3 | 18.3 | 30,692 | 14.7 | 79.2 | 79.2 |
| 50 to 99 employees | 17,979 | 3.2 | 21.5 | 21.5 | 16,951 | 8.1 | 87.3 | 87.3 |
| 100 to 249 employees | 27,168 | 4.8 | 26.3 | 26.3 | 13,978 | 6.7 | 93.9 | 93.9 |
| 250 to 499 employees | 23,746 | 4.2 | 30.6 | 30.6 | 5,412 | 2.6 | 96.5 | 96.5 |
| 500 or more employees | 390,827 | 69.4 | 100.0 | 100.0 | 7,270 | 3.5 | 100.0 | 100.0 |
| Manufacturers | 385,665 | 68.5 | 68.5 | 100.0 | 65,594 | 31.3 | 31.3 | 100.0 |
| no employees (3) | 8,857 | 1.6 | 1.6 | 2.3 | 7,211 | 3.4 | 3.4 | 11.0 |
| 1 to 19 employees | 3,774 | 0.7 | 2.2 | 3.3 | 19,690 | 9.4 | 12.8 | 41.0 |
| 20 to 49 employees | 5,695 | 1.0 | 3.3 | 4.8 | 14,262 | 6.8 | 19.7 | 62.8 |
| 50 to 99 employees | 6,643 | 1.2 | 4.4 | 6.5 | 9,423 | 4.5 | 24.2 | 77.1 |
| 100 to 249 employees | 14,569 | 2.6 | 7.0 | 10.3 | 8,249 | 3.9 | 28.1 | 89.7 |
| 250 to 499 employees | 13,816 | 2.5 | 9.5 | 13.8 | 3,068 | 1.5 | 29.6 | 94.4 |
| 500 or more employees | 332,311 | 59.0 | 68.5 | 100.0 | 3,691 | 1.8 | 31.3 | 100.0 |
| Wholesalers | 71,152 | 12.6 | 12.6 | 100.0 | 67,901 | 32.4 | 32.4 | 100.0 |
| no employees (3) | 5,688 | 1.0 | 1.0 | 8.0 | 11,125 | 5.3 | 5.3 | 16.4 |
| 1 to 19 employees | 22,397 | 4.0 | 5.0 | 39.5 | 40,706 | 19.4 | 24.7 | 76.3 |
| 20 to 49 employees | 9,343 | 1.7 | 6.7 | 52.6 | 9,067 | 4.3 | 29.1 | 89.7 |
| 50 to 99 employees | 6,117 | 1.1 | 7.7 | 61.2 | 3,613 | 1.7 | 30.8 | 95.0 |
| 100 to 249 employees | 7,071 | 1.3 | 9.0 | 71.1 | 2,257 | 1.1 | 31.9 | 98.3 |
| 250 to 499 employees | 3,984 | 0.7 | 9.7 | 76.7 | 653 | 0.3 | 32.2 | 99.3 |
| 500 or more employees | 16,552 | 2.9 | 12.6 | 100.0 | 480 | 0.2 | 32.4 | 100.0 |
| Other companies (4) | 81,275 | 14.4 | 14.4 | 100.0 | 68,025 | 32.5 | 32.5 | 100.0 |
| no employees (3) | 9,077 | 1.6 | 1.6 | 11.2 | 18,369 | 8.8 | 8.8 | 27.0 |
| 1 to 19 employees | 15,005 | 2.7 | 4.3 | 29.6 | 33,390 | 15.9 | 24.7 | 76.1 |
| 20 to 49 employees | 8,418 | 1.5 | 5.8 | 40.0 | 6,399 | 3.1 | 27.8 | 85.5 |
| 50 to 99 employees | 4,175 | 0.7 | 6.5 | 45.1 | 3,087 | 1.5 | 29.2 | 90.0 |
| 100 to 249 employees | 3,828 | 0.7 | 7.2 | 49.8 | 2,657 | 1.3 | 30.5 | 93.9 |
| 250 to 499 employees | 4,470 | 0.8 | 8.0 | 55.3 | 1,339 | 0.6 | 31.1 | 95.9 |
| 500 or more employees | 36,301 | 6.5 | 14.4 | 100.0 | 2,784 | 1.3 | 32.5 | 100.0 |
| Unclassified companies | 24,672 | 4.4 | 4.4 | 100.0 | 7,935 | 3.8 | 3.8 | 100.0 |
| Multiple location companies | 450,924 | 80.1 | 80.1 | 100.0 | 30,432 | 14.5 | 14.5 | 100.0 |
| no employees (3) | 15,565 | 2.8 | 2.8 | 3.5 | 2,084 | 1.0 | 1.0 | 6.8 |
| 1 to 19 employees | 2,487 | 0.4 | 3.2 | 4.0 | 2,759 | 1.3 | 2.3 | 15.9 |
| 20 to 49 employees | 6,180 | 1.1 | 4.3 | 5.4 | 4,392 | 2.1 | 4.4 | 30.3 |
| 50 to 99 employees | 8,036 | 1.4 | 5.7 | 7.2 | 4,600 | 2.2 | 6.6 | 45.5 |
| 100 to 249 employees | 15,857 | 2.8 | 8.6 | 10.7 | 6,333 | 3.0 | 9.6 | 66.3 |
| 250 to 499 employees | 17,953 | 3.2 | 11.7 | 14.7 | 3,764 | 1.8 | 11.4 | 78.6 |
| 500 or more employees | 384,846 | 68.4 | 80.1 | 100.0 | 6,500 | 3.1 | 14.5 | 100.0 |
| Manufacturers | 349,985 | 62.2 | 62.2 | 100.0 | 11,785 | 5.6 | 5.6 | 100.0 |
| no employees (3) | 3,887 | 0.7 | 0.7 | 1.1 | 828 | 0.4 | 0.4 | 7.0 |
| 1 to 19 employees | 278 | 0.0 | 0.7 | 1.2 | 275 | 0.1 | 0.5 | 9.4 |
| 20 to 49 employees | 712 | 0.1 | 0.9 | 1.4 | 813 | 0.4 | 0.9 | 16.3 |
| 50 to 99 employees | 1,354 | 0.2 | 1.1 | 1.8 | 1,516 | 0.7 | 1.6 | 29.1 |
| 100 to 249 employees | 6,307 | 1.1 | 2.2 | 3.6 | 2,966 | 1.4 | 3.1 | 54.3 |
| 250 to 499 employees | 9,660 | 1.7 | 3.9 | 6.3 | 2,012 | 1.0 | 4.0 | 71.4 |
| 500 or more employees | 327,788 | 58.2 | 62.2 | 100.0 | 3,375 | 1.6 | 5.6 | 100.0 |

See footnotes at end of table.

Table 1b
1997 Exports by Company Type and Employment Size - Continued

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

| Company Type and Employment Size | Known Value (1) | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Exporters | % of Number of Exporters | Cum. % of Number of Exporters | Cum. % of Company Type Exporters (2) |
|-----------------------------------------|------------------------|-------------------------|------------------------------|-----------------------------------------|----------------------------|---------------------------------|--------------------------------------|---------------------------------------------|
| Multiple location companies | | | | | | | | |
| Wholesalers | 31,256 | 5.6 | 5.6 | 100.0 | 6,387 | 3.0 | 3.0 | 100.0 |
| no employees (3) | 406 | 0.1 | 0.1 | 1.3 | 328 | 0.2 | 0.2 | 5.1 |
| 1 to 19 employees | 929 | 0.2 | 0.2 | 4.3 | 981 | 0.5 | 0.6 | 20.5 |
| 20 to 49 employees | 2,344 | 0.4 | 0.7 | 11.8 | 1,579 | 0.8 | 1.4 | 45.2 |
| 50 to 99 employees | 3,095 | 0.5 | 1.2 | 21.7 | 1,309 | 0.6 | 2.0 | 65.7 |
| 100 to 249 employees | 5,242 | 0.9 | 2.1 | 38.4 | 1,256 | 0.6 | 2.6 | 85.4 |
| 250 to 499 employees | 3,242 | 0.6 | 2.7 | 48.8 | 500 | 0.2 | 2.8 | 93.2 |
| 500 or more employees | 15,998 | 2.8 | 5.6 | 100.0 | 434 | 0.2 | 3.0 | 100.0 |
| Other companies (4) | 48,312 | 8.6 | 8.6 | 100.0 | 8,011 | 3.8 | 3.8 | 100.0 |
| no employees (3) | 1,480 | 0.3 | 0.3 | 3.1 | 492 | 0.2 | 0.2 | 6.1 |
| 1 to 19 employees | 554 | 0.1 | 0.4 | 4.2 | 915 | 0.4 | 0.7 | 17.6 |
| 20 to 49 employees | 2,151 | 0.4 | 0.7 | 8.7 | 1,054 | 0.5 | 1.2 | 30.7 |
| 50 to 99 employees | 2,545 | 0.5 | 1.2 | 13.9 | 955 | 0.5 | 1.6 | 42.6 |
| 100 to 249 employees | 2,610 | 0.5 | 1.7 | 19.3 | 1,309 | 0.6 | 2.3 | 59.0 |
| 250 to 499 employees | 3,576 | 0.6 | 2.3 | 26.7 | 904 | 0.4 | 2.7 | 70.3 |
| 500 or more employees | 35,396 | 6.3 | 8.6 | 100.0 | 2,382 | 1.1 | 3.8 | 100.0 |
| Unclassified companies | 21,370 | 3.8 | 3.8 | 100.0 | 4,249 | 2.0 | 2.0 | 100.0 |
| Single location companies | 111,840 | 19.9 | 19.9 | 100.0 | 179,023 | 85.5 | 85.5 | 100.0 |
| no employees (3) | 21,011 | 3.7 | 3.7 | 18.8 | 38,467 | 18.4 | 18.4 | 21.5 |
| 1 to 19 employees | 39,551 | 7.0 | 10.8 | 54.2 | 91,842 | 43.8 | 62.2 | 72.8 |
| 20 to 49 employees | 18,251 | 3.2 | 14.0 | 70.5 | 26,300 | 12.6 | 74.8 | 87.5 |
| 50 to 99 employees | 9,942 | 1.8 | 15.8 | 79.4 | 12,351 | 5.9 | 80.7 | 94.4 |
| 100 to 249 employees | 11,311 | 2.0 | 17.8 | 89.5 | 7,645 | 3.6 | 84.3 | 98.6 |
| 250 to 499 employees | 5,793 | 1.0 | 18.8 | 94.7 | 1,648 | 0.8 | 85.1 | 99.6 |
| 500 or more employees | 5,981 | 1.1 | 19.9 | 100.0 | 770 | 0.4 | 85.5 | 100.0 |
| Manufacturers | 35,680 | 6.3 | 6.3 | 100.0 | 53,809 | 25.7 | 25.7 | 100.0 |
| no employees (3) | 4,970 | 0.9 | 0.9 | 13.9 | 6,383 | 3.0 | 3.0 | 11.9 |
| 1 to 19 employees | 3,496 | 0.6 | 1.5 | 23.7 | 19,415 | 9.3 | 12.3 | 47.9 |
| 20 to 49 employees | 4,984 | 0.9 | 2.4 | 37.7 | 13,449 | 6.4 | 18.7 | 72.9 |
| 50 to 99 employees | 5,290 | 0.9 | 3.3 | 52.5 | 7,907 | 3.8 | 22.5 | 87.6 |
| 100 to 249 employees | 8,262 | 1.5 | 4.8 | 75.7 | 5,283 | 2.5 | 25.0 | 97.5 |
| 250 to 499 employees | 4,156 | 0.7 | 5.5 | 87.3 | 1,056 | 0.5 | 25.5 | 99.4 |
| 500 or more employees | 4,523 | 0.8 | 6.3 | 100.0 | 316 | 0.2 | 25.7 | 100.0 |
| Wholesalers | 39,896 | 7.1 | 7.1 | 100.0 | 61,514 | 29.4 | 29.4 | 100.0 |
| no employees (3) | 5,282 | 0.9 | 0.9 | 13.2 | 10,797 | 5.2 | 5.2 | 17.6 |
| 1 to 19 employees | 21,468 | 3.8 | 4.8 | 67.0 | 39,725 | 19.0 | 24.1 | 82.1 |
| 20 to 49 employees | 6,999 | 1.2 | 6.0 | 84.6 | 7,488 | 3.6 | 27.7 | 94.3 |
| 50 to 99 employees | 3,022 | 0.5 | 6.5 | 92.2 | 2,304 | 1.1 | 28.8 | 98.0 |
| 100 to 249 employees | 1,829 | 0.3 | 6.9 | 96.8 | 1,001 | 0.5 | 29.3 | 99.7 |
| 250 to 499 employees | 742 | 0.1 | 7.0 | 98.6 | 153 | 0.1 | 29.3 | 99.9 |
| 500 or more employees | 553 | 0.1 | 7.1 | 100.0 | 46 | 0.0 | 29.4 | 100.0 |
| Other companies (4) | 32,962 | 5.9 | 5.9 | 100.0 | 60,014 | 28.7 | 28.7 | 100.0 |
| no employees (3) | 7,597 | 1.4 | 1.4 | 23.0 | 17,877 | 8.5 | 8.5 | 29.8 |
| 1 to 19 employees | 14,451 | 2.6 | 3.9 | 66.9 | 32,475 | 15.5 | 24.0 | 83.9 |
| 20 to 49 employees | 6,267 | 1.1 | 5.0 | 85.9 | 5,345 | 2.6 | 26.6 | 92.8 |
| 50 to 99 employees | 1,630 | 0.3 | 5.3 | 90.8 | 2,132 | 1.0 | 27.6 | 96.4 |
| 100 to 249 employees | 1,218 | 0.2 | 5.5 | 94.5 | 1,348 | 0.6 | 28.3 | 98.6 |
| 250 to 499 employees | 894 | 0.2 | 5.7 | 97.3 | 435 | 0.2 | 28.5 | 99.3 |
| 500 or more employees | 905 | 0.2 | 5.9 | 100.0 | 402 | 0.2 | 28.7 | 100.0 |
| Unclassified companies | 3,302 | 0.6 | 0.6 | 100.0 | 3,686 | 1.8 | 1.8 | 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 52.6 percent of the total value and 89.7 percent of the total number of all wholesalers.

(3) Includes both nonemployers and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1997.

(4) Includes freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera.

Table 1c
Percent Change Between the 1996 and 1997 Results

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

| Company Type and Employment Size | Known Value (1) | | | | Number of Exporters | | | |
|------------------------------------|-----------------|----------------|---------------|-------------|---------------------|----------------|---------------|-------------|
| | 1996 | 1997 | Net Diff. | % Change | 1996 | 1997 | Net Diff. | % Change |
| All identified companies | 500,671 | 562,764 | 62,092 | 12.4 | 189,670 | 209,455 | 19,785 | 10.4 |
| no employees (2) | 21,592 | 36,575 | 14,983 | 69.4 | 31,865 | 40,551 | 8,686 | 27.3 |
| 1 to 19 employees | 39,384 | 42,038 | 2,654 | 6.7 | 88,499 | 94,601 | 6,102 | 6.9 |
| 20 to 49 employees | 21,576 | 24,431 | 2,855 | 13.2 | 28,597 | 30,692 | 2,095 | 7.3 |
| 50 to 99 employees | 16,562 | 17,979 | 1,417 | 8.6 | 15,739 | 16,951 | 1,212 | 7.7 |
| 100 to 249 employees | 36,068 | 27,168 | -8,901 | -24.7 | 12,911 | 13,978 | 1,067 | 8.3 |
| 250 to 499 employees | 20,705 | 23,746 | 3,040 | 14.7 | 5,106 | 5,412 | 306 | 6.0 |
| 500 or more employees | 344,784 | 390,827 | 46,043 | 13.4 | 6,953 | 7,270 | 317 | 4.6 |
| Manufacturers | 339,865 | 385,665 | 45,801 | 13.5 | 61,665 | 65,594 | 3,929 | 6.4 |
| no employees (2) | 7,367 | 8,857 | 1,490 | 20.2 | 5,506 | 7,211 | 1,705 | 31.0 |
| 1 to 19 employees | 3,634 | 3,774 | 139 | 3.8 | 18,775 | 19,690 | 915 | 4.9 |
| 20 to 49 employees | 5,286 | 5,695 | 409 | 7.7 | 13,555 | 14,262 | 707 | 5.2 |
| 50 to 99 employees | 6,214 | 6,643 | 430 | 6.9 | 9,129 | 9,423 | 294 | 3.2 |
| 100 to 249 employees | 13,540 | 14,569 | 1,029 | 7.6 | 7,883 | 8,249 | 366 | 4.6 |
| 250 to 499 employees | 12,339 | 13,816 | 1,477 | 12.0 | 3,098 | 3,068 | -30 | -1.0 |
| 500 or more employees | 291,484 | 332,311 | 40,827 | 14.0 | 3,719 | 3,691 | -28 | -0.8 |
| Wholesalers | 69,271 | 71,152 | 1,881 | 2.7 | 62,330 | 67,901 | 5,571 | 8.9 |
| no employees (2) | 4,598 | 5,688 | 1,090 | 23.7 | 8,988 | 11,125 | 2,137 | 23.8 |
| 1 to 19 employees | 20,601 | 22,397 | 1,796 | 8.7 | 37,780 | 40,706 | 2,926 | 7.7 |
| 20 to 49 employees | 8,970 | 9,343 | 373 | 4.2 | 8,707 | 9,067 | 360 | 4.1 |
| 50 to 99 employees | 5,786 | 6,117 | 332 | 5.7 | 3,517 | 3,613 | 96 | 2.7 |
| 100 to 249 employees | 7,790 | 7,071 | -719 | -9.2 | 2,216 | 2,257 | 41 | 1.9 |
| 250 to 499 employees | 3,612 | 3,984 | 372 | 10.3 | 640 | 653 | 13 | 2.0 |
| 500 or more employees | 17,914 | 16,552 | -1,362 | -7.6 | 482 | 480 | -2 | -0.4 |
| Other companies (3) | 74,686 | 81,275 | 6,589 | 8.8 | 60,961 | 68,025 | 7,064 | 11.6 |
| no employees (2) | 7,566 | 9,077 | 1,511 | 20.0 | 14,143 | 18,369 | 4,226 | 29.9 |
| 1 to 19 employees | 14,899 | 15,005 | 107 | 0.7 | 31,172 | 33,390 | 2,218 | 7.1 |
| 20 to 49 employees | 7,127 | 8,418 | 1,292 | 18.1 | 6,181 | 6,399 | 218 | 3.5 |
| 50 to 99 employees | 4,514 | 4,175 | -339 | -7.5 | 2,985 | 3,087 | 102 | 3.4 |
| 100 to 249 employees | 3,678 | 3,828 | 150 | 4.1 | 2,626 | 2,657 | 31 | 1.2 |
| 250 to 499 employees | 4,142 | 4,470 | 328 | 7.9 | 1,243 | 1,339 | 96 | 7.7 |
| 500 or more employees | 32,760 | 36,301 | 3,541 | 10.8 | 2,611 | 2,784 | 173 | 6.6 |
| Unclassified companies | 16,850 | 24,672 | 7,821 | 46.4 | 4,714 | 7,935 | 3,221 | 68.3 |
| Multiple location companies | 399,969 | 450,924 | 50,955 | 12.7 | 26,667 | 30,432 | 3,765 | 14.1 |
| no employees (2) | 5,767 | 15,565 | 9,798 | 169.9 | 1,584 | 2,084 | 500 | 31.6 |
| 1 to 19 employees | 2,745 | 2,487 | -258 | -9.4 | 2,274 | 2,759 | 485 | 21.3 |
| 20 to 49 employees | 4,508 | 6,180 | 1,672 | 37.1 | 3,555 | 4,392 | 837 | 23.5 |
| 50 to 99 employees | 7,323 | 8,036 | 714 | 9.7 | 3,852 | 4,600 | 748 | 19.4 |
| 100 to 249 employees | 25,540 | 15,857 | -9,683 | -37.9 | 5,643 | 6,333 | 690 | 12.2 |
| 250 to 499 employees | 14,992 | 17,953 | 2,962 | 19.8 | 3,551 | 3,764 | 213 | 6.0 |
| 500 or more employees | 339,095 | 384,846 | 45,751 | 13.5 | 6,208 | 6,500 | 292 | 4.7 |
| Manufacturers | 307,609 | 349,985 | 42,377 | 13.8 | 11,874 | 11,785 | -89 | -0.7 |
| no employees (2) | 3,131 | 3,887 | 757 | 24.2 | 656 | 828 | 172 | 26.2 |
| 1 to 19 employees | 149 | 278 | 129 | 86.0 | 300 | 275 | -25 | -8.3 |
| 20 to 49 employees | 747 | 712 | -35 | -4.7 | 897 | 813 | -84 | -9.4 |
| 50 to 99 employees | 1,327 | 1,354 | 26 | 2.0 | 1,532 | 1,516 | -16 | -1.0 |
| 100 to 249 employees | 6,373 | 6,307 | -66 | -1.0 | 2,984 | 2,966 | -18 | -0.6 |
| 250 to 499 employees | 8,710 | 9,660 | 950 | 10.9 | 2,117 | 2,012 | -105 | -5.0 |
| 500 or more employees | 287,171 | 327,788 | 40,617 | 14.1 | 3,388 | 3,375 | -13 | -0.4 |

