



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

A Profile of  
U.S. Exporting Companies,  
1997-1998



# **A Profile of U.S. Exporting Companies, 1997-1998**

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## ***Background***

This is the fourth 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 documents filed for export clearances during 1987 and used a different methodology than the succeeding reports. This report, and the previously released reports covering 1992 and 1996/1997, are based on economic census and survey data currently on file at the Census Bureau, administrative records from other government agencies, and documents filed for export clearances. This 1997/1998 report classifies companies according to the North American Industry Classification System (NAICS) instead of the Standard Industrial Classification (SIC) system that was used in the earlier reports.

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 1998 are designated part "a," the 1997 data shown in part "b," and tables comparing two years designated part "c." The 1997 figures in this report represent revisions to data previously released. These revisions are based on the ability to match additional records, as well as a shift from SIC-based company classifications to NAICS-based classifications.

This profile was compiled by the Foreign Trade Division of the Census Bureau. The International Trade Administration is a partial sponsor of the work, providing both financial assistance and advice on data user needs.

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 82 percent of the total export value for 1997 and 81 percent for 1998 were linked to specific companies in this way (see Figure 1). All percentages stated in this report, unless otherwise specified, were calculated based solely upon the 1997 and 1998 export values that could be linked to specific exporters--the "known value."

Roughly 3 percent of the total export value for each year was accounted for by the estimated value of transactions less than \$2,501, exports by U.S. and foreign governments, and revisions. These revisions included Canadian revisions, timing adjustments, and end-of-year revisions. The estimates, adjustments, and revisions were excluded from the matching process. For some transactions, accounting for approximately 15 percent of value for 1997 and 1998, the company identifier was either not reported or could not be matched to a specific company.

During the process of identifying individual companies, it was 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. Comparisons between the number of companies exporting in given categories may be somewhat misleading due to these differences in the percent of value we were able to match to specific companies.

Quality assurance procedures were applied to all phases of collection, processing, and tabulation to minimize errors. However, the data were 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 detailed breakdowns based upon the number of employees of the exporting company. In presenting these results, companies are classified as small (less than 100 employees), medium (100 to 499 employees), and large (500 or more employees). Table 3 also provides information on exports to related parties, such as parent or subsidiary firms. Two parties are considered related if either party owns, directly or indirectly, 10 percent or more of the other party.

### ***General Findings***

The identified U.S. exporting community consisted of 213,664 companies that exported \$567 billion in merchandise in 1997 and 205,188 companies that exported \$554 billion in merchandise in 1998 (see Table 1). Over 96 percent of this value was attributable to the 132,452 companies that exported merchandise in both years. Less than 4 percent of it was from companies that only exported in one of the two years. Overall, export value dropped slightly more than 1 percent from \$689 billion in 1997 to \$682 billion in 1998.

<b>Figure 1 - Comparison of 1997 &amp; 1998 Export Value</b>				
(In millions of dollars)	<b>1997 Export Value</b>	<b>% of 1997 Value</b>	<b>1998 Export Value</b>	<b>% of 1998 Value</b>
<b>Total exports</b>	<b>689,183</b>	<b>100.0</b>	<b>682,138</b>	<b>100.0</b>
Low-value estimates	14,035	2.0	13,790	2.0
US & foreign governments	4,550	0.7	4,718	0.7
Revisions	1,584	0.2	1,664	0.2
<b>Identified exporters (known value)</b>	<b>566,821</b>	<b>82.2</b>	<b>553,644</b>	<b>81.2</b>
Exported merchandise in both 1997 and 1998	548,971	79.7	533,807	78.3
Exported merchandise in only 1997 or only 1998	17,850	2.6	19,837	2.9
<b>Unidentified exports</b>	<b>102,192</b>	<b>14.8</b>	<b>108,322</b>	<b>15.9</b>

## NAICS

The classification of companies as manufacturers, wholesalers and other types of companies in this release was based upon the NAICS. Previous exporter profiles classified companies according to the SIC. The following table compares data by company type based on both the SIC and NAICS codes in 1998. In general, there were a small number of companies reclassified from one category to another. This resulted in a slight net shift of companies out of manufacturers and wholesalers and into other companies and unclassified. Please see the Appendix for more detailed information.

<b>Figure 2 - Comparison of 1998 SIC vs. NAICS Based Data</b>						
	<b>SIC Value (\$ Mil.)</b>	<b>NAICS Value (\$ Mil.)</b>	<b>% Change SIC vs NAICS</b>	<b>SIC Number of Exporters</b>	<b>NAICS Number of Exporters</b>	<b>% Change SIC vs NAICS</b>
<b>All Companies</b>	553,644	553,644	n/a	205,188	205,188	n/a
<b>Manufacturers</b>	376,897	376,397	-0.1	63,311	62,523	-1.2
<b>Wholesalers</b>	82,079	81,678	-0.5	65,527	63,563	-3.0
<b>Other Companies</b>	84,292	84,788	0.6	66,274	68,598	3.5
<b>Unclassified</b>	10,376	10,781	3.9	10,076	10,504	4.2

## ***Who Exports?***

During 1998, only 15 percent (29,973) of all exporters were multiple location companies, but these companies accounted for 81 percent of the known export value (see Table 1a). In contrast, 175,215 single location companies, making up 85 percent of the exporting companies, accounted for just 19 percent of the known export value. Trade with related parties accounted for 39 percent of the known export value of multiple location companies compared to only 15 percent for single location companies.

The data also showed that manufacturers accounted for the largest portion of the 1998 known value at 68 percent. "Other companies" and wholesalers each accounted for roughly 15 percent, and unclassified exporters for the remaining 2 percent (see Table 1a). The "other companies" category included freight forwarders and other transportation and warehousing firms, which often act as agents for the true exporter; business services, engineering and management services; oil and gas extraction companies; coal mining companies; communication services; and others. The distribution mix of exporting companies was about the same in 1997 (see Table 1b).

## ***Large Exporting Firms***

Large exporting companies (those employing 500 or more workers) were responsible for almost 71 percent of the known export value although they represented less than 4 percent of all exporters (see Table 1a). On the other hand, large wholesalers accounted for just 1 percent of the wholesalers who export, and 37 percent of the value of exports by wholesalers. Large exporters in the "other" category accounted for 4 percent of the companies and 43 percent of the value in the "other" category. Roughly 41 percent of the value of large manufacturers' exports was to related parties.

Among the company types, almost 46 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 41 percent and 37 percent of their respective sectors' total exports (see Table 2a).

## ***Small- and Medium-Sized Exporters***

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

- # Almost 97 percent or 198,101 exporters were small- or medium-sized companies; they accounted for 30 percent of the known export value.
- # 94 percent of manufacturing exporters were small- or medium-sized companies; they were responsible for 14 percent of the sector's \$376 billion in exports.
- # 99 percent of wholesalers were small- or medium-sized companies; they were responsible for 63 percent of the sector's \$82 billion in exports.
- # About 96 percent of "other companies" were small- or medium-sized companies; they were responsible for 57 percent of the sector's \$85 billion in exports.

### ***Where are the Major Export Markets?***

Most exporting companies (62 percent) traded with only one foreign country. A small percentage of companies, less than ½ of 1 percent, shipped to 50 or more countries; these companies accounted for half of the known export value (see Table 4a).

About 89 percent of all companies exported to at least one of the top 25 U.S. trading partners in 1998 (see Table 5a). The greatest number of companies (96,741) shipped to Canada, followed by the United Kingdom (34,466), Mexico (29,875), and Japan (26,752). Mexico, while ranking third in the number of identified exporters, ranked second in total export value at \$79 billion.

### ***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 the 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 their movement to the port of exit as reported on the export document. Neither of these series is based on the actual production origin of the goods. Be sure to read the *Glossary of Terms* for important information on the limitations of both series.

Tables 6 and 7 show the number of companies exporting from each state during 1997 and 1998 based upon each state definition. Please note that the same company can be shown as exporting from multiple states.

### ***Comparison of 1997 and the 1998 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 1997 to 1998. Below are a number of noteworthy year-to-year changes (see Tables 1c and 5c):

- # Almost 89 percent of the decline in the number of exporting companies from 1997 to 1998 was accounted for by single location companies.
- # The number of small- and medium-sized companies decreased by 4 percent from 206,321 in 1997 to 198,101 in 1998, while the number of large companies decreased by about 3 percent from 7,343 to 7,087.
- # The number of “other companies” increased by 2 percent from 67,172 in 1997 to 68,598 in 1998.
- # Of the top 25 U.S. trading partners, China and Mexico showed the largest increase in the number of exporting companies at 10 percent and 6 percent, respectively. The Republic of Korea showed the largest decline at 25 percent, followed by Malaysia’s decrease of 18 percent.

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***Technical Notes***

***Glossary of Terms***

***Appendix***

**Table 1a**  
**1998 Exports by Company Type and Employment Size**

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

<b>Company Type and Employment Size</b>	<b>Known Value (1)</b>	<b>% of Known Value</b>	<b>Cum. % of Known Value</b>	<b>Cum. % of Company Type Value (2)</b>	<b>Number of Exporters</b>	<b>% of Number of Exporters</b>	<b>Cum. % of Number of Exporters</b>	<b>Cum. % of Company Type Exporters (2)</b>
<b>All identified companies</b>	<b>553,644</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>205,188</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
no. employees unknown (3)	32,664	5.9	5.9	5.9	49,474	24.1	24.1	24.1
1 to 19 employees	38,252	6.9	12.8	12.8	86,469	42.1	66.3	66.3
20 to 49 employees	23,139	4.2	17.0	17.0	28,573	13.9	80.2	80.2
50 to 99 employees	18,191	3.3	20.3	20.3	15,774	7.7	87.9	87.9
100 to 249 employees	26,911	4.9	25.1	25.1	12,858	6.3	94.1	94.1
250 to 499 employees	22,581	4.1	29.2	29.2	4,953	2.4	96.5	96.5
500 or more employees	391,906	70.8	100.0	100.0	7,087	3.5	100.0	100.0
<b>Manufacturers</b>	<b>376,397</b>	<b>68.0</b>	<b>68.0</b>	<b>100.0</b>	<b>62,523</b>	<b>30.5</b>	<b>30.5</b>	<b>100.0</b>
no. employees unknown (3)	11,080	2.0	2.0	2.9	8,445	4.1	4.1	13.5
1 to 19 employees	3,512	0.6	2.6	3.9	17,929	8.7	12.9	42.2
20 to 49 employees	4,955	0.9	3.5	5.2	13,188	6.4	19.3	63.3
50 to 99 employees	6,269	1.1	4.7	6.9	8,906	4.3	23.6	77.5
100 to 249 employees	14,147	2.6	7.2	10.6	7,615	3.7	27.3	89.7
250 to 499 employees	13,202	2.4	9.6	14.1	2,909	1.4	28.8	94.4
500 or more employees	323,231	58.4	68.0	100.0	3,531	1.7	30.5	100.0
<b>Wholesalers</b>	<b>81,678</b>	<b>14.8</b>	<b>14.8</b>	<b>100.0</b>	<b>63,563</b>	<b>31.0</b>	<b>31.0</b>	<b>100.0</b>
no. employees unknown (3)	6,277	1.1	1.1	7.7	11,666	5.7	5.7	18.4
1 to 19 employees	19,237	3.5	4.6	31.2	36,962	18.0	23.7	76.5
20 to 49 employees	7,572	1.4	6.0	40.5	8,101	3.9	27.6	89.2
50 to 99 employees	6,807	1.2	7.2	48.8	3,303	1.6	29.3	94.4
100 to 249 employees	7,346	1.3	8.5	57.8	2,177	1.1	30.3	97.9
250 to 499 employees	4,234	0.8	9.3	63.0	715	0.3	30.7	99.0
500 or more employees	30,205	5.5	14.8	100.0	639	0.3	31.0	100.0
<b>Other companies (4)</b>	<b>84,788</b>	<b>15.3</b>	<b>15.3</b>	<b>100.0</b>	<b>68,598</b>	<b>33.4</b>	<b>33.4</b>	<b>100.0</b>
no. employees unknown (3)	10,407	1.9	1.9	12.3	22,630	11.0	11.0	33.0
1 to 19 employees	14,230	2.6	4.5	29.1	30,299	14.8	25.8	77.2
20 to 49 employees	9,703	1.8	6.2	40.5	6,074	3.0	28.8	86.0
50 to 99 employees	4,408	0.8	7.0	45.7	2,886	1.4	30.2	90.2
100 to 249 employees	4,464	0.8	7.8	51.0	2,630	1.3	31.4	94.1
250 to 499 employees	4,964	0.9	8.7	56.8	1,274	0.6	32.1	95.9
500 or more employees	36,612	6.6	15.3	100.0	2,805	1.4	33.4	100.0
<b>Unclassified companies</b>	<b>10,781</b>	<b>1.9</b>	<b>1.9</b>	<b>100.0</b>	<b>10,504</b>	<b>5.1</b>	<b>5.1</b>	<b>100.0</b>
<b>Multiple location companies</b>	<b>446,803</b>	<b>80.7</b>	<b>80.7</b>	<b>100.0</b>	<b>29,973</b>	<b>14.6</b>	<b>14.6</b>	<b>100.0</b>
no. employees unknown (3)	10,180	1.8	1.8	2.3	2,384	1.2	1.2	8.0
1 to 19 employees	3,113	0.6	2.4	3.0	2,668	1.3	2.5	16.9
20 to 49 employees	6,194	1.1	3.5	4.4	4,414	2.2	4.6	31.6
50 to 99 employees	7,127	1.3	4.8	6.0	4,399	2.1	6.8	46.3
100 to 249 employees	15,470	2.8	7.6	9.4	6,060	3.0	9.7	66.5
250 to 499 employees	17,823	3.2	10.8	13.4	3,560	1.7	11.4	78.4
500 or more employees	386,897	69.9	80.7	100.0	6,488	3.2	14.6	100.0
<b>Manufacturers</b>	<b>343,165</b>	<b>62.0</b>	<b>62.0</b>	<b>100.0</b>	<b>12,106</b>	<b>5.9</b>	<b>5.9</b>	<b>100.0</b>
no. employees unknown (3)	5,532	1.0	1.0	1.6	1,071	0.5	0.5	8.8
1 to 19 employees	429	0.1	1.1	1.7	277	0.1	0.7	11.1
20 to 49 employees	691	0.1	1.2	1.9	860	0.4	1.1	18.2
50 to 99 employees	1,389	0.3	1.5	2.3	1,591	0.8	1.9	31.4
100 to 249 employees	6,291	1.1	2.6	4.2	2,970	1.4	3.3	55.9
250 to 499 employees	9,706	1.8	4.3	7.0	2,028	1.0	4.3	72.7
500 or more employees	319,127	57.6	62.0	100.0	3,309	1.6	5.9	100.0

See footnotes at end of table.



