



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

A Profile of
U.S. Exporting Companies,
1998 - 1999



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A Profile of U.S. Exporting Companies, 1998 - 1999

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Background

This report, covering exports during 1998 and 1999, is the fifth in a continuing series of reports profiling U.S. exporters. The first report, *A Profile of United States Exporters: Initial Findings from the Exporter Data Base*, was released by the International Trade Administration in September 1993. That report was based on Census Bureau data compiled both from the 1987 Economic Census and from documents filed for export clearances during 1987 and used a different methodology than the succeeding reports. Reports covering 1992 through 1999 are based on economic census and survey data on file at the Census Bureau, administrative records from other government agencies, and documents filed for export clearances.

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

The exporter profiles are developed to provide both government and private sector users with information about the exporting community including employment size, type of company, and major foreign markets. In this report these data are presented in Tables 1 through 7, where the export data are designated as part **a** for 1999, part **b** for 1998, and part **c** for the difference between the data for these two years. The 1998 figures in this report are revised from data previously released in the 1997/1998 exporter profile. These revisions were based on the ability to match additional records.

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

The tables in this report include detailed breakdowns based upon the number of employees of the identified exporting companies. In presenting these results, companies are sometimes 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.

All percentages stated in this report, unless otherwise specified, were calculated based solely upon the 1998 and 1999 export values that could be linked to specific exporters--the "known value." For explanations of the methods used in tabulating the information as well as nonsampling errors and other limitations of the export data in this report, see the **Technical Documentation** section that follows Table 7b. Users are advised to consider these limitations when analyzing this information as they may affect the results. Users should cite the Census Bureau, U.S. Department of Commerce as the source of the information in this report but not as the source of their analyses.

Copies of the exporter profiles are available by calling (301)457-2242 or at <http://www.census.gov/foreign-trade/www>.

General Findings

The identified U.S. exporting community consisted of 215,259 companies that exported \$560 billion in merchandise in 1998 and 231,420 companies that exported \$585 billion in merchandise in 1999 (Table 1). Approximately 97 percent of this value was attributable to the 143,430 companies that exported merchandise in both years. Roughly 3 percent was from companies that only exported in one of the two years. Overall, total export value increased by 2 percent from \$682 billion in 1998 to \$696 billion in 1999.

Comparison of 1998 and 1999 Export Values

Roughly 82 percent of the total export value for 1998 and 84 percent for 1999 were linked to specific companies. The unidentified portion consisting: 1) 15 percent of value for 1998 and 13 percent of value for 1999, where export records on which the company identifiers were either not reported or could not be matched to a specific company, and 2) about 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. See Figure 1, on the next page.

Figure 1				
(Value In millions of dollars)	1999 Export Value	% of 1999 Value	1998 Export Value	% of 1998 Value
Total exports	695,797	100.0	682,138	100.0
Low-value estimates	13,757	2.0	13,790	2.0
US & foreign governments	4,473	0.6	4,718	0.7
Revisions	2,977	0.4	1,664	0.2
Identified exporters (known value)	584,724	84.0	559,641	82.0
Exported merchandise in both 1998 and 1999	565,778	81.3	547,487	80.3
Exported merchandise in only 1998 or only 1999	18,946	2.7	12,154	1.8
Unidentified exports	89,866	12.9	102,325	15.0

During the process of identifying individual companies, it was not possible to investigate every unmatched case. Priority was given to identifying unmatched companies having high values of trade. As a result, the information on small exporters is most likely understated. Therefore, users should not assume that these unidentified exporters reflected the same distribution of company types and sizes as the identified (known) exporters. Comparisons between the number of companies exporting in given categories might be somewhat misleading due to differences in the percent of value we were able to match to specific companies.

Who Exports?

During 1999, only 14 percent (33,281) of all identified exporters were multiple location companies, but these companies accounted for 80 percent of the known export value (Table 1a). In contrast, 198,139 single location companies, making up 86 percent of the exporting companies, contributed 20 percent of the known export value. Trade with related parties accounted for 40 percent of the known export value by multiple location companies compared to 16 percent by single location companies (Table 3a).

Table 1a also shows that manufacturers represented the largest portion of the 1999 known value at almost 70 percent. "Other companies" and wholesalers each accounted for roughly 14 percent, and unclassified exporters for the remaining 2 percent. 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 by type was about the same in 1998 (Table 1b).

Large Exporting Firms

Large exporting companies (those employing 500 or more workers) were responsible for 71 percent of the known export value although they represented less than 4 percent of all identified exporters (Table 1a). On the other hand, large wholesalers accounted for just 1 percent of the wholesalers who export, and 38 percent of the value of exports by wholesalers. Large exporters in the “other” category represented 4 percent of the companies and 39 percent of the value in the “other” category. Roughly 42 percent of the value of large manufacturers’ exports was to related parties (Table 3a).

Among the company types, over 45 percent of the known export value of the manufacturing sector was accounted for by the top 50 manufacturers. For “other companies” and wholesalers--the top 50 firms accounted for about 35 percent each of their respective sectors’ total exports (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 223,681 exporters were small- or medium-sized companies; they accounted for about 29 percent of the known export value.
- Nearly 95 percent of manufacturing exporters were small- or medium-sized companies; they contributed 14 percent of the sector's \$407 billion in exports.
- 99 percent of wholesalers were small- or medium-sized companies; they attained almost 62 percent of the sector’s \$82 billion in exports.
- 96 percent of “other companies” were small- or medium-sized companies; they represented over 60 percent of the sector’s \$85 billion in exports.

Where are the Major Export Markets?

Most exporting companies (63 percent) traded with only one foreign country. A small percentage of companies, less than 0.5 percent, shipped to 50 or more countries; these companies accounted for half of the known export value (Table 4a).

About 88 percent of all companies exported to at least one of the top 25 U.S. trading partners in 1999 (Table 5a). The greatest number of companies (101,957) shipped to Canada, followed by Mexico (40,357), the United Kingdom (36,297), Japan (28,066), and Germany (24,698). Mexico was also ranked second to Canada (\$167 billion) in total export value at \$87 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 *Definitions of Terms* in the ***Technical Documentation*** for important information on the limitations of both series.

Tables 6 and 7 show the number of companies exporting from each state during 1998 and 1999 based upon each state definition. Please note that the same company can be shown as exporting from multiple states. The last three columns in Tables 6a and 7a show year-to-year percent changes in the value and number of identified exporters.

Comparison of 1998 and 1999 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 1998 to 1999. Below are a number of noteworthy year-to-year changes (Tables 1c and 5c):

- Almost 97 percent of the increase in the number of exporting companies from 1998 to 1999 was accounted for by single location companies.
- The number of small- and medium-sized companies increased by nearly 8 percent from 207,851 in 1998 to 223,681 in 1999, while the number of large companies increased by about 4 percent from 7,408 to 7,739.
- The number of “other companies” increased by 14 percent from 74,118 in 1998 to 84,578 in 1999.
- Among the top 25 U.S. trading partners, Republic of Korea (25 percent), Mexico (23 percent), and China (13 percent) showed the largest increase in the number of exporting companies. Brazil (-7 percent), Venezuela (-3 percent), and Saudi Arabia (-2 percent) showed the largest decline from 1998.