See footnotes at end of table.

Table 1c
Percent Change Between the 1996 and 1997 Results - Continued

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

| Company Type and Employment Size | Known Value (1) | | | | Number of Exporters | | | |
|------------------------------------|-----------------|----------------|---------------|-------------|---------------------|----------------|---------------|--------------|
| | 1996 | 1997 | Net Diff. | % Change | 1996 | 1997 | Net Diff. | % Change |
| Multiple location companies | | | | | | | | |
| Wholesalers | 32,398 | 31,256 | -1,142 | -3.5 | 6,068 | 6,387 | 319 | 5.3 |
| no employees (2) | 530 | 406 | -123 | -23.3 | 201 | 328 | 127 | 63.2 |
| 1 to 19 employees | 1,008 | 929 | -79 | -7.9 | 970 | 981 | 11 | 1.1 |
| 20 to 49 employees | 2,169 | 2,344 | 176 | 8.1 | 1,485 | 1,579 | 94 | 6.3 |
| 50 to 99 employees | 3,033 | 3,095 | 62 | 2.1 | 1,297 | 1,309 | 12 | 0.9 |
| 100 to 249 employees | 5,672 | 5,242 | -430 | -7.6 | 1,216 | 1,256 | 40 | 3.3 |
| 250 to 499 employees | 2,717 | 3,242 | 525 | 19.3 | 467 | 500 | 33 | 7.1 |
| 500 or more employees | 17,270 | 15,998 | -1,271 | -7.4 | 432 | 434 | 2 | 0.5 |
| Other companies (3) | 45,109 | 48,312 | 3,203 | 7.1 | 7,585 | 8,011 | 426 | 5.6 |
| no employees (2) | 1,774 | 1,480 | -294 | -16.6 | 314 | 492 | 178 | 56.7 |
| 1 to 19 employees | 1,553 | 554 | -999 | -64.3 | 917 | 915 | -2 | -0.2 |
| 20 to 49 employees | 1,439 | 2,151 | 712 | 49.5 | 1,071 | 1,054 | -17 | -1.6 |
| 50 to 99 employees | 2,917 | 2,545 | -372 | -12.8 | 921 | 955 | 34 | 3.7 |
| 100 to 249 employees | 2,443 | 2,610 | 167 | 6.8 | 1,266 | 1,309 | 43 | 3.4 |
| 250 to 499 employees | 2,954 | 3,576 | 621 | 21.0 | 846 | 904 | 58 | 6.9 |
| 500 or more employees | 32,029 | 35,396 | 3,368 | 10.5 | 2,250 | 2,382 | 132 | 5.9 |
| Unclassified companies | 14,853 | 21,370 | 6,517 | 43.9 | 1,140 | 4,249 | 3,109 | 272.7 |
| Single location companies | 100,702 | 111,840 | 11,138 | 11.1 | 163,003 | 179,023 | 16,020 | 9.8 |
| no employees (2) | 15,825 | 21,011 | 5,185 | 32.8 | 30,281 | 38,467 | 8,186 | 27.0 |
| 1 to 19 employees | 36,639 | 39,551 | 2,912 | 7.9 | 86,225 | 91,842 | 5,617 | 6.5 |
| 20 to 49 employees | 17,068 | 18,251 | 1,183 | 6.9 | 25,042 | 26,300 | 1,258 | 5.0 |
| 50 to 99 employees | 9,239 | 9,942 | 703 | 7.6 | 11,887 | 12,351 | 464 | 3.9 |
| 100 to 249 employees | 10,529 | 11,311 | 783 | 7.4 | 7,268 | 7,645 | 377 | 5.2 |
| 250 to 499 employees | 5,714 | 5,793 | 79 | 1.4 | 1,555 | 1,648 | 93 | 6.0 |
| 500 or more employees | 5,689 | 5,981 | 292 | 5.1 | 745 | 770 | 25 | 3.4 |
| Manufacturers | 32,256 | 35,680 | 3,424 | 10.6 | 49,791 | 53,809 | 4,018 | 8.1 |
| no employees (2) | 4,236 | 4,970 | 734 | 17.3 | 4,850 | 6,383 | 1,533 | 31.6 |
| 1 to 19 employees | 3,485 | 3,496 | 11 | 0.3 | 18,475 | 19,415 | 940 | 5.1 |
| 20 to 49 employees | 4,540 | 4,984 | 444 | 9.8 | 12,658 | 13,449 | 791 | 6.2 |
| 50 to 99 employees | 4,886 | 5,290 | 404 | 8.3 | 7,597 | 7,907 | 310 | 4.1 |
| 100 to 249 employees | 7,167 | 8,262 | 1,095 | 15.3 | 4,899 | 5,283 | 384 | 7.8 |
| 250 to 499 employees | 3,629 | 4,156 | 527 | 14.5 | 981 | 1,056 | 75 | 7.6 |
| 500 or more employees | 4,313 | 4,523 | 210 | 4.9 | 331 | 316 | -15 | -4.5 |
| Wholesalers | 36,873 | 39,896 | 3,023 | 8.2 | 56,262 | 61,514 | 5,252 | 9.3 |
| no employees (2) | 4,068 | 5,282 | 1,214 | 29.8 | 8,787 | 10,797 | 2,010 | 22.9 |
| 1 to 19 employees | 19,593 | 21,468 | 1,875 | 9.6 | 36,810 | 39,725 | 2,915 | 7.9 |
| 20 to 49 employees | 6,802 | 6,999 | 197 | 2.9 | 7,222 | 7,488 | 266 | 3.7 |
| 50 to 99 employees | 2,753 | 3,022 | 269 | 9.8 | 2,220 | 2,304 | 84 | 3.8 |
| 100 to 249 employees | 2,118 | 1,829 | -289 | -13.6 | 1,000 | 1,001 | 1 | 0.1 |
| 250 to 499 employees | 895 | 742 | -153 | -17.1 | 173 | 153 | -20 | -11.6 |
| 500 or more employees | 644 | 553 | -91 | -14.1 | 50 | 46 | -4 | -8.0 |
| Other companies (3) | 29,576 | 32,962 | 3,386 | 11.4 | 53,376 | 60,014 | 6,638 | 12.4 |
| no employees (2) | 5,793 | 7,597 | 1,805 | 31.2 | 13,829 | 17,877 | 4,048 | 29.3 |
| 1 to 19 employees | 13,346 | 14,451 | 1,105 | 8.3 | 30,255 | 32,475 | 2,220 | 7.3 |
| 20 to 49 employees | 5,687 | 6,267 | 580 | 10.2 | 5,110 | 5,345 | 235 | 4.6 |
| 50 to 99 employees | 1,597 | 1,630 | 33 | 2.1 | 2,064 | 2,132 | 68 | 3.3 |
| 100 to 249 employees | 1,235 | 1,218 | -17 | -1.3 | 1,360 | 1,348 | -12 | -0.9 |
| 250 to 499 employees | 1,188 | 894 | -294 | -24.7 | 397 | 435 | 38 | 9.6 |
| 500 or more employees | 731 | 905 | 173 | 23.7 | 361 | 402 | 41 | 11.4 |
| Unclassified companies | 1,997 | 3,302 | 1,304 | 65.3 | 3,574 | 3,686 | 112 | 3.1 |

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

(2) Includes both nonemployers and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1996 or 1997.

(3) Includes freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera.

Table 1d
Percent Change Between the 1992 and 1997 Results

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

| Company Type and Employment Size | Known Value (1) | | | | Number of Exporters | | | |
|------------------------------------|-----------------|----------------|----------------|--------------|---------------------|----------------|---------------|--------------|
| | 1992 | 1997 | Net Diff. | % Change | 1992 | 1997 | Net Diff. | % Change |
| All identified companies | 348,960 | 562,764 | 213,804 | 61.3 | 112,854 | 209,455 | 96,601 | 85.6 |
| no employees (2) | 9,178 | 36,575 | 27,397 | 298.5 | 15,534 | 40,551 | 25,017 | 161.0 |
| 1 to 19 employees | 29,397 | 42,038 | 12,641 | 43.0 | 51,186 | 94,601 | 43,415 | 84.8 |
| 20 to 49 employees | 17,005 | 24,431 | 7,426 | 43.7 | 18,501 | 30,692 | 12,191 | 65.9 |
| 50 to 99 employees | 13,840 | 17,979 | 4,139 | 29.9 | 10,505 | 16,951 | 6,446 | 61.4 |
| 100 to 249 employees | 18,371 | 27,168 | 8,797 | 47.9 | 8,679 | 13,978 | 5,299 | 61.1 |
| 250 to 499 employees | 15,055 | 23,746 | 8,691 | 57.7 | 3,621 | 5,412 | 1,791 | 49.5 |
| 500 or more employees | 246,114 | 390,827 | 144,713 | 58.8 | 4,828 | 7,270 | 2,442 | 50.6 |
| Manufacturers | 241,522 | 385,665 | 144,143 | 59.7 | 42,763 | 65,594 | 22,831 | 53.4 |
| no employees (2) | 1,971 | 8,857 | 6,887 | 349.4 | 1,949 | 7,211 | 5,262 | 270.0 |
| 1 to 19 employees | 2,534 | 3,774 | 1,239 | 48.9 | 12,342 | 19,690 | 7,348 | 59.5 |
| 20 to 49 employees | 4,217 | 5,695 | 1,478 | 35.1 | 9,949 | 14,262 | 4,313 | 43.4 |
| 50 to 99 employees | 4,897 | 6,643 | 1,747 | 35.7 | 6,781 | 9,423 | 2,642 | 39.0 |
| 100 to 249 employees | 9,809 | 14,569 | 4,760 | 48.5 | 5,999 | 8,249 | 2,250 | 37.5 |
| 250 to 499 employees | 8,990 | 13,816 | 4,826 | 53.7 | 2,594 | 3,068 | 474 | 18.3 |
| 500 or more employees | 209,104 | 332,311 | 123,207 | 58.9 | 3,149 | 3,691 | 542 | 17.2 |
| Wholesalers | 50,989 | 71,152 | 20,164 | 39.5 | 39,713 | 67,901 | 28,188 | 71.0 |
| no employees (2) | 1,882 | 5,688 | 3,806 | 202.3 | 4,503 | 11,125 | 6,622 | 147.1 |
| 1 to 19 employees | 16,730 | 22,397 | 5,667 | 33.9 | 25,296 | 40,706 | 15,410 | 60.9 |
| 20 to 49 employees | 7,128 | 9,343 | 2,215 | 31.1 | 5,673 | 9,067 | 3,394 | 59.8 |
| 50 to 99 employees | 5,419 | 6,117 | 698 | 12.9 | 2,182 | 3,613 | 1,431 | 65.6 |
| 100 to 249 employees | 4,820 | 7,071 | 2,251 | 46.7 | 1,338 | 2,257 | 919 | 68.7 |
| 250 to 499 employees | 1,942 | 3,984 | 2,042 | 105.2 | 406 | 653 | 247 | 60.8 |
| 500 or more employees | 13,068 | 16,552 | 3,484 | 26.7 | 315 | 480 | 165 | 52.4 |
| Other companies (3) | 53,158 | 81,275 | 28,116 | 52.9 | 26,910 | 68,025 | 41,115 | 152.8 |
| no employees (2) | 2,754 | 9,077 | 6,323 | 229.6 | 6,030 | 18,369 | 12,339 | 204.6 |
| 1 to 19 employees | 9,934 | 15,005 | 5,072 | 51.1 | 13,364 | 33,390 | 20,026 | 149.9 |
| 20 to 49 employees | 5,625 | 8,418 | 2,793 | 49.7 | 2,826 | 6,399 | 3,573 | 126.4 |
| 50 to 99 employees | 3,380 | 4,175 | 795 | 23.5 | 1,488 | 3,087 | 1,599 | 107.5 |
| 100 to 249 employees | 3,547 | 3,828 | 281 | 7.9 | 1,271 | 2,657 | 1,386 | 109.0 |
| 250 to 499 employees | 3,998 | 4,470 | 472 | 11.8 | 586 | 1,339 | 753 | 128.5 |
| 500 or more employees | 23,921 | 36,301 | 12,380 | 51.8 | 1,345 | 2,784 | 1,439 | 107.0 |
| Unclassified companies | 3,291 | 24,672 | 21,381 | 649.7 | 3,468 | 7,935 | 4,467 | 128.8 |
| Multiple location companies | 281,239 | 450,924 | 169,685 | 60.3 | 19,967 | 30,432 | 10,465 | 52.4 |
| no employees (2) | 743 | 15,565 | 14,822 | 1,995.1 | 564 | 2,084 | 1,520 | 269.5 |
| 1 to 19 employees | 3,460 | 2,487 | -973 | -28.1 | 1,976 | 2,759 | 783 | 39.6 |
| 20 to 49 employees | 4,319 | 6,180 | 1,860 | 43.1 | 2,961 | 4,392 | 1,431 | 48.3 |
| 50 to 99 employees | 7,194 | 8,036 | 842 | 11.7 | 3,063 | 4,600 | 1,537 | 50.2 |
| 100 to 249 employees | 11,705 | 15,857 | 4,152 | 35.5 | 4,360 | 6,333 | 1,973 | 45.3 |
| 250 to 499 employees | 11,875 | 17,953 | 6,078 | 51.2 | 2,668 | 3,764 | 1,096 | 41.1 |
| 500 or more employees | 241,942 | 384,846 | 142,904 | 59.1 | 4,375 | 6,500 | 2,125 | 48.6 |
| Manufacturers | 220,051 | 349,985 | 129,934 | 59.0 | 10,213 | 11,785 | 1,572 | 15.4 |
| no employees (2) | 0 | 3,887 | 3,887 | - | 0 | 828 | 828 | - |
| 1 to 19 employees | 178 | 278 | 100 | 55.8 | 240 | 275 | 35 | 14.6 |
| 20 to 49 employees | 452 | 712 | 260 | 57.6 | 869 | 813 | -56 | -6.4 |
| 50 to 99 employees | 1,256 | 1,354 | 97 | 7.8 | 1,478 | 1,516 | 38 | 2.6 |
| 100 to 249 employees | 5,082 | 6,307 | 1,225 | 24.1 | 2,801 | 2,966 | 165 | 5.9 |
| 250 to 499 employees | 6,842 | 9,660 | 2,817 | 41.2 | 1,899 | 2,012 | 113 | 6.0 |
| 500 or more employees | 206,241 | 327,788 | 121,547 | 58.9 | 2,926 | 3,375 | 449 | 15.3 |

See footnotes at end of table.