**Table 1a**  
**1998 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)
<b>Multiple location companies</b>								
<b>Wholesalers</b>	<b>46,340</b>	<b>8.4</b>	<b>8.4</b>	<b>100.0</b>	<b>6,565</b>	<b>3.2</b>	<b>3.2</b>	<b>100.0</b>
no. employees unknown (3)	1,195	0.2	0.2	2.6	427	0.2	0.2	6.5
1 to 19 employees	963	0.2	0.4	4.7	892	0.4	0.6	20.1
20 to 49 employees	1,844	0.3	0.7	8.6	1,418	0.7	1.3	41.7
50 to 99 employees	3,491	0.6	1.4	16.2	1,278	0.6	2.0	61.2
100 to 249 employees	5,429	1.0	2.3	27.9	1,353	0.7	2.6	81.8
250 to 499 employees	3,489	0.6	3.0	35.4	586	0.3	2.9	90.7
500 or more employees	29,928	5.4	8.4	100.0	611	0.3	3.2	100.0
<b>Other companies (4)</b>	<b>50,948</b>	<b>9.2</b>	<b>9.2</b>	<b>100.0</b>	<b>7,874</b>	<b>3.8</b>	<b>3.8</b>	<b>100.0</b>
no. employees unknown (3)	2,750	0.5	0.5	5.4	682	0.3	0.3	8.7
1 to 19 employees	582	0.1	0.6	6.5	703	0.3	0.7	17.6
20 to 49 employees	2,819	0.5	1.1	12.1	948	0.5	1.1	29.6
50 to 99 employees	1,541	0.3	1.4	15.1	868	0.4	1.6	40.7
100 to 249 employees	2,821	0.5	1.9	20.6	1,314	0.6	2.2	57.3
250 to 499 employees	4,446	0.8	2.7	29.4	895	0.4	2.6	68.7
500 or more employees	35,988	6.5	9.2	100.0	2,464	1.2	3.8	100.0
<b>Unclassified companies</b>	<b>6,350</b>	<b>1.1</b>	<b>1.1</b>	<b>100.0</b>	<b>3,428</b>	<b>1.7</b>	<b>1.7</b>	<b>100.0</b>
<b>Single location companies</b>	<b>106,841</b>	<b>19.3</b>	<b>19.3</b>	<b>100.0</b>	<b>175,215</b>	<b>85.4</b>	<b>85.4</b>	<b>100.0</b>
no. employees unknown (3)	22,484	4.1	4.1	21.0	47,090	22.9	22.9	26.9
1 to 19 employees	35,139	6.3	10.4	53.9	83,801	40.8	63.8	74.7
20 to 49 employees	16,946	3.1	13.5	69.8	24,159	11.8	75.6	88.5
50 to 99 employees	11,064	2.0	15.5	80.2	11,375	5.5	81.1	95.0
100 to 249 employees	11,441	2.1	17.5	90.9	6,798	3.3	84.4	98.9
250 to 499 employees	4,759	0.9	18.4	95.3	1,393	0.7	85.1	99.7
500 or more employees	5,008	0.9	19.3	100.0	599	0.3	85.4	100.0
<b>Manufacturers</b>	<b>33,232</b>	<b>6.0</b>	<b>6.0</b>	<b>100.0</b>	<b>50,417</b>	<b>24.6</b>	<b>24.6</b>	<b>100.0</b>
no. employees unknown (3)	5,548	1.0	1.0	16.7	7,374	3.6	3.6	14.6
1 to 19 employees	3,083	0.6	1.6	26.0	17,652	8.6	12.2	49.6
20 to 49 employees	4,263	0.8	2.3	38.8	12,328	6.0	18.2	74.1
50 to 99 employees	4,881	0.9	3.2	53.5	7,315	3.6	21.8	88.6
100 to 249 employees	7,856	1.4	4.6	77.1	4,645	2.3	24.0	97.8
250 to 499 employees	3,496	0.6	5.3	87.6	881	0.4	24.5	99.6
500 or more employees	4,104	0.7	6.0	100.0	222	0.1	24.6	100.0
<b>Wholesalers</b>	<b>35,338</b>	<b>6.4</b>	<b>6.4</b>	<b>100.0</b>	<b>56,998</b>	<b>27.8</b>	<b>27.8</b>	<b>100.0</b>
no. employees unknown (3)	5,082	0.9	0.9	14.4	11,239	5.5	5.5	19.7
1 to 19 employees	18,274	3.3	4.2	66.1	36,070	17.6	23.1	83.0
20 to 49 employees	5,728	1.0	5.3	82.3	6,683	3.3	26.3	94.7
50 to 99 employees	3,316	0.6	5.9	91.7	2,025	1.0	27.3	98.3
100 to 249 employees	1,916	0.3	6.2	97.1	824	0.4	27.7	99.7
250 to 499 employees	745	0.1	6.3	99.2	129	0.1	27.8	100.0
500 or more employees	277	0.1	6.4	100.0	28	0.0	27.8	100.0
<b>Other companies (4)</b>	<b>33,840</b>	<b>6.1</b>	<b>6.1</b>	<b>100.0</b>	<b>60,724</b>	<b>29.6</b>	<b>29.6</b>	<b>100.0</b>
no. employees unknown (3)	7,657	1.4	1.4	22.6	21,948	10.7	10.7	36.1
1 to 19 employees	13,648	2.5	3.8	63.0	29,596	14.4	25.1	84.9
20 to 49 employees	6,884	1.2	5.1	83.3	5,126	2.5	27.6	93.3
50 to 99 employees	2,867	0.5	5.6	91.8	2,018	1.0	28.6	96.6
100 to 249 employees	1,643	0.3	5.9	96.6	1,316	0.6	29.2	98.8
250 to 499 employees	517	0.1	6.0	98.2	379	0.2	29.4	99.4
500 or more employees	624	0.1	6.1	100.0	341	0.2	29.6	100.0
<b>Unclassified companies</b>	<b>4,431</b>	<b>0.8</b>	<b>0.8</b>	<b>100.0</b>	<b>7,076</b>	<b>3.4</b>	<b>3.4</b>	<b>100.0</b>

(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 40.5 percent of the total value and 89.2 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report employees on their payroll during specified period(s) in 1998.

(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, etc.

**Table 1b**  
**1997 Exports by Company Type and Employment Size**

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

<b>Company Type and Employment Size</b>	<b>Known Value (1)</b>	<b>% of Known Value</b>	<b>Cum. % of Known Value</b>	<b>Cum. % of Company Type Value (2)</b>	<b>Number of Exporters</b>	<b>% of Number of Exporters</b>	<b>Cum. % of Number of Exporters</b>	<b>Cum. % of Company Type Exporters (2)</b>
<b>All identified companies</b>	<b>566,821</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>213,664</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
no. employees unknown (3)	37,577	6.6	6.6	6.6	43,836	20.5	20.5	20.5
1 to 19 employees	42,488	7.5	14.1	14.1	94,970	44.4	65.0	65.0
20 to 49 employees	24,609	4.3	18.5	18.5	30,869	14.4	79.4	79.4
50 to 99 employees	18,173	3.2	21.7	21.7	17,081	8.0	87.4	87.4
100 to 249 employees	27,533	4.9	26.5	26.5	14,105	6.6	94.0	94.0
250 to 499 employees	24,014	4.2	30.8	30.8	5,460	2.6	96.6	96.6
500 or more employees	392,428	69.2	100.0	100.0	7,343	3.4	100.0	100.0
<b>Manufacturers</b>	<b>385,240</b>	<b>68.0</b>	<b>68.0</b>	<b>100.0</b>	<b>63,756</b>	<b>29.8</b>	<b>29.8</b>	<b>100.0</b>
no. employees unknown (3)	8,113	1.4	1.4	2.1	6,932	3.2	3.2	10.9
1 to 19 employees	3,739	0.7	2.1	3.1	19,279	9.0	12.3	41.1
20 to 49 employees	5,712	1.0	3.1	4.6	13,964	6.5	18.8	63.0
50 to 99 employees	6,600	1.2	4.3	6.3	9,176	4.3	23.1	77.4
100 to 249 employees	14,493	2.6	6.8	10.0	7,915	3.7	26.8	89.8
250 to 499 employees	13,938	2.5	9.3	13.7	2,936	1.4	28.2	94.4
500 or more employees	332,645	58.7	68.0	100.0	3,554	1.7	29.8	100.0
<b>Wholesalers</b>	<b>70,947</b>	<b>12.5</b>	<b>12.5</b>	<b>100.0</b>	<b>66,024</b>	<b>30.9</b>	<b>30.9</b>	<b>100.0</b>
no. employees unknown (3)	5,043	0.9	0.9	7.1	10,681	5.0	5.0	16.2
1 to 19 employees	22,347	3.9	4.8	38.6	39,706	18.6	23.6	76.3
20 to 49 employees	9,338	1.6	6.5	51.8	8,729	4.1	27.7	89.5
50 to 99 employees	6,181	1.1	7.6	60.5	3,521	1.6	29.3	94.9
100 to 249 employees	7,145	1.3	8.8	70.6	2,215	1.0	30.4	98.2
250 to 499 employees	4,016	0.7	9.5	76.2	660	0.3	30.7	99.2
500 or more employees	16,876	3.0	12.5	100.0	512	0.2	30.9	100.0
<b>Other companies (4)</b>	<b>80,275</b>	<b>14.2</b>	<b>14.2</b>	<b>100.0</b>	<b>67,172</b>	<b>31.4</b>	<b>31.4</b>	<b>100.0</b>
no. employees unknown (3)	8,347	1.5	1.5	10.4	16,819	7.9	7.9	25.0
1 to 19 employees	14,632	2.6	4.1	28.6	33,731	15.8	23.7	75.3
20 to 49 employees	8,284	1.5	5.5	38.9	6,590	3.1	26.7	85.1
50 to 99 employees	4,145	0.7	6.2	44.1	3,114	1.5	28.2	89.7
100 to 249 employees	3,825	0.7	6.9	48.9	2,709	1.3	29.5	93.7
250 to 499 employees	4,430	0.8	7.7	54.4	1,359	0.6	30.1	95.8
500 or more employees	36,613	6.5	14.2	100.0	2,850	1.3	31.4	100.0
<b>Unclassified companies</b>	<b>30,359</b>	<b>5.4</b>	<b>5.4</b>	<b>100.0</b>	<b>16,712</b>	<b>7.8</b>	<b>7.8</b>	<b>100.0</b>
<b>Multiple location companies</b>	<b>453,244</b>	<b>80.0</b>	<b>80.0</b>	<b>100.0</b>	<b>30,940</b>	<b>14.5</b>	<b>14.5</b>	<b>100.0</b>
no. employees unknown (3)	15,591	2.8	2.8	3.4	2,104	1.0	1.0	6.8
1 to 19 employees	2,553	0.5	3.2	4.0	2,853	1.3	2.3	16.0
20 to 49 employees	6,253	1.1	4.3	5.4	4,497	2.1	4.4	30.6
50 to 99 employees	8,145	1.4	5.7	7.2	4,686	2.2	6.6	45.7
100 to 249 employees	16,099	2.8	8.6	10.7	6,426	3.0	9.6	66.5
250 to 499 employees	18,171	3.2	11.8	14.7	3,804	1.8	11.4	78.8
500 or more employees	386,432	68.2	80.0	100.0	6,570	3.1	14.5	100.0
<b>Manufacturers</b>	<b>350,512</b>	<b>61.8</b>	<b>61.8</b>	<b>100.0</b>	<b>11,364</b>	<b>5.3</b>	<b>5.3</b>	<b>100.0</b>
no. employees unknown (3)	3,853	0.7	0.7	1.1	818	0.4	0.4	7.2
1 to 19 employees	277	0.0	0.7	1.2	261	0.1	0.5	9.5
20 to 49 employees	710	0.1	0.9	1.4	779	0.4	0.9	16.3
50 to 99 employees	1,345	0.2	1.1	1.8	1,444	0.7	1.5	29.1
100 to 249 employees	6,287	1.1	2.2	3.6	2,819	1.3	2.9	53.9
250 to 499 employees	9,754	1.7	3.9	6.3	1,970	0.9	3.8	71.2
500 or more employees	328,286	57.9	61.8	100.0	3,273	1.5	5.3	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.

<b>Company Type and Employment Size</b>	<b>Known Value (1)</b>	<b>% of Known Value</b>	<b>Cum. % of Known Value</b>	<b>Cum. % of Company Type Value (2)</b>	<b>Number of Exporters</b>	<b>% of Number of Exporters</b>	<b>Cum. % of Number of Exporters</b>	<b>Cum. % of Company Type Exporters (2)</b>
<b>Multiple location companies</b>								
<b>Wholesalers</b>	<b>31,723</b>	<b>5.6</b>	<b>5.6</b>	<b>100.0</b>	<b>6,444</b>	<b>3.0</b>	<b>3.0</b>	<b>100.0</b>
no. employees unknown (3)	408	0.1	0.1	1.3	334	0.2	0.2	5.2
1 to 19 employees	939	0.2	0.2	4.2	964	0.5	0.6	20.1
20 to 49 employees	2,371	0.4	0.7	11.7	1,581	0.7	1.3	44.7
50 to 99 employees	3,145	0.6	1.2	21.6	1,321	0.6	2.0	65.2
100 to 249 employees	5,311	0.9	2.1	38.4	1,263	0.6	2.6	84.8
250 to 499 employees	3,294	0.6	2.7	48.8	513	0.2	2.8	92.7
500 or more employees	16,255	2.9	5.6	100.0	468	0.2	3.0	100.0
<b>Other companies (4)</b>	<b>49,176</b>	<b>8.7</b>	<b>8.7</b>	<b>100.0</b>	<b>8,186</b>	<b>3.8</b>	<b>3.8</b>	<b>100.0</b>
no. employees unknown (3)	1,535	0.3	0.3	3.1	504	0.2	0.2	6.2
1 to 19 employees	570	0.1	0.4	4.3	914	0.4	0.7	17.3
20 to 49 employees	2,158	0.4	0.8	8.7	1,043	0.5	1.2	30.1
50 to 99 employees	2,561	0.5	1.2	13.9	965	0.5	1.6	41.9
100 to 249 employees	2,693	0.5	1.7	19.4	1,346	0.6	2.2	58.3
250 to 499 employees	3,610	0.6	2.3	26.7	935	0.4	2.7	69.7
500 or more employees	36,048	6.4	8.7	100.0	2,479	1.2	3.8	100.0
<b>Unclassified companies</b>	<b>21,834</b>	<b>3.9</b>	<b>3.9</b>	<b>100.0</b>	<b>4,946</b>	<b>2.3</b>	<b>2.3</b>	<b>100.0</b>
<b>Single location companies</b>	<b>113,577</b>	<b>20.0</b>	<b>20.0</b>	<b>100.0</b>	<b>182,724</b>	<b>85.5</b>	<b>85.5</b>	<b>100.0</b>
no. employees unknown (3)	21,986	3.9	3.9	19.4	41,732	19.5	19.5	22.8
1 to 19 employees	39,935	7.0	10.9	54.5	92,117	43.1	62.6	73.3
20 to 49 employees	18,356	3.2	14.2	70.7	26,372	12.3	75.0	87.7
50 to 99 employees	10,027	1.8	15.9	79.5	12,395	5.8	80.8	94.5
100 to 249 employees	11,434	2.0	17.9	89.6	7,679	3.6	84.4	98.7
250 to 499 employees	5,843	1.0	19.0	94.7	1,656	0.8	85.2	99.6
500 or more employees	5,995	1.1	20.0	100.0	773	0.4	85.5	100.0
<b>Manufacturers</b>	<b>34,728</b>	<b>6.1</b>	<b>6.1</b>	<b>100.0</b>	<b>52,392</b>	<b>24.5</b>	<b>24.5</b>	<b>100.0</b>
no. employees unknown (3)	4,260	0.8	0.8	12.3	6,114	2.9	2.9	11.7
1 to 19 employees	3,462	0.6	1.4	22.2	19,018	8.9	11.8	48.0
20 to 49 employees	5,003	0.9	2.2	36.6	13,185	6.2	17.9	73.1
50 to 99 employees	5,255	0.9	3.2	51.8	7,732	3.6	21.6	87.9
100 to 249 employees	8,206	1.4	4.6	75.4	5,096	2.4	23.9	97.6
250 to 499 employees	4,184	0.7	5.4	87.4	966	0.5	24.4	99.5
500 or more employees	4,359	0.8	6.1	100.0	281	0.1	24.5	100.0
<b>Wholesalers</b>	<b>39,224</b>	<b>6.9</b>	<b>6.9</b>	<b>100.0</b>	<b>59,580</b>	<b>27.9</b>	<b>27.9</b>	<b>100.0</b>
no. employees unknown (3)	4,634	0.8	0.8	11.8	10,347	4.8	4.8	17.4
1 to 19 employees	21,408	3.8	4.6	66.4	38,742	18.1	23.0	82.4
20 to 49 employees	6,968	1.2	5.8	84.2	7,148	3.3	26.3	94.4
50 to 99 employees	3,036	0.5	6.4	91.9	2,200	1.0	27.3	98.1
100 to 249 employees	1,835	0.3	6.7	96.6	952	0.4	27.8	99.7
250 to 499 employees	722	0.1	6.8	98.4	147	0.1	27.9	99.9
500 or more employees	621	0.1	6.9	100.0	44	0.0	27.9	100.0
<b>Other companies (4)</b>	<b>31,100</b>	<b>5.5</b>	<b>5.5</b>	<b>100.0</b>	<b>58,986</b>	<b>27.6</b>	<b>27.6</b>	<b>100.0</b>
no. employees unknown (3)	6,812	1.2	1.2	21.9	16,315	7.6	7.6	27.7
1 to 19 employees	14,061	2.5	3.7	67.1	32,817	15.4	23.0	83.3
20 to 49 employees	6,126	1.1	4.8	86.8	5,547	2.6	25.6	92.7
50 to 99 employees	1,584	0.3	5.0	91.9	2,149	1.0	26.6	96.3
100 to 249 employees	1,132	0.2	5.2	95.5	1,363	0.6	27.2	98.7
250 to 499 employees	820	0.1	5.4	98.2	424	0.2	27.4	99.4
500 or more employees	565	0.1	5.5	100.0	371	0.2	27.6	100.0
<b>Unclassified companies</b>	<b>8,525</b>	<b>1.5</b>	<b>1.5</b>	<b>100.0</b>	<b>11,766</b>	<b>5.5</b>	<b>5.5</b>	<b>100.0</b>