Table 1a
1999 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	584,724	100.0	100.0	100.0	231,420	100.0	100.0	100.0
no. employees unknown (3)	35,592	6.1	6.1	6.1	66,764	28.8	28.8	28.8
1 to 19 employees	38,479	6.6	12.7	12.7	92,474	40.0	68.8	68.8
20 to 49 employees	21,613	3.7	16.4	16.4	30,022	13.0	81.8	81.8
50 to 99 employees	21,109	3.6	20.0	20.0	16,317	7.1	88.8	88.8
100 to 249 employees	27,554	4.7	24.7	24.7	12,904	5.6	94.4	94.4
250 to 499 employees	24,195	4.1	28.8	28.8	5,200	2.2	96.7	96.7
500 or more employees	416,183	71.2	100.0	100.0	7,739	3.3	100.0	100.0
Manufacturers	407,214	69.6	69.6	100.0	65,795	28.4	28.4	100.0
no. employees unknown (3)	11,323	1.9	1.9	2.8	10,851	4.7	4.7	16.5
1 to 19 employees	3,879	0.7	2.6	3.7	18,953	8.2	12.9	45.3
20 to 49 employees	6,146	1.1	3.7	5.2	13,486	5.8	18.7	65.8
50 to 99 employees	6,595	1.1	4.8	6.9	8,799	3.8	22.5	79.2
100 to 249 employees	14,039	2.4	7.2	10.3	7,322	3.2	25.7	90.3
250 to 499 employees	15,515	2.7	9.8	14.1	2,875	1.2	26.9	94.7
500 or more employees	349,718	59.8	69.6	100.0	3,509	1.5	28.4	100.0
Wholesalers	82,188	14.1	14.1	100.0	68,100	29.4	29.4	100.0
no. employees unknown (3)	6,787	1.2	1.2	8.3	14,988	6.5	6.5	22.0
1 to 19 employees	19,457	3.3	4.5	31.9	37,815	16.3	22.8	77.5
20 to 49 employees	7,431	1.3	5.8	41.0	8,289	3.6	26.4	89.7
50 to 99 employees	6,173	1.1	6.8	48.5	3,425	1.5	27.9	94.7
100 to 249 employees	7,744	1.3	8.1	57.9	2,163	0.9	28.8	97.9
250 to 499 employees	3,165	0.5	8.7	61.8	719	0.3	29.1	99.0
500 or more employees	31,432	5.4	14.1	100.0	701	0.3	29.4	100.0
Other companies (4)	84,966	14.5	14.5	100.0	84,578	36.5	36.5	100.0
no. employees unknown (3)	12,963	2.2	2.2	15.3	32,300	14.0	14.0	38.2
1 to 19 employees	13,753	2.4	4.6	31.4	34,157	14.8	28.7	78.6
20 to 49 employees	7,132	1.2	5.8	39.8	6,902	3.0	31.7	86.7
50 to 99 employees	7,392	1.3	7.1	48.5	3,400	1.5	33.2	90.8
100 to 249 employees	4,984	0.9	7.9	54.4	2,954	1.3	34.4	94.2
250 to 499 employees	5,295	0.9	8.8	60.6	1,501	0.6	35.1	96.0
500 or more employees	33,446	5.7	14.5	100.0	3,364	1.5	36.5	100.0
Unclassified companies	10,356	1.8	1.8	100.0	12,947	5.6	5.6	100.0
Multiple location companies	468,788	80.2	80.2	100.0	33,281	14.4	14.4	100.0
no. employees unknown (3)	6,587	1.1	1.1	1.4	3,343	1.4	1.4	10.0
1 to 19 employees	3,480	0.6	1.7	2.1	3,341	1.4	2.9	20.1
20 to 49 employees	6,064	1.0	2.8	3.4	4,740	2.0	4.9	34.3
50 to 99 employees	8,086	1.4	4.1	5.2	4,701	2.0	7.0	48.5
100 to 249 employees	16,047	2.7	6.9	8.6	6,284	2.7	9.7	67.3
250 to 499 employees	18,578	3.2	10.1	12.6	3,830	1.7	11.3	78.8
500 or more employees	409,946	70.1	80.2	100.0	7,042	3.0	14.4	100.0
Manufacturers	370,382	63.3	63.3	100.0	12,155	5.3	5.3	100.0
no. employees unknown (3)	4,175	0.7	0.7	1.1	1,155	0.5	0.5	9.5
1 to 19 employees	530	0.1	0.8	1.3	328	0.1	0.6	12.2
20 to 49 employees	1,349	0.2	1.0	1.6	845	0.4	1.0	19.2
50 to 99 employees	1,730	0.3	1.3	2.1	1,622	0.7	1.7	32.5
100 to 249 employees	6,471	1.1	2.4	3.8	2,890	1.2	3.0	56.3
250 to 499 employees	11,341	1.9	4.4	6.9	2,044	0.9	3.8	73.1
500 or more employees	344,786	59.0	63.3	100.0	3,271	1.4	5.3	100.0

See footnotes at end of table.