Table 1d
Percent Change Between the 1992 and 1997 Results - Continued

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

| Company Type and Employment Size | Known Value (1) | | | | Number of Exporters | | | |
|------------------------------------|-----------------|----------------|---------------|----------------|---------------------|----------------|---------------|--------------|
| | 1992 | 1997 | Net Diff. | % Change | 1992 | 1997 | Net Diff. (4) | % Change (4) |
| Multiple location companies | | | | | | | | |
| Wholesalers | 25,456 | 31,256 | 5,801 | 22.8 | 4,881 | 6,387 | 1,506 | 30.9 |
| no employees (2) | 0 | 406 | 406 | - | 1 | 328 | 327 | - |
| 1 to 19 employees | 1,841 | 929 | -912 | -49.5 | 1,086 | 981 | -105 | -9.7 |
| 20 to 49 employees | 2,062 | 2,344 | 282 | 13.7 | 1,407 | 1,579 | 172 | 12.2 |
| 50 to 99 employees | 3,515 | 3,095 | -420 | -12.0 | 969 | 1,309 | 340 | 35.1 |
| 100 to 249 employees | 3,835 | 5,242 | 1,407 | 36.7 | 809 | 1,256 | 447 | 55.3 |
| 250 to 499 employees | 1,552 | 3,242 | 1,690 | 108.8 | 318 | 500 | 182 | 57.2 |
| 500 or more employees | 12,650 | 15,998 | 3,348 | 26.5 | 291 | 434 | 143 | 49.1 |
| Other companies (3) | 34,433 | 48,312 | 13,879 | 40.3 | 4,101 | 8,011 | 3,910 | 95.3 |
| no employees (2) | 11 | 1,480 | 1,468 | - | 11 | 492 | 481 | - |
| 1 to 19 employees | 1,363 | 554 | -809 | -59.3 | 613 | 915 | 302 | 49.3 |
| 20 to 49 employees | 1,800 | 2,151 | 352 | 19.5 | 666 | 1,054 | 388 | 58.3 |
| 50 to 99 employees | 2,280 | 2,545 | 265 | 11.6 | 571 | 955 | 384 | 67.3 |
| 100 to 249 employees | 2,594 | 2,610 | 16 | 0.6 | 684 | 1,309 | 625 | 91.4 |
| 250 to 499 employees | 3,356 | 3,576 | 220 | 6.6 | 416 | 904 | 488 | 117.3 |
| 500 or more employees | 23,029 | 35,396 | 12,367 | 53.7 | 1,140 | 2,382 | 1,242 | 108.9 |
| Unclassified companies | 1,299 | 21,370 | 20,071 | 1,545.0 | 772 | 4,249 | 3,477 | 450.4 |
| Single location companies | 67,721 | 111,840 | 44,119 | 65.1 | 92,887 | 179,023 | 86,136 | 92.7 |
| no employees (2) | 8,435 | 21,011 | 12,575 | 149.1 | 14,970 | 38,467 | 23,497 | 157.0 |
| 1 to 19 employees | 25,937 | 39,551 | 13,614 | 52.5 | 49,210 | 91,842 | 42,632 | 86.6 |
| 20 to 49 employees | 12,686 | 18,251 | 5,566 | 43.9 | 15,540 | 26,300 | 10,760 | 69.2 |
| 50 to 99 employees | 6,645 | 9,942 | 3,297 | 49.6 | 7,442 | 12,351 | 4,909 | 66.0 |
| 100 to 249 employees | 6,666 | 11,311 | 4,645 | 69.7 | 4,319 | 7,645 | 3,326 | 77.0 |
| 250 to 499 employees | 3,179 | 5,793 | 2,613 | 82.2 | 953 | 1,648 | 695 | 72.9 |
| 500 or more employees | 4,172 | 5,981 | 1,809 | 43.4 | 453 | 770 | 317 | 70.0 |
| Manufacturers | 21,471 | 35,680 | 14,209 | 66.2 | 32,550 | 53,809 | 21,259 | 65.3 |
| no employees (2) | 1,971 | 4,970 | 2,999 | 152.2 | 1,949 | 6,383 | 4,434 | 227.5 |
| 1 to 19 employees | 2,356 | 3,496 | 1,140 | 48.4 | 12,102 | 19,415 | 7,313 | 60.4 |
| 20 to 49 employees | 3,766 | 4,984 | 1,218 | 32.3 | 9,080 | 13,449 | 4,369 | 48.1 |
| 50 to 99 employees | 3,641 | 5,290 | 1,649 | 45.3 | 5,303 | 7,907 | 2,604 | 49.1 |
| 100 to 249 employees | 4,728 | 8,262 | 3,535 | 74.8 | 3,198 | 5,283 | 2,085 | 65.2 |
| 250 to 499 employees | 2,148 | 4,156 | 2,008 | 93.5 | 695 | 1,056 | 361 | 51.9 |
| 500 or more employees | 2,863 | 4,523 | 1,660 | 58.0 | 223 | 316 | 93 | 41.7 |
| Wholesalers | 25,533 | 39,896 | 14,363 | 56.3 | 34,832 | 61,514 | 26,682 | 76.6 |
| no employees (2) | 1,882 | 5,282 | 3,400 | 180.7 | 4,502 | 10,797 | 6,295 | 139.8 |
| 1 to 19 employees | 14,889 | 21,468 | 6,578 | 44.2 | 24,210 | 39,725 | 15,515 | 64.1 |
| 20 to 49 employees | 5,066 | 6,999 | 1,933 | 38.2 | 4,266 | 7,488 | 3,222 | 75.5 |
| 50 to 99 employees | 1,904 | 3,022 | 1,118 | 58.8 | 1,213 | 2,304 | 1,091 | 89.9 |
| 100 to 249 employees | 985 | 1,829 | 844 | 85.7 | 529 | 1,001 | 472 | 89.2 |
| 250 to 499 employees | 390 | 742 | 353 | 90.6 | 88 | 153 | 65 | 73.9 |
| 500 or more employees | 417 | 553 | 136 | 32.6 | 24 | 46 | 22 | 91.7 |
| Other companies (3) | 18,725 | 32,962 | 14,237 | 76.0 | 22,809 | 60,014 | 37,205 | 163.1 |
| no employees (2) | 2,743 | 7,597 | 4,855 | 177.0 | 6,019 | 17,877 | 11,858 | 197.0 |
| 1 to 19 employees | 8,571 | 14,451 | 5,880 | 68.6 | 12,751 | 32,475 | 19,724 | 154.7 |
| 20 to 49 employees | 3,826 | 6,267 | 2,441 | 63.8 | 2,160 | 5,345 | 3,185 | 147.5 |
| 50 to 99 employees | 1,099 | 1,630 | 531 | 48.3 | 917 | 2,132 | 1,215 | 132.5 |
| 100 to 249 employees | 953 | 1,218 | 265 | 27.8 | 587 | 1,348 | 761 | 129.6 |
| 250 to 499 employees | 642 | 894 | 252 | 39.3 | 170 | 435 | 265 | 155.9 |
| 500 or more employees | 892 | 905 | 13 | 1.5 | 205 | 402 | 197 | 96.1 |
| Unclassified companies | 1,992 | 3,302 | 1,310 | 65.8 | 2,696 | 3,686 | 990 | 36.7 |

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

(2) Includes both nonemployers and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1992 or 1997.

(3) Includes freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera.

(4) Increases in the number of exporters in given categories between 1992 or 1997 represent both an actual increase as well as an increase in coverage. Please see Methodology section of the Technical Notes for more details.

Table 2a
Top Companies' Share of the 1996 Export Market
by Company Type

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

| Company Type | Number of Exporters | Known Value (1) | % of Known Value | % of Company Type Value (2) |
|---------------------------------|----------------------------|------------------------|-------------------------|------------------------------------|
| All identified companies | 189,670 | 500,671 | 100.0 | 100.0 |
| Top 4 companies | 4 | 45,696 | 9.1 | 9.1 |
| Top 8 companies | 8 | 75,327 | 15.0 | 15.0 |
| Top 20 companies | 20 | 121,838 | 24.3 | 24.3 |
| Top 50 companies | 50 | 168,956 | 33.7 | 33.7 |
| Top 100 companies | 100 | 210,294 | 42.0 | 42.0 |
| Top 250 companies | 250 | 269,401 | 53.8 | 53.8 |
| Top 500 companies | 500 | 315,087 | 62.9 | 62.9 |
| Top 1000 companies | 1,000 | 356,900 | 71.3 | 71.3 |
| Top 2000 companies | 2,000 | 394,007 | 78.7 | 78.7 |
| Manufacturers | 61,665 | 339,865 | 67.9 | 100.0 |
| Top 4 companies | 4 | 43,719 | 8.7 | 12.9 |
| Top 8 companies | 8 | 72,377 | 14.5 | 21.3 |
| Top 20 companies | 20 | 113,490 | 22.7 | 33.4 |
| Top 50 companies | 50 | 152,847 | 30.5 | 45.0 |
| Top 100 companies | 100 | 185,977 | 37.1 | 54.7 |
| Top 250 companies | 250 | 230,153 | 46.0 | 67.7 |
| Top 500 companies | 500 | 259,274 | 51.8 | 76.3 |
| Top 1000 companies | 1,000 | 283,312 | 56.6 | 83.4 |
| Top 2000 companies | 2,000 | 303,122 | 60.5 | 89.2 |
| Wholesalers | 62,330 | 69,271 | 13.8 | 100.0 |
| Top 4 companies | 4 | 7,782 | 1.6 | 11.2 |
| Top 8 companies | 8 | 11,145 | 2.2 | 16.1 |
| Top 20 companies | 20 | 16,278 | 3.3 | 23.5 |
| Top 50 companies | 50 | 22,085 | 4.4 | 31.9 |
| Top 100 companies | 100 | 26,865 | 5.4 | 38.8 |
| Top 250 companies | 250 | 34,175 | 6.8 | 49.3 |
| Top 500 companies | 500 | 40,264 | 8.0 | 58.1 |
| Top 1000 companies | 1,000 | 46,517 | 9.3 | 67.2 |
| Top 2000 companies | 2,000 | 52,710 | 10.5 | 76.1 |
| Other companies (3) | 60,961 | 74,686 | 14.9 | 100.0 |
| Top 4 companies | 4 | 6,737 | 1.3 | 9.0 |
| Top 8 companies | 8 | 11,823 | 2.4 | 15.8 |
| Top 20 companies | 20 | 18,582 | 3.7 | 24.9 |
| Top 50 companies | 50 | 27,949 | 5.6 | 37.4 |
| Top 100 companies | 100 | 36,528 | 7.3 | 48.9 |
| Top 250 companies | 250 | 47,806 | 9.5 | 64.0 |
| Top 500 companies | 500 | 55,438 | 11.1 | 74.2 |
| Top 1000 companies | 1,000 | 61,474 | 12.3 | 82.3 |
| Top 2000 companies | 2,000 | 66,303 | 13.2 | 88.8 |
| Unclassified companies | 4,714 | 16,850 | 3.4 | 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 11.2 percent of the total value for all wholesalers
- (3) Includes freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera.

Table 2b
Top Companies' Share of the 1997 Export Market
by Company Type

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

| Company Type | Number of Exporters | Known Value (1) | % of Known Value | % of Company Type Value (2) | % Change 1996-1997 | |
|---------------------------------|---------------------|-----------------|------------------|-----------------------------|---------------------|-------------|
| | | | | | Number of Exporters | Known Value |
| All identified companies | 209,455 | 562,764 | 100.0 | 100.0 | 10.4 | 12.4 |
| Top 4 companies | 4 | 54,562 | 9.7 | 9.7 | - | 19.4 |
| Top 8 companies | 8 | 87,505 | 15.5 | 15.5 | - | 16.2 |
| Top 20 companies | 20 | 137,287 | 24.4 | 24.4 | - | 12.7 |
| Top 50 companies | 50 | 188,647 | 33.5 | 33.5 | - | 11.7 |
| Top 100 companies | 100 | 234,453 | 41.7 | 41.7 | - | 11.5 |
| Top 250 companies | 250 | 299,500 | 53.2 | 53.2 | - | 11.2 |
| Top 500 companies | 500 | 350,005 | 62.2 | 62.2 | - | 11.1 |
| Top 1000 companies | 1,000 | 395,884 | 70.3 | 70.3 | - | 10.9 |
| Top 2000 companies | 2,000 | 438,105 | 77.8 | 77.8 | - | 11.2 |
| Manufacturers | 65,594 | 385,665 | 68.5 | 100.0 | 6.4 | 13.5 |
| Top 4 companies | 4 | 54,562 | 9.7 | 14.1 | - | 24.8 |
| Top 8 companies | 8 | 86,588 | 15.4 | 22.5 | - | 19.6 |
| Top 20 companies | 20 | 130,191 | 23.1 | 33.8 | - | 14.7 |
| Top 50 companies | 50 | 174,357 | 31.0 | 45.2 | - | 14.1 |
| Top 100 companies | 100 | 212,329 | 37.7 | 55.1 | - | 14.2 |
| Top 250 companies | 250 | 262,476 | 46.6 | 68.1 | - | 14.0 |
| Top 500 companies | 500 | 294,695 | 52.4 | 76.4 | - | 13.7 |
| Top 1000 companies | 1,000 | 321,419 | 57.1 | 83.3 | - | 13.5 |
| Top 2000 companies | 2,000 | 343,952 | 61.1 | 89.2 | - | 13.5 |
| Wholesalers | 67,901 | 71,152 | 12.6 | 100.0 | 8.9 | 2.7 |
| Top 4 companies | 4 | 6,451 | 1.1 | 9.1 | - | -17.1 |
| Top 8 companies | 8 | 9,676 | 1.7 | 13.6 | - | -13.2 |
| Top 20 companies | 20 | 14,571 | 2.6 | 20.5 | - | -10.5 |
| Top 50 companies | 50 | 20,173 | 3.6 | 28.4 | - | -8.7 |
| Top 100 companies | 100 | 24,757 | 4.4 | 34.8 | - | -7.8 |
| Top 250 companies | 250 | 32,334 | 5.7 | 45.4 | - | -5.4 |
| Top 500 companies | 500 | 38,930 | 6.9 | 54.7 | - | -3.3 |
| Top 1000 companies | 1,000 | 45,631 | 8.1 | 64.1 | - | -1.9 |
| Top 2000 companies | 2,000 | 52,231 | 9.3 | 73.4 | - | -0.9 |
| Other companies (3) | 68,025 | 81,275 | 14.4 | 100.0 | 11.6 | 8.8 |
| Top 4 companies | 4 | 9,167 | 1.6 | 11.3 | - | 36.1 |
| Top 8 companies | 8 | 13,695 | 2.4 | 16.9 | - | 15.8 |
| Top 20 companies | 20 | 20,573 | 3.7 | 25.3 | - | 10.7 |
| Top 50 companies | 50 | 30,166 | 5.4 | 37.1 | - | 7.9 |
| Top 100 companies | 100 | 39,173 | 7.0 | 48.2 | - | 7.2 |
| Top 250 companies | 250 | 50,907 | 9.0 | 62.6 | - | 6.5 |
| Top 500 companies | 500 | 59,214 | 10.5 | 72.9 | - | 6.8 |
| Top 1000 companies | 1,000 | 65,837 | 11.7 | 81.0 | - | 7.1 |
| Top 2000 companies | 2,000 | 71,280 | 12.7 | 87.7 | - | 7.5 |
| Unclassified companies | 7,935 | 24,672 | 4.4 | 100.0 | 68.3 | 46.4 |

(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 9.1 percent of the total value for all wholesalers.

(3) Includes freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera.