(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 51.8 percent of the total value and 89.5 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report 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, etc.

**Table 1c**  
**Percent Change Between the 1997 and 1998 Results**

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

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	1997	1998	Net Diff.	% Change	1997	1998	Net Diff.	% Change
<b>All identified companies</b>	<b>566,821</b>	<b>553,644</b>	<b>-13,177</b>	<b>-2.3</b>	<b>213,664</b>	<b>205,188</b>	<b>-8,476</b>	<b>-4.0</b>
no. employees unknown (2)	37,577	32,664	-4,912	-13.1	43,836	49,474	5,638	12.9
1 to 19 employees	42,488	38,252	-4,236	-10.0	94,970	86,469	-8,501	-9.0
20 to 49 employees	24,609	23,139	-1,470	-6.0	30,869	28,573	-2,296	-7.4
50 to 99 employees	18,173	18,191	18	0.1	17,081	15,774	-1,307	-7.7
100 to 249 employees	27,533	26,911	-622	-2.3	14,105	12,858	-1,247	-8.8
250 to 499 employees	24,014	22,581	-1,433	-6.0	5,460	4,953	-507	-9.3
500 or more employees	392,428	391,906	-522	-0.1	7,343	7,087	-256	-3.5
<b>Manufacturers</b>	<b>385,240</b>	<b>376,397</b>	<b>-8,843</b>	<b>-2.3</b>	<b>63,756</b>	<b>62,523</b>	<b>-1,233</b>	<b>-1.9</b>
no. employees unknown (2)	8,113	11,080	2,967	36.6	6,932	8,445	1,513	21.8
1 to 19 employees	3,739	3,512	-227	-6.1	19,279	17,929	-1,350	-7.0
20 to 49 employees	5,712	4,955	-757	-13.3	13,964	13,188	-776	-5.6
50 to 99 employees	6,600	6,269	-331	-5.0	9,176	8,906	-270	-2.9
100 to 249 employees	14,493	14,147	-346	-2.4	7,915	7,615	-300	-3.8
250 to 499 employees	13,938	13,202	-736	-5.3	2,936	2,909	-27	-0.9
500 or more employees	332,645	323,231	-9,414	-2.8	3,554	3,531	-23	-0.6
<b>Wholesalers</b>	<b>70,947</b>	<b>81,678</b>	<b>10,731</b>	<b>15.1</b>	<b>66,024</b>	<b>63,563</b>	<b>-2,461</b>	<b>-3.7</b>
no. employees unknown (2)	5,043	6,277	1,234	24.5	10,681	11,666	985	9.2
1 to 19 employees	22,347	19,237	-3,111	-13.9	39,706	36,962	-2,744	-6.9
20 to 49 employees	9,338	7,572	-1,766	-18.9	8,729	8,101	-628	-7.2
50 to 99 employees	6,181	6,807	626	10.1	3,521	3,303	-218	-6.2
100 to 249 employees	7,145	7,346	200	2.8	2,215	2,177	-38	-1.7
250 to 499 employees	4,016	4,234	218	5.4	660	715	55	8.3
500 or more employees	16,876	30,205	13,329	79.0	512	639	127	24.8
<b>Other companies (3)</b>	<b>80,275</b>	<b>84,788</b>	<b>4,513</b>	<b>5.6</b>	<b>67,172</b>	<b>68,598</b>	<b>1,426</b>	<b>2.1</b>
no. employees unknown (2)	8,347	10,407	2,060	24.7	16,819	22,630	5,811	34.6
1 to 19 employees	14,632	14,230	-402	-2.7	33,731	30,299	-3,432	-10.2
20 to 49 employees	8,284	9,703	1,419	17.1	6,590	6,074	-516	-7.8
50 to 99 employees	4,145	4,408	263	6.3	3,114	2,886	-228	-7.3
100 to 249 employees	3,825	4,464	640	16.7	2,709	2,630	-79	-2.9
250 to 499 employees	4,430	4,964	534	12.1	1,359	1,274	-85	-6.3
500 or more employees	36,613	36,612	-1	0.0	2,850	2,805	-45	-1.6
<b>Unclassified companies</b>	<b>30,359</b>	<b>10,781</b>	<b>-19,578</b>	<b>-64.5</b>	<b>16,712</b>	<b>10,504</b>	<b>-6,208</b>	<b>-37.1</b>
<b>Multiple location companies</b>	<b>453,244</b>	<b>446,803</b>	<b>-6,441</b>	<b>-1.4</b>	<b>30,940</b>	<b>29,973</b>	<b>-967</b>	<b>-3.1</b>
no. employees unknown (2)	15,591	10,180	-5,411	-34.7	2,104	2,384	280	13.3
1 to 19 employees	2,553	3,113	560	21.9	2,853	2,668	-185	-6.5
20 to 49 employees	6,253	6,194	-59	-0.9	4,497	4,414	-83	-1.8
50 to 99 employees	8,145	7,127	-1,018	-12.5	4,686	4,399	-287	-6.1
100 to 249 employees	16,099	15,470	-629	-3.9	6,426	6,060	-366	-5.7
250 to 499 employees	18,171	17,823	-349	-1.9	3,804	3,560	-244	-6.4
500 or more employees	386,432	386,897	465	0.1	6,570	6,488	-82	-1.2
<b>Manufacturers</b>	<b>350,512</b>	<b>343,165</b>	<b>-7,347</b>	<b>-2.1</b>	<b>11,364</b>	<b>12,106</b>	<b>742</b>	<b>6.5</b>
no. employees unknown (2)	3,853	5,532	1,679	43.6	818	1,071	253	30.9
1 to 19 employees	277	429	152	55.0	261	277	16	6.1
20 to 49 employees	710	691	-18	-2.6	779	860	81	10.4
50 to 99 employees	1,345	1,389	43	3.2	1,444	1,591	147	10.2
100 to 249 employees	6,287	6,291	5	0.1	2,819	2,970	151	5.4
250 to 499 employees	9,754	9,706	-48	-0.5	1,970	2,028	58	2.9
500 or more employees	328,286	319,127	-9,160	-2.8	3,273	3,309	36	1.1

See footnotes at end of table.

**Table 1c**  
**Percent Change Between the 1997 and 1998 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			
	1997	1998	Net Diff.	% Change	1997	1998	Net Diff.	% Change
<b>Multiple location companies</b>								
<b>Wholesalers</b>	<b>31,723</b>	<b>46,340</b>	<b>14,617</b>	<b>46.1</b>	<b>6,444</b>	<b>6,565</b>	<b>121</b>	<b>1.9</b>
no. employees unknown (2)	408	1,195	787	192.7	334	427	93	27.8
1 to 19 employees	939	963	23	2.5	964	892	-72	-7.5
20 to 49 employees	2,371	1,844	-527	-22.2	1,581	1,418	-163	-10.3
50 to 99 employees	3,145	3,491	346	11.0	1,321	1,278	-43	-3.3
100 to 249 employees	5,311	5,429	119	2.2	1,263	1,353	90	7.1
250 to 499 employees	3,294	3,489	195	5.9	513	586	73	14.2
500 or more employees	16,255	29,928	13,673	84.1	468	611	143	30.6
<b>Other companies (3)</b>	<b>49,176</b>	<b>50,948</b>	<b>1,773</b>	<b>3.6</b>	<b>8,186</b>	<b>7,874</b>	<b>-312</b>	<b>-3.8</b>
no. employees unknown (2)	1,535	2,750	1,215	79.1	504	682	178	35.3
1 to 19 employees	570	582	12	2.0	914	703	-211	-23.1
20 to 49 employees	2,158	2,819	661	30.6	1,043	948	-95	-9.1
50 to 99 employees	2,561	1,541	-1,020	-39.8	965	868	-97	-10.1
100 to 249 employees	2,693	2,821	128	4.8	1,346	1,314	-32	-2.4
250 to 499 employees	3,610	4,446	836	23.2	935	895	-40	-4.3
500 or more employees	36,048	35,988	-60	-0.2	2,479	2,464	-15	-0.6
<b>Unclassified companies</b>	<b>21,834</b>	<b>6,350</b>	<b>-15,484</b>	<b>-70.9</b>	<b>4,946</b>	<b>3,428</b>	<b>-1,518</b>	<b>-30.7</b>
<b>Single location companies</b>	<b>113,577</b>	<b>106,841</b>	<b>-6,736</b>	<b>-5.9</b>	<b>182,724</b>	<b>175,215</b>	<b>-7,509</b>	<b>-4.1</b>
no. employees unknown (2)	21,986	22,484	499	2.3	41,732	47,090	5,358	12.8
1 to 19 employees	39,935	35,139	-4,796	-12.0	92,117	83,801	-8,316	-9.0
20 to 49 employees	18,356	16,946	-1,411	-7.7	26,372	24,159	-2,213	-8.4
50 to 99 employees	10,027	11,064	1,036	10.3	12,395	11,375	-1,020	-8.2
100 to 249 employees	11,434	11,441	7	0.1	7,679	6,798	-881	-11.5
250 to 499 employees	5,843	4,759	-1,084	-18.6	1,656	1,393	-263	-15.9
500 or more employees	5,995	5,008	-987	-16.5	773	599	-174	-22.5
<b>Manufacturers</b>	<b>34,728</b>	<b>33,232</b>	<b>-1,497</b>	<b>-4.3</b>	<b>52,392</b>	<b>50,417</b>	<b>-1,975</b>	<b>-3.8</b>
no. employees unknown (2)	4,260	5,548	1,289	30.2	6,114	7,374	1,260	20.6
1 to 19 employees	3,462	3,083	-379	-10.9	19,018	17,652	-1,366	-7.2
20 to 49 employees	5,003	4,263	-739	-14.8	13,185	12,328	-857	-6.5
50 to 99 employees	5,255	4,881	-374	-7.1	7,732	7,315	-417	-5.4
100 to 249 employees	8,206	7,856	-350	-4.3	5,096	4,645	-451	-8.9
250 to 499 employees	4,184	3,496	-688	-16.4	966	881	-85	-8.8
500 or more employees	4,359	4,104	-255	-5.8	281	222	-59	-21.0
<b>Wholesalers</b>	<b>39,224</b>	<b>35,338</b>	<b>-3,886</b>	<b>-9.9</b>	<b>59,580</b>	<b>56,998</b>	<b>-2,582</b>	<b>-4.3</b>
no. employees unknown (2)	4,634	5,082	447	9.7	10,347	11,239	892	8.6
1 to 19 employees	21,408	18,274	-3,134	-14.6	38,742	36,070	-2,672	-6.9
20 to 49 employees	6,968	5,728	-1,240	-17.8	7,148	6,683	-465	-6.5
50 to 99 employees	3,036	3,316	280	9.2	2,200	2,025	-175	-8.0
100 to 249 employees	1,835	1,916	82	4.5	952	824	-128	-13.4
250 to 499 employees	722	745	23	3.2	147	129	-18	-12.2
500 or more employees	621	277	-344	-55.4	44	28	-16	-36.4
<b>Other companies (3)</b>	<b>31,100</b>	<b>33,840</b>	<b>2,740</b>	<b>8.8</b>	<b>58,986</b>	<b>60,724</b>	<b>1,738</b>	<b>2.9</b>
no. employees unknown (2)	6,812	7,657	846	12.4	16,315	21,948	5,633	34.5
1 to 19 employees	14,061	13,648	-413	-2.9	32,817	29,596	-3,221	-9.8
20 to 49 employees	6,126	6,884	758	12.4	5,547	5,126	-421	-7.6
50 to 99 employees	1,584	2,867	1,282	80.9	2,149	2,018	-131	-6.1
100 to 249 employees	1,132	1,643	511	45.2	1,363	1,316	-47	-3.4
250 to 499 employees	820	517	-302	-36.9	424	379	-45	-10.6
500 or more employees	565	624	59	10.4	371	341	-30	-8.1
<b>Unclassified companies</b>	<b>8,525</b>	<b>4,431</b>	<b>-4,094</b>	<b>-48.0</b>	<b>11,766</b>	<b>7,076</b>	<b>-4,690</b>	<b>-39.9</b>

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1997 or 1998.