Table 1a
1999 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	45,495	7.8	7.8	100.0	6,803	2.9	2.9	100.0
no. employees unknown (3)	505	0.1	0.1	1.1	590	0.3	0.3	8.7
1 to 19 employees	1,106	0.2	0.3	3.5	919	0.4	0.7	22.2
20 to 49 employees	1,778	0.3	0.6	7.4	1,425	0.6	1.3	43.1
50 to 99 employees	3,322	0.6	1.1	14.8	1,275	0.6	1.8	61.9
100 to 249 employees	5,506	0.9	2.1	26.9	1,346	0.6	2.4	81.7
250 to 499 employees	2,343	0.4	2.5	32.0	583	0.3	2.7	90.2
500 or more employees	30,934	5.3	7.8	100.0	665	0.3	2.9	100.0
Other companies (4)	46,872	8.0	8.0	100.0	10,188	4.4	4.4	100.0
no. employees unknown (3)	1,245	0.2	0.2	2.7	1,197	0.5	0.5	11.7
1 to 19 employees	644	0.1	0.3	4.0	1,065	0.5	1.0	22.2
20 to 49 employees	2,042	0.3	0.7	8.4	1,149	0.5	1.5	33.5
50 to 99 employees	2,305	0.4	1.1	13.3	1,122	0.5	2.0	44.5
100 to 249 employees	3,320	0.6	1.6	20.4	1,598	0.7	2.6	60.2
250 to 499 employees	4,675	0.8	2.4	30.4	1,104	0.5	3.1	71.0
500 or more employees	32,641	5.6	8.0	100.0	2,953	1.3	4.4	100.0
Unclassified companies	6,039	1.0	1.0	100.0	4,135	1.8	1.8	100.0
Single location companies	115,936	19.8	19.8	100.0	198,139	85.6	85.6	100.0
no. employees unknown (3)	29,005	5.0	5.0	25.0	63,421	27.4	27.4	32.0
1 to 19 employees	34,999	6.0	10.9	55.2	89,133	38.5	65.9	77.0
20 to 49 employees	15,548	2.7	13.6	68.6	25,282	10.9	76.8	89.8
50 to 99 employees	13,023	2.2	15.8	79.9	11,616	5.0	81.9	95.6
100 to 249 employees	11,507	2.0	17.8	89.8	6,620	2.9	84.7	99.0
250 to 499 employees	5,617	1.0	18.8	94.6	1,370	0.6	85.3	99.6
500 or more employees	6,237	1.1	19.8	100.0	697	0.3	85.6	100.0
Manufacturers	36,832	6.3	6.3	100.0	53,640	23.2	23.2	100.0
no. employees unknown (3)	7,148	1.2	1.2	19.4	9,696	4.2	4.2	18.1
1 to 19 employees	3,349	0.6	1.8	28.5	18,625	8.0	12.2	52.8
20 to 49 employees	4,797	0.8	2.6	41.5	12,641	5.5	17.7	76.4
50 to 99 employees	4,865	0.8	3.4	54.7	7,177	3.1	20.8	89.7
100 to 249 employees	7,568	1.3	4.7	75.3	4,432	1.9	22.7	98.0
250 to 499 employees	4,174	0.7	5.5	86.6	831	0.4	23.1	99.6
500 or more employees	4,932	0.8	6.3	100.0	238	0.1	23.2	100.0
Wholesalers	36,694	6.3	6.3	100.0	61,297	26.5	26.5	100.0
no. employees unknown (3)	6,281	1.1	1.1	17.1	14,398	6.2	6.2	23.5
1 to 19 employees	18,351	3.1	4.2	67.1	36,896	15.9	22.2	83.7
20 to 49 employees	5,653	1.0	5.2	82.5	6,864	3.0	25.1	94.9
50 to 99 employees	2,851	0.5	5.7	90.3	2,150	0.9	26.1	98.4
100 to 249 employees	2,238	0.4	6.0	96.4	817	0.4	26.4	99.7
250 to 499 employees	822	0.1	6.2	98.6	136	0.1	26.5	99.9
500 or more employees	498	0.1	6.3	100.0	36	0.0	26.5	100.0
Other companies (4)	38,093	6.5	6.5	100.0	74,390	32.1	32.1	100.0
no. employees unknown (3)	11,718	2.0	2.0	30.8	31,103	13.4	13.4	41.8
1 to 19 employees	13,108	2.2	4.2	65.2	33,092	14.3	27.7	86.3
20 to 49 employees	5,090	0.9	5.1	78.5	5,753	2.5	30.2	94.0
50 to 99 employees	5,088	0.9	6.0	91.9	2,278	1.0	31.2	97.1
100 to 249 employees	1,664	0.3	6.3	96.3	1,356	0.6	31.8	98.9
250 to 499 employees	620	0.1	6.4	97.9	397	0.2	32.0	99.4
500 or more employees	806	0.1	6.5	100.0	411	0.2	32.1	100.0
Unclassified companies	4,317	0.7	0.7	100.0	8,812	3.8	3.8	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 41.0 percent of the total wholesalers known value and 89.7 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1999.

(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
1998 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	559,641	100.0	100.0	100.0	215,259	100.0	100.0	100.0
no. employees unknown (3)	33,064	5.9	5.9	5.9	53,744	25.0	25.0	25.0
1 to 19 employees	39,156	7.0	12.9	12.9	89,741	41.7	66.7	66.7
20 to 49 employees	23,539	4.2	17.1	17.1	29,570	13.7	80.4	80.4
50 to 99 employees	18,508	3.3	20.4	20.4	16,320	7.6	88.0	88.0
100 to 249 employees	27,387	4.9	25.3	25.3	13,300	6.2	94.2	94.2
250 to 499 employees	22,931	4.1	29.4	29.4	5,176	2.4	96.6	96.6
500 or more employees	395,057	70.6	100.0	100.0	7,408	3.4	100.0	100.0
Manufacturers	379,417	67.8	67.8	100.0	64,001	29.7	29.7	100.0
no. employees unknown (3)	11,632	2.1	2.1	3.1	8,981	4.2	4.2	14.0
1 to 19 employees	3,608	0.6	2.7	4.0	18,349	8.5	12.7	42.7
20 to 49 employees	5,048	0.9	3.6	5.3	13,421	6.2	18.9	63.7
50 to 99 employees	6,361	1.1	4.8	7.0	9,033	4.2	23.1	77.8
100 to 249 employees	14,366	2.6	7.3	10.8	7,726	3.6	26.7	89.9
250 to 499 employees	13,330	2.4	9.7	14.3	2,942	1.4	28.1	94.5
500 or more employees	325,071	58.1	67.8	100.0	3,549	1.6	29.7	100.0
Wholesalers	82,704	14.8	14.8	100.0	65,381	30.4	30.4	100.0
no. employees unknown (3)	6,460	1.2	1.2	7.8	12,370	5.7	5.7	18.9
1 to 19 employees	19,636	3.5	4.7	31.6	37,720	17.5	23.3	76.6
20 to 49 employees	7,657	1.4	6.0	40.8	8,295	3.9	27.1	89.3
50 to 99 employees	6,869	1.2	7.3	49.1	3,392	1.6	28.7	94.5
100 to 249 employees	7,418	1.3	8.6	58.1	2,222	1.0	29.7	97.9
250 to 499 employees	4,268	0.8	9.3	63.2	729	0.3	30.1	99.0
500 or more employees	30,396	5.4	14.8	100.0	653	0.3	30.4	100.0
Other companies (4)	86,656	15.5	15.5	100.0	74,118	34.4	34.4	100.0
no. employees unknown (3)	10,944	2.0	2.0	12.6	24,948	11.6	11.6	33.7
1 to 19 employees	14,595	2.6	4.6	29.5	32,206	15.0	26.6	77.1
20 to 49 employees	9,837	1.8	6.3	40.8	6,480	3.0	29.6	85.9
50 to 99 employees	4,550	0.8	7.1	46.1	3,137	1.5	31.0	90.1
100 to 249 employees	4,602	0.8	8.0	51.4	2,872	1.3	32.4	94.0
250 to 499 employees	5,030	0.9	8.9	57.2	1,423	0.7	33.0	95.9
500 or more employees	37,098	6.6	15.5	100.0	3,052	1.4	34.4	100.0
Unclassified companies	10,864	1.9	1.9	100.0	11,759	5.5	5.5	100.0
Multiple location companies	451,352	80.7	80.7	100.0	32,717	15.2	15.2	100.0
no. employees unknown (3)	10,397	1.9	1.9	2.3	2,840	1.3	1.3	8.7
1 to 19 employees	3,335	0.6	2.5	3.0	3,189	1.5	2.8	18.4
20 to 49 employees	6,380	1.1	3.6	4.5	4,930	2.3	5.1	33.5
50 to 99 employees	7,256	1.3	4.9	6.1	4,783	2.2	7.3	48.1
100 to 249 employees	15,811	2.8	7.7	9.6	6,406	3.0	10.3	67.7
250 to 499 employees	18,141	3.2	11.0	13.6	3,768	1.8	12.0	79.2
500 or more employees	390,032	69.7	80.7	100.0	6,801	3.2	15.2	100.0
Manufacturers	345,345	61.7	61.7	100.0	12,368	5.7	5.7	100.0
no. employees unknown (3)	5,615	1.0	1.0	1.6	1,162	0.5	0.5	9.4
1 to 19 employees	443	0.1	1.1	1.8	298	0.1	0.7	11.8
20 to 49 employees	705	0.1	1.2	2.0	887	0.4	1.1	19.0
50 to 99 employees	1,415	0.3	1.5	2.4	1,623	0.8	1.8	32.1
100 to 249 employees	6,405	1.1	2.6	4.2	3,022	1.4	3.2	56.5
250 to 499 employees	9,810	1.8	4.4	7.1	2,052	1.0	4.2	73.1
500 or more employees	320,952	57.3	61.7	100.0	3,324	1.5	5.7	100.0