Table 3a
1996 Exports to Related Parties
by Company Type and Employment Size

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

| Company Type and Employment Size | Known Value (1) | Number of Exporters | Related Party Trade | | | Nonrelated Party Trade | | | Nonreported | | |
|------------------------------------|-----------------|---------------------|---------------------|----------------|-------------------------------|------------------------|----------------|-------------------------------|-----------------|----------------|-------------------------------|
| | | | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) |
| All identified companies | 500,671 | 189,670 | 172,161 | 34.4 | 17.3 | 299,615 | 59.8 | 92.9 | 28,896 | 5.8 | 23.3 |
| no employees (3) | 21,592 | 31,865 | 4,701 | 21.8 | 13.1 | 15,277 | 70.8 | 89.7 | 1,614 | 7.5 | 17.0 |
| 1 to 19 employees | 39,384 | 88,499 | 4,954 | 12.6 | 12.2 | 29,245 | 74.3 | 91.5 | 5,185 | 13.2 | 20.3 |
| 20 to 49 employees | 21,576 | 28,597 | 2,874 | 13.3 | 16.1 | 16,725 | 77.5 | 95.1 | 1,977 | 9.2 | 22.1 |
| 50 to 99 employees | 16,562 | 15,739 | 2,759 | 16.7 | 21.8 | 12,718 | 76.8 | 96.3 | 1,085 | 6.5 | 27.1 |
| 100 to 249 employees | 36,068 | 12,911 | 6,099 | 16.9 | 29.6 | 27,389 | 75.9 | 96.6 | 2,580 | 7.2 | 33.2 |
| 250 to 499 employees | 20,705 | 5,106 | 4,793 | 23.1 | 41.0 | 14,193 | 68.5 | 97.0 | 1,719 | 8.3 | 41.7 |
| 500 or more employees | 344,784 | 6,953 | 145,982 | 42.3 | 57.7 | 184,067 | 53.4 | 97.4 | 14,735 | 4.3 | 53.8 |
| Manufacturers | 339,865 | 61,665 | 135,857 | 40.0 | 21.5 | 190,018 | 55.9 | 96.5 | 13,990 | 4.1 | 26.0 |
| no employees (3) | 7,367 | 5,506 | 2,081 | 28.3 | 18.0 | 4,873 | 66.1 | 94.2 | 413 | 5.6 | 18.1 |
| 1 to 19 employees | 3,634 | 18,775 | 688 | 18.9 | 9.5 | 2,722 | 74.9 | 95.1 | 224 | 6.2 | 15.2 |
| 20 to 49 employees | 5,286 | 13,555 | 743 | 14.1 | 14.7 | 4,205 | 79.5 | 96.5 | 339 | 6.4 | 20.6 |
| 50 to 99 employees | 6,214 | 9,129 | 714 | 11.5 | 21.4 | 5,124 | 82.5 | 97.4 | 376 | 6.1 | 27.7 |
| 100 to 249 employees | 13,540 | 7,883 | 2,138 | 15.8 | 31.0 | 10,602 | 78.3 | 98.3 | 800 | 5.9 | 35.2 |
| 250 to 499 employees | 12,339 | 3,098 | 2,713 | 22.0 | 46.3 | 8,676 | 71.9 | 99.0 | 750 | 6.1 | 47.7 |
| 500 or more employees | 291,484 | 3,719 | 126,780 | 43.5 | 71.6 | 153,617 | 52.7 | 99.4 | 11,087 | 3.8 | 69.2 |
| Wholesalers | 69,271 | 62,330 | 13,086 | 18.9 | 15.9 | 49,131 | 70.9 | 93.4 | 7,054 | 10.2 | 26.8 |
| no employees (3) | 4,598 | 8,988 | 493 | 10.7 | 11.3 | 3,589 | 78.1 | 90.3 | 516 | 11.2 | 22.2 |
| 1 to 19 employees | 20,601 | 37,780 | 2,225 | 10.8 | 13.7 | 15,379 | 74.6 | 92.8 | 2,998 | 14.6 | 25.9 |
| 20 to 49 employees | 8,970 | 8,707 | 1,492 | 16.6 | 18.6 | 6,617 | 73.8 | 96.0 | 862 | 9.6 | 27.0 |
| 50 to 99 employees | 5,786 | 3,517 | 1,048 | 18.1 | 25.0 | 4,243 | 73.3 | 96.8 | 495 | 8.6 | 31.4 |
| 100 to 249 employees | 7,790 | 2,216 | 1,702 | 21.9 | 31.4 | 5,236 | 67.2 | 96.9 | 852 | 10.9 | 38.3 |
| 250 to 499 employees | 3,612 | 640 | 761 | 21.1 | 39.4 | 2,556 | 70.7 | 98.3 | 296 | 8.2 | 44.2 |
| 500 or more employees | 17,914 | 482 | 5,366 | 30.0 | 57.3 | 11,513 | 64.3 | 98.3 | 1,035 | 5.8 | 60.8 |
| Other companies (4) | 74,686 | 60,961 | 19,845 | 26.6 | 14.7 | 47,841 | 64.1 | 89.0 | 6,999 | 9.4 | 17.2 |
| no employees (3) | 7,566 | 14,143 | 1,737 | 23.0 | 12.4 | 5,271 | 69.7 | 88.1 | 559 | 7.4 | 13.4 |
| 1 to 19 employees | 14,899 | 31,172 | 1,959 | 13.1 | 11.9 | 11,007 | 73.9 | 88.0 | 1,933 | 13.0 | 16.5 |
| 20 to 49 employees | 7,127 | 6,181 | 588 | 8.2 | 15.6 | 5,768 | 80.9 | 91.0 | 771 | 10.8 | 18.1 |
| 50 to 99 employees | 4,514 | 2,985 | 990 | 21.9 | 19.1 | 3,312 | 73.4 | 92.6 | 212 | 4.7 | 20.3 |
| 100 to 249 employees | 3,678 | 2,626 | 730 | 19.8 | 23.7 | 2,604 | 70.8 | 91.5 | 344 | 9.4 | 22.6 |
| 250 to 499 employees | 4,142 | 1,243 | 1,255 | 30.3 | 28.2 | 2,235 | 53.9 | 91.6 | 652 | 15.8 | 25.8 |
| 500 or more employees | 32,760 | 2,611 | 12,588 | 38.4 | 38.1 | 17,645 | 53.9 | 94.4 | 2,528 | 7.7 | 31.1 |
| Unclassified companies | 16,850 | 4,714 | 3,373 | 20.0 | 16.3 | 12,624 | 74.9 | 88.1 | 853 | 5.1 | 20.2 |
| Multiple location companies | 399,969 | 26,667 | 156,700 | 39.2 | 35.4 | 223,849 | 56.0 | 96.5 | 19,420 | 4.9 | 36.0 |
| no employees (3) | 5,767 | 1,584 | 1,065 | 18.5 | 30.0 | 4,429 | 76.8 | 96.3 | 272 | 4.7 | 17.3 |
| 1 to 19 employees | 2,745 | 2,274 | 329 | 12.0 | 16.3 | 1,816 | 66.1 | 94.2 | 601 | 21.9 | 18.7 |
| 20 to 49 employees | 4,508 | 3,555 | 1,047 | 23.2 | 18.9 | 2,846 | 63.1 | 94.5 | 614 | 13.6 | 23.2 |
| 50 to 99 employees | 7,323 | 3,852 | 1,681 | 22.9 | 23.1 | 5,144 | 70.3 | 96.5 | 498 | 6.8 | 27.4 |
| 100 to 249 employees | 25,540 | 5,643 | 4,627 | 18.1 | 31.6 | 19,014 | 74.4 | 96.7 | 1,900 | 7.4 | 35.0 |
| 250 to 499 employees | 14,992 | 3,551 | 3,477 | 23.2 | 42.4 | 10,291 | 68.6 | 97.3 | 1,224 | 8.2 | 43.8 |
| 500 or more employees | 339,095 | 6,208 | 144,474 | 42.6 | 60.2 | 180,309 | 53.2 | 97.8 | 14,312 | 4.2 | 56.1 |
| Manufacturers | 307,609 | 11,874 | 129,624 | 42.1 | 45.7 | 165,877 | 53.9 | 98.7 | 12,108 | 3.9 | 46.6 |
| no employees (3) | 3,131 | 656 | 833 | 26.6 | 39.6 | 2,101 | 67.1 | 98.0 | 197 | 6.3 | 24.1 |
| 1 to 19 employees | 149 | 300 | 4 | 2.4 | 12.7 | 130 | 87.1 | 97.7 | 16 | 10.5 | 15.3 |
| 20 to 49 employees | 747 | 897 | 178 | 23.9 | 18.7 | 485 | 64.9 | 96.8 | 84 | 11.2 | 23.2 |
| 50 to 99 employees | 1,327 | 1,532 | 222 | 16.7 | 25.1 | 1,036 | 78.0 | 98.1 | 69 | 5.2 | 30.6 |
| 100 to 249 employees | 6,373 | 2,984 | 1,066 | 16.7 | 35.1 | 4,979 | 78.1 | 98.5 | 328 | 5.2 | 38.8 |
| 250 to 499 employees | 8,710 | 2,117 | 1,632 | 21.0 | 48.9 | 6,341 | 72.8 | 99.1 | 536 | 6.2 | 51.2 |
| 500 or more employees | 287,171 | 3,388 | 125,488 | 43.7 | 73.7 | 150,806 | 52.5 | 99.6 | 10,877 | 3.8 | 71.2 |
| Wholesalers | 32,398 | 6,068 | 8,844 | 27.3 | 25.8 | 20,955 | 64.7 | 96.8 | 2,600 | 8.0 | 32.0 |
| no employees (3) | 530 | 201 | 69 | 13.0 | 22.4 | 449 | 84.8 | 94.5 | 12 | 2.2 | 21.9 |
| 1 to 19 employees | 1,008 | 970 | 184 | 18.3 | 19.0 | 665 | 65.9 | 96.1 | 159 | 15.8 | 22.8 |
| 20 to 49 employees | 2,169 | 1,485 | 598 | 27.6 | 18.7 | 1,355 | 62.5 | 95.8 | 215 | 9.9 | 25.9 |
| 50 to 99 employees | 3,033 | 1,297 | 674 | 22.2 | 21.4 | 2,054 | 67.7 | 97.0 | 304 | 10.0 | 28.0 |
| 100 to 249 employees | 5,672 | 1,216 | 1,426 | 25.1 | 29.2 | 3,502 | 61.7 | 97.0 | 744 | 13.1 | 37.7 |
| 250 to 499 employees | 2,717 | 467 | 577 | 21.2 | 38.3 | 1,953 | 71.9 | 99.1 | 187 | 6.9 | 43.9 |
| 500 or more employees | 17,270 | 432 | 5,316 | 30.8 | 57.9 | 10,976 | 63.6 | 98.6 | 978 | 5.7 | 61.8 |

See footnotes at end of table.

Table 3a
1996 Exports to Related Parties
by Company Type and Employment Size - Continued

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

| Company Type and Employment Size | Known Value (1) | Number of Exporters | Related Party Trade | | | Nonrelated Party Trade | | | Nonreported | | |
|------------------------------------|-----------------|---------------------|---------------------|----------------|-------------------------------|------------------------|----------------|-------------------------------|-----------------|----------------|-------------------------------|
| | | | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) |
| Multiple location companies | | | | | | | | | | | |
| Other companies (4) | 45,109 | 7,585 | 15,273 | 33.9 | 27.6 | 25,827 | 57.3 | 92.8 | 4,010 | 8.9 | 24.4 |
| no employees (3) | 1,774 | 314 | 107 | 6.0 | 24.5 | 1,609 | 90.7 | 93.0 | 58 | 3.3 | 15.6 |
| 1 to 19 employees | 1,553 | 917 | 133 | 8.6 | 15.0 | 995 | 64.1 | 91.2 | 425 | 27.4 | 15.9 |
| 20 to 49 employees | 1,439 | 1,071 | 221 | 15.3 | 19.2 | 907 | 63.0 | 90.8 | 311 | 21.6 | 18.7 |
| 50 to 99 employees | 2,917 | 921 | 779 | 26.7 | 22.7 | 2,016 | 69.1 | 93.1 | 122 | 4.2 | 21.5 |
| 100 to 249 employees | 2,443 | 1,266 | 606 | 24.8 | 24.9 | 1,594 | 65.2 | 92.1 | 243 | 10.0 | 23.0 |
| 250 to 499 employees | 2,954 | 846 | 1,005 | 34.0 | 27.8 | 1,470 | 49.8 | 92.1 | 479 | 16.2 | 26.0 |
| 500 or more employees | 32,029 | 2,250 | 12,422 | 38.8 | 40.5 | 17,236 | 53.8 | 95.1 | 2,371 | 7.4 | 33.1 |
| Unclassified companies | 14,853 | 1,140 | 2,960 | 19.9 | 29.8 | 11,190 | 75.3 | 96.0 | 702 | 4.7 | 23.9 |
| Single location companies | 100,702 | 163,003 | 15,461 | 15.4 | 14.4 | 75,765 | 75.2 | 92.3 | 9,476 | 9.4 | 21.2 |
| no employees (3) | 15,825 | 30,281 | 3,636 | 23.0 | 12.2 | 10,848 | 68.5 | 89.3 | 1,342 | 8.5 | 17.0 |
| 1 to 19 employees | 36,639 | 86,225 | 4,625 | 12.6 | 12.1 | 27,430 | 74.9 | 91.5 | 4,584 | 12.5 | 20.4 |
| 20 to 49 employees | 17,068 | 25,042 | 1,826 | 10.7 | 15.7 | 13,879 | 81.3 | 95.2 | 1,363 | 8.0 | 21.9 |
| 50 to 99 employees | 9,239 | 11,887 | 1,078 | 11.7 | 21.3 | 7,574 | 82.0 | 96.3 | 587 | 6.4 | 27.0 |
| 100 to 249 employees | 10,529 | 7,268 | 1,472 | 14.0 | 28.1 | 8,376 | 79.6 | 96.6 | 680 | 6.5 | 31.8 |
| 250 to 499 employees | 5,714 | 1,555 | 1,316 | 23.0 | 37.7 | 3,902 | 68.3 | 96.2 | 496 | 8.7 | 37.0 |
| 500 or more employees | 5,689 | 745 | 1,507 | 26.5 | 37.4 | 3,758 | 66.1 | 93.8 | 424 | 7.4 | 34.2 |
| Manufacturers | 32,256 | 49,791 | 6,233 | 19.3 | 15.7 | 24,141 | 74.8 | 96.0 | 1,882 | 5.8 | 21.0 |
| no employees (3) | 4,236 | 4,850 | 1,249 | 29.5 | 15.0 | 2,772 | 65.4 | 93.6 | 215 | 5.1 | 17.3 |
| 1 to 19 employees | 3,485 | 18,475 | 685 | 19.7 | 9.5 | 2,592 | 74.4 | 95.0 | 208 | 6.0 | 15.2 |
| 20 to 49 employees | 4,540 | 12,658 | 565 | 12.4 | 14.4 | 3,720 | 81.9 | 96.5 | 255 | 5.6 | 20.5 |
| 50 to 99 employees | 4,886 | 7,597 | 492 | 10.1 | 20.6 | 4,088 | 83.7 | 97.2 | 307 | 6.3 | 27.2 |
| 100 to 249 employees | 7,167 | 4,899 | 1,072 | 15.0 | 28.4 | 5,623 | 78.5 | 98.2 | 472 | 6.6 | 33.0 |
| 250 to 499 employees | 3,629 | 981 | 880 | 24.3 | 40.6 | 2,535 | 69.8 | 98.6 | 214 | 5.9 | 40.4 |
| 500 or more employees | 4,313 | 331 | 1,291 | 29.9 | 50.5 | 2,812 | 65.2 | 97.0 | 210 | 4.9 | 48.3 |
| Wholesalers | 36,873 | 56,262 | 4,243 | 11.5 | 14.8 | 28,177 | 76.4 | 93.0 | 4,453 | 12.1 | 26.2 |
| no employees (3) | 4,068 | 8,787 | 423 | 10.4 | 11.1 | 3,140 | 77.2 | 90.2 | 505 | 12.4 | 22.2 |
| 1 to 19 employees | 19,593 | 36,810 | 2,041 | 10.4 | 13.5 | 14,714 | 75.1 | 92.8 | 2,838 | 14.5 | 26.0 |
| 20 to 49 employees | 6,802 | 7,222 | 894 | 13.1 | 18.6 | 5,261 | 77.4 | 96.0 | 647 | 9.5 | 27.2 |
| 50 to 99 employees | 2,753 | 2,220 | 374 | 13.6 | 27.1 | 2,188 | 79.5 | 96.7 | 191 | 6.9 | 33.4 |
| 100 to 249 employees | 2,118 | 1,000 | 276 | 13.0 | 34.0 | 1,734 | 81.9 | 96.7 | 108 | 5.1 | 39.1 |
| 250 to 499 employees | 895 | 173 | 184 | 20.6 | 42.2 | 602 | 67.3 | 96.0 | 109 | 12.1 | 45.1 |
| 500 or more employees | 644 | 50 | 50 | 7.8 | 52.0 | 537 | 83.4 | 96.0 | 57 | 8.8 | 52.0 |
| Other companies (4) | 29,576 | 53,376 | 4,573 | 15.5 | 12.9 | 22,014 | 74.4 | 88.5 | 2,989 | 10.1 | 16.2 |
| no employees (3) | 5,793 | 13,829 | 1,630 | 28.1 | 12.1 | 3,662 | 63.2 | 88.0 | 501 | 8.6 | 13.3 |
| 1 to 19 employees | 13,346 | 30,255 | 1,825 | 13.7 | 11.8 | 10,012 | 75.0 | 87.9 | 1,508 | 11.3 | 16.6 |
| 20 to 49 employees | 5,687 | 5,110 | 367 | 6.5 | 14.8 | 4,860 | 85.5 | 91.1 | 460 | 8.1 | 18.0 |
| 50 to 99 employees | 1,597 | 2,064 | 211 | 13.2 | 17.5 | 1,296 | 81.2 | 92.4 | 89 | 5.6 | 19.8 |
| 100 to 249 employees | 1,235 | 1,360 | 124 | 10.0 | 22.6 | 1,010 | 81.8 | 90.9 | 101 | 8.2 | 22.3 |
| 250 to 499 employees | 1,188 | 397 | 250 | 21.1 | 29.0 | 765 | 64.4 | 90.4 | 173 | 14.6 | 25.4 |
| 500 or more employees | 731 | 361 | 166 | 22.7 | 23.5 | 409 | 55.9 | 90.6 | 157 | 21.4 | 19.1 |
| Unclassified companies | 1,997 | 3,574 | 412 | 20.6 | 12.0 | 1,434 | 71.8 | 85.6 | 151 | 7.6 | 19.0 |

(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 percent because companies may export to both related and nonrelated parties.

(3) Includes both nonemployers and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1996.