(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, etc.

**Table 2a**  
**Top Companies' Share of the 1998 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 1997-1998	
					Number of Exporters	Known Value
<b>All identified companies</b>	<b>205188</b>	<b>553,644</b>	<b>100.0</b>	<b>100.0</b>	<b>-4</b>	<b>-2.3</b>
Top 4 companies	4	67,245	12.1	12.1	-	23.2
Top 8 companies	8	96,163	17.4	17.4	-	9.8
Top 20 companies	20	138,747	25.1	25.1	-	1.0
Top 50 companies	50	186,592	33.7	33.7	-	-1.2
Top 100 companies	100	230,881	41.7	41.7	-	-1.6
Top 250 companies	250	296,153	53.5	53.5	-	-1.2
Top 500 companies	500	346,443	62.6	62.6	-	-1.2
Top 1000 companies	1000	392,257	70.9	70.9	-	-1.1
Top 2000 companies	2000	434,141	78.4	78.4	-	-1.2
<b>Manufacturers</b>	<b>62523</b>	<b>376,397</b>	<b>68.0</b>	<b>100.0</b>	<b>-1.9</b>	<b>-2.3</b>
Top 4 companies	4	67,026	12.1	17.8	-	22.8
Top 8 companies	8	94,705	17.1	25.2	-	9.3
Top 20 companies	20	130,178	23.5	34.6	-	-0.1
Top 50 companies	50	171,345	30.9	45.5	-	-1.8
Top 100 companies	100	206,549	37.3	54.9	-	-2.8
Top 250 companies	250	253,956	45.9	67.5	-	-3.4
Top 500 companies	500	285,752	51.6	75.9	-	-3.2
Top 1000 companies	1000	313,129	56.6	83.2	-	-2.7
Top 2000 companies	2000	335,579	60.6	89.2	-	-2.5
<b>Wholesalers</b>	<b>63563</b>	<b>81,678</b>	<b>14.8</b>	<b>100.0</b>	<b>-3.7</b>	<b>15.1</b>
Top 4 companies	4	11,748	2.1	14.4	-	81.9
Top 8 companies	8	15,624	2.8	19.1	-	61.3
Top 20 companies	20	22,659	4.1	27.7	-	55.3
Top 50 companies	50	30,223	5.5	37.0	-	49.7
Top 100 companies	100	35,957	6.5	44.0	-	45.2
Top 250 companies	250	44,288	8.0	54.2	-	36.6
Top 500 companies	500	50,902	9.2	62.3	-	30.9
Top 1000 companies	1000	57,611	10.4	70.5	-	26.6
Top 2000 companies	2000	64,156	11.6	78.5	-	23.1
<b>Other companies (3)</b>	<b>68598</b>	<b>84,788</b>	<b>15.3</b>	<b>100.0</b>	<b>2.1</b>	<b>5.6</b>
Top 4 companies	4	10,423	1.9	12.3	-	13.7
Top 8 companies	8	16,558	3.0	19.5	-	20.7
Top 20 companies	20	24,255	4.4	28.6	-	17.6
Top 50 companies	50	34,450	6.2	40.6	-	14.0
Top 100 companies	100	43,277	7.8	51.0	-	10.9
Top 250 companies	250	54,963	9.9	64.8	-	9.2
Top 500 companies	500	62,972	11.4	74.3	-	7.7
Top 1000 companies	1000	69,664	12.6	82.2	-	7.0
Top 2000 companies	2000	75,059	13.6	88.5	-	6.4
<b>Unclassified companies</b>	<b>10504</b>	<b>10,781</b>	<b>1.9</b>	<b>100.0</b>	<b>-37.1</b>	<b>-64.5</b>

(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 14.4 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, etc.

**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)
<b>All identified companies</b>	<b>213,664</b>	<b>566,821</b>	<b>100.0</b>	<b>100.0</b>
Top 4 companies	4	54,591	9.6	9.6
Top 8 companies	8	87,563	15.4	15.4
Top 20 companies	20	137,367	24.2	24.2
Top 50 companies	50	188,820	33.3	33.3
Top 100 companies	100	234,658	41.4	41.4
Top 250 companies	250	299,881	52.9	52.9
Top 500 companies	500	350,612	61.9	61.9
Top 1000 companies	1,000	396,721	70.0	70.0
Top 2000 companies	2,000	439,278	77.5	77.5
<b>Manufacturers</b>	<b>63,756</b>	<b>385,240</b>	<b>68.0</b>	<b>100.0</b>
Top 4 companies	4	54,591	9.6	14.2
Top 8 companies	8	86,648	15.3	22.5
Top 20 companies	20	130,286	23.0	33.8
Top 50 companies	50	174,509	30.8	45.3
Top 100 companies	100	212,535	37.5	55.2
Top 250 companies	250	262,896	46.4	68.2
Top 500 companies	500	295,149	52.1	76.6
Top 1000 companies	1,000	321,865	56.8	83.5
Top 2000 companies	2,000	344,283	60.7	89.4
<b>Wholesalers</b>	<b>66,024</b>	<b>70,947</b>	<b>12.5</b>	<b>100.0</b>
Top 4 companies	4	6,458	1.1	9.1
Top 8 companies	8	9,684	1.7	13.6
Top 20 companies	20	14,589	2.6	20.6
Top 50 companies	50	20,185	3.6	28.5
Top 100 companies	100	24,772	4.4	34.9
Top 250 companies	250	32,416	5.7	45.7
Top 500 companies	500	38,900	6.9	54.8
Top 1000 companies	1,000	45,509	8.0	64.1
Top 2000 companies	2,000	52,102	9.2	73.4
<b>Other companies (3)</b>	<b>67,172</b>	<b>80,275</b>	<b>14.2</b>	<b>100.0</b>
Top 4 companies	4	9,168	1.6	11.4
Top 8 companies	8	13,713	2.4	17.1
Top 20 companies	20	20,621	3.6	25.7
Top 50 companies	50	30,216	5.3	37.6
Top 100 companies	100	39,039	6.9	48.6
Top 250 companies	250	50,335	8.9	62.7
Top 500 companies	500	58,492	10.3	72.9
Top 1000 companies	1,000	65,132	11.5	81.1
Top 2000 companies	2,000	70,571	12.5	87.9
<b>Unclassified companies</b>	<b>16,712</b>	<b>30,359</b>	<b>5.4</b>	<b>100.0</b>

(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, etc.

**Table 3a**  
**1998 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)
<b>All identified companies</b>	<b>553,644</b>	<b>205,188</b>	<b>192,059</b>	<b>34.7</b>	<b>16.7</b>	<b>334,955</b>	<b>60.5</b>	<b>93.0</b>	<b>26,630</b>	<b>4.8</b>	<b>22.2</b>
no. employees unknown (3)	32,664	49,474	7,742	23.7	12.6	22,728	69.6	89.6	2,194	6.7	16.2
1 to 19 employees	38,252	86,469	4,792	12.5	11.7	29,051	75.9	92.2	4,409	11.5	19.9
20 to 49 employees	23,139	28,573	2,830	12.2	15.6	18,294	79.1	95.9	2,016	8.7	21.9
50 to 99 employees	18,191	15,774	3,004	16.5	21.1	13,775	75.7	96.4	1,412	7.8	26.2
100 to 249 employees	26,911	12,858	5,318	19.8	30.4	20,082	74.6	97.2	1,511	5.6	33.5
250 to 499 employees	22,581	4,953	4,987	22.1	41.2	15,989	70.8	97.4	1,606	7.1	40.1
500 or more employees	391,906	7,087	163,386	41.7	58.2	215,037	54.9	98.1	13,483	3.4	52.7
<b>Manufacturers</b>	<b>376,397</b>	<b>62,523</b>	<b>143,423</b>	<b>38.1</b>	<b>21.3</b>	<b>219,472</b>	<b>58.3</b>	<b>96.7</b>	<b>13,502</b>	<b>3.6</b>	<b>25.6</b>
no. employees unknown (3)	11,080	8,445	2,643	23.9	17.9	7,770	70.1	94.6	667	6.0	17.2
1 to 19 employees	3,512	17,929	456	13.0	9.1	2,794	79.6	95.2	262	7.5	14.8
20 to 49 employees	4,955	13,188	683	13.8	14.1	3,965	80.0	97.2	307	6.2	21.0
50 to 99 employees	6,269	8,906	684	10.9	20.6	5,242	83.6	97.7	343	5.5	27.1
100 to 249 employees	14,147	7,615	2,439	17.2	32.7	10,939	77.3	98.4	770	5.4	37.1
250 to 499 employees	13,202	2,909	2,461	18.6	46.3	10,036	76.0	98.6	705	5.3	47.4
500 or more employees	323,231	3,531	134,057	41.5	74.7	178,726	55.3	99.5	10,448	3.2	71.1
<b>Wholesalers</b>	<b>81,678</b>	<b>63,563</b>	<b>24,394</b>	<b>29.9</b>	<b>15.9</b>	<b>51,170</b>	<b>62.6</b>	<b>93.6</b>	<b>6,115</b>	<b>7.5</b>	<b>26.1</b>
no. employees unknown (3)	6,277	11,666	1,247	19.9	12.1	4,533	72.2	90.9	498	7.9	20.6
1 to 19 employees	19,237	36,962	1,871	9.7	13.3	14,730	76.6	93.3	2,636	13.7	25.3
20 to 49 employees	7,572	8,101	1,289	17.0	18.8	5,552	73.3	96.3	732	9.7	27.5
50 to 99 employees	6,807	3,303	1,436	21.1	25.5	4,653	68.4	96.5	718	10.6	31.7
100 to 249 employees	7,346	2,177	1,823	24.8	32.9	5,173	70.4	97.7	350	4.8	38.4
250 to 499 employees	4,234	715	434	10.3	41.8	3,594	84.9	98.3	206	4.9	47.0
500 or more employees	30,205	639	16,294	53.9	59.8	12,936	42.8	98.7	975	3.2	60.6
<b>Other companies (4)</b>	<b>84,788</b>	<b>68,598</b>	<b>21,309</b>	<b>25.1</b>	<b>13.4</b>	<b>57,205</b>	<b>67.5</b>	<b>89.7</b>	<b>6,274</b>	<b>7.4</b>	<b>16.3</b>
no. employees unknown (3)	10,407	22,630	2,428	23.3	10.8	7,295	70.1	87.8	684	6.6	13.9
1 to 19 employees	14,230	30,299	1,963	13.8	11.1	10,841	76.2	89.1	1,427	10.0	16.2
20 to 49 employees	9,703	6,074	810	8.3	13.9	8,018	82.6	92.5	876	9.0	17.0
50 to 99 employees	4,408	2,886	817	18.5	17.9	3,292	74.7	92.6	299	6.8	17.8
100 to 249 employees	4,464	2,630	979	21.9	22.1	3,193	71.5	93.5	293	6.6	20.7
250 to 499 employees	4,964	1,274	2,082	41.9	29.4	2,199	44.3	94.3	683	13.8	20.2
500 or more employees	36,612	2,805	12,231	33.4	38.1	22,368	61.1	96.1	2,013	5.5	29.0
<b>Unclassified companies</b>	<b>10,781</b>	<b>10,504</b>	<b>2,932</b>	<b>27.2</b>	<b>15.3</b>	<b>7,109</b>	<b>65.9</b>	<b>89.9</b>	<b>740</b>	<b>6.9</b>	<b>17.4</b>
<b>Multiple location companies</b>	<b>446,803</b>	<b>29,973</b>	<b>175,730</b>	<b>39.3</b>	<b>34.9</b>	<b>253,205</b>	<b>56.7</b>	<b>96.7</b>	<b>17,869</b>	<b>4.0</b>	<b>35.3</b>
no. employees unknown (3)	10,180	2,384	2,316	22.7	32.9	7,199	70.7	95.9	666	6.5	31.0
1 to 19 employees	3,113	2,668	1,023	32.9	17.5	1,809	58.1	94.3	281	9.0	20.3
20 to 49 employees	6,194	4,414	1,199	19.4	18.6	4,293	69.3	95.3	701	11.3	22.8
50 to 99 employees	7,127	4,399	1,545	21.7	22.9	4,862	68.2	96.2	719	10.1	26.4
100 to 249 employees	15,470	6,060	3,662	23.7	31.8	10,912	70.5	97.3	896	5.8	34.7
250 to 499 employees	17,823	3,560	4,098	23.0	43.2	12,368	69.4	97.6	1,357	7.6	41.6
500 or more employees	386,897	6,488	161,886	41.8	60.5	211,762	54.7	98.2	13,249	3.4	54.9
<b>Manufacturers</b>	<b>343,165</b>	<b>12,106</b>	<b>137,350</b>	<b>40.0</b>	<b>47.0</b>	<b>194,111</b>	<b>56.6</b>	<b>98.6</b>	<b>11,704</b>	<b>3.4</b>	<b>47.9</b>
no. employees unknown (3)	5,532	1,071	1,170	21.1	43.5	3,923	70.9	96.9	440	8.0	39.8
1 to 19 employees	429	277	52	12.0	20.6	345	80.4	96.4	33	7.6	23.1
20 to 49 employees	691	860	155	22.4	21.2	478	69.1	97.2	59	8.5	26.3
50 to 99 employees	1,389	1,591	139	10.0	25.4	1,188	85.6	98.0	61	4.4	29.3
100 to 249 employees	6,291	2,970	1,178	18.7	36.0	4,775	75.9	98.6	338	5.4	41.1
250 to 499 employees	9,706	2,028	1,891	19.5	49.2	7,290	75.1	99.0	525	5.4	49.6
500 or more employees	319,127	3,309	132,765	41.6	76.0	176,113	55.2	99.7	10,248	3.2	72.3
<b>Wholesalers</b>	<b>46,340</b>	<b>6,565</b>	<b>20,396</b>	<b>44.0</b>	<b>28.5</b>	<b>23,748</b>	<b>51.2</b>	<b>96.6</b>	<b>2,195</b>	<b>4.7</b>	<b>34.2</b>
no. employees unknown (3)	1,195	427	540	45.2	25.1	620	51.9	97.2	35	2.9	30.7
1 to 19 employees	963	892	298	31.0	19.1	564	58.5	94.6	101	10.5	22.6
20 to 49 employees	1,844	1,418	521	28.3	18.5	1,075	58.3	95.6	248	13.5	26.9
50 to 99 employees	3,491	1,278	935	26.8	22.6	2,152	61.6	95.9	404	11.6	29.3
100 to 249 employees	5,429	1,353	1,552	28.6	32.0	3,605	66.4	97.6	272	5.0	37.5
250 to 499 employees	3,489	586	335	9.6	41.6	2,990	85.7	98.1	165	4.7	46.9
500 or more employees	29,928	611	16,215	54.2	59.9	12,743	42.6	98.9	971	3.2	61.2

See footnotes at end of table.