See footnotes at end of table.

Table 1b
1998 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	46,838	8.4	8.4	100.0	6,978	3.2	3.2	100.0
no. employees unknown (3)	1,225	0.2	0.2	2.6	498	0.2	0.2	7.1
1 to 19 employees	1,083	0.2	0.4	4.9	992	0.5	0.7	21.4
20 to 49 employees	1,874	0.3	0.7	8.9	1,521	0.7	1.4	43.1
50 to 99 employees	3,530	0.6	1.4	16.5	1,350	0.6	2.0	62.5
100 to 249 employees	5,486	1.0	2.4	28.2	1,394	0.6	2.7	82.5
250 to 499 employees	3,522	0.6	3.0	35.7	598	0.3	3.0	91.0
500 or more employees	30,118	5.4	8.4	100.0	625	0.3	3.2	100.0
Other companies (4)	51,859	9.3	9.3	100.0	9,397	4.4	4.4	100.0
no. employees unknown (3)	2,843	0.5	0.5	5.5	935	0.4	0.4	9.9
1 to 19 employees	633	0.1	0.6	6.7	951	0.4	0.9	20.1
20 to 49 employees	2,874	0.5	1.1	12.2	1,171	0.5	1.4	32.5
50 to 99 employees	1,584	0.3	1.4	15.3	1,069	0.5	1.9	43.9
100 to 249 employees	2,945	0.5	1.9	21.0	1,524	0.7	2.6	60.1
250 to 499 employees	4,507	0.8	2.7	29.7	1,041	0.5	3.1	71.2
500 or more employees	36,473	6.5	9.3	100.0	2,706	1.3	4.4	100.0
Unclassified companies	7,309	1.3	1.3	100.0	3,974	1.8	1.8	100.0
Single location companies	108,290	19.3	19.3	100.0	182,542	84.8	84.8	100.0
no. employees unknown (3)	22,667	4.1	4.1	20.9	50,904	23.6	23.6	27.9
1 to 19 employees	35,821	6.4	10.5	54.0	86,552	40.2	63.9	75.3
20 to 49 employees	17,159	3.1	13.5	69.9	24,640	11.4	75.3	88.8
50 to 99 employees	11,252	2.0	15.5	80.2	11,537	5.4	80.7	95.1
100 to 249 employees	11,576	2.1	17.6	90.9	6,894	3.2	83.9	98.9
250 to 499 employees	4,790	0.9	18.5	95.4	1,408	0.7	84.5	99.7
500 or more employees	5,024	0.9	19.3	100.0	607	0.3	84.8	100.0
Manufacturers	34,072	6.1	6.1	100.0	51,633	24.0	24.0	100.0
no. employees unknown (3)	6,017	1.1	1.1	17.7	7,819	3.6	3.6	15.1
1 to 19 employees	3,165	0.6	1.6	26.9	18,051	8.4	12.0	50.1
20 to 49 employees	4,343	0.8	2.4	39.7	12,534	5.8	17.8	74.4
50 to 99 employees	4,946	0.9	3.3	54.2	7,410	3.4	21.3	88.7
100 to 249 employees	7,961	1.4	4.7	77.6	4,704	2.2	23.5	97.8
250 to 499 employees	3,520	0.6	5.4	87.9	890	0.4	23.9	99.6
500 or more employees	4,119	0.7	6.1	100.0	225	0.1	24.0	100.0
Wholesalers	35,866	6.4	6.4	100.0	58,403	27.1	27.1	100.0
no. employees unknown (3)	5,236	0.9	0.9	14.6	11,872	5.5	5.5	20.3
1 to 19 employees	18,553	3.3	4.3	66.3	36,728	17.1	22.6	83.2
20 to 49 employees	5,782	1.0	5.3	82.4	6,774	3.1	25.7	94.8
50 to 99 employees	3,339	0.6	5.9	91.8	2,042	0.9	26.7	98.3
100 to 249 employees	1,932	0.3	6.2	97.1	828	0.4	27.1	99.7
250 to 499 employees	747	0.1	6.4	99.2	131	0.1	27.1	100.0
500 or more employees	277	0.0	6.4	100.0	28	0.0	27.1	100.0
Other companies (4)	34,797	6.2	6.2	100.0	64,721	30.1	30.1	100.0
no. employees unknown (3)	8,101	1.4	1.4	23.3	24,013	11.2	11.2	37.1
1 to 19 employees	13,962	2.5	3.9	63.4	31,255	14.5	25.7	85.4
20 to 49 employees	6,963	1.2	5.2	83.4	5,309	2.5	28.1	93.6
50 to 99 employees	2,965	0.5	5.7	91.9	2,068	1.0	29.1	96.8
100 to 249 employees	1,658	0.3	6.0	96.7	1,348	0.6	29.7	98.9
250 to 499 employees	523	0.1	6.1	98.2	382	0.2	29.9	99.5
500 or more employees	625	0.1	6.2	100.0	346	0.2	30.1	100.0
Unclassified companies	3,555	0.6	0.6	100.0	7,785	3.6	3.6	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 40.8 percent of the total wholesalers known value and 89.3 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 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 1c
Percent Change Between the 1998 and 1999 Results