(4) Includes freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera

**Table 3b
1997 Exports to Related Parties
by Company Type and Employment Size**

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

| Company Type and Employment Size | Known Value (1) | Number of Exporters | Related Party Trade | | | Nonrelated Party Trade | | | Nonreported | | |
|------------------------------------|-----------------|---------------------|---------------------|----------------|-------------------------------|------------------------|----------------|-------------------------------|-----------------|----------------|-------------------------------|
| | | | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) |
| All identified companies | 562,764 | 209,455 | 189,911 | 33.7 | 16.5 | 342,013 | 60.8 | 93.2 | 30,840 | 5.5 | 23.0 |
| no employees (3) | 36,575 | 40,551 | 7,526 | 20.6 | 12.7 | 26,385 | 72.1 | 89.3 | 2,664 | 7.3 | 17.7 |
| 1 to 19 employees | 42,038 | 94,601 | 4,701 | 11.2 | 11.5 | 32,288 | 76.8 | 92.3 | 5,049 | 12.0 | 20.1 |
| 20 to 49 employees | 24,431 | 30,692 | 3,495 | 14.3 | 15.3 | 18,627 | 76.2 | 95.8 | 2,308 | 9.4 | 22.1 |
| 50 to 99 employees | 17,979 | 16,951 | 3,045 | 16.9 | 20.3 | 13,721 | 76.3 | 96.5 | 1,212 | 6.7 | 27.0 |
| 100 to 249 employees | 27,168 | 13,978 | 4,894 | 18.0 | 29.2 | 20,351 | 74.9 | 97.3 | 1,923 | 7.1 | 33.1 |
| 250 to 499 employees | 23,746 | 5,412 | 5,099 | 21.5 | 39.9 | 16,736 | 70.5 | 97.1 | 1,910 | 8.0 | 41.1 |
| 500 or more employees | 390,827 | 7,270 | 161,149 | 41.2 | 56.6 | 213,905 | 54.7 | 97.7 | 15,773 | 4.0 | 52.3 |
| Manufacturers | 385,665 | 65,594 | 148,682 | 38.6 | 20.4 | 221,327 | 57.4 | 96.9 | 15,656 | 4.1 | 25.6 |
| no employees (3) | 8,857 | 7,211 | 1,795 | 20.3 | 17.0 | 6,474 | 73.1 | 94.6 | 589 | 6.6 | 18.5 |
| 1 to 19 employees | 3,774 | 19,690 | 407 | 10.8 | 8.6 | 3,092 | 81.9 | 95.7 | 275 | 7.3 | 14.7 |
| 20 to 49 employees | 5,695 | 14,262 | 839 | 14.7 | 13.9 | 4,527 | 79.5 | 97.3 | 329 | 5.8 | 21.1 |
| 50 to 99 employees | 6,643 | 9,423 | 728 | 11.0 | 19.9 | 5,507 | 82.9 | 97.7 | 409 | 6.2 | 27.3 |
| 100 to 249 employees | 14,569 | 8,249 | 2,055 | 14.1 | 31.0 | 11,724 | 80.5 | 98.5 | 790 | 5.4 | 35.4 |
| 250 to 499 employees | 13,816 | 3,068 | 2,672 | 19.3 | 45.1 | 10,362 | 75.0 | 99.1 | 781 | 5.7 | 47.6 |
| 500 or more employees | 332,311 | 3,691 | 140,186 | 42.2 | 72.0 | 179,642 | 54.1 | 99.4 | 12,483 | 3.8 | 70.2 |
| Wholesalers | 71,152 | 67,901 | 14,087 | 19.8 | 15.1 | 50,445 | 70.9 | 93.7 | 6,620 | 9.3 | 26.4 |
| no employees (3) | 5,688 | 11,125 | 518 | 10.9 | 11.9 | 4,431 | 77.9 | 90.3 | 640 | 11.2 | 22.0 |
| 1 to 19 employees | 22,397 | 40,706 | 2,087 | 9.3 | 12.9 | 17,335 | 77.4 | 93.4 | 2,975 | 13.3 | 25.6 |
| 20 to 49 employees | 9,343 | 9,067 | 1,819 | 19.5 | 17.9 | 6,612 | 70.8 | 96.3 | 912 | 9.8 | 26.8 |
| 50 to 99 employees | 6,117 | 3,613 | 1,236 | 20.2 | 23.5 | 4,411 | 72.1 | 96.7 | 470 | 7.7 | 32.3 |
| 100 to 249 employees | 7,071 | 2,257 | 1,707 | 24.1 | 30.3 | 4,910 | 69.4 | 97.4 | 455 | 6.4 | 37.4 |
| 250 to 499 employees | 3,984 | 653 | 462 | 11.6 | 39.2 | 3,246 | 81.5 | 97.1 | 277 | 6.9 | 45.9 |
| 500 or more employees | 16,552 | 480 | 6,159 | 37.2 | 57.1 | 9,501 | 57.4 | 98.3 | 892 | 5.4 | 60.2 |
| Other companies (4) | 81,275 | 68,025 | 20,971 | 25.8 | 13.7 | 53,258 | 65.5 | 89.4 | 7,046 | 8.7 | 16.9 |
| no employees (3) | 9,077 | 18,369 | 2,577 | 28.4 | 11.5 | 5,763 | 63.5 | 87.2 | 736 | 8.1 | 14.9 |
| 1 to 19 employees | 15,005 | 33,390 | 2,077 | 13.8 | 11.2 | 11,243 | 74.9 | 88.9 | 1,686 | 11.2 | 16.4 |
| 20 to 49 employees | 8,418 | 6,399 | 647 | 7.7 | 14.1 | 6,785 | 80.6 | 91.8 | 987 | 11.7 | 17.3 |
| 50 to 99 employees | 4,175 | 3,087 | 993 | 23.8 | 17.8 | 2,945 | 70.5 | 93.2 | 237 | 5.7 | 18.3 |
| 100 to 249 employees | 3,828 | 2,657 | 834 | 21.8 | 22.5 | 2,510 | 65.6 | 93.2 | 484 | 12.7 | 20.7 |
| 250 to 499 employees | 4,470 | 1,339 | 1,664 | 37.2 | 27.6 | 2,118 | 47.4 | 92.6 | 688 | 15.4 | 22.6 |
| 500 or more employees | 36,301 | 2,784 | 12,181 | 33.6 | 37.1 | 21,893 | 60.3 | 95.5 | 2,227 | 6.1 | 28.2 |
| Unclassified companies | 24,672 | 7,935 | 6,171 | 25.0 | 19.4 | 16,983 | 68.8 | 90.8 | 1,518 | 6.2 | 25.1 |
| Multiple location companies | 450,924 | 30,432 | 172,880 | 38.3 | 33.8 | 257,180 | 57.0 | 96.6 | 20,864 | 4.6 | 35.8 |
| no employees (3) | 15,565 | 2,084 | 2,394 | 15.4 | 29.9 | 12,169 | 78.2 | 96.1 | 1,002 | 6.4 | 22.4 |
| 1 to 19 employees | 2,487 | 2,759 | 465 | 18.7 | 16.9 | 1,705 | 68.5 | 94.3 | 317 | 12.7 | 20.2 |
| 20 to 49 employees | 6,180 | 4,392 | 1,319 | 21.3 | 18.7 | 4,085 | 66.1 | 95.2 | 776 | 12.6 | 24.4 |
| 50 to 99 employees | 8,036 | 4,600 | 1,700 | 21.2 | 21.8 | 5,749 | 71.5 | 96.1 | 588 | 7.3 | 28.8 |
| 100 to 249 employees | 15,857 | 6,333 | 3,463 | 21.8 | 30.9 | 11,210 | 70.7 | 97.4 | 1,184 | 7.5 | 35.6 |
| 250 to 499 employees | 17,953 | 3,764 | 3,995 | 22.3 | 42.0 | 12,468 | 69.4 | 97.1 | 1,491 | 8.3 | 43.8 |
| 500 or more employees | 384,846 | 6,500 | 159,545 | 41.5 | 59.1 | 209,795 | 54.5 | 98.0 | 15,507 | 4.0 | 54.9 |
| Manufacturers | 349,985 | 11,785 | 142,980 | 40.9 | 46.1 | 193,366 | 55.2 | 98.9 | 13,639 | 3.9 | 48.2 |
| no employees (3) | 3,887 | 828 | 763 | 19.6 | 39.4 | 2,756 | 70.9 | 97.9 | 369 | 9.5 | 32.0 |
| 1 to 19 employees | 278 | 275 | 29 | 10.3 | 19.3 | 215 | 77.3 | 98.2 | 35 | 12.4 | 20.4 |
| 20 to 49 employees | 712 | 813 | 181 | 25.4 | 19.1 | 498 | 70.0 | 97.5 | 33 | 4.6 | 25.7 |
| 50 to 99 employees | 1,354 | 1,516 | 196 | 14.5 | 25.5 | 1,065 | 78.7 | 98.2 | 92 | 6.8 | 30.8 |
| 100 to 249 employees | 6,307 | 2,966 | 985 | 15.6 | 34.7 | 5,008 | 79.4 | 99.0 | 313 | 5.0 | 40.4 |
| 250 to 499 employees | 9,660 | 2,012 | 2,015 | 20.9 | 48.8 | 7,149 | 74.0 | 99.4 | 496 | 5.1 | 51.4 |
| 500 or more employees | 327,788 | 3,375 | 138,812 | 42.3 | 74.2 | 176,675 | 53.9 | 99.5 | 12,302 | 3.8 | 72.7 |
| Wholesalers | 31,256 | 6,387 | 9,582 | 30.7 | 25.4 | 19,603 | 62.7 | 96.8 | 2,072 | 6.6 | 32.7 |
| no employees (3) | 406 | 328 | 58 | 14.2 | 22.9 | 335 | 82.5 | 96.6 | 13 | 3.3 | 23.2 |
| 1 to 19 employees | 929 | 981 | 235 | 25.3 | 17.3 | 594 | 63.9 | 95.9 | 100 | 10.8 | 21.5 |
| 20 to 49 employees | 2,344 | 1,579 | 659 | 28.1 | 18.1 | 1,437 | 61.3 | 96.0 | 248 | 10.6 | 26.4 |
| 50 to 99 employees | 3,095 | 1,309 | 752 | 24.3 | 20.2 | 2,075 | 67.0 | 96.9 | 269 | 8.7 | 30.5 |
| 100 to 249 employees | 5,242 | 1,256 | 1,469 | 28.0 | 30.4 | 3,404 | 64.9 | 97.5 | 369 | 7.0 | 38.1 |
| 250 to 499 employees | 3,242 | 500 | 295 | 9.1 | 39.0 | 2,732 | 84.3 | 97.4 | 215 | 6.6 | 48.6 |
| 500 or more employees | 15,998 | 434 | 6,115 | 38.2 | 58.1 | 9,026 | 56.4 | 99.1 | 858 | 5.4 | 61.1 |

See footnotes at end of table.

Table 3b
1997 Exports to Related Parties
by Company Type and Employment Size - Continued

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

| Company Type and Employment Size | Known Value (1) | Number of Exporters | Related Party Trade | | | Nonrelated Party Trade | | | Nonreported | | |
|------------------------------------|-----------------|---------------------|---------------------|----------------|-------------------------------|------------------------|----------------|-------------------------------|-----------------|----------------|-------------------------------|
| | | | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) | Known Value (1) | % of Row Value | % of Row Number of Exptrs (2) |
| Multiple location companies | | | | | | | | | | | |
| Other companies (4) | 48,312 | 8,011 | 15,251 | 31.6 | 26.6 | 29,238 | 60.5 | 93.6 | 3,823 | 7.9 | 22.6 |
| no employees (3) | 1,480 | 492 | 98 | 6.6 | 23.8 | 1,328 | 89.8 | 92.3 | 53 | 3.6 | 18.1 |
| 1 to 19 employees | 554 | 915 | 113 | 20.5 | 15.2 | 316 | 57.1 | 92.6 | 124 | 22.4 | 15.1 |
| 20 to 49 employees | 2,151 | 1,054 | 289 | 13.4 | 17.2 | 1,449 | 67.3 | 91.8 | 414 | 19.3 | 19.0 |
| 50 to 99 employees | 2,545 | 955 | 663 | 26.1 | 19.3 | 1,751 | 68.8 | 92.9 | 131 | 5.1 | 19.9 |
| 100 to 249 employees | 2,610 | 1,309 | 710 | 27.2 | 23.8 | 1,592 | 61.0 | 93.6 | 308 | 11.8 | 21.0 |
| 250 to 499 employees | 3,576 | 904 | 1,383 | 38.7 | 28.4 | 1,577 | 44.1 | 92.1 | 616 | 17.2 | 23.2 |
| 500 or more employees | 35,396 | 2,382 | 11,995 | 33.9 | 39.4 | 21,225 | 60.0 | 95.8 | 2,176 | 6.1 | 29.8 |
| Unclassified companies | 21,370 | 4,249 | 5,066 | 23.7 | 26.0 | 14,973 | 70.1 | 95.5 | 1,330 | 6.2 | 30.8 |
| Single location companies | 111,840 | 179,023 | 17,031 | 15.2 | 13.5 | 84,833 | 75.9 | 92.6 | 9,976 | 8.9 | 20.8 |
| no employees (3) | 21,011 | 38,467 | 5,133 | 24.4 | 11.8 | 14,216 | 67.7 | 88.9 | 1,662 | 7.9 | 17.5 |
| 1 to 19 employees | 39,551 | 91,842 | 4,236 | 10.7 | 11.3 | 30,583 | 77.3 | 92.2 | 4,732 | 12.0 | 20.1 |
| 20 to 49 employees | 18,251 | 26,300 | 2,177 | 11.9 | 14.8 | 14,542 | 79.7 | 95.9 | 1,533 | 8.4 | 21.7 |
| 50 to 99 employees | 9,942 | 12,351 | 1,345 | 13.5 | 19.7 | 7,973 | 80.2 | 96.7 | 624 | 6.3 | 26.3 |
| 100 to 249 employees | 11,311 | 7,645 | 1,432 | 12.7 | 27.7 | 9,141 | 80.8 | 97.2 | 739 | 6.5 | 31.0 |
| 250 to 499 employees | 5,793 | 1,648 | 1,104 | 19.1 | 35.0 | 4,269 | 73.7 | 97.1 | 420 | 7.2 | 34.9 |
| 500 or more employees | 5,981 | 770 | 1,604 | 26.8 | 35.2 | 4,110 | 68.7 | 95.7 | 267 | 4.5 | 30.6 |
| Manufacturers | 35,680 | 53,809 | 5,702 | 16.0 | 14.7 | 27,961 | 78.4 | 96.5 | 2,017 | 5.7 | 20.6 |
| no employees (3) | 4,970 | 6,383 | 1,032 | 20.8 | 14.1 | 3,718 | 74.8 | 94.2 | 220 | 4.4 | 16.8 |
| 1 to 19 employees | 3,496 | 19,415 | 379 | 10.8 | 8.4 | 2,877 | 82.3 | 95.6 | 240 | 6.9 | 14.6 |
| 20 to 49 employees | 4,984 | 13,449 | 658 | 13.2 | 13.6 | 4,029 | 80.8 | 97.2 | 296 | 5.9 | 20.8 |
| 50 to 99 employees | 5,290 | 7,907 | 532 | 10.1 | 18.8 | 4,441 | 84.0 | 97.6 | 317 | 6.0 | 26.7 |
| 100 to 249 employees | 8,262 | 5,283 | 1,069 | 12.9 | 28.9 | 6,716 | 81.3 | 98.3 | 477 | 5.8 | 32.7 |
| 250 to 499 employees | 4,156 | 1,056 | 657 | 15.8 | 38.1 | 3,213 | 77.3 | 98.7 | 285 | 6.9 | 40.2 |
| 500 or more employees | 4,523 | 316 | 1,375 | 30.4 | 48.4 | 2,967 | 65.6 | 99.1 | 181 | 4.0 | 43.4 |
| Wholesalers | 39,896 | 61,514 | 4,505 | 11.3 | 14.0 | 30,842 | 77.3 | 93.3 | 4,548 | 11.4 | 25.7 |
| no employees (3) | 5,282 | 10,797 | 560 | 10.6 | 11.5 | 4,095 | 77.5 | 90.1 | 627 | 11.9 | 22.0 |
| 1 to 19 employees | 21,468 | 39,725 | 1,852 | 8.6 | 12.8 | 16,741 | 78.0 | 93.4 | 2,875 | 13.4 | 25.7 |
| 20 to 49 employees | 6,999 | 7,488 | 1,160 | 16.6 | 17.8 | 5,175 | 73.9 | 96.3 | 664 | 9.5 | 26.9 |
| 50 to 99 employees | 3,022 | 2,304 | 484 | 16.0 | 25.3 | 2,337 | 77.3 | 96.6 | 201 | 6.6 | 33.4 |
| 100 to 249 employees | 1,829 | 1,001 | 238 | 13.0 | 30.1 | 1,506 | 82.3 | 97.3 | 85 | 4.7 | 36.6 |
| 250 to 499 employees | 742 | 153 | 167 | 22.5 | 39.9 | 514 | 69.2 | 96.1 | 62 | 8.4 | 37.3 |
| 500 or more employees | 553 | 46 | 44 | 7.9 | 47.8 | 475 | 85.8 | 91.3 | 34 | 6.2 | 52.2 |
| Other companies (4) | 32,962 | 60,014 | 5,720 | 17.4 | 12.0 | 24,020 | 72.9 | 88.9 | 3,223 | 9.8 | 16.2 |
| no employees (3) | 7,597 | 17,877 | 2,479 | 32.6 | 11.1 | 4,435 | 58.4 | 87.0 | 683 | 9.0 | 14.9 |
| 1 to 19 employees | 14,451 | 32,475 | 1,963 | 13.6 | 11.1 | 10,927 | 75.6 | 88.8 | 1,561 | 10.8 | 16.4 |
| 20 to 49 employees | 6,267 | 5,345 | 358 | 5.7 | 13.5 | 5,337 | 85.2 | 91.7 | 572 | 9.1 | 17.0 |
| 50 to 99 employees | 1,630 | 2,132 | 329 | 20.2 | 17.1 | 1,194 | 73.3 | 93.4 | 107 | 6.5 | 17.5 |
| 100 to 249 employees | 1,218 | 1,348 | 124 | 10.2 | 21.4 | 918 | 75.4 | 92.9 | 176 | 14.5 | 20.4 |
| 250 to 499 employees | 894 | 435 | 281 | 31.4 | 25.7 | 541 | 60.5 | 93.6 | 72 | 8.1 | 21.4 |
| 500 or more employees | 905 | 402 | 185 | 20.5 | 23.6 | 668 | 73.9 | 93.5 | 51 | 5.6 | 18.7 |
| Unclassified companies | 3,302 | 3,686 | 1,105 | 33.5 | 11.8 | 2,009 | 60.9 | 85.3 | 188 | 5.7 | 18.5 |

(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 percent because companies may export to both related and nonrelated parties.

(3) Includes both nonemployers and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1997.

(4) Includes freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera.