**Table 3a**  
**1998 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)
<b>Multiple location companies</b>											
<b>Other companies (4)</b>	<b>50,948</b>	<b>7,874</b>	<b>16,130</b>	<b>31.7</b>	<b>27.7</b>	<b>31,258</b>	<b>61.4</b>	<b>94.3</b>	<b>3,560</b>	<b>7.0</b>	<b>23.0</b>
no. employees unknown (3)	2,750	682	244	8.9	22.4	2,422	88.1	93.4	84	3.1	18.8
1 to 19 employees	582	703	187	32.2	14.7	303	52.1	92.0	92	15.7	17.2
20 to 49 employees	2,819	948	475	16.8	16.0	1,990	70.6	92.4	354	12.6	18.6
50 to 99 employees	1,541	868	404	26.2	22.0	935	60.7	93.8	202	13.1	17.9
100 to 249 employees	2,821	1,314	855	30.3	23.3	1,778	63.0	94.2	188	6.7	20.9
250 to 499 employees	4,446	895	1,863	41.9	30.7	1,927	43.3	94.3	656	14.8	20.7
500 or more employees	35,988	2,464	12,102	33.6	40.7	21,903	60.9	96.2	1,983	5.5	31.3
<b>Unclassified companies</b>	<b>6,350</b>	<b>3,428</b>	<b>1,854</b>	<b>29.2</b>	<b>21.1</b>	<b>4,087</b>	<b>64.4</b>	<b>95.7</b>	<b>410</b>	<b>6.4</b>	<b>21.5</b>
<b>Single location companies</b>	<b>106,841</b>	<b>175,215</b>	<b>16,329</b>	<b>15.3</b>	<b>13.6</b>	<b>81,750</b>	<b>76.5</b>	<b>92.4</b>	<b>8,761</b>	<b>8.2</b>	<b>20.0</b>
no. employees unknown (3)	22,484	47,090	5,427	24.1	11.6	15,530	69.1	89.3	1,528	6.8	15.5
1 to 19 employees	35,139	83,801	3,769	10.7	11.5	27,242	77.5	92.1	4,128	11.7	19.8
20 to 49 employees	16,946	24,159	1,631	9.6	15.0	14,001	82.6	96.0	1,314	7.8	21.7
50 to 99 employees	11,064	11,375	1,459	13.2	20.4	8,913	80.6	96.5	692	6.3	26.1
100 to 249 employees	11,441	6,798	1,656	14.5	29.2	9,170	80.2	97.1	615	5.4	32.5
250 to 499 employees	4,759	1,393	888	18.7	36.3	3,621	76.1	96.9	249	5.2	36.3
500 or more employees	5,008	599	1,500	29.9	34.2	3,274	65.4	96.5	234	4.7	29.4
<b>Manufacturers</b>	<b>33,232</b>	<b>50,417</b>	<b>6,073</b>	<b>18.3</b>	<b>15.1</b>	<b>25,361</b>	<b>76.3</b>	<b>96.2</b>	<b>1,798</b>	<b>5.4</b>	<b>20.2</b>
no. employees unknown (3)	5,548	7,374	1,474	26.6	14.2	3,848	69.3	94.2	227	4.1	13.9
1 to 19 employees	3,083	17,652	404	13.1	8.9	2,449	79.4	95.2	229	7.4	14.7
20 to 49 employees	4,263	12,328	529	12.4	13.6	3,487	81.8	97.2	248	5.8	20.6
50 to 99 employees	4,881	7,315	545	11.2	19.6	4,054	83.1	97.6	281	5.8	26.6
100 to 249 employees	7,856	4,645	1,260	16.0	30.5	6,164	78.5	98.2	432	5.5	34.6
250 to 499 employees	3,496	881	570	16.3	39.8	2,746	78.5	97.7	181	5.2	42.2
500 or more employees	4,104	222	1,291	31.5	55.0	2,613	63.7	97.3	200	4.9	54.1
<b>Wholesalers</b>	<b>35,338</b>	<b>56,998</b>	<b>3,998</b>	<b>11.3</b>	<b>14.4</b>	<b>27,421</b>	<b>77.6</b>	<b>93.3</b>	<b>3,919</b>	<b>11.1</b>	<b>25.2</b>
no. employees unknown (3)	5,082	11,239	706	13.9	11.6	3,912	77.0	90.7	463	9.1	20.2
1 to 19 employees	18,274	36,070	1,573	8.6	13.2	14,166	77.5	93.2	2,534	13.9	25.4
20 to 49 employees	5,728	6,683	768	13.4	18.9	4,477	78.2	96.4	484	8.4	27.7
50 to 99 employees	3,316	2,025	500	15.1	27.3	2,501	75.4	96.9	315	9.5	33.2
100 to 249 employees	1,916	824	271	14.2	34.5	1,567	81.8	97.9	78	4.1	39.9
250 to 499 employees	745	129	100	13.4	42.6	604	81.1	99.2	41	5.5	47.3
500 or more employees	277	28	79	28.7	57.1	193	69.7	96.4	5	1.7	46.4
<b>Other companies (4)</b>	<b>33,840</b>	<b>60,724</b>	<b>5,180</b>	<b>15.3</b>	<b>11.6</b>	<b>25,947</b>	<b>76.7</b>	<b>89.1</b>	<b>2,714</b>	<b>8.0</b>	<b>15.5</b>
no. employees unknown (3)	7,657	21,948	2,185	28.5	10.5	4,873	63.6	87.6	599	7.8	13.7
1 to 19 employees	13,648	29,596	1,776	13.0	11.0	10,537	77.2	89.0	1,335	9.8	16.1
20 to 49 employees	6,884	5,126	334	4.9	13.5	6,028	87.6	92.6	522	7.6	16.7
50 to 99 employees	2,867	2,018	413	14.4	16.1	2,357	82.2	92.1	96	3.4	17.7
100 to 249 employees	1,643	1,316	124	7.5	20.9	1,415	86.1	92.7	104	6.3	20.6
250 to 499 employees	517	379	219	42.3	26.4	271	52.4	94.2	27	5.3	19.0
500 or more employees	624	341	129	20.6	19.4	465	74.6	95.9	30	4.8	12.6
<b>Unclassified companies</b>	<b>4,431</b>	<b>7,076</b>	<b>1,079</b>	<b>24.3</b>	<b>12.4</b>	<b>3,022</b>	<b>68.2</b>	<b>87.1</b>	<b>331</b>	<b>7.5</b>	<b>15.4</b>

(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 missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1998.

(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, etc.



**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)
<b>Multiple location companies</b>											
<b>Other companies (4)</b>	<b>49,176</b>	<b>8,186</b>	<b>15,475</b>	<b>31.5</b>	<b>27.4</b>	<b>29,794</b>	<b>60.6</b>	<b>93.7</b>	<b>3,906</b>	<b>7.9</b>	<b>23.1</b>
no. employees unknown (3)	1,535	504	107	6.9	24.0	1,373	89.4	92.7	56	3.6	18.7
1 to 19 employees	570	914	129	22.6	15.5	317	55.6	92.3	124	21.8	14.9
20 to 49 employees	2,158	1,043	290	13.4	17.4	1,451	67.3	91.9	417	19.3	19.3
50 to 99 employees	2,561	965	665	26.0	19.8	1,761	68.8	93.0	135	5.3	20.0
100 to 249 employees	2,693	1,346	723	26.8	24.4	1,658	61.6	93.8	312	11.6	21.4
250 to 499 employees	3,610	935	1,391	38.5	29.6	1,599	44.3	92.6	620	17.2	23.3
500 or more employees	36,048	2,479	12,172	33.8	40.4	21,634	60.0	96.0	2,242	6.2	30.6
<b>Unclassified companies</b>	<b>21,834</b>	<b>4,946</b>	<b>5,118</b>	<b>23.4</b>	<b>24.7</b>	<b>15,336</b>	<b>70.2</b>	<b>95.7</b>	<b>1,380</b>	<b>6.3</b>	<b>27.3</b>
<b>Single location companies</b>	<b>113,577</b>	<b>182,724</b>	<b>17,279</b>	<b>15.2</b>	<b>13.5</b>	<b>86,083</b>	<b>75.8</b>	<b>92.6</b>	<b>10,214</b>	<b>9.0</b>	<b>20.8</b>
no. employees unknown (3)	21,986	41,732	5,309	24.1	11.8	14,912	67.8	89.1	1,765	8.0	17.5
1 to 19 employees	39,935	92,117	4,264	10.7	11.3	30,837	77.2	92.2	4,833	12.1	20.1
20 to 49 employees	18,356	26,372	2,184	11.9	14.8	14,625	79.7	95.9	1,548	8.4	21.7
50 to 99 employees	10,027	12,395	1,355	13.5	19.7	8,034	80.1	96.7	638	6.4	26.3
100 to 249 employees	11,434	7,679	1,447	12.7	27.8	9,245	80.9	97.2	742	6.5	30.9
250 to 499 employees	5,843	1,656	1,107	18.9	35.4	4,315	73.8	97.2	421	7.2	34.8
500 or more employees	5,995	773	1,613	26.9	35.8	4,115	68.6	95.6	267	4.5	30.8
<b>Manufacturers</b>	<b>34,728</b>	<b>52,392</b>	<b>5,423</b>	<b>15.6</b>	<b>14.7</b>	<b>27,274</b>	<b>78.5</b>	<b>96.5</b>	<b>2,032</b>	<b>5.9</b>	<b>20.9</b>
no. employees unknown (3)	4,260	6,114	849	19.9	13.4	3,225	75.7	94.0	186	4.4	16.7
1 to 19 employees	3,462	19,018	361	10.4	8.5	2,824	81.6	95.6	276	8.0	14.9
20 to 49 employees	5,003	13,185	647	12.9	13.6	4,053	81.0	97.4	303	6.1	21.0
50 to 99 employees	5,255	7,732	536	10.2	19.0	4,406	83.8	97.6	312	5.9	27.1
100 to 249 employees	8,206	5,096	1,023	12.5	28.9	6,678	81.4	98.5	506	6.2	33.3
250 to 499 employees	4,184	966	652	15.6	40.6	3,244	77.5	98.8	288	6.9	43.0
500 or more employees	4,359	281	1,354	31.1	48.8	2,844	65.2	99.3	161	3.7	46.6
<b>Wholesalers</b>	<b>39,224</b>	<b>59,580</b>	<b>4,411</b>	<b>11.2</b>	<b>14.1</b>	<b>30,345</b>	<b>77.4</b>	<b>93.4</b>	<b>4,468</b>	<b>11.4</b>	<b>26.2</b>
no. employees unknown (3)	4,634	10,347	493	10.6	11.0	3,560	76.8	90.0	581	12.5	22.2
1 to 19 employees	21,408	38,742	1,802	8.4	13.0	16,794	78.4	93.4	2,812	13.1	26.2
20 to 49 employees	6,968	7,148	1,152	16.5	18.4	5,145	73.8	96.4	671	9.6	27.2
50 to 99 employees	3,036	2,200	493	16.2	25.9	2,330	76.8	96.7	213	7.0	34.1
100 to 249 employees	1,835	952	237	12.9	30.1	1,510	82.3	97.6	88	4.8	37.5
250 to 499 employees	722	147	171	23.7	42.9	490	67.8	94.6	61	8.4	40.8
500 or more employees	621	44	63	10.1	54.5	517	83.2	93.2	41	6.7	52.3
<b>Other companies (4)</b>	<b>31,100</b>	<b>58,986</b>	<b>5,197</b>	<b>16.7</b>	<b>11.9</b>	<b>22,811</b>	<b>73.3</b>	<b>88.9</b>	<b>3,091</b>	<b>9.9</b>	<b>16.1</b>
no. employees unknown (3)	6,812	16,315	2,257	33.1	11.4	3,985	58.5	86.8	570	8.4	15.3
1 to 19 employees	14,061	32,817	1,767	12.6	10.8	10,662	75.8	88.9	1,632	11.6	16.1
20 to 49 employees	6,126	5,547	356	5.8	13.1	5,203	84.9	91.8	567	9.2	16.9
50 to 99 employees	1,584	2,149	320	20.2	16.9	1,159	73.2	93.5	104	6.6	17.4
100 to 249 employees	1,132	1,363	123	10.9	22.5	904	79.9	92.7	104	9.2	20.9
250 to 499 employees	820	424	273	33.3	25.2	477	58.2	94.3	70	8.5	21.0
500 or more employees	565	371	100	17.7	24.0	421	74.4	93.5	45	7.9	18.6
<b>Unclassified companies</b>	<b>8,525</b>	<b>11,766</b>	<b>2,248</b>	<b>26.4</b>	<b>13.4</b>	<b>5,653</b>	<b>66.3</b>	<b>89.7</b>	<b>624</b>	<b>7.3</b>	<b>16.3</b>

(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 missing employment data, 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, etc.