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

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

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	1998	1999	Net Diff.	% Change	1998	1999	Net Diff.	% Change
All identified companies	559,641	584,724	25,083	4.5	215,259	231,420	16,161	7.5
no. employees unknown (2)	33,064	35,592	2,528	7.6	53,744	66,764	13,020	24.2
1 to 19 employees	39,156	38,479	-677	-1.7	89,741	92,474	2,733	3.0
20 to 49 employees	23,539	21,613	-1,927	-8.2	29,570	30,022	452	1.5
50 to 99 employees	18,508	21,109	2,601	14.1	16,320	16,317	-3	0.0
100 to 249 employees	27,387	27,554	167	0.6	13,300	12,904	-396	-3.0
250 to 499 employees	22,931	24,195	1,265	5.5	5,176	5,200	24	0.5
500 or more employees	395,057	416,183	21,126	5.3	7,408	7,739	331	4.5
Manufacturers	379,417	407,214	27,797	7.3	64,001	65,795	1,794	2.8
no. employees unknown (2)	11,632	11,323	-309	-2.7	8,981	10,851	1,870	20.8
1 to 19 employees	3,608	3,879	271	7.5	18,349	18,953	604	3.3
20 to 49 employees	5,048	6,146	1,098	21.7	13,421	13,486	65	0.5
50 to 99 employees	6,361	6,595	233	3.7	9,033	8,799	-234	-2.6
100 to 249 employees	14,366	14,039	-327	-2.3	7,726	7,322	-404	-5.2
250 to 499 employees	13,330	15,515	2,185	16.4	2,942	2,875	-67	-2.3
500 or more employees	325,071	349,718	24,647	7.6	3,549	3,509	-40	-1.1
Wholesalers	82,704	82,188	-515	-0.6	65,381	68,100	2,719	4.2
no. employees unknown (2)	6,460	6,787	326	5.1	12,370	14,988	2,618	21.2
1 to 19 employees	19,636	19,457	-179	-0.9	37,720	37,815	95	0.3
20 to 49 employees	7,657	7,431	-226	-2.9	8,295	8,289	-6	-0.1
50 to 99 employees	6,869	6,173	-696	-10.1	3,392	3,425	33	1.0
100 to 249 employees	7,418	7,744	326	4.4	2,222	2,163	-59	-2.7
250 to 499 employees	4,268	3,165	-1,103	-25.8	729	719	-10	-1.4
500 or more employees	30,396	31,432	1,036	3.4	653	701	48	7.4
Other companies (3)	86,656	84,966	-1,691	-2.0	74,118	84,578	10,460	14.1
no. employees unknown (2)	10,944	12,963	2,019	18.4	24,948	32,300	7,352	29.5
1 to 19 employees	14,595	13,753	-842	-5.8	32,206	34,157	1,951	6.1
20 to 49 employees	9,837	7,132	-2,705	-27.5	6,480	6,902	422	6.5
50 to 99 employees	4,550	7,392	2,843	62.5	3,137	3,400	263	8.4
100 to 249 employees	4,602	4,984	382	8.3	2,872	2,954	82	2.9
250 to 499 employees	5,030	5,295	265	5.3	1,423	1,501	78	5.5
500 or more employees	37,098	33,446	-3,652	-9.8	3,052	3,364	312	10.2
Unclassified companies	10,864	10,356	-508	-4.7	11,759	12,947	1,188	10.1
Multiple location companies	451,352	468,788	17,437	3.9	32,717	33,281	564	1.7
no. employees unknown (2)	10,397	6,587	-3,810	-36.6	2,840	3,343	503	17.7
1 to 19 employees	3,335	3,480	145	4.3	3,189	3,341	152	4.8
20 to 49 employees	6,380	6,064	-316	-4.9	4,930	4,740	-190	-3.9
50 to 99 employees	7,256	8,086	830	11.4	4,783	4,701	-82	-1.7
100 to 249 employees	15,811	16,047	236	1.5	6,406	6,284	-122	-1.9
250 to 499 employees	18,141	18,578	438	2.4	3,768	3,830	62	1.6
500 or more employees	390,032	409,946	19,914	5.1	6,801	7,042	241	3.5
Manufacturers	345,345	370,382	25,037	7.2	12,368	12,155	-213	-1.7
no. employees unknown (2)	5,615	4,175	-1,441	-25.7	1,162	1,155	-7	-0.6
1 to 19 employees	443	530	87	19.6	298	328	30	10.1
20 to 49 employees	705	1,349	644	91.4	887	845	-42	-4.7
50 to 99 employees	1,415	1,730	315	22.3	1,623	1,622	-1	-0.1
100 to 249 employees	6,405	6,471	66	1.0	3,022	2,890	-132	-4.4
250 to 499 employees	9,810	11,341	1,531	15.6	2,052	2,044	-8	-0.4
500 or more employees	320,952	344,786	23,834	7.4	3,324	3,271	-53	-1.6

See footnotes at end of table.

Table 1c
Percent Change Between the 1998 and 1999 Results - Continued

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

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

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	1998	1999	Net Diff.	% Change	1998	1999	Net Diff.	% Change
Multiple location companies								
Wholesalers	46,838	45,495	-1,343	-2.9	6,978	6,803	-175	-2.5
no. employees unknown (2)	1,225	505	-720	-58.8	498	590	92	18.5
1 to 19 employees	1,083	1,106	23	2.2	992	919	-73	-7.4
20 to 49 employees	1,874	1,778	-96	-5.1	1,521	1,425	-96	-6.3
50 to 99 employees	3,530	3,322	-207	-5.9	1,350	1,275	-75	-5.6
100 to 249 employees	5,486	5,506	20	0.4	1,394	1,346	-48	-3.4
250 to 499 employees	3,522	2,343	-1,179	-33.5	598	583	-15	-2.5
500 or more employees	30,118	30,934	816	2.7	625	665	40	6.4
Other companies (3)	51,859	46,872	-4,987	-9.6	9,397	10,188	791	8.4
no. employees unknown (2)	2,843	1,245	-1,598	-56.2	935	1,197	262	28.0
1 to 19 employees	633	644	11	1.8	951	1,065	114	12.0
20 to 49 employees	2,874	2,042	-831	-28.9	1,171	1,149	-22	-1.9
50 to 99 employees	1,584	2,305	721	45.5	1,069	1,122	53	5.0
100 to 249 employees	2,945	3,320	375	12.7	1,524	1,598	74	4.9
250 to 499 employees	4,507	4,675	168	3.7	1,041	1,104	63	6.1
500 or more employees	36,473	32,641	-3,833	-10.5	2,706	2,953	247	9.1
Unclassified companies	7,309	6,039	-1,270	-17.4	3,974	4,135	161	4.1
Single location companies	108,290	115,936	7,646	7.1	182,542	198,139	15,597	8.5
no. employees unknown (2)	22,667	29,005	6,337	28.0	50,904	63,421	12,517	24.6
1 to 19 employees	35,821	34,999	-821	-2.3	86,552	89,133	2,581	3.0
20 to 49 employees	17,159	15,548	-1,611	-9.4	24,640	25,282	642	2.6
50 to 99 employees	11,252	13,023	1,771	15.7	11,537	11,616	79	0.7
100 to 249 employees	11,576	11,507	-69	-0.6	6,894	6,620	-274	-4.0
250 to 499 employees	4,790	5,617	827	17.3	1,408	1,370	-38	-2.7
500 or more employees	5,024	6,237	1,212	24.1	607	697	90	14.8
Manufacturers	34,072	36,832	2,761	8.1	51,633	53,640	2,007	3.9
no. employees unknown (2)	6,017	7,148	1,131	18.8	7,819	9,696	1,877	24.0
1 to 19 employees	3,165	3,349	184	5.8	18,051	18,625	574	3.2
20 to 49 employees	4,343	4,797	453	10.4	12,534	12,641	107	0.9
50 to 99 employees	4,946	4,865	-81	-1.6	7,410	7,177	-233	-3.1
100 to 249 employees	7,961	7,568	-393	-4.9	4,704	4,432	-272	-5.8
250 to 499 employees	3,520	4,174	654	18.6	890	831	-59	-6.6
500 or more employees	4,119	4,932	813	19.7	225	238	13	5.8
Wholesalers	35,866	36,694	828	2.3	58,403	61,297	2,894	5.0
no. employees unknown (2)	5,236	6,281	1,046	20.0	11,872	14,398	2,526	21.3
1 to 19 employees	18,553	18,351	-202	-1.1	36,728	36,896	168	0.5
20 to 49 employees	5,782	5,653	-129	-2.2	6,774	6,864	90	1.3
50 to 99 employees	3,339	2,851	-489	-14.6	2,042	2,150	108	5.3
100 to 249 employees	1,932	2,238	307	15.9	828	817	-11	-1.3
250 to 499 employees	747	822	75	10.1	131	136	5	3.8
500 or more employees	277	498	220	79.4	28	36	8	28.6
Other companies (3)	34,797	38,093	3,296	9.5	64,721	74,390	9,669	14.9
no. employees unknown (2)	8,101	11,718	3,616	44.6	24,013	31,103	7,090	29.5
1 to 19 employees	13,962	13,108	-853	-6.1	31,255	33,092	1,837	5.9
20 to 49 employees	6,963	5,090	-1,874	-26.9	5,309	5,753	444	8.4
50 to 99 employees	2,965	5,088	2,122	71.6	2,068	2,278	210	10.2
100 to 249 employees	1,658	1,664	7	0.4	1,348	1,356	8	0.6
250 to 499 employees	523	620	97	18.6	382	397	15	3.9
500 or more employees	625	806	181	28.9	346	411	65	18.8
Unclassified companies	3,555	4,317	762	21.4	7,785	8,812	1,027	13.2