Table 4a
1996 Exports by Company Type and Employment Size
to Number of Partner Countries

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

| Company Type and Employment Size | Known Value (1) | Number of Exporters | Number of Countries to Which Company Exports | | | | | | | | | | | |
|----------------------------------|-----------------|---------------------|----------------------------------------------|--------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|-----------------|--------------------|----------------|--------------------|
| | | | 1 Country | | 2-4 Countries | | 5-9 Countries | | 10-24 Countries | | 25-49 Countries | | 50+ Countries | |
| | | | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters |
| All Identified companies | 500,671 | 189,670 | 6.3 | 62.7 | 6.3 | 23.1 | 6.7 | 7.7 | 13.7 | 4.8 | 20.3 | 1.3 | 46.8 | 0.3 |
| no employees (2) | 21,592 | 31,865 | 29.1 | 79.5 | 12.8 | 14.8 | 9.4 | 3.4 | 13.8 | 1.8 | 21.8 | 0.4 | 13.1 | 0.1 |
| 1 to 19 employees | 39,384 | 88,499 | 34.5 | 69.0 | 26.3 | 23.0 | 20.3 | 5.7 | 14.2 | 2.0 | 4.3 | 0.2 | 0.3 | 0.0 |
| 20 to 49 employees | 21,576 | 28,597 | 19.8 | 55.4 | 22.0 | 27.8 | 15.5 | 10.0 | 21.6 | 6.0 | 19.7 | 0.7 | 1.4 | 0.0 |
| 50 to 99 employees | 16,562 | 15,739 | 11.2 | 48.3 | 20.0 | 28.0 | 19.7 | 12.6 | 25.8 | 9.3 | 20.4 | 1.7 | 2.8 | 0.1 |
| 100 to 249 employees | 36,068 | 12,911 | 6.0 | 41.6 | 9.7 | 28.2 | 12.3 | 14.3 | 25.7 | 12.1 | 11.5 | 3.6 | 34.9 | 0.3 |
| 250 to 499 employees | 20,705 | 5,106 | 7.1 | 34.9 | 12.8 | 26.2 | 12.1 | 16.0 | 37.7 | 15.9 | 24.2 | 6.4 | 6.0 | 0.6 |
| 500 or more employees | 344,784 | 6,953 | 0.6 | 27.9 | 1.2 | 19.9 | 2.9 | 12.8 | 9.9 | 18.1 | 22.7 | 14.5 | 62.8 | 6.8 |
| Manufacturers | 339,865 | 61,665 | 2.4 | 50.4 | 3.1 | 26.8 | 3.8 | 11.1 | 10.3 | 8.2 | 21.1 | 2.8 | 59.3 | 0.7 |
| no employees (2) | 7,367 | 5,506 | 16.5 | 67.3 | 8.6 | 19.6 | 8.4 | 6.8 | 18.8 | 4.8 | 26.7 | 1.2 | 21.0 | 0.3 |
| 1 to 19 employees | 3,634 | 18,775 | 37.0 | 64.2 | 22.7 | 26.2 | 17.7 | 7.2 | 9.4 | 2.2 | 13.1 | 0.1 | (D) | 0.0 |
| 20 to 49 employees | 5,286 | 13,555 | 25.9 | 52.3 | 26.4 | 29.7 | 20.6 | 11.0 | 22.1 | 6.4 | 5.0 | 0.6 | - | - |
| 50 to 99 employees | 6,214 | 9,129 | 15.9 | 44.4 | 21.8 | 29.6 | 19.7 | 13.9 | 32.3 | 10.3 | 10.3 | 1.8 | (D) | 0.0 |
| 100 to 249 employees | 13,540 | 7,883 | 9.5 | 36.1 | 14.9 | 29.9 | 17.3 | 15.8 | 31.0 | 14.0 | 18.8 | 3.9 | 8.5 | 0.2 |
| 250 to 499 employees | 12,339 | 3,098 | 7.5 | 26.0 | 13.9 | 26.9 | 13.3 | 18.7 | 34.5 | 19.4 | 26.5 | 8.5 | 4.3 | 0.6 |
| 500 or more employees | 291,484 | 3,719 | 0.3 | 13.6 | 0.9 | 16.6 | 1.8 | 14.4 | 7.4 | 23.1 | 21.4 | 21.8 | 68.1 | 10.5 |
| Wholesalers | 69,271 | 62,330 | 13.8 | 59.0 | 17.4 | 27.6 | 13.8 | 8.2 | 24.0 | 4.3 | 21.7 | 0.8 | 9.3 | 0.1 |
| no employees (2) | 4,598 | 8,988 | 31.8 | 73.5 | 20.6 | 20.4 | 10.7 | 4.0 | 15.6 | 1.7 | 21.4 | 0.4 | (D) | 0.0 |
| 1 to 19 employees | 20,601 | 37,780 | 29.3 | 61.4 | 33.6 | 28.3 | 18.3 | 7.3 | 15.2 | 2.7 | 3.2 | 0.3 | 0.3 | 0.0 |
| 20 to 49 employees | 8,970 | 8,707 | 13.0 | 49.7 | 21.7 | 30.6 | 18.8 | 11.5 | 28.2 | 7.2 | 18.2 | 1.0 | (D) | 0.1 |
| 50 to 99 employees | 5,786 | 3,517 | 7.6 | 43.6 | 20.2 | 30.1 | 28.6 | 13.9 | 25.9 | 10.3 | 17.7 | 2.0 | (D) | 0.1 |
| 100 to 249 employees | 7,790 | 2,216 | 3.3 | 36.6 | 8.3 | 30.4 | 16.7 | 15.9 | 55.7 | 12.4 | 14.9 | 4.6 | 1.1 | 0.2 |
| 250 to 499 employees | 3,612 | 640 | 3.8 | 33.6 | 6.3 | 28.6 | 10.2 | 15.2 | 47.2 | 17.3 | 32.4 | 4.8 | (D) | 0.5 |
| 500 or more employees | 17,914 | 482 | 0.2 | 20.7 | 1.1 | 22.2 | 1.6 | 15.8 | 15.3 | 22.2 | 49.0 | 15.1 | 32.8 | 3.9 |
| Other companies (3) | 74,666 | 60,962 | 17.3 | 77.7 | 10.7 | 15.4 | 14.3 | 4.0 | 21.5 | 2.3 | 17.9 | 0.5 | 18.1 | 0.2 |
| no employees (2) | 7,566 | 14,143 | 37.0 | 86.6 | 13.2 | 10.2 | 10.6 | 2.0 | 8.4 | 0.9 | 30.8 | 0.2 | (D) | 0.1 |
| 1 to 19 employees | 14,899 | 31,172 | 40.7 | 80.8 | 17.3 | 14.8 | 23.6 | 3.1 | 14.3 | 1.2 | 4.1 | 0.1 | (D) | 0.1 |
| 20 to 49 employees | 6,181 | 7,127 | 24.2 | 70.0 | 19.2 | 19.9 | 7.8 | 6.0 | 13.3 | 3.6 | 35.4 | 0.6 | (D) | 0.1 |
| 50 to 99 employees | 4,514 | 2,985 | 9.3 | 65.8 | 17.4 | 20.9 | 8.4 | 6.8 | 16.8 | 5.4 | 48.1 | 1.0 | (D) | 0.1 |
| 100 to 249 employees | 3,678 | 2,626 | 16.0 | 62.4 | 17.6 | 21.3 | 18.7 | 8.2 | 16.9 | 5.9 | 10.3 | 1.6 | 20.4 | 0.6 |
| 250 to 499 employees | 4,142 | 1,243 | 9.2 | 57.7 | 16.0 | 23.6 | 10.3 | 9.5 | 41.1 | 6.8 | 23.4 | 1.8 | (D) | 0.7 |
| 500 or more employees | 32,760 | 2,611 | 3.0 | 49.4 | 3.0 | 23.7 | 13.2 | 10.3 | 28.4 | 10.3 | 19.3 | 4.3 | 33.2 | 2.1 |
| Unclassified companies | 16,850 | 4,715 | 6.5 | 79.0 | 3.7 | 13.7 | 2.5 | 3.7 | 4.6 | 2.4 | 8.2 | 0.9 | 74.5 | 0.3 |

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

(2) Includes both nonemployers and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1996.

(3) Includes freight forwarders and other transportation services firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etcetera.

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

Table 4b
1997 Exports by Company Type and Employment Size
to Number of Partner Countries

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

| Company Type and Employment Size | Known Value (1) | Number of Exporters | Number of Countries to Which Company Exports | | | | | | | | | | | | | | | |
|----------------------------------|-----------------|---------------------|----------------------------------------------|--------------------|----------------|--------------------|----------------|--------------------|-----------------|--------------------|-----------------|--------------------|----------------|--------------------|--|--|--|--|
| | | | 1 Country | | 2-4 Countries | | 5-8 Countries | | 10-24 Countries | | 25-49 Countries | | 50+ Countries | | | | | |
| | | | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | % of Row Value | % of Row Exporters | | | | |
| All Identified companies | 562,764 | 209,455 | 6.0 | 61.8 | 6.4 | 23.6 | 6.1 | 7.9 | 12.8 | 5.1 | 18.3 | 1.4 | 50.4 | 0.3 | | | | |
| no employees (2) | 36,575 | 40,551 | 19.6 | 77.2 | 10.3 | 16.2 | 6.5 | 3.9 | 17.7 | 2.2 | 13.6 | 0.4 | 32.4 | 0.1 | | | | |
| 1 to 19 employees | 42,038 | 94,601 | 32.6 | 67.8 | 27.6 | 23.7 | 19.7 | 6.0 | 15.7 | 2.3 | 3.9 | 0.2 | 0.6 | 0.0 | | | | |
| 20 to 49 employees | 24,431 | 30,692 | 21.8 | 53.9 | 21.2 | 27.9 | 17.9 | 11.0 | 20.8 | 6.4 | 17.8 | 0.7 | 0.5 | 0.0 | | | | |
| 50 to 99 employees | 17,979 | 16,951 | 12.2 | 47.6 | 19.5 | 28.3 | 18.0 | 12.8 | 25.5 | 9.3 | 22.8 | 2.0 | 1.9 | 0.1 | | | | |
| 100 to 249 employees | 27,168 | 13,978 | 8.8 | 40.0 | 15.3 | 28.8 | 15.2 | 14.1 | 38.0 | 13.1 | 17.9 | 3.6 | 4.9 | 0.3 | | | | |
| 250 to 499 employees | 23,746 | 5,412 | 5.6 | 33.7 | 13.7 | 27.7 | 12.6 | 14.7 | 32.2 | 16.4 | 30.9 | 5.9 | 5.0 | 0.7 | | | | |
| 500 or more employees | 390,827 | 7,270 | 0.5 | 26.4 | 1.1 | 20.9 | 2.3 | 12.6 | 8.0 | 18.0 | 19.4 | 14.7 | 68.7 | 7.4 | | | | |
| Manufacturers | 385,665 | 65,594 | 2.1 | 49.0 | 3.0 | 27.6 | 3.5 | 11.2 | 9.3 | 8.5 | 18.0 | 2.8 | 64.1 | 0.8 | | | | |
| no employees (2) | 8,857 | 7,211 | 13.7 | 62.6 | 11.1 | 22.5 | 9.9 | 7.7 | 25.8 | 5.6 | 26.1 | 1.3 | 13.2 | 0.3 | | | | |
| 1 to 19 employees | 3,774 | 19,690 | 35.7 | 62.7 | 27.8 | 27.4 | 23.4 | 7.5 | 9.7 | 2.4 | 3.4 | 0.1 | (D) | 0.0 | | | | |
| 20 to 49 employees | 5,995 | 14,262 | 25.8 | 50.4 | 25.6 | 30.0 | 19.7 | 12.0 | 23.9 | 7.1 | 5.1 | 0.6 | (D) | 0.0 | | | | |
| 50 to 99 employees | 6,643 | 9,423 | 15.0 | 43.5 | 21.7 | 30.0 | 18.7 | 14.1 | 30.1 | 10.2 | 14.6 | 2.1 | (D) | 0.0 | | | | |
| 100 to 249 employees | 14,569 | 8,249 | 9.3 | 34.3 | 16.0 | 30.5 | 16.6 | 15.8 | 35.4 | 15.2 | 21.1 | 4.0 | 1.6 | 0.2 | | | | |
| 250 to 499 employees | 13,816 | 3,068 | 6.3 | 24.5 | 12.6 | 28.5 | 10.9 | 16.5 | 36.8 | 21.2 | 28.6 | 8.6 | 4.8 | 0.7 | | | | |
| 500 or more employees | 332,311 | 3,691 | 0.3 | 11.9 | 0.8 | 16.9 | 1.6 | 13.6 | 5.9 | 23.2 | 17.7 | 22.5 | 73.7 | 11.8 | | | | |
| Wholesalers | 71,152 | 67,901 | 13.5 | 58.6 | 18.3 | 27.5 | 14.9 | 8.5 | 23.1 | 4.5 | 20.3 | 0.8 | 9.8 | 0.1 | | | | |
| no employees (2) | 5,688 | 11,125 | 27.4 | 71.5 | 21.3 | 21.1 | 11.5 | 4.8 | 24.1 | 2.3 | 13.2 | 0.3 | 2.5 | 0.1 | | | | |
| 1 to 19 employees | 22,397 | 40,706 | 26.9 | 60.7 | 32.5 | 28.5 | 19.4 | 7.5 | 16.9 | 3.0 | 4.3 | 0.3 | (D) | 0.0 | | | | |
| 20 to 49 employees | 9,343 | 9,067 | 11.3 | 49.1 | 22.9 | 30.0 | 23.2 | 12.7 | 25.1 | 7.1 | 16.7 | 1.1 | 0.8 | 0.0 | | | | |
| 50 to 99 employees | 6,117 | 3,613 | 8.4 | 43.3 | 19.6 | 29.5 | 14.2 | 14.2 | 27.4 | 10.8 | 17.4 | 2.0 | 3.3 | 0.2 | | | | |
| 100 to 249 employees | 7,071 | 2,257 | 3.8 | 38.1 | 9.9 | 29.2 | 14.3 | 14.9 | 52.2 | 13.3 | 14.8 | 3.9 | 5.0 | 0.5 | | | | |
| 250 to 499 employees | 3,984 | 653 | 4.6 | 30.2 | 7.6 | 28.0 | 10.6 | 15.3 | 29.3 | 18.4 | 48.0 | 7.7 | (D) | 0.5 | | | | |
| 500 or more employees | 16,552 | 480 | 0.1 | 17.7 | 1.3 | 20.8 | 3.4 | 17.9 | 14.6 | 22.7 | 44.8 | 16.7 | 35.7 | 4.2 | | | | |
| Other companies (3) | 81,275 | 68,025 | 16.6 | 76.9 | 11.8 | 16.0 | 11.5 | 4.0 | 19.5 | 2.3 | 18.8 | 0.5 | 21.9 | 0.2 | | | | |
| no employees (2) | 9,077 | 18,369 | 35.5 | 84.8 | 14.8 | 11.5 | 7.3 | 2.2 | 18.3 | 1.1 | 17.2 | 0.2 | 7.0 | 0.1 | | | | |
| 1 to 19 employees | 15,005 | 33,390 | 39.5 | 79.5 | 20.0 | 15.6 | 19.6 | 3.4 | 15.6 | 1.4 | 5.3 | 0.1 | (D) | 0.0 | | | | |
| 20 to 49 employees | 8,418 | 6,399 | 28.9 | 69.7 | 16.6 | 19.8 | 11.3 | 6.1 | 14.1 | 3.8 | 29.1 | 0.6 | (D) | 0.0 | | | | |
| 50 to 99 employees | 4,175 | 3,087 | 15.2 | 66.0 | 17.8 | 21.5 | 8.0 | 6.6 | 16.1 | 4.7 | 42.9 | 1.2 | (D) | 0.0 | | | | |
| 100 to 249 employees | 3,828 | 2,657 | 14.8 | 61.0 | 24.9 | 23.0 | 12.1 | 7.8 | 17.6 | 6.0 | 11.7 | 1.7 | 18.9 | 0.5 | | | | |
| 250 to 499 employees | 4,470 | 1,339 | 4.8 | 58.0 | 23.8 | 25.2 | 18.7 | 9.1 | 22.0 | 5.2 | 30.8 | 2.0 | (D) | 0.5 | | | | |
| 500 or more employees | 36,301 | 2,784 | 1.3 | 46.9 | 2.9 | 25.6 | 8.6 | 9.9 | 22.9 | 10.6 | 20.2 | 4.5 | 44.0 | 2.4 | | | | |
| Unclassified companies | 24,672 | 7,935 | 10.5 | 63.5 | 6.0 | 21.0 | 5.0 | 7.8 | 15.5 | 5.5 | 16.2 | 1.8 | 46.9 | 0.3 | | | | |

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

(2) Includes both nonemployees and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1997.

(3) Includes freight forwarders and other transportation services firms; business services; engineering and management services; gas and oil extraction companies; coal mining companies; communication services; etcetera.