**Table 4a**  
**1998 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		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
<b>All identified companies</b>	<b>553,644</b>	<b>205,188</b>	<b>5.8</b>	<b>61.6</b>	<b>6.2</b>	<b>23.6</b>	<b>6.4</b>	<b>8.0</b>	<b>12.8</b>	<b>5.0</b>	<b>18.1</b>	<b>1.4</b>	<b>50.8</b>	<b>0.3</b>
no. employees unknown (2)	32,664	49,474	25.1	78.7	15.3	15.0	12.6	3.7	19.2	2.0	20.7	0.5	7.0	0.1
1 to 19 employees	38,252	86,469	30.9	66.2	27.6	24.8	20.4	6.3	14.8	2.4	5.8	0.2	0.6	0.0
20 to 49 employees	23,139	28,573	20.9	52.1	21.4	29.0	14.5	11.8	19.0	6.3	23.4	0.8	0.8	0.0
50 to 99 employees	18,191	15,774	12.9	45.7	17.8	29.5	22.3	12.9	33.4	9.9	12.6	1.9	1.0	0.1
100 to 249 employees	26,911	12,858	8.8	37.9	12.7	29.4	17.6	15.2	34.6	13.4	19.4	3.8	7.0	0.4
250 to 499 employees	22,581	4,953	4.8	31.5	13.1	27.7	14.1	16.2	31.8	16.6	30.9	7.3	5.3	0.7
500 or more employees	391,906	7,087	0.3	24.6	1.1	20.8	2.0	12.6	8.1	19.1	18.1	15.4	70.3	7.6
<b>Manufacturers</b>	<b>376,397</b>	<b>62,523</b>	<b>1.9</b>	<b>47.5</b>	<b>3.1</b>	<b>28.1</b>	<b>3.8</b>	<b>11.8</b>	<b>10.2</b>	<b>8.8</b>	<b>17.6</b>	<b>3.0</b>	<b>63.5</b>	<b>0.8</b>
no. employees unknown (2)	11,080	8,445	13.8	63.1	9.6	22.1	12.6	7.6	22.6	5.6	29.0	1.5	12.5	0.2
1 to 19 employees	3,512	17,929	34.3	61.3	27.1	27.9	16.3	7.9	12.5	2.8	(4) 9.8	0.1	(D)	0.0
20 to 49 employees	4,955	13,188	22.1	49.0	27.3	30.7	21.2	12.7	25.2	7.0	(4) 4.3	0.6	(D)	0.0
50 to 99 employees	6,269	8,906	13.2	41.0	21.8	32.0	21.3	14.0	32.0	10.9	(4) 11.6	2.1	(D)	0.0
100 to 249 employees	14,147	7,615	7.2	30.5	16.6	31.6	20.9	17.5	34.1	15.6	19.2	4.5	1.9	0.2
250 to 499 employees	13,202	2,909	5.0	22.3	11.3	27.7	12.3	18.7	35.9	21.1	33.0	9.5	2.5	0.7
500 or more employees	323,231	3,531	0.3	9.4	0.9	15.9	1.7	14.3	7.0	24.6	16.9	23.6	73.3	12.2
<b>Wholesalers</b>	<b>81,678</b>	<b>63,563</b>	<b>9.9</b>	<b>57.2</b>	<b>13.7</b>	<b>28.3</b>	<b>13.1</b>	<b>8.9</b>	<b>20.0</b>	<b>4.6</b>	<b>20.4</b>	<b>0.9</b>	<b>22.9</b>	<b>0.1</b>
no. employees unknown (2)	6,277	11,666	21.0	72.3	21.0	20.3	19.5	4.8	24.5	2.2	12.6	0.4	1.5	0.0
1 to 19 employees	19,237	36,962	26.1	58.9	33.0	29.9	20.8	7.8	16.9	3.1	2.9	0.3	0.3	0.0
20 to 49 employees	7,572	8,101	11.2	45.4	22.3	32.2	19.0	14.0	28.8	7.3	16.4	1.1	2.4	0.1
50 to 99 employees	6,807	3,303	6.6	41.3	11.1	29.2	29.6	15.7	36.6	11.5	15.4	2.2	0.8	0.2
100 to 249 employees	7,346	2,177	3.7	35.0	6.9	28.8	12.4	16.6	44.6	14.9	25.8	4.3	6.6	0.5
250 to 499 employees	4,234	715	3.4	27.4	6.7	29.4	11.3	17.5	25.9	16.4	47.1	8.4	5.7	1.0
500 or more employees	30,205	639	0.0	17.8	0.9	21.3	2.2	14.1	8.4	22.2	30.2	18.3	58.2	6.3
<b>Other companies (3)</b>	<b>84,788</b>	<b>68,598</b>	<b>17.1</b>	<b>76.4</b>	<b>11.4</b>	<b>16.3</b>	<b>10.7</b>	<b>4.2</b>	<b>16.2</b>	<b>2.4</b>	<b>18.4</b>	<b>0.5</b>	<b>26.2</b>	<b>0.2</b>
no. employees unknown (2)	10,407	22,630	36.2	85.5	18.2	11.0	9.2	2.2	12.5	1.1	19.1	0.2	4.8	0.0
1 to 19 employees	14,230	30,299	37.2	78.1	18.1	16.7	21.8	3.6	13.1	1.5	9.2	0.2	0.7	0.0
20 to 49 employees	9,703	6,074	28.4	67.6	15.2	20.5	7.2	7.4	9.0	3.9	(4) 40.1	0.6	(D)	0.0
50 to 99 employees	4,408	2,886	22.7	63.3	23.2	23.5	12.3	7.0	30.8	5.1	(4) 11.1	1.0	(D)	0.1
100 to 249 employees	4,464	2,630	22.6	59.0	9.8	23.8	18.0	8.4	14.6	6.3	10.2	1.7	24.7	0.7
250 to 499 employees	4,964	1,274	5.7	54.0	23.5	26.9	21.0	9.7	26.5	6.8	12.6	2.0	10.7	0.6
500 or more employees	36,612	2,805	1.1	44.6	3.0	26.5	5.2	10.1	17.4	11.8	19.0	4.7	54.4	2.4
<b>Unclassified companies</b>	<b>10,781</b>	<b>10,504</b>	<b>20.2</b>	<b>76.2</b>	<b>19.3</b>	<b>16.5</b>	<b>10.7</b>	<b>4.3</b>	<b>20.6</b>	<b>2.4</b>	<b>14.8</b>	<b>0.5</b>	<b>14.4</b>	<b>0.1</b>

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1998.

(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, etc.

(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		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
<b>All identified companies</b>	<b>566,821</b>	<b>213,664</b>	<b>6.2</b>	<b>62.2</b>	<b>6.4</b>	<b>23.4</b>	<b>6.2</b>	<b>7.8</b>	<b>12.8</b>	<b>5.0</b>	<b>18.3</b>	<b>1.3</b>	<b>50.2</b>	<b>0.3</b>
no. employees unknown(2)	37,577	43,836	20.7	77.8	10.4	15.8	6.7	3.8	17.3	2.1	13.3	0.4	31.5	0.1
1 to 19 employees	42,488	94,970	32.4	67.8	27.6	23.7	19.5	6.0	16.0	2.3	3.9	0.2	0.6	0.0
20 to 49 employees	24,609	30,869	21.8	54.0	21.3	27.9	18.0	10.9	20.8	6.4	17.7	0.7	0.5	0.0
50 to 99 employees	18,173	17,081	12.2	47.8	19.4	28.2	18.2	12.7	25.5	9.2	22.8	2.0	1.9	0.1
100 to 249 employees	27,533	14,105	8.9	40.3	15.3	28.7	15.2	14.1	37.9	13.0	17.9	3.6	4.8	0.3
250 to 499 employees	24,014	5,460	5.6	34.0	13.7	27.5	12.8	14.7	32.3	16.3	30.5	6.8	5.1	0.7
500 or more employees	392,428	7,343	0.5	26.7	1.1	20.7	2.4	12.6	7.9	18.0	19.4	14.6	68.7	7.4
<b>Manufacturers</b>	<b>385,240</b>	<b>63,756</b>	<b>2.0</b>	<b>48.5</b>	<b>3.0</b>	<b>27.9</b>	<b>3.3</b>	<b>11.3</b>	<b>9.3</b>	<b>8.6</b>	<b>17.9</b>	<b>2.8</b>	<b>64.4</b>	<b>0.8</b>
no. employees unknown(2)	8,113	6,932	14.5	64.4	10.7	21.8	8.6	7.1	25.8	5.2	26.1	1.3	14.3	0.3
1 to 19 employees	3,739	19,279	34.2	62.2	28.1	27.7	23.9	7.6	10.0	2.4	(4) 3.8	0.1	(D)	0.0
20 to 49 employees	5,712	13,964	24.7	49.8	25.5	30.2	20.0	12.1	24.1	7.2	(4) 5.7	0.6	(D)	0.0
50 to 99 employees	6,600	9,176	14.8	42.6	22.0	30.4	18.8	14.3	30.6	10.5	(4) 13.9	2.2	(D)	0.0
100 to 249 employees	14,493	7,915	8.6	32.3	16.0	31.4	16.5	16.2	36.0	15.6	21.4	4.2	1.6	0.2
250 to 499 employees	13,938	2,936	5.9	22.4	12.7	29.0	10.9	17.0	36.6	21.9	29.3	9.0	4.6	0.7
500 or more employees	332,645	3,554	0.3	10.7	0.8	16.8	1.5	13.6	5.9	23.7	17.5	23.0	73.9	12.3
<b>Wholesalers</b>	<b>70,947</b>	<b>66,024</b>	<b>13.3</b>	<b>58.2</b>	<b>18.2</b>	<b>27.7</b>	<b>14.9</b>	<b>8.6</b>	<b>23.4</b>	<b>4.5</b>	<b>20.2</b>	<b>0.8</b>	<b>10.0</b>	<b>0.1</b>
no. employees unknown(2)	5,043	10,681	28.7	72.4	23.0	20.7	10.5	4.5	24.0	2.1	11.1	0.3	2.6	0.0
1 to 19 employees	22,347	39,706	26.5	60.0	32.4	28.9	19.4	7.7	17.6	3.1	3.6	0.3	0.4	0.0
20 to 49 employees	9,338	8,729	11.3	48.4	23.2	30.4	23.0	12.9	24.8	7.1	16.9	1.1	0.8	0.0
50 to 99 employees	6,181	3,521	8.6	43.0	18.3	29.4	24.2	14.5	27.2	10.7	18.4	2.2	3.2	0.2
100 to 249 employees	7,145	2,215	3.7	38.1	9.6	29.0	14.4	15.0	52.3	13.5	(4) 20.0	3.8	(D)	0.5
250 to 499 employees	4,016	660	4.3	30.0	7.2	28.6	11.2	15.3	30.5	18.3	(4) 46.8	7.3	(D)	0.5
500 or more employees	16,876	512	0.1	19.1	1.3	21.5	3.5	18.0	14.7	21.1	44.2	16.0	36.1	4.3
<b>Other companies (3)</b>	<b>80,275</b>	<b>67,172</b>	<b>16.4</b>	<b>76.9</b>	<b>11.7</b>	<b>16.0</b>	<b>11.2</b>	<b>4.1</b>	<b>18.9</b>	<b>2.3</b>	<b>19.4</b>	<b>0.5</b>	<b>22.4</b>	<b>0.2</b>
no. employees unknown(2)	8,347	16,819	35.2	85.0	14.5	11.4	5.1	2.3	18.5	1.1	19.1	0.3	7.7	0.1
1 to 19 employees	14,632	33,731	40.3	80.0	20.2	15.3	19.4	3.2	15.6	1.3	3.8	0.1	0.8	0.0
20 to 49 employees	8,284	6,590	29.3	69.6	16.4	19.9	11.6	6.2	13.6	3.9	(4) 29.1	0.5	(D)	0.0
50 to 99 employees	4,145	3,114	14.8	65.8	18.5	21.7	8.1	6.7	15.5	4.7	(4) 43.1	1.1	(D)	0.1
100 to 249 employees	3,825	2,709	14.2	60.0	26.4	23.3	12.1	8.0	17.0	6.3	11.4	1.7	18.9	0.5
250 to 499 employees	4,430	1,359	4.6	57.7	23.9	25.3	18.9	9.1	22.3	5.4	21.8	1.9	8.4	0.7
500 or more employees	36,613	2,850	1.6	46.1	2.9	25.4	8.6	10.2	21.7	10.9	21.5	4.8	43.7	2.5
<b>Unclassified companies</b>	<b>30,359</b>	<b>16,712</b>	<b>15.0</b>	<b>70.7</b>	<b>6.9</b>	<b>18.2</b>	<b>8.5</b>	<b>6.1</b>	<b>15.4</b>	<b>3.9</b>	<b>16.0</b>	<b>1.0</b>	<b>38.2</b>	<b>0.2</b>

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 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, etc.

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





**Table 5c**  
**Percent Change Between 1997 and 1998 Exports**  
**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
<b>All countries</b>	<b>-7,045</b>	<b>-1.0</b>	<b>-13,177</b>	<b>-2.3</b>	<b>-8,476</b>	<b>-4.0</b>
<b>Top 25 countries</b>	<b>-5,495</b>	<b>-0.9</b>	<b>-11,419</b>	<b>-2.3</b>	<b>-9,131</b>	<b>-4.8</b>
Canada	5,153	3.4	-6,804	-5.6	-11,495	-10.6
Mexico	7,632	10.7	11,582	21.7	1,624	5.7
Japan	-7,785	-11.9	-6,962	-12.0	-1,902	-6.6
United Kingdom	2,635	7.2	1,642	5.3	1,337	4.0
Germany	2,175	8.9	1,940	9.1	-212	-0.9
Netherlands	-818	-4.1	-1,184	-6.8	440	3.2
Taiwan	-2,231	-10.9	-1,139	-7.0	-519	-3.2
France	1,746	10.9	1,505	10.8	192	1.2
Republic of Korea	-8,528	-34.0	-7,176	-33.7	-3,932	-24.9
Singapore	-2,054	-11.6	-1,774	-11.6	-2,216	-14.0
Brazil	-755	-4.7	-767	-5.8	-95	-0.8
China	1,453	11.3	2,025	18.9	896	9.6
Belgium	487	3.6	164	1.4	173	2.0
Hong Kong	-2,191	-14.5	-1,987	-15.3	-524	-2.9
Australia	-111	-0.9	-423	-4.3	-1,173	-5.8
Saudi Arabia	2,074	24.5	2,239	41.4	21	0.4
Italy	54	0.6	62	0.8	398	2.9
Malaysia	-1,875	-17.3	-1,296	-13.5	-1,389	-18.2
Switzerland	-1,055	-12.7	-567	-8.3	150	1.6
Israel	985	16.4	353	6.9	188	1.9
Philippines	-691	-9.3	-528	-8.1	-1,014	-15.5
Venezuela	-88	-1.3	-403	-7.8	410	5.0
Argentina	77	1.3	16	0.3	-124	-1.4
Ireland	1,012	21.8	893	22.2	262	4.1
Spain	-79	-1.4	-244	-5.3	474	5.0
<b>All other countries</b>	<b>-1,550</b>	<b>-1.6</b>	<b>-1,758</b>	<b>-2.3</b>	<b>-779</b>	<b>-1.1</b>
North America	12,785	5.7	4,778	2.7	-9,749	-7.9
Western Europe	7,604	4.9	5,473	4.1	1,415	2.0
European Union	8,667	6.2	5,738	4.7	1,341	2.0
European Free Trade Assn.	-1,014	-9.9	-522	-6.3	258	2.0
Eastern Europe	-247	-3.2	-509	-7.8	60	0.7
Former Soviet Republics	-68	-1.4	-254	-6.1	-231	-5.0
OECD - Europe	7,621	4.9	5,427	4.1	1,395	2.0
Pacific Rim Countries	-26,458	-13.6	-21,251	-12.8	-5,107	-7.2
Asia - Near East	2,694	12.9	2,274	14.9	436	2.3
Asia - NICS	-15,003	-19.2	-12,079	-18.3	-4,074	-9.9
Asia - South	-500	-9.4	-567	-12.4	87	1.1
ASEAN	-9,040	-18.8	-7,365	-17.6	-3,865	-15.0
South/Central America	401	0.6	-1,311	-2.6	857	1.9
20 Latin Amer. Republics	7,648	6.0	10,265	10.3	1,891	3.4
Cent. Am. Common Market	962	12.9	433	7.1	696	6.8
LAFTA	6,379	5.6	9,840	11.1	1,430	2.9
NATO Allies	11,717	4.1	-2,649	-1.1	-8,508	-5.9
OPEC	-448	-1.7	-341	-1.8	-282	-1.5