(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 or 1999.

(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 1999 Export Market
by Company Type

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

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

Company Type	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)	Change 1998-1999	
					Number of Exporters	Known Value
All identified companies	231,420	584,724	100.0	100.0	7.5	4.5
Top 4 companies	4	67,745	11.6	11.6	-	0.7
Top 8 companies	8	97,705	16.7	16.7	-	1.6
Top 20 companies	20	142,888	24.4	24.4	-	2.9
Top 50 companies	50	195,632	33.5	33.5	-	4.7
Top 100 companies	100	244,849	41.9	41.9	-	5.9
Top 250 companies	250	313,651	53.6	53.6	-	5.6
Top 500 companies	500	364,811	62.4	62.4	-	4.9
Top 1000 companies	1,000	413,661	70.7	70.7	-	4.9
Top 2000 companies	2,000	457,406	78.2	78.2	-	4.8
Manufacturers	65,795	407,214	69.6	100.0	2.8	7.3
Top 4 companies	4	67,745	11.6	16.6	-	1.1
Top 8 companies	8	96,522	16.5	23.7	-	1.9
Top 20 companies	20	137,120	23.5	33.7	-	5.3
Top 50 companies	50	184,790	31.6	45.4	-	7.8
Top 100 companies	100	225,640	38.6	55.4	-	9.0
Top 250 companies	250	277,864	47.5	68.2	-	8.9
Top 500 companies	500	311,752	53.3	76.6	-	8.5
Top 1000 companies	1,000	340,650	58.3	83.7	-	8.2
Top 2000 companies	2,000	364,432	62.3	89.5	-	8.0
Wholesalers	68,100	82,188	14.1	100.0	4.2	-0.6
Top 4 companies	4	11,678	2.0	14.2	-	-0.6
Top 8 companies	8	15,724	2.7	19.1	-	0.6
Top 20 companies	20	22,433	3.8	27.3	-	-1.3
Top 50 companies	50	29,285	5.0	35.6	-	-3.4
Top 100 companies	100	34,891	6.0	42.5	-	-3.3
Top 250 companies	250	43,825	7.5	53.3	-	-1.4
Top 500 companies	500	50,630	8.7	61.6	-	-1.0
Top 1000 companies	1,000	57,375	9.8	69.8	-	-0.9
Top 2000 companies	2,000	63,885	10.9	77.7	-	-1.0
Other companies (3)	84,578	84,966	14.5	100.0	14.1	-2.0
Top 4 companies	4	7,976	1.4	9.4	-	-23.8
Top 8 companies	8	13,149	2.2	15.5	-	-20.8
Top 20 companies	20	21,005	3.6	24.7	-	-13.7
Top 50 companies	50	30,073	5.1	35.4	-	-13.0
Top 100 companies	100	38,674	6.6	45.5	-	-10.9
Top 250 companies	250	51,396	8.8	60.5	-	-6.9
Top 500 companies	500	59,534	10.2	70.1	-	-6.0
Top 1000 companies	1,000	66,454	11.4	78.2	-	-5.3
Top 2000 companies	2,000	72,349	12.4	85.2	-	-4.4
Unclassified companies	12,947	10,356	1.8	100.0	10.1	-4.7

(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 14.2 percent of the total value for all wholesalers.

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

Table 2b
Top Companies' Share of the 1998 Export Market
by Company Type

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

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

Company Type	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	215,259	559,641	100.0	100.0
Top 4 companies	4	67,251	12.0	12.0
Top 8 companies	8	96,176	17.2	17.2
Top 20 companies	20	138,797	24.8	24.8
Top 50 companies	50	186,773	33.4	33.4
Top 100 companies	100	231,272	41.3	41.3
Top 250 companies	250	297,003	53.1	53.1
Top 500 companies	500	347,917	62.2	62.2
Top 1000 companies	1,000	394,160	70.4	70.4
Top 2000 companies	2,000	436,414	78.0	78.0
Manufacturers	64,001	379,417	67.8	100.0
Top 4 companies	4	67,033	12.0	17.7
Top 8 companies	8	94,718	16.9	25.0
Top 20 companies	20	130,212	23.3	34.3
Top 50 companies	50	171,492	30.6	45.2
Top 100 companies	100	206,972	37.0	54.6
Top 250 companies	250	255,045	45.6	67.2
Top 500 companies	500	287,237	51.3	75.7
Top 1000 companies	1,000	314,843	56.3	83.0
Top 2000 companies	2,000	337,509	60.3	89.0
Wholesalers	65,381	82,704	14.8	100.0
Top 4 companies	4	11,751	2.1	14.2
Top 8 companies	8	15,637	2.8	18.9
Top 20 companies	20	22,739	4.1	27.5
Top 50 companies	50	30,315	5.4	36.7
Top 100 companies	100	36,072	6.4	43.6
Top 250 companies	250	44,468	7.9	53.8
Top 500 companies	500	51,130	9.1	61.8
Top 1000 companies	1,000	57,906	10.3	70.0
Top 2000 companies	2,000	64,529	11.5	78.0
Other companies (3)	74,118	86,656	15.5	100.0
Top 4 companies	4	10,463	1.9	12.1
Top 8 companies	8	16,609	3.0	19.2
Top 20 companies	20	24,340	4.3	28.1
Top 50 companies	50	34,549	6.2	39.9
Top 100 companies	100	43,387	7.8	50.1
Top 250 companies	250	55,192	9.9	63.7
Top 500 companies	500	63,314	11.3	73.1
Top 1000 companies	1,000	70,158	12.5	81.0
Top 2000 companies	2,000	75,711	13.5	87.4
Unclassified companies	11,759	10,864	1.9	100.0

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

(2) Percent of company type value is computed relative to the sector's total value, e.g. the top 4 wholesalers account for 14.2 percent of the total value for all wholesalers.