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

Table 5c
Percent Change Between 1996 and 1997 Exports
by Company Employment Size to World Areas and Selected Countries

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

| Country of Destination | Total Value | | Known Value (1) | | Number of Exporters | |
|----------------------------|---------------|-------------|-----------------|-------------|---------------------|-------------|
| | Net Change | % Change | Net Change | % Change | Net Change | % Change |
| All countries | 64,107 | 10.3 | 62,092 | 12.4 | 19,785 | 10.4 |
| Top 25 countries | 57,512 | 10.7 | 52,320 | 12.1 | 16,864 | 9.9 |
| Canada | 17,782 | 13.3 | 8,920 | 8.1 | 3,139 | 3.1 |
| Mexico | 14,617 | 25.8 | 16,397 | 44.8 | 7,877 | 39.4 |
| Japan | -1,863 | -2.8 | -487 | -0.8 | 2,712 | 10.5 |
| United Kingdom | 5,519 | 17.9 | 4,569 | 17.5 | 4,952 | 17.6 |
| Republic of Korea | -1,516 | -5.7 | -351 | -1.6 | 1,287 | 9.0 |
| Germany | 993 | 4.2 | 1,200 | 6.0 | 2,303 | 10.7 |
| Taiwan | 1,975 | 10.7 | 1,199 | 8.0 | 1,824 | 12.8 |
| Netherlands | 3,207 | 19.3 | 3,248 | 23.1 | 1,193 | 9.6 |
| Singapore | 1,042 | 6.2 | 1,094 | 7.7 | 2,063 | 15.1 |
| France | 1,554 | 10.8 | 1,442 | 11.6 | 1,895 | 12.9 |
| Brazil | 3,213 | 25.3 | 3,065 | 30.0 | 1,904 | 18.8 |
| Hong Kong | 1,159 | 8.3 | 1,329 | 11.5 | 2,450 | 16.0 |
| Belgium | 911 | 7.3 | 808 | 7.4 | 767 | 9.5 |
| China | 827 | 6.9 | 360 | 3.5 | 1,626 | 21.2 |
| Australia | 49 | 0.4 | 107 | 1.1 | 2,633 | 15.1 |
| Malaysia | 2,307 | 27.1 | 1,833 | 23.8 | 1,113 | 17.1 |
| Italy | 188 | 2.1 | 310 | 4.2 | 1,333 | 10.6 |
| Saudi Arabia | 1,156 | 15.8 | 1,348 | 33.4 | 571 | 11.1 |
| Switzerland | -64 | -0.8 | 958 | 16.2 | 612 | 7.0 |
| Philippines | 1,303 | 21.3 | 1,292 | 24.9 | 966 | 17.4 |
| Thailand | 146 | 2.0 | 479 | 7.8 | 251 | 3.5 |
| Venezuela | 1,867 | 39.4 | 1,671 | 48.7 | 1,783 | 28.0 |
| Israel | -17 | -0.3 | 286 | 6.0 | 1,047 | 12.1 |
| Argentina | 1,292 | 28.6 | 1,253 | 37.3 | 1,580 | 21.6 |
| Spain | 58 | 1.1 | 119 | 2.7 | 815 | 9.4 |
| All other countries | 7,501 | 8.5 | 9,772 | 14.6 | 8,453 | 14.3 |
| North America | 32,400 | 17.0 | 25,317 | 17.3 | 8,090 | 7.3 |
| Western Europe | 14,038 | 9.9 | 14,885 | 12.7 | 8,422 | 13.8 |
| European Union | 13,293 | 10.4 | 13,458 | 12.6 | 8,057 | 14.0 |
| European Free Trade Assn. | 24 | 0.2 | 1,051 | 14.4 | 932 | 7.8 |
| Eastern Europe | 467 | 6.4 | 829 | 14.7 | 1,150 | 14.5 |
| Former Soviet Republics | -39 | -0.8 | 193 | 4.9 | 650 | 16.4 |
| OECD - Europe | 13,981 | 9.9 | 14,893 | 12.7 | 8,452 | 14.0 |
| Pacific Rim Countries | 5,969 | 3.2 | 6,906 | 4.3 | 8,292 | 13.4 |
| Asia - Near East | 988 | 5.0 | 1,909 | 14.3 | 2,232 | 13.7 |
| Asia - NICS | 2,662 | 3.5 | 3,273 | 5.3 | 4,875 | 13.6 |
| Asia - South | 260 | 5.2 | 656 | 16.9 | 698 | 9.5 |
| ASEAN | 5,167 | 12.0 | 4,877 | 13.2 | 3,280 | 14.7 |
| South/Central America | 10,518 | 20.0 | 11,020 | 28.1 | 6,862 | 18.1 |
| 20 Latin Amer. Republics | 24,320 | 23.5 | 26,346 | 36.5 | 10,630 | 24.4 |
| Cent. Am. Common Market | 1,099 | 17.3 | 1,424 | 30.5 | 1,300 | 14.7 |
| LAFTA | 22,286 | 24.2 | 23,944 | 37.5 | 10,092 | 26.6 |
| NATO Allies | 31,578 | 12.4 | 21,591 | 10.2 | 9,148 | 6.9 |
| OPEC | 3,404 | 15.3 | 3,764 | 24.8 | 3,008 | 18.9 |

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

Table 6a
1996 Exports by the State of the Exporter Location,
Number of Exporting Companies and Value

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

| State of the Exporter Location | Value | % of Value | Known Value (1) | % of Known Value | Number of Exporters (2) | % of Number of Exporters |
|---------------------------------------|----------------|-------------------|------------------------|-------------------------|--------------------------------|---------------------------------|
| United States | 625,075 | 100.0 | 500,671 | 100.0 | 189,670 | 100.0 |
| Alabama | 3,702 | 0.6 | 3,050 | 0.6 | 2,411 | 1.3 |
| Alaska | 850 | 0.1 | 646 | 0.1 | 905 | 0.5 |
| Arizona | 9,938 | 1.6 | 8,604 | 1.7 | 3,490 | 1.8 |
| Arkansas | 1,997 | 0.3 | 1,769 | 0.4 | 1,372 | 0.7 |
| California | 98,634 | 15.8 | 85,025 | 17.0 | 41,755 | 22.0 |
| Colorado | 10,065 | 1.6 | 9,428 | 1.9 | 3,843 | 2.0 |
| Connecticut | 13,052 | 2.1 | 10,837 | 2.2 | 4,783 | 2.5 |
| Delaware | 4,584 | 0.7 | 4,392 | 0.9 | 747 | 0.4 |
| Florida | 19,618 | 3.1 | 14,560 | 2.9 | 19,137 | 10.1 |
| Georgia | 8,618 | 1.4 | 6,392 | 1.3 | 6,731 | 3.5 |
| Hawaii | 295 | 0.0 | 247 | 0.0 | 1,226 | 0.6 |
| Idaho | 1,610 | 0.3 | 1,429 | 0.3 | 911 | 0.5 |
| Illinois | 32,225 | 5.2 | 29,321 | 5.9 | 13,900 | 7.3 |
| Indiana | 12,119 | 1.9 | 10,028 | 2.0 | 5,071 | 2.7 |
| Iowa | 2,695 | 0.4 | 2,406 | 0.5 | 2,652 | 1.4 |
| Kansas | 4,971 | 0.8 | 4,535 | 0.9 | 2,121 | 1.1 |
| Kentucky | 5,824 | 0.9 | 4,392 | 0.9 | 3,079 | 1.6 |
| Louisiana | 4,731 | 0.8 | 4,202 | 0.8 | 2,194 | 1.2 |
| Maine | 1,249 | 0.2 | 1,019 | 0.2 | 1,923 | 1.0 |
| Maryland | 3,510 | 0.6 | 2,679 | 0.5 | 3,511 | 1.9 |
| Massachusetts | 15,368 | 2.5 | 13,723 | 2.7 | 9,385 | 4.9 |
| Michigan | 38,128 | 6.1 | 31,712 | 6.3 | 11,144 | 5.9 |
| Minnesota | 13,884 | 2.2 | 12,192 | 2.4 | 5,609 | 3.0 |
| Mississippi | 1,222 | 0.2 | 1,048 | 0.2 | 1,257 | 0.7 |
| Missouri | 6,590 | 1.1 | 5,822 | 1.2 | 4,321 | 2.3 |
| Montana | 341 | 0.1 | 251 | 0.1 | 797 | 0.4 |
| Nebraska | 2,453 | 0.4 | 2,330 | 0.5 | 1,220 | 0.6 |
| Nevada | 692 | 0.1 | 579 | 0.1 | 1,374 | 0.7 |
| New Hampshire | 1,745 | 0.3 | 1,497 | 0.3 | 2,181 | 1.1 |
| New Jersey | 16,458 | 3.0 | 15,567 | 3.1 | 12,283 | 6.5 |
| New Mexico | 917 | 0.1 | 800 | 0.2 | 914 | 0.5 |
| New York | 44,965 | 7.2 | 38,045 | 7.6 | 24,773 | 13.1 |
| North Carolina | 11,587 | 1.9 | 9,142 | 1.8 | 6,244 | 3.3 |
| North Dakota | 576 | 0.1 | 494 | 0.1 | 951 | 0.5 |
| Ohio | 22,555 | 3.6 | 19,737 | 3.9 | 10,860 | 5.7 |
| Oklahoma | 2,538 | 0.4 | 2,088 | 0.4 | 2,158 | 1.1 |
| Oregon | 8,481 | 1.4 | 7,897 | 1.6 | 3,378 | 1.8 |
| Pennsylvania | 17,446 | 2.8 | 13,260 | 2.6 | 11,122 | 5.9 |
| Rhode Island | 955 | 0.2 | 784 | 0.2 | 1,429 | 0.8 |
| South Carolina | 4,925 | 0.8 | 4,155 | 0.8 | 2,756 | 1.5 |
| South Dakota | 397 | 0.1 | 331 | 0.1 | 570 | 0.3 |
| Tennessee | 9,328 | 1.5 | 7,941 | 1.6 | 3,787 | 2.0 |
| Texas | 48,252 | 7.7 | 38,868 | 7.8 | 14,536 | 7.7 |
| Utah | 2,768 | 0.4 | 2,410 | 0.5 | 1,799 | 0.9 |
| Vermont | 2,611 | 0.4 | 2,529 | 0.5 | 1,371 | 0.7 |
| Virginia | 10,926 | 1.7 | 8,979 | 1.8 | 4,406 | 2.3 |
| Washington | 25,498 | 4.1 | 23,459 | 4.7 | 7,877 | 4.2 |
| West Virginia | 1,218 | 0.2 | 1,128 | 0.2 | 1,196 | 0.6 |
| Wisconsin | 8,410 | 1.3 | 7,127 | 1.4 | 5,585 | 2.9 |
| Wyoming | 124 | 0.0 | 91 | 0.0 | 604 | 0.3 |
| District of Columbia | 5,085 | 0.8 | 1,022 | 0.2 | 927 | 0.5 |
| Puerto Rico | 5,188 | 0.8 | 4,717 | 0.9 | 1,162 | 0.6 |
| Virgin Islands | 192 | 0.0 | 172 | 0.0 | 153 | 0.1 |
| Unallocated (3) | 50,963 | 8.2 | 15,811 | 3.2 | 25,232 | 13.3 |

(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 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.

**1997 Exports to the State of the Exporter Location, Number of Exporting Companies,
Value, and Percent Change Between the 1996 and 1997 Results**

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

| State of the Exporter Location | Value | % of Value | Known Value (1) | % of Known Value | Number of Exporters (2) | % of Exporters | % Change 1996-1997 | | |
|--------------------------------|----------------|--------------|-----------------|------------------|-------------------------|----------------|--------------------|-------------|---------------------|
| | | | | | | | Value | Known Value | Number of Exporters |
| United States | 689,183 | 100.0 | 562,764 | 100.0 | 209,455 | 100.0 | 10.3 | 12.4 | 10.4 |
| Alabama | 4,537 | 0.7 | 4,015 | 0.7 | 2,685 | 1.3 | 22.5 | 31.6 | 11.4 |
| Alaska | 969 | 0.1 | 767 | 0.1 | 1,063 | 0.5 | 13.9 | 18.8 | 17.5 |
| Arizona | 13,557 | 2.0 | 11,964 | 2.1 | 4,029 | 1.9 | 36.4 | 39.1 | 15.4 |
| Arkansas | 2,212 | 0.3 | 1,974 | 0.4 | 1,500 | 0.7 | 10.7 | 11.6 | 9.3 |
| California | 103,802 | 15.1 | 88,737 | 15.8 | 46,884 | 22.4 | 5.2 | 4.4 | 12.3 |
| Colorado | 11,329 | 1.6 | 10,681 | 1.9 | 4,210 | 2.0 | 12.6 | 13.3 | 9.5 |
| Connecticut | 12,897 | 1.9 | 10,765 | 1.9 | 5,237 | 2.5 | -1.2 | -0.7 | 9.5 |
| Delaware | 5,104 | 0.7 | 4,894 | 0.9 | 847 | 0.4 | 11.3 | 11.4 | 13.4 |
| Florida | 22,889 | 3.3 | 18,039 | 3.2 | 21,965 | 10.5 | 16.7 | 23.9 | 14.8 |
| Georgia | 9,810 | 1.4 | 7,655 | 1.4 | 7,445 | 3.6 | 13.8 | 19.8 | 10.6 |
| Hawaii | 303 | 0.0 | 253 | 0.0 | 910 | 0.4 | 2.7 | 2.4 | -25.8 |
| Idaho | 1,716 | 0.2 | 1,442 | 0.3 | 994 | 0.5 | 6.6 | 0.9 | 9.1 |
| Illinois | 34,225 | 5.0 | 31,055 | 5.5 | 15,045 | 7.2 | 6.2 | 5.9 | 8.2 |
| Indiana | 13,097 | 1.9 | 11,336 | 2.0 | 5,509 | 2.6 | 8.1 | 13.0 | 8.6 |
| Iowa | 3,117 | 0.5 | 2,741 | 0.5 | 2,892 | 1.4 | 15.6 | 13.9 | 9.0 |
| Kansas | 5,133 | 0.7 | 4,792 | 0.9 | 2,280 | 1.1 | 3.3 | 5.7 | 7.5 |
| Kentucky | 6,904 | 1.0 | 5,447 | 1.0 | 3,475 | 1.7 | 18.5 | 24.0 | 12.9 |
| Louisiana | 4,373 | 0.6 | 3,860 | 0.7 | 2,546 | 1.2 | -7.6 | -8.1 | 16.0 |
| Maine | 1,590 | 0.2 | 1,310 | 0.2 | 2,062 | 1.0 | 27.3 | 28.5 | 7.2 |
| Maryland | 3,861 | 0.6 | 3,013 | 0.5 | 3,774 | 1.8 | 10.0 | 12.5 | 7.5 |
| Massachusetts | 17,368 | 2.5 | 15,679 | 2.8 | 10,211 | 4.9 | 13.0 | 14.3 | 8.8 |
| Michigan | 37,920 | 5.5 | 32,522 | 5.8 | 11,690 | 5.6 | -0.5 | 2.6 | 4.9 |
| Minnesota | 13,793 | 2.0 | 11,910 | 2.1 | 5,949 | 2.8 | -0.7 | -2.3 | 6.1 |
| Mississippi | 1,421 | 0.2 | 1,247 | 0.2 | 1,425 | 0.7 | 16.3 | 18.9 | 13.4 |
| Missouri | 7,043 | 1.0 | 6,169 | 1.1 | 4,702 | 2.2 | 6.9 | 6.0 | 8.8 |
| Montana | 430 | 0.1 | 317 | 0.1 | 806 | 0.4 | 26.1 | 26.4 | 1.1 |
| Nebraska | 2,494 | 0.4 | 2,354 | 0.4 | 1,302 | 0.6 | 1.7 | 1.0 | 6.7 |
| Nevada | 807 | 0.1 | 663 | 0.1 | 1,481 | 0.7 | 16.7 | 14.5 | 7.8 |
| New Hampshire | 1,931 | 0.3 | 1,701 | 0.3 | 2,549 | 1.2 | 10.7 | 13.7 | 16.9 |
| New Jersey | 20,815 | 3.0 | 17,612 | 3.1 | 13,711 | 6.5 | 12.8 | 13.1 | 11.6 |
| New Mexico | 1,780 | 0.3 | 1,602 | 0.3 | 1,053 | 0.5 | 94.0 | 100.1 | 15.2 |
| New York | 48,885 | 7.1 | 41,962 | 7.5 | 26,885 | 12.8 | 8.7 | 10.3 | 8.5 |
| North Carolina | 13,102 | 1.9 | 11,531 | 2.0 | 7,016 | 3.3 | 13.1 | 26.1 | 12.4 |
| North Dakota | 623 | 0.1 | 524 | 0.1 | 951 | 0.5 | 8.1 | 6.1 | 0.0 |
| Ohio | 25,106 | 3.6 | 22,423 | 4.0 | 11,756 | 5.6 | 11.3 | 13.6 | 8.3 |
| Oklahoma | 2,722 | 0.4 | 2,272 | 0.4 | 2,288 | 1.1 | 7.3 | 8.8 | 6.0 |
| Oregon | 8,359 | 1.2 | 7,795 | 1.4 | 3,890 | 1.9 | -1.4 | -1.3 | 15.2 |
| Pennsylvania | 19,298 | 2.8 | 15,302 | 2.7 | 11,920 | 5.7 | 10.6 | 15.4 | 7.2 |
| Rhode Island | 1,126 | 0.2 | 944 | 0.2 | 1,510 | 0.7 | 18.0 | 20.3 | 5.7 |
| South Carolina | 5,674 | 0.8 | 4,836 | 0.9 | 2,993 | 1.4 | 15.2 | 16.4 | 8.6 |
| South Dakota | 435 | 0.1 | 364 | 0.1 | 597 | 0.3 | 9.5 | 10.1 | 4.7 |
| Tennessee | 9,917 | 1.4 | 8,549 | 1.5 | 4,223 | 2.0 | 6.3 | 7.7 | 11.5 |
| Texas | 56,293 | 8.2 | 46,894 | 8.3 | 17,201 | 8.2 | 16.7 | 20.6 | 18.3 |
| Utah | 3,293 | 0.5 | 2,355 | 0.4 | 1,984 | 0.9 | 19.0 | -2.3 | 10.3 |
| Vermont | 2,592 | 0.4 | 2,492 | 0.4 | 1,419 | 0.7 | -0.7 | -1.4 | 3.5 |
| Virginia | 11,512 | 1.7 | 9,905 | 1.8 | 4,783 | 2.3 | 5.4 | 10.3 | 8.6 |
| Washington | 31,746 | 4.6 | 29,751 | 5.3 | 8,449 | 4.0 | 24.5 | 26.8 | 7.3 |
| West Virginia | 1,299 | 0.2 | 1,113 | 0.2 | 1,262 | 0.6 | 6.6 | -1.3 | 5.5 |
| Wisconsin | 9,792 | 1.4 | 8,466 | 1.5 | 6,085 | 2.9 | 16.4 | 18.8 | 9.0 |
| Wyoming | 176 | 0.0 | 122 | 0.0 | 680 | 0.3 | 42.2 | 34.9 | 12.6 |
| District of Columbia | 4,881 | 0.7 | 1,536 | 0.3 | 1,286 | 0.6 | -4.0 | 50.2 | 38.7 |
| Puerto Rico | 5,528 | 0.8 | 5,036 | 0.9 | 1,301 | 0.6 | 6.5 | 6.8 | 12.0 |
| Virgin Islands | 243 | 0.0 | 234 | 0.0 | 136 | 0.1 | 26.2 | 35.8 | -11.1 |
| Unallocated (3) | 59,351 | 8.6 | 21,839 | 3.9 | 28,706 | 13.7 | -53.4 | 38.1 | 13.8 |

(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.