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



**Table 6a**  
**1998 Exports by the State of the Exporter Location, Number of Exporting Companies,**  
**Value, and Percent Change Between 1997 and 1998 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 1997-1998 Exporters	% Change 1997-1998		
							1997-1998 Value	Known Value	Number of Exporters
<b>United States</b>	<b>682,138</b>	<b>100.0</b>	<b>553,644</b>	<b>100.0</b>	<b>205,188</b>	<b>100.0</b>	<b>-1.0</b>	<b>-2.3</b>	<b>-4.0</b>
Alabama	4,560	0.7	3,820	0.7	2,564	1.2	0.5	-5.4	-6.6
Alaska	760	0.1	562	0.1	743	0.4	-21.6	-27.0	-32.6
Arizona	10,753	1.6	9,469	1.7	3,909	1.9	-20.7	-21.1	-4.8
Arkansas	1,934	0.3	1,572	0.3	1,456	0.7	-12.5	-21.0	-5.6
California	98,809	14.5	86,275	15.6	44,781	21.8	-4.8	-3.3	-6.3
Colorado	10,733	1.6	10,043	1.8	4,145	2.0	-5.3	-6.1	-3.3
Connecticut	12,140	1.8	10,477	1.9	4,966	2.4	-5.9	-3.3	-7.4
Delaware	4,969	0.7	4,483	0.8	795	0.4	-2.7	-8.5	-9.4
Florida	23,173	3.4	17,970	3.2	22,295	10.9	1.2	-2.3	-0.7
Georgia	11,212	1.6	8,356	1.5	7,335	3.6	14.3	7.7	-3.8
Hawaii	211	0.0	175	0.0	653	0.3	-30.3	-31.2	-29.5
Idaho	1,460	0.2	1,036	0.2	902	0.4	-14.9	-28.5	-11.5
Illinois	33,838	5.0	30,250	5.5	14,231	6.9	-1.1	-3.2	-7.4
Indiana	13,949	2.0	12,267	2.2	5,129	2.5	6.5	7.3	-9.6
Iowa	3,412	0.5	2,821	0.5	2,732	1.3	9.5	2.0	-7.9
Kansas	4,403	0.6	3,964	0.7	2,224	1.1	-14.2	-17.7	-5.2
Kentucky	7,440	1.1	5,826	1.1	3,413	1.7	7.8	6.1	-4.2
Louisiana	4,392	0.6	3,469	0.6	2,488	1.2	0.4	-10.6	-4.0
Maine	1,664	0.2	1,351	0.2	1,798	0.9	4.7	-0.2	-15.1
Maryland	4,014	0.6	3,098	0.6	3,472	1.7	4.0	2.0	-10.0
Massachusetts	16,467	2.4	14,331	2.6	9,507	4.6	-5.2	-9.1	-8.7
Michigan	39,269	5.8	34,482	6.2	10,482	5.1	3.6	5.1	-12.7
Minnesota	13,499	2.0	11,290	2.0	5,739	2.8	-2.1	-5.7	-6.1
Mississippi	1,414	0.2	1,170	0.2	1,363	0.7	-0.5	-7.6	-6.5
Missouri	6,832	1.0	5,687	1.0	4,456	2.2	-3.0	-8.5	-7.6
Montana	390	0.1	281	0.1	730	0.4	-9.3	-11.5	-11.4
Nebraska	2,472	0.4	2,286	0.4	1,367	0.7	-0.9	-3.4	2.7
Nevada	765	0.1	615	0.1	1,535	0.7	-5.2	-8.1	1.4
New Hampshire	1,987	0.3	1,603	0.3	2,281	1.1	2.9	-6.3	-12.8
New Jersey	20,033	2.9	16,193	2.9	13,094	6.4	-3.8	-8.9	-6.6
New Mexico	1,896	0.3	1,754	0.3	971	0.5	6.5	9.2	-10.1
New York	45,564	6.7	38,143	6.9	25,662	12.5	-6.8	-9.7	-6.7
North Carolina	12,920	1.9	11,015	2.0	6,869	3.3	-1.4	-5.3	-4.7
North Dakota	657	0.1	532	0.1	941	0.5	5.5	-0.2	-5.4
Ohio	24,815	3.6	21,052	3.8	11,064	5.4	-1.2	-6.7	-8.2
Oklahoma	2,623	0.4	2,139	0.4	2,216	1.1	-3.6	-6.4	-5.5
Oregon	8,144	1.2	7,398	1.3	3,438	1.7	-2.6	-5.5	-13.7
Pennsylvania	19,139	2.8	15,042	2.7	11,582	5.6	-0.8	-2.5	-5.5
Rhode Island	1,113	0.2	854	0.2	1,409	0.7	-1.2	-10.3	-9.4
South Carolina	5,857	0.9	4,991	0.9	2,979	1.5	3.2	2.5	-2.2
South Dakota	374	0.1	302	0.1	503	0.2	-14.2	-18.4	-17.5
Tennessee	9,873	1.4	8,412	1.5	4,153	2.0	-0.4	-2.8	-4.0
Texas	59,029	8.7	48,785	8.8	17,371	8.5	4.9	3.3	-1.3
Utah	3,099	0.5	2,059	0.4	1,894	0.9	-5.9	-13.5	-6.4
Vermont	2,758	0.4	2,418	0.4	1,265	0.6	6.4	-3.3	-13.8
Virginia	11,460	1.7	9,622	1.7	4,692	2.3	-0.5	-3.1	-4.3
Washington	37,960	5.6	36,338	6.6	7,897	3.8	19.6	21.9	-8.8
West Virginia	1,178	0.2	951	0.2	1,337	0.7	-9.3	-15.9	3.1
Wisconsin	9,221	1.4	7,758	1.4	5,780	2.8	-5.8	-9.5	-7.2
Wyoming	158	0.0	92	0.0	636	0.3	-10.0	-26.2	-8.8
District of Columbia	4,392	0.6	1,579	0.3	1,284	0.6	-10.0	2.7	-1.8
Puerto Rico	6,127	0.9	5,462	1.0	1,140	0.6	10.8	8.0	-13.6
Virgin Islands	114	0.0	97	0.0	136	0.1	-52.8	-58.9	-3.5
Unallocated (3)	56,712	8.3	21,627	3.9	27,060	13.2	-4.4	-2.2	-7.8

(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 6b**  
**1997 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 Exporters
<b>United States</b>	<b>689,183</b>	<b>100.0</b>	<b>566,821</b>	<b>100.0</b>	<b>213,664</b>	<b>100.0</b>
Alabama	4,537	0.7	4,038	0.7	2,746	1.3
Alaska	969	0.1	770	0.1	1,103	0.5
Arizona	13,557	2.0	11,997	2.1	4,105	1.9
Arkansas	2,212	0.3	1,989	0.4	1,543	0.7
California	103,802	15.1	89,256	15.7	47,810	22.4
Colorado	11,329	1.6	10,698	1.9	4,285	2.0
Connecticut	12,897	1.9	10,834	1.9	5,363	2.5
Delaware	5,104	0.7	4,897	0.9	877	0.4
Florida	22,889	3.3	18,393	3.2	22,455	10.5
Georgia	9,810	1.4	7,760	1.4	7,623	3.6
Hawaii	303	0.0	255	0.0	926	0.4
Idaho	1,716	0.2	1,448	0.3	1,019	0.5
Illinois	34,225	5.0	31,262	5.5	15,371	7.2
Indiana	13,097	1.9	11,436	2.0	5,675	2.7
Iowa	3,117	0.5	2,766	0.5	2,966	1.4
Kansas	5,133	0.7	4,817	0.8	2,345	1.1
Kentucky	6,904	1.0	5,490	1.0	3,563	1.7
Louisiana	4,373	0.6	3,881	0.7	2,591	1.2
Maine	1,590	0.2	1,354	0.2	2,119	1.0
Maryland	3,861	0.6	3,037	0.5	3,857	1.8
Massachusetts	17,368	2.5	15,768	2.8	10,417	4.9
Michigan	37,920	5.5	32,807	5.8	12,013	5.6
Minnesota	13,793	2.0	11,969	2.1	6,110	2.9
Mississippi	1,421	0.2	1,267	0.2	1,457	0.7
Missouri	7,043	1.0	6,215	1.1	4,820	2.3
Montana	430	0.1	318	0.1	824	0.4
Nebraska	2,494	0.4	2,367	0.4	1,331	0.6
Nevada	807	0.1	669	0.1	1,514	0.7
New Hampshire	1,931	0.3	1,711	0.3	2,616	1.2
New Jersey	20,815	3.0	17,770	3.1	14,020	6.6
New Mexico	1,780	0.3	1,606	0.3	1,080	0.5
New York	48,885	7.1	42,245	7.5	27,518	12.9
North Carolina	13,102	1.9	11,627	2.1	7,206	3.4
North Dakota	623	0.1	533	0.1	995	0.5
Ohio	25,106	3.6	22,575	4.0	12,054	5.6
Oklahoma	2,722	0.4	2,285	0.4	2,345	1.1
Oregon	8,359	1.2	7,826	1.4	3,986	1.9
Pennsylvania	19,298	2.8	15,430	2.7	12,250	5.7
Rhode Island	1,126	0.2	952	0.2	1,556	0.7
South Carolina	5,674	0.8	4,868	0.9	3,047	1.4
South Dakota	435	0.1	370	0.1	610	0.3
Tennessee	9,917	1.4	8,651	1.5	4,324	2.0
Texas	56,293	8.2	47,221	8.3	17,601	8.2
Utah	3,293	0.5	2,380	0.4	2,023	0.9
Vermont	2,592	0.4	2,500	0.4	1,468	0.7
Virginia	11,512	1.7	9,934	1.8	4,901	2.3
Washington	31,746	4.6	29,805	5.3	8,662	4.1
West Virginia	1,299	0.2	1,131	0.2	1,297	0.6
Wisconsin	9,792	1.4	8,573	1.5	6,229	2.9
Wyoming	176	0.0	125	0.0	697	0.3
District of Columbia	4,881	0.7	1,538	0.3	1,308	0.6
Puerto Rico	5,528	0.8	5,055	0.9	1,320	0.6
Virgin Islands	243	0.0	236	0.0	141	0.1
Unallocated (3)	59,351	8.6	22,118	3.9	29,344	13.7

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

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

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

**Table 7a**  
**1998 Exports by State of the Origin of Movement, Number of Exporting Companies,**  
**Value, and Percent Change Between the 1997 and 1998 Results**

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

State of the Origin of Movement	Value	% of Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters	% Change 1997-1998		
							Value	Known Value	Number of Exporters
<b>United States</b>	<b>682,138</b>	<b>100.0</b>	<b>553,644</b>	<b>100.0</b>	<b>205,188</b>	<b>100.0</b>	<b>-1.0</b>	<b>-2.3</b>	<b>-4.0</b>
Alabama	6,373	0.9	5,372	1.0	2,718	1.3	7.4	1.0	-4.8
Alaska	1,954	0.3	1,360	0.2	681	0.3	-28.2	-28.9	-9.6
Arizona	11,415	1.7	9,921	1.8	4,326	2.1	-17.4	-17.6	-1.7
Arkansas	2,286	0.3	1,922	0.3	1,720	0.8	-0.8	-6.6	-6.0
California	95,768	14.0	82,519	14.9	47,525	23.2	-3.4	-2.2	-6.3
Colorado	5,266	0.8	4,780	0.9	3,908	1.9	2.9	1.7	-3.5
Connecticut	7,297	1.1	6,029	1.1	5,000	2.4	3.4	6.5	-5.1
Delaware	2,232	0.3	2,007	0.4	837	0.4	8.0	6.2	-8.7
Florida	24,452	3.6	19,045	3.4	25,396	12.4	5.2	2.0	-1.4
Georgia	13,476	2.0	10,273	1.9	8,430	4.1	4.1	4.5	-3.5
Hawaii	276	0.0	235	0.0	646	0.3	-17.2	-18.6	-7.8
Idaho	1,510	0.2	1,099	0.2	979	0.5	-9.2	-21.6	-7.1
Illinois	28,918	4.2	25,574	4.6	16,536	8.1	9.3	8.0	-5.2
Indiana	12,333	1.8	10,522	1.9	5,899	2.9	2.5	-2.7	-8.6
Iowa	4,902	0.7	4,287	0.8	2,552	1.2	-4.2	-8.4	-3.8
Kansas	4,039	0.6	3,529	0.6	2,229	1.1	-5.9	-6.3	-6.3
Kentucky	8,100	1.2	7,136	1.3	3,054	1.5	1.8	-0.4	-5.5
Louisiana	16,836	2.5	14,577	2.6	2,968	1.4	-10.1	-12.9	-2.7
Maine	1,825	0.3	1,421	0.3	1,663	0.8	5.9	0.5	-8.0
Maryland	4,722	0.7	3,785	0.7	4,016	2.0	-9.4	-11.4	-0.7
Massachusetts	15,878	2.3	13,904	2.5	10,163	5.0	-3.9	-7.2	-6.1
Michigan	29,021	4.3	24,875	4.5	11,874	5.8	-10.0	-11.6	-8.8
Minnesota	9,147	1.3	7,974	1.4	6,169	3.0	-3.2	-4.6	-7.9
Mississippi	2,286	0.3	1,806	0.3	1,779	0.9	-0.2	-11.2	-7.8
Missouri	5,762	0.8	4,809	0.9	4,622	2.3	-14.3	-10.5	-6.1
Montana	421	0.1	310	0.1	784	0.4	-20.6	-25.7	-7.9
Nebraska	1,995	0.3	1,786	0.3	1,444	0.7	1.2	-2.0	-6.5
Nevada	688	0.1	560	0.1	1,460	0.7	-36.1	-41.2	-5.2
New Hampshire	1,728	0.3	1,407	0.3	2,183	1.1	8.2	1.5	-3.4
New Jersey	15,371	2.3	11,742	2.1	13,683	6.7	1.3	-5.6	-5.4
New Mexico	1,855	0.3	1,769	0.3	757	0.4	4.5	6.8	-11.2
New York	37,394	5.5	30,663	5.5	26,223	12.8	-1.5	-6.2	-5.6
North Carolina	15,706	2.3	13,228	2.4	7,683	3.7	-4.2	-6.5	-4.6
North Dakota	750	0.1	612	0.1	835	0.4	-3.6	-8.5	-10.6
Ohio	24,855	3.6	20,899	3.8	11,982	5.8	-0.2	-5.3	-6.9
Oklahoma	2,785	0.4	2,329	0.4	2,251	1.1	2.1	2.7	-3.6
Oregon	9,031	1.3	8,221	1.5	4,535	2.2	-1.3	-3.7	-12.8
Pennsylvania	15,974	2.3	13,018	2.4	11,726	5.7	-0.6	-4.8	-6.8
Rhode Island	1,102	0.2	827	0.1	1,595	0.8	1.3	-7.8	-4.6
South Carolina	7,749	1.1	6,583	1.2	3,807	1.9	3.1	0.6	-3.1
South Dakota	446	0.1	367	0.1	703	0.3	-13.7	-18.7	-21.0
Tennessee	9,552	1.4	8,063	1.5	5,014	2.4	3.5	1.0	-4.2
Texas	78,879	11.6	66,428	12.0	20,230	9.9	3.5	8.6	-1.2
Utah	2,981	0.4	2,192	0.4	1,833	0.9	-8.0	-6.2	-8.4
Vermont	3,668	0.5	3,329	0.6	1,092	0.5	-3.7	-8.5	-9.5
Virginia	12,515	1.8	10,483	1.9	5,091	2.5	-1.9	-6.2	-2.9
Washington	38,249	5.6	36,569	6.6	9,026	4.4	16.8	18.2	-10.7
West Virginia	2,106	0.3	1,742	0.3	781	0.4	-7.5	-14.8	2.6
Wisconsin	9,753	1.4	8,308	1.5	6,279	3.1	-3.7	-6.4	-6.5
Wyoming	500	0.1	440	0.1	269	0.1	-10.7	-15.4	-10.9
District of Columbia	348	0.1	172	0.0	542	0.3	-28.2	-54.3	-8.0
Puerto Rico	6,274	0.9	5,606	1.0	1,004	0.5	12.0	8.8	-4.4
Virgin Islands	90	0.0	83	0.0	122	0.1	-61.5	-63.5	-3.2
Unallocated (3)	63,298	9.3	27,148	4.9	42,850	20.9	-6.3	-15.7	-6.2