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

Table 3a
1999 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Nonrelated Party Trade			Nonreported		
			Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
All identified companies	584,724	231,420	205,161	35.1	16.6	353,710	60.5	92.0	25,854	4.4	22.8
no. employees unknown (3)	35,592	66,764	7,626	21.4	12.5	25,301	71.1	87.9	2,664	7.5	18.8
1 to 19 employees	38,479	92,474	4,300	11.2	11.9	29,868	77.6	92.0	4,310	11.2	19.6
20 to 49 employees	21,613	30,022	3,537	16.4	16.5	16,285	75.4	95.3	1,791	8.3	21.7
50 to 99 employees	21,109	16,317	3,973	18.8	21.9	15,798	74.8	95.7	1,338	6.3	27.3
100 to 249 employees	27,554	12,904	5,496	19.9	31.1	20,770	75.4	96.2	1,288	4.7	34.7
250 to 499 employees	24,195	5,200	5,248	21.7	41.5	17,505	72.3	96.8	1,442	6.0	43.9
500 or more employees	416,183	7,739	174,980	42.0	56.5	228,182	54.8	97.1	13,020	3.1	55.4
Manufacturers	407,214	65,795	159,002	39.0	21.6	235,023	57.7	96.5	13,189	3.2	24.9
no. employees unknown (3)	11,323	10,851	2,812	24.8	17.1	7,795	68.8	93.6	716	6.3	17.7
1 to 19 employees	3,879	18,953	480	12.4	9.4	3,180	82.0	95.5	219	5.6	14.1
20 to 49 employees	6,146	13,486	937	15.2	15.3	4,866	79.2	97.0	342	5.6	20.0
50 to 99 employees	6,595	8,799	723	11.0	21.6	5,550	84.2	97.6	322	4.9	26.3
100 to 249 employees	14,039	7,322	2,670	19.0	34.1	10,753	76.6	98.2	615	4.4	36.8
250 to 499 employees	15,515	2,875	2,593	16.7	49.4	12,164	78.4	98.7	759	4.9	50.3
500 or more employees	349,718	3,509	148,787	42.5	76.2	190,715	54.5	99.6	10,216	2.9	74.7
Wholesalers	82,188	68,100	24,085	29.3	16.2	52,305	63.6	93.5	5,799	7.1	25.5
no. employees unknown (3)	6,787	14,988	997	14.7	11.6	5,247	77.3	90.3	542	8.0	21.0
1 to 19 employees	19,457	37,815	2,026	10.4	13.8	14,945	76.8	93.7	2,486	12.8	24.1
20 to 49 employees	7,431	8,289	1,196	16.1	20.0	5,548	74.7	96.0	686	9.2	27.1
50 to 99 employees	6,173	3,425	1,260	20.4	26.8	4,418	71.6	96.0	495	8.0	34.7
100 to 249 employees	7,744	2,163	1,766	22.8	34.5	5,627	72.7	96.4	352	4.5	41.0
250 to 499 employees	3,165	719	512	16.2	40.9	2,455	77.6	97.9	198	6.3	50.5
500 or more employees	31,432	701	16,329	51.9	59.2	14,064	44.7	98.7	1,039	3.3	64.3
Other companies (4)	84,966	84,578	19,713	23.2	13.5	59,125	69.6	88.2	6,128	7.2	18.7
no. employees unknown (3)	12,963	32,300	2,802	21.6	11.5	9,123	70.4	85.9	1,038	8.0	17.5
1 to 19 employees	13,753	34,157	1,245	9.1	11.0	11,018	80.1	88.4	1,490	10.8	17.3
20 to 49 employees	7,132	6,902	1,329	18.6	14.5	5,095	71.4	91.6	708	9.9	17.8
50 to 99 employees	7,392	3,400	1,782	24.1	18.3	5,188	70.2	91.2	423	5.7	21.3
100 to 249 employees	4,984	2,954	968	19.4	21.6	3,752	75.3	91.7	265	5.3	24.8
250 to 499 employees	5,295	1,501	2,114	39.9	27.0	2,708	51.1	92.8	474	8.9	28.4
500 or more employees	33,446	3,364	9,474	28.3	36.6	22,241	66.5	94.2	1,732	5.2	34.3
Unclassified companies	10,356	12,947	2,362	22.8	14.2	7,257	70.1	86.4	737	7.1	23.8
Multiple location companies	468,788	33,281	187,020	39.9	33.8	264,789	56.5	94.4	16,979	3.6	40.3
no. employees unknown (3)	6,587	3,343	1,907	29.0	23.3	4,197	63.7	90.2	482	7.3	32.9
1 to 19 employees	3,480	3,341	960	27.6	16.1	2,177	62.6	90.5	343	9.9	29.5
20 to 49 employees	6,064	4,740	1,244	20.5	20.1	4,172	68.8	92.6	648	10.7	29.0
50 to 99 employees	8,086	4,701	1,721	21.3	24.7	5,598	69.2	94.3	767	9.5	33.2
100 to 249 employees	16,047	6,284	3,612	22.5	32.5	11,638	72.5	95.7	797	5.0	39.5
250 to 499 employees	18,578	3,830	4,203	22.6	42.6	13,233	71.2	96.9	1,142	6.1	47.1
500 or more employees	409,946	7,042	173,373	42.3	58.9	223,774	54.6	97.1	12,799	3.1	58.2
Manufacturers	370,382	12,155	152,298	41.1	47.7	206,883	55.9	98.3	11,201	3.0	50.6
no. employees unknown (3)	4,175	1,155	1,116	26.7	33.1	2,868	68.7	95.6	190	4.6	32.6
1 to 19 employees	530	328	42	8.0	17.4	470	88.6	97.3	18	3.4	24.1
20 to 49 employees	1,349	845	312	23.1	22.2	971	72.0	97.0	66	4.9	29.5
50 to 99 employees	1,730	1,622	170	9.8	28.4	1,482	85.7	97.5	78	4.5	34.6
100 to 249 employees	6,471	2,890	1,379	21.3	38.2	4,814	74.4	98.3	278	4.3	43.9
250 to 499 employees	11,341	2,044	1,842	16.2	51.9	8,952	78.9	99.0	547	4.8	54.6
500 or more employees	344,786	3,271	147,437	42.8	77.9	187,325	54.3	99.7	10,024	2.9	76.4
Wholesalers	45,495	6,803	19,698	43.3	29.5	23,629	51.9	94.9	2,168	4.8	39.3
no. employees unknown (3)	505	590	64	12.6	17.6	380	75.3	91.2	61	12.1	31.2
1 to 19 employees	1,106	919	365	33.0	18.1	615	55.5	92.3	127	11.5	31.0
20 to 49 employees	1,778	1,425	513	28.9	21.8	1,034	58.2	93.8	231	13.0	31.6
50 to 99 employees	3,322	1,275	814	24.5	26.2	2,217	66.7	94.8	291	8.8	35.4
100 to 249 employees	5,506	1,346	1,309	23.8	34.1	3,910	71.0	96.2	287	5.2	42.4
250 to 499 employees	2,343	583	406	17.3	40.5	1,801	76.9	98.1	136	5.8	50.4
500 or more employees	30,934	665	16,228	52.5	60.0	13,672	44.2	98.6	1,034	3.3	65.7