Table 7a
1996 Exports by State of the Origin of Movement,
Number of Exporting Companies and Value

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

| State of Origin of Movement | Value | % of Value | Known Value (1) | % of Known Value | Number of Exporters (2) | % of Number of Exporters |
|------------------------------------|----------------|-------------------|------------------------|-------------------------|--------------------------------|---------------------------------|
| United States | 625,075 | 100.0 | 500,671 | 100.0 | 189,670 | 100.0 |
| Alabama | 5,169 | 0.8 | 4,299 | 0.9 | 2,504 | 1.3 |
| Alaska | 2,879 | 0.5 | 2,155 | 0.4 | 713 | 0.4 |
| Arizona | 10,504 | 1.7 | 8,752 | 1.7 | 3,572 | 1.9 |
| Arkansas | 2,003 | 0.3 | 1,735 | 0.3 | 1,620 | 0.9 |
| California | 93,418 | 14.9 | 79,575 | 15.9 | 44,210 | 23.3 |
| Colorado | 4,883 | 0.8 | 4,341 | 0.9 | 3,543 | 1.9 |
| Connecticut | 6,100 | 1.0 | 4,916 | 1.0 | 4,690 | 2.5 |
| Delaware | 1,594 | 0.3 | 1,465 | 0.3 | 789 | 0.4 |
| Florida | 20,744 | 3.3 | 15,517 | 3.1 | 22,435 | 11.8 |
| Georgia | 10,982 | 1.8 | 8,057 | 1.6 | 7,578 | 4.0 |
| Hawaii | 284 | 0.0 | 246 | 0.0 | 655 | 0.3 |
| Idaho | 1,571 | 0.3 | 1,435 | 0.3 | 1,009 | 0.5 |
| Illinois | 24,176 | 3.9 | 21,513 | 4.3 | 15,755 | 8.3 |
| Indiana | 10,984 | 1.8 | 9,671 | 1.9 | 5,646 | 3.0 |
| Iowa | 4,400 | 0.7 | 3,998 | 0.8 | 2,375 | 1.3 |
| Kansas | 3,784 | 0.6 | 3,279 | 0.7 | 2,083 | 1.1 |
| Kentucky | 6,385 | 1.0 | 5,748 | 1.1 | 2,835 | 1.5 |
| Louisiana | 21,667 | 3.5 | 19,543 | 3.9 | 2,619 | 1.4 |
| Maine | 1,380 | 0.2 | 1,081 | 0.2 | 1,637 | 0.9 |
| Maryland | 5,019 | 0.8 | 4,146 | 0.8 | 3,744 | 2.0 |
| Massachusetts | 14,524 | 2.3 | 12,996 | 2.6 | 9,870 | 5.2 |
| Michigan | 27,554 | 4.4 | 24,057 | 4.8 | 11,965 | 6.3 |
| Minnesota | 8,992 | 1.4 | 8,013 | 1.6 | 6,005 | 3.2 |
| Mississippi | 2,623 | 0.4 | 2,219 | 0.4 | 1,623 | 0.9 |
| Missouri | 5,404 | 0.9 | 4,621 | 0.9 | 4,368 | 2.3 |
| Montana | 440 | 0.1 | 343 | 0.1 | 794 | 0.4 |
| Nebraska | 1,907 | 0.3 | 1,731 | 0.3 | 1,326 | 0.7 |
| Nevada | 1,268 | 0.2 | 1,174 | 0.2 | 1,350 | 0.7 |
| New Hampshire | 1,481 | 0.2 | 1,292 | 0.3 | 2,046 | 1.1 |
| New Jersey | 13,119 | 2.1 | 10,985 | 2.2 | 12,472 | 6.6 |
| New Mexico | 931 | 0.1 | 852 | 0.2 | 724 | 0.4 |
| New York | 34,230 | 5.5 | 28,703 | 5.7 | 24,627 | 13.0 |
| North Carolina | 15,734 | 2.5 | 12,337 | 2.5 | 7,079 | 3.7 |
| North Dakota | 707 | 0.1 | 584 | 0.1 | 897 | 0.5 |
| Ohio | 22,676 | 3.6 | 19,833 | 4.0 | 11,520 | 6.1 |
| Oklahoma | 2,364 | 0.4 | 1,932 | 0.4 | 2,162 | 1.1 |
| Oregon | 8,948 | 1.4 | 8,223 | 1.6 | 4,634 | 2.4 |
| Pennsylvania | 14,365 | 2.3 | 11,827 | 2.4 | 11,577 | 6.1 |
| Rhode Island | 919 | 0.1 | 723 | 0.1 | 1,555 | 0.8 |
| South Carolina | 6,698 | 1.1 | 5,584 | 1.1 | 3,520 | 1.9 |
| South Dakota | 443 | 0.1 | 371 | 0.1 | 656 | 0.3 |
| Tennessee | 8,094 | 1.3 | 6,785 | 1.4 | 4,478 | 2.4 |
| Texas | 66,863 | 10.7 | 50,712 | 10.1 | 16,992 | 9.0 |
| Utah | 3,296 | 0.5 | 2,903 | 0.6 | 1,769 | 0.9 |
| Vermont | 3,302 | 0.5 | 3,165 | 0.6 | 1,098 | 0.6 |
| Virginia | 12,215 | 2.0 | 10,552 | 2.1 | 4,623 | 2.4 |
| Washington | 26,482 | 4.2 | 24,402 | 4.9 | 9,239 | 4.9 |
| West Virginia | 2,169 | 0.3 | 1,978 | 0.4 | 761 | 0.4 |
| Wisconsin | 9,504 | 1.5 | 8,049 | 1.6 | 5,987 | 3.2 |
| Wyoming | 480 | 0.1 | 441 | 0.1 | 247 | 0.1 |
| District of Columbia | 305 | 0.0 | 191 | 0.0 | 511 | 0.3 |
| Puerto Rico | 5,134 | 0.8 | 4,635 | 0.9 | 863 | 0.5 |
| Virgin Islands | 184 | 0.0 | 178 | 0.0 | 73 | 0.0 |
| Unallocated (3) | 63,794 | 10.2 | 26,804 | 5.4 | 39,800 | 21.0 |

(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.

**1997 Exports by State of the Origin of Movement, Number of Exporting Companies,
Value, and Percent Change Between the 1996 and 1997 Results**

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

| State of Origin of Movement | Value | % of Value | Known Value (1) | % of Known Value | Number of Exporters (2) | % of Number of Exporters | % Change 1996-1997 | | |
|-----------------------------|----------------|--------------|-----------------|------------------|-------------------------|--------------------------|--------------------|-------------|---------------------|
| | | | | | | | Value | Known Value | Number of Exporters |
| United States | 689,183 | 100.0 | 562,764 | 100.0 | 209,455 | 100.0 | 10.3 | 12.4 | 10.4 |
| Alabama | 5,932 | 0.9 | 5,296 | 0.9 | 2,809 | 1.3 | 14.7 | 23.2 | 12.2 |
| Alaska | 2,721 | 0.4 | 1,912 | 0.3 | 741 | 0.4 | -5.5 | -11.3 | 3.9 |
| Arizona | 13,821 | 2.0 | 12,019 | 2.1 | 4,327 | 2.1 | 31.6 | 37.3 | 21.1 |
| Arkansas | 2,305 | 0.3 | 2,040 | 0.4 | 1,784 | 0.9 | 15.1 | 17.5 | 10.1 |
| California | 99,162 | 14.4 | 83,957 | 14.9 | 49,789 | 23.8 | 6.1 | 5.5 | 12.6 |
| Colorado | 5,120 | 0.7 | 4,685 | 0.8 | 3,987 | 1.9 | 4.9 | 7.9 | 12.5 |
| Connecticut | 7,058 | 1.0 | 5,622 | 1.0 | 5,156 | 2.5 | 15.7 | 14.4 | 9.9 |
| Delaware | 2,067 | 0.3 | 1,886 | 0.3 | 896 | 0.4 | 29.6 | 28.7 | 13.6 |
| Florida | 23,234 | 3.4 | 18,345 | 3.3 | 25,230 | 12.0 | 12.0 | 18.2 | 12.5 |
| Georgia | 12,949 | 1.9 | 9,729 | 1.7 | 8,558 | 4.1 | 17.9 | 20.8 | 12.9 |
| Hawaii | 334 | 0.0 | 287 | 0.1 | 694 | 0.3 | 17.5 | 16.6 | 6.0 |
| Idaho | 1,664 | 0.2 | 1,396 | 0.2 | 1,035 | 0.5 | 5.9 | -2.8 | 2.6 |
| Illinois | 26,459 | 3.8 | 23,475 | 4.2 | 17,082 | 8.2 | 9.4 | 9.1 | 8.4 |
| Indiana | 12,029 | 1.7 | 10,706 | 1.9 | 6,284 | 3.0 | 9.5 | 10.7 | 11.3 |
| Iowa | 5,118 | 0.7 | 4,662 | 0.8 | 2,595 | 1.2 | 16.3 | 16.6 | 9.3 |
| Kansas | 4,292 | 0.6 | 3,739 | 0.7 | 2,321 | 1.1 | 13.4 | 14.0 | 11.4 |
| Kentucky | 7,953 | 1.2 | 7,120 | 1.3 | 3,165 | 1.5 | 24.6 | 23.9 | 11.6 |
| Louisiana | 18,732 | 2.7 | 16,709 | 3.0 | 3,000 | 1.4 | -13.5 | -14.5 | 14.5 |
| Maine | 1,723 | 0.2 | 1,370 | 0.2 | 1,753 | 0.8 | 24.9 | 26.7 | 7.1 |
| Maryland | 5,214 | 0.8 | 4,252 | 0.8 | 3,963 | 1.9 | 3.9 | 2.6 | 5.8 |
| Massachusetts | 16,526 | 2.4 | 14,906 | 2.6 | 10,624 | 5.1 | 13.8 | 14.7 | 7.6 |
| Michigan | 32,253 | 4.7 | 27,846 | 4.9 | 12,674 | 6.1 | 17.1 | 15.7 | 5.9 |
| Minnesota | 9,447 | 1.4 | 8,296 | 1.5 | 6,541 | 3.1 | 5.1 | 3.5 | 8.9 |
| Mississippi | 2,290 | 0.3 | 2,013 | 0.4 | 1,899 | 0.9 | -12.7 | -9.3 | 17.0 |
| Missouri | 6,724 | 1.0 | 5,341 | 0.9 | 4,821 | 2.3 | 24.4 | 15.6 | 10.4 |
| Montana | 530 | 0.1 | 416 | 0.1 | 836 | 0.4 | 20.6 | 21.2 | 5.3 |
| Nebraska | 1,971 | 0.3 | 1,811 | 0.3 | 1,518 | 0.7 | 3.4 | 4.6 | 14.5 |
| Nevada | 1,075 | 0.2 | 949 | 0.2 | 1,505 | 0.7 | -15.2 | -19.2 | 11.5 |
| New Hampshire | 1,597 | 0.2 | 1,379 | 0.2 | 2,215 | 1.1 | 7.8 | 6.7 | 8.3 |
| New Jersey | 15,167 | 2.2 | 12,291 | 2.2 | 14,179 | 6.8 | 15.6 | 11.9 | 13.7 |
| New Mexico | 1,776 | 0.3 | 1,637 | 0.3 | 833 | 0.4 | 90.8 | 92.2 | 15.1 |
| New York | 37,979 | 5.5 | 32,445 | 5.8 | 27,193 | 13.0 | 11.0 | 13.0 | 10.4 |
| North Carolina | 16,402 | 2.4 | 14,046 | 2.5 | 7,856 | 3.8 | 4.2 | 13.9 | 11.0 |
| North Dakota | 778 | 0.1 | 661 | 0.1 | 894 | 0.4 | 10.1 | 13.1 | -0.3 |
| Ohio | 24,903 | 3.6 | 21,908 | 3.9 | 12,576 | 6.0 | 9.8 | 10.5 | 9.2 |
| Oklahoma | 2,728 | 0.4 | 2,256 | 0.4 | 2,285 | 1.1 | 15.4 | 16.8 | 5.7 |
| Oregon | 9,151 | 1.3 | 8,502 | 1.5 | 5,101 | 2.4 | 2.3 | 3.4 | 10.1 |
| Pennsylvania | 16,069 | 2.3 | 13,553 | 2.4 | 12,265 | 5.9 | 11.9 | 14.6 | 5.9 |
| Rhode Island | 1,088 | 0.2 | 888 | 0.2 | 1,628 | 0.8 | 18.4 | 22.9 | 4.7 |
| South Carolina | 7,517 | 1.1 | 6,510 | 1.2 | 3,857 | 1.8 | 12.2 | 16.6 | 9.6 |
| South Dakota | 517 | 0.1 | 445 | 0.1 | 867 | 0.4 | 16.7 | 19.8 | 32.2 |
| Tennessee | 9,233 | 1.3 | 7,911 | 1.4 | 5,133 | 2.5 | 14.1 | 16.6 | 14.6 |
| Texas | 76,184 | 11.1 | 60,778 | 10.8 | 20,041 | 9.6 | 13.9 | 19.8 | 17.9 |
| Utah | 3,239 | 0.5 | 2,308 | 0.4 | 1,961 | 0.9 | -1.7 | -20.5 | 10.9 |
| Vermont | 3,811 | 0.6 | 3,632 | 0.6 | 1,163 | 0.6 | 15.4 | 14.7 | 5.9 |
| Virginia | 12,755 | 1.9 | 11,147 | 2.0 | 5,136 | 2.5 | 4.4 | 5.6 | 11.1 |
| Washington | 32,752 | 4.8 | 30,879 | 5.5 | 9,840 | 4.7 | 23.7 | 26.5 | 6.5 |
| West Virginia | 2,276 | 0.3 | 2,039 | 0.4 | 743 | 0.4 | 4.9 | 3.1 | -2.4 |
| Wisconsin | 10,125 | 1.5 | 8,777 | 1.6 | 6,572 | 3.1 | 6.5 | 9.0 | 9.8 |
| Wyoming | 560 | 0.1 | 518 | 0.1 | 295 | 0.1 | 16.5 | 17.6 | 19.4 |
| District of Columbia | 485 | 0.1 | 375 | 0.1 | 575 | 0.3 | 59.2 | 96.4 | 12.5 |
| Puerto Rico | 5,601 | 0.8 | 5,141 | 0.9 | 1,032 | 0.5 | 9.1 | 10.9 | 19.6 |
| Virgin Islands | 233 | 0.0 | 228 | 0.0 | 125 | 0.1 | 26.6 | 27.9 | 11.2 |
| Unallocated (3) | 67,555 | 9.8 | 31,727 | 5.6 | 44,996 | 21.5 | -64.7 | 18.4 | 13.1 |

(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 NOTES

The 1996 and 1997 Profiles of U.S. Exporting Companies

The Census Bureau created the 1996 and 1997 profiles of U.S. exporting companies based upon the normal export documentation used to compile the merchandise trade statistics and upon the Bureau's 1996 and 1997 Business Registers, which contain company characteristics information.

The values in this report are on an f.a.s. ("free alongside ship") value for both domestic exports and reexports of foreign merchandise. They reflect revisions made after the December 1996 and December 1997 FT900--"U.S. International Trade in Goods and Services," press releases.

Limitations

Note that, due to the increased percentage of 1996 and 1997 trade that could be matched to specific exporters, comparisons of these data to 1992 should be made with caution, particularly for the small, single location companies. The 1996 and 1997 match rates increased only by 2 and 4 percent in value from 1992. However, this caused increases of 75 and 93 percent in the number of single location companies that we were able to identify as exporters for 1996 and 1997, respectively.

Nonsampling Errors

Nonsampling errors are attributable to many sources, including the inability to identify all exporting companies in the universe (15 percent of the total export value could not be assigned to companies for 1997), imputation of missing data, data errors and bias, mistakes in recording or keying data (especially the ZIP Code of the exporter used to derive the state of the exporter location and the state of origin of movement), errors in collection or processing, and coverage problems. Explicit measures of the effects of these nonsampling errors are not available. However, it is believed that most of the important operational and data errors were detected and corrected through automated data edits designed to review the data for reasonableness and consistency. Quality control techniques are also used to verify that the operating procedures were carried out as specified.

Related Data Products

The Census Bureau previously released other information on exporting companies. The Manufacturing and Construction Division's (MCD's) AR-1 and AR-2 publications, "Exports from Manufacturing Establishments" (released from 1983-1991) and "Selected Characteristics of Manufacturing and Wholesaling Establishments that Export" (released for 1991 and 1992) provided industry-based information using Economic Census data. These reports presented information on export-related employment on a production origin basis at the establishment level. However, they provide no partner country or commodity detail.

Due to budgetary constraints, the Census Bureau has discontinued both reports (copies of past reports are available from Philippe Morris, MCD, on 301-457-4819).

GLOSSARY OF TERMS

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

Company Type. Company type for single location companies is based on the Standard Industrial Classification (SIC) System, and company type for multiple location companies is based on the Enterprise Industrial Classification (EIC) system. Both classification systems were established by the Executive Office of the President, Office of Management and Budget (OMB). The EIC (which was adapted from the SIC) is maintained by the Census Bureau's Company Statistics Branch, Agricultural and Financial Statistics Division. For this report, companies are classified as manufacturers, wholesalers, or other companies. In addition, those companies where a valid SIC or EIC code was not available are considered unclassified companies.

Employment. Employment includes all employees, full-time or part-time, reported on a firm's payroll during specific payroll periods in 1996 and 1997.

Low-value Estimates. Export statistics are compiled for shipments valued over \$2,500. Exports 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 Exporter Location (EL). The EL series data provides export statistics based on where the exporter of record is located. In practice, this is determined using the ZIP Code of the exporter address given on the export record. Exporters often are intermediaries who export goods that were produced or purchased in a state different than their own. **Limitations:** Exporters are not required to report on an establishment basis. Thus, the ZIP Code reported for multiple location companies may reflect a headquarters or administrative location. Also, the Zip Code is a numeric field and data entry errors or reporting errors can result in shipments being attributed to the wrong state or being credited to unknown.

State of 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 picked up from the state box on the export record. **Limitations:** In certain cases, such as for agricultural and other bulk shipments, the OM state often reflects the consolidation point or port of exit. For example, intermediaries located in inland states ship agricultural commodities down the Mississippi River for export from the port of New Orleans. The consolidation state, Louisiana, is often reported as the OM state.