(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 7b**  
**1997 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 the Origin of Movement	Value	% of Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters
<b>United States</b>	<b>689,183</b>	<b>100.0</b>	<b>566,821</b>	<b>100.0</b>	<b>213,664</b>	<b>100.0</b>
Alabama	5,932	0.9	5,320	0.9	2,856	1.3
Alaska	2,721	0.4	1,913	0.3	753	0.4
Arizona	13,821	2.0	12,043	2.1	4,402	2.1
Arkansas	2,305	0.3	2,058	0.4	1,830	0.9
California	99,162	14.4	84,402	14.9	50,726	23.7
Colorado	5,120	0.7	4,700	0.8	4,051	1.9
Connecticut	7,058	1.0	5,662	1.0	5,267	2.5
Delaware	2,067	0.3	1,890	0.3	917	0.4
Florida	23,234	3.4	18,675	3.3	25,759	12.1
Georgia	12,949	1.9	9,831	1.7	8,733	4.1
Hawaii	334	0.0	289	0.1	701	0.3
Idaho	1,664	0.2	1,402	0.2	1,054	0.5
Illinois	26,459	3.8	23,681	4.2	17,437	8.2
Indiana	12,029	1.7	10,809	1.9	6,455	3.0
Iowa	5,118	0.7	4,681	0.8	2,652	1.2
Kansas	4,292	0.6	3,766	0.7	2,379	1.1
Kentucky	7,953	1.2	7,162	1.3	3,231	1.5
Louisiana	18,732	2.7	16,733	3.0	3,051	1.4
Maine	1,723	0.2	1,413	0.2	1,807	0.8
Maryland	5,214	0.8	4,271	0.8	4,046	1.9
Massachusetts	16,526	2.4	14,986	2.6	10,822	5.1
Michigan	32,253	4.7	28,138	5.0	13,023	6.1
Minnesota	9,447	1.4	8,355	1.5	6,697	3.1
Mississippi	2,290	0.3	2,033	0.4	1,930	0.9
Missouri	6,724	1.0	5,376	0.9	4,920	2.3
Montana	530	0.1	417	0.1	851	0.4
Nebraska	1,971	0.3	1,823	0.3	1,545	0.7
Nevada	1,075	0.2	952	0.2	1,540	0.7
New Hampshire	1,597	0.2	1,387	0.2	2,259	1.1
New Jersey	15,167	2.2	12,433	2.2	14,468	6.8
New Mexico	1,776	0.3	1,657	0.3	852	0.4
New York	37,979	5.5	32,687	5.8	27,773	13.0
North Carolina	16,402	2.4	14,148	2.5	8,057	3.8
North Dakota	778	0.1	669	0.1	934	0.4
Ohio	24,903	3.6	22,059	3.9	12,869	6.0
Oklahoma	2,728	0.4	2,267	0.4	2,335	1.1
Oregon	9,151	1.3	8,537	1.5	5,201	2.4
Pennsylvania	16,069	2.3	13,672	2.4	12,583	5.9
Rhode Island	1,088	0.2	896	0.2	1,672	0.8
South Carolina	7,517	1.1	6,543	1.2	3,927	1.8
South Dakota	517	0.1	452	0.1	890	0.4
Tennessee	9,233	1.3	7,984	1.4	5,235	2.5
Texas	76,184	11.1	61,142	10.8	20,480	9.6
Utah	3,239	0.5	2,337	0.4	2,000	0.9
Vermont	3,811	0.6	3,640	0.6	1,206	0.6
Virginia	12,755	1.9	11,178	2.0	5,245	2.5
Washington	32,752	4.8	30,942	5.5	10,105	4.7
West Virginia	2,276	0.3	2,045	0.4	761	0.4
Wisconsin	10,125	1.5	8,877	1.6	6,717	3.1
Wyoming	560	0.1	520	0.1	302	0.1
District of Columbia	485	0.1	376	0.1	589	0.3
Puerto Rico	5,601	0.8	5,154	0.9	1,050	0.5
Virgin Islands	233	0.0	228	0.0	126	0.1
Unallocated (3)	67,555	9.8	32,211	5.7	45,682	21.4

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

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

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

## ***TECHNICAL NOTES***

### ***The 1997 and 1998 Profiles of U.S. Exporting Companies***

The Census Bureau created the 1997 and 1998 profiles of U.S. exporting companies based upon the normal export documentation used to compile the merchandise trade statistics and upon the Census Bureau's Business Register, which contains company characteristics information.

The values in this report are on an f.a.s. ("free alongside ship") basis for both domestic exports and reexports of foreign merchandise. They were adjusted to reflect revisions made after the December 1997 and December 1998 FT900--"U.S. International Trade in Goods and Services," press releases. However, these small revisions are not reflected in the "known value."

### ***Limitations***

This report shows companies grouped by the NAICS instead of the SIC system. As described earlier and also in the Appendix, this change did affect company assignments to the manufacturers, wholesalers, and other companies categories. Therefore, comparisons of these data to prior years should be made with caution.

### ***Nonsampling Errors***

Nonsampling errors were attributable to many sources, including the inability to identify all exporting companies in the universe (16 percent of the total export value could not be assigned to companies for 1998), imputation of missing data, data errors and bias, mistakes in recording or keying data, 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 were also used to verify that the operating procedures were carried out as specified.

## ***GLOSSARY OF TERMS***

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

Identified Companies. Identified companies are those companies to which one or more export transaction was matched. The total export value associated with these companies is termed "known value."

Unidentified Exports. These are export transactions that were not linked to a specific company. Note that these shipments may have been exported either by previously identified companies or by other companies not included in this report.

Unclassified Companies. These are identified companies for which no proper NAICS classification could be assigned.

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

***Employment.*** Employment includes all employees, full-time or part-time, reported on a firm's payroll during specific payroll periods in 1997 and 1998.

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

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

***State of the 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 data entry errors or reporting errors can result in shipments being attributed to the wrong state or being credited to unknown.

***State of the Origin of Movement (OM).*** The OM series data provides export statistics based on the state from which the merchandise starts its journey to the port of export; i.e., the transportation origin. This information is reported by the exporter. ***Limitations:*** In certain cases, such as for agricultural and other bulk shipments, the OM state may reflect a 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.

## APPENDIX

Beginning with this report, the Profile of U.S. Exporters is being published using the North American Industry Classification System (NAICS). On April 9, 1997, the Office of Management and Budget announced its decision to adopt the NAICS as the industry classification system used by the statistical agencies of the United States. The NAICS replaces the 1987 Standard Industrial Classification (SIC). Further information regarding NAICS can be found on the Census Bureau's Internet site at [www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html).

This conversion has caused a change in classification for certain companies within the scope of this report. The tables below highlight the value and number of companies that are shifting between the major categories. Future reports in this series will only be released on a NAICS basis.

<b>Figure 3 - 1998 Export Value SIC vs. NAICS Classification</b>					
SIC Class (values in \$ Mil.)	Total SIC Value	NAICS Manufac.	NAICS Wholesaler	NAICS Other Comp.	NAICS Unclass.
<b>Manufacturer</b>	376,897	376,150	3	739	6
<b>Wholesaler</b>	82,079	130	81,585	353	11
<b>Other Companies</b>	84,292	117	91	83,696	389
<b>Unclassified</b>	10,376	-	-	-	10,376
<b>All SIC Classes</b>	553,644	376,397	81,678	84,788	10,781

<b>Figure 4 - 1998 Number of Exporters SIC vs. NAICS Classification</b>					
SIC Class	Total SIC	NAICS Manufac.	NAICS Wholesaler	NAICS Other Comp.	NAICS Unclass.
<b>Manufacturer</b>	63,311	61,930	19	1,344	18
<b>Wholesaler</b>	65,527	252	63,264	1,969	42
<b>Other Companies</b>	66,274	341	280	65,285	368
<b>Unclassified</b>	10,076	-	-	-	10,076
<b>All SIC Classes</b>	205,188	62,523	63,563	68,598	10,504

**Figure 5**  
**1998 Comparison Between SIC and NAICS Classifications**

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

<b>Company Type and Employment Size</b>	<b>Known Value (1) SIC</b>	<b>Known Value (1) NAICS</b>	<b>Known Value (1) Net Diff.</b>	<b>Known Value (1) % Diff.</b>	<b>Number of Exporters SIC</b>	<b>Number of Exporters NAICS</b>	<b>Number of Exporters Net Diff.</b>	<b>Number of Exporters % Diff.</b>
<b>Manufacturers</b>	<b>376,897</b>	<b>376,397</b>	<b>-501</b>	<b>-0.1</b>	<b>63,311</b>	<b>62,523</b>	<b>-788</b>	<b>-1.2</b>
no. employees unknown (2)	11,161	11,080	-81	-0.7	8,563	8,445	-118	-1.4
1 to 19 employees	3,479	3,512	33	1.0	18,176	17,929	-247	-1.4
20 to 49 employees	4,942	4,955	13	0.3	13,311	13,188	-123	-0.9
50 to 99 employees	6,222	6,269	48	0.8	8,983	8,906	-77	-0.9
100 to 249 employees	14,207	14,147	-60	-0.4	7,705	7,615	-90	-1.2
250 to 499 employees	13,240	13,202	-38	-0.3	2,958	2,909	-49	-1.7
500 or more employees	323,647	323,231	-417	-0.1	3,615	3,531	-84	-2.3
<b>Wholesalers</b>	<b>82,079</b>	<b>81,678</b>	<b>-401</b>	<b>-0.5</b>	<b>65,527</b>	<b>63,563</b>	<b>-1,964</b>	<b>-3.0</b>
no. employees unknown (2)	6,395	6,277	-118	-1.9	12,121	11,666	-455	-3.8
1 to 19 employees	19,412	19,237	-175	-0.9	38,158	36,962	-1,196	-3.1
20 to 49 employees	7,659	7,572	-86	-1.1	8,378	8,101	-277	-3.3
50 to 99 employees	6,821	6,807	-14	-0.2	3,371	3,303	-68	-2.0
100 to 249 employees	7,377	7,346	-31	-0.4	2,179	2,177	-2	-0.1
250 to 499 employees	4,227	4,234	8	0.2	707	715	8	1.1
500 or more employees	30,189	30,205	16	0.1	613	639	26	4.2
<b>Other companies (3)</b>	<b>84,292</b>	<b>84,788</b>	<b>496</b>	<b>0.6</b>	<b>66,274</b>	<b>68,598</b>	<b>2,324</b>	<b>3.5</b>
no. employees unknown (2)	10,509	10,407	-101	-1.0	22,412	22,630	218	1.0
1 to 19 employees	14,102	14,230	128	0.9	28,912	30,299	1,387	4.8
20 to 49 employees	9,630	9,703	73	0.8	5,676	6,074	398	7.0
50 to 99 employees	4,442	4,408	-34	-0.8	2,745	2,886	141	5.1
100 to 249 employees	4,397	4,464	68	1.5	2,542	2,630	88	3.5
250 to 499 employees	4,933	4,964	30	0.6	1,234	1,274	40	3.2
500 or more employees	36,279	36,612	333	0.9	2,753	2,805	52	1.9
<b>Unclassified companies</b>	<b>10,376</b>	<b>10,781</b>	<b>405</b>	<b>3.9</b>	<b>10,076</b>	<b>10,504</b>	<b>428</b>	<b>4.2</b>

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1998.

(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, etc.



**Figure 6**  
**1997 Comparison Between SIC and NAICS Classifications**

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

Company Type and Employment Size	Known Value (1) SIC	Known Value (1) NAICS	Known Value (1) Net Diff.	Known Value (1) % Diff.	Number of Exporters SIC	Number of Exporters NAICS	Number of Exporters Net Diff.	Number of Exporters % Diff.
<b>Manufacturers</b>	<b>387,421</b>	<b>385,240</b>	<b>-2,181</b>	<b>-0.6</b>	<b>66,095</b>	<b>63,756</b>	<b>-2,339</b>	<b>-3.5</b>
no. employees unknown (2)	8,992	8,113	-879	-9.8	7,525	6,932	-593	-7.9
1 to 19 employees	3,812	3,739	-74	-1.9	19,739	19,279	-460	-2.3
20 to 49 employees	5,746	5,712	-34	-0.6	14,300	13,964	-336	-2.3
50 to 99 employees	6,708	6,600	-108	-1.6	9,459	9,176	-283	-3.0
100 to 249 employees	14,687	14,493	-194	-1.3	8,287	7,915	-372	-4.5
250 to 499 employees	13,970	13,938	-32	-0.2	3,080	2,936	-144	-4.7
500 or more employees	333,506	332,645	-861	-0.3	3,705	3,554	-151	-4.1
<b>Wholesalers</b>	<b>71,900</b>	<b>70,947</b>	<b>-954</b>	<b>-1.3</b>	<b>68,474</b>	<b>66,024</b>	<b>-2,450</b>	<b>-3.6</b>
no. employees unknown (2)	5,845	5,043	-803	-13.7	11,541	10,681	-860	-7.5
1 to 19 employees	22,587	22,347	-240	-1.1	40,802	39,706	-1,096	-2.7
20 to 49 employees	9,416	9,338	-78	-0.8	9,095	8,729	-366	-4.0
50 to 99 employees	6,189	6,181	-8	-0.1	3,631	3,521	-110	-3.0
100 to 249 employees	7,190	7,145	-45	-0.6	2,264	2,215	-49	-2.2
250 to 499 employees	4,049	4,016	-33	-0.8	656	660	4	0.6
500 or more employees	16,624	16,876	252	1.5	485	512	27	5.6
<b>Other companies (3)</b>	<b>82,101</b>	<b>80,275</b>	<b>-1,826</b>	<b>-2.2</b>	<b>69,328</b>	<b>67,172</b>	<b>-2,156</b>	<b>-3.1</b>
no. employees unknown (2)	9,369	8,347	-1,023	-10.9	19,423	16,819	-2,604	-13.4
1 to 19 employees	15,197	14,632	-566	-3.7	33,533	33,731	198	0.6
20 to 49 employees	8,440	8,284	-156	-1.8	6,424	6,590	166	2.6
50 to 99 employees	4,199	4,145	-54	-1.3	3,105	3,114	9	0.3
100 to 249 employees	3,875	3,825	-50	-1.3	2,671	2,709	38	1.4
250 to 499 employees	4,488	4,430	-59	-1.3	1,356	1,359	3	0.2
500 or more employees	36,531	36,613	82	0.2	2,816	2,850	34	1.2
<b>Unclassified companies</b>	<b>25,398</b>	<b>30,359</b>	<b>4,961</b>	<b>19.5</b>	<b>9,767</b>	<b>16,712</b>	<b>6,945</b>	<b>71.1</b>

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 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, etc.