See footnotes at end of table.

Table 3a
1999 Exports to Related Parties
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Nonrelated Party Trade			Nonreported		
			Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
Multiple location companies											
Other companies (4)	46,872	10,188	13,354	28.5	25.6	30,285	64.6	90.6	3,233	6.9	32.5
no. employees unknown (3)	1,245	1,197	355	28.5	18.6	720	57.8	84.7	171	13.7	34.4
1 to 19 employees	644	1,065	38	5.9	12.9	491	76.1	86.9	116	17.9	30.4
20 to 49 employees	2,042	1,149	351	17.2	19.2	1,394	68.2	88.8	298	14.6	27.5
50 to 99 employees	2,305	1,122	534	23.2	20.8	1,461	63.4	89.6	310	13.4	29.1
100 to 249 employees	3,320	1,598	833	25.1	21.8	2,302	69.3	91.6	186	5.6	30.2
250 to 499 employees	4,675	1,104	1,925	41.2	26.8	2,303	49.3	92.7	447	9.6	31.7
500 or more employees	32,641	2,953	9,319	28.6	38.9	21,616	66.2	94.0	1,706	5.2	37.4
Unclassified companies	6,039	4,135	1,670	27.7	20.3	3,992	66.1	91.6	377	6.2	30.7
Single location companies	115,936	198,139	18,141	15.6	13.7	88,921	76.7	91.6	8,875	7.7	19.8
no. employees unknown (3)	29,005	63,421	5,719	19.7	11.9	21,104	72.8	87.8	2,181	7.5	18.0
1 to 19 employees	34,999	89,133	3,341	9.5	11.8	27,691	79.1	92.1	3,967	11.3	19.2
20 to 49 employees	15,548	25,282	2,292	14.7	15.8	12,114	77.9	95.8	1,142	7.3	20.4
50 to 99 employees	13,023	11,616	2,252	17.3	20.8	10,200	78.3	96.3	571	4.4	24.9
100 to 249 employees	11,507	6,620	1,884	16.4	29.7	9,132	79.4	96.7	491	4.3	30.1
250 to 499 employees	5,617	1,370	1,045	18.6	38.4	4,272	76.1	96.6	300	5.3	34.8
500 or more employees	6,237	697	1,607	25.8	32.4	4,408	70.7	96.3	222	3.6	27.3
Manufacturers	36,832	53,640	6,704	18.2	15.7	28,140	76.4	96.0	1,988	5.4	19.0
no. employees unknown (3)	7,148	9,696	1,695	23.7	15.2	4,927	68.9	93.4	526	7.4	16.0
1 to 19 employees	3,349	18,625	438	13.1	9.3	2,710	80.9	95.5	201	6.0	13.9
20 to 49 employees	4,797	12,641	625	13.0	14.8	3,895	81.2	97.0	276	5.8	19.3
50 to 99 employees	4,865	7,177	553	11.4	20.1	4,068	83.6	97.6	244	5.0	24.4
100 to 249 employees	7,568	4,432	1,291	17.1	31.3	5,939	78.5	98.1	337	4.5	32.2
250 to 499 employees	4,174	831	750	18.0	43.2	3,212	77.0	98.1	212	5.1	39.8
500 or more employees	4,932	238	1,351	27.4	53.4	3,389	68.7	97.9	191	3.9	51.7
Wholesalers	36,694	61,297	4,386	12.0	14.7	28,677	78.2	93.4	3,631	9.9	24.0
no. employees unknown (3)	6,281	14,398	933	14.9	11.4	4,867	77.5	90.2	481	7.7	20.5
1 to 19 employees	18,351	36,896	1,661	9.1	13.7	14,331	78.1	93.7	2,359	12.9	23.9
20 to 49 employees	5,653	6,864	683	12.1	19.6	4,514	79.9	96.4	456	8.1	26.1
50 to 99 employees	2,851	2,150	446	15.6	27.1	2,201	77.2	96.7	204	7.2	34.2
100 to 249 employees	2,238	817	457	20.4	35.1	1,717	76.7	96.8	64	2.9	38.7
250 to 499 employees	822	136	106	12.9	42.6	655	79.6	97.1	62	7.5	50.7
500 or more employees	498	36	100	20.2	44.4	392	78.9	100.0	5	0.9	38.9
Other companies (4)	38,093	74,390	6,359	16.7	11.8	28,839	75.7	87.9	2,895	7.6	16.8
no. employees unknown (3)	11,718	31,103	2,447	20.9	11.3	8,403	71.7	85.9	868	7.4	16.8
1 to 19 employees	13,108	33,092	1,207	9.2	11.0	10,527	80.3	88.4	1,374	10.5	16.9
20 to 49 employees	5,090	5,753	979	19.2	13.6	3,701	72.7	92.2	410	8.1	15.9
50 to 99 employees	5,088	2,278	1,248	24.5	17.1	3,727	73.2	92.0	113	2.2	17.5
100 to 249 employees	1,664	1,356	135	8.1	21.2	1,450	87.2	91.9	79	4.7	18.4
250 to 499 employees	620	397	189	30.5	27.5	405	65.3	93.2	26	4.2	19.1
500 or more employees	806	411	155	19.2	20.0	625	77.6	95.4	25	3.2	12.4
Unclassified companies	4,317	8,812	692	16.0	11.3	3,264	75.6	83.9	360	8.3	20.6

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

(2) Detail may not sum to 100 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 1999.

(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
1998 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Nonrelated Party Trade			Nonreported		
			Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
All identified companies	559,641	215,259	193,195	34.5	16.7	338,923	60.6	92.7	27,523	4.9	23.5
no. employees unknown (3)	33,064	53,744	7,825	23.7	12.6	22,728	68.7	89.1	2,511	7.6	18.4
1 to 19 employees	39,156	89,741	4,950	12.6	11.8	29,659	75.7	92.0	4,547	11.6	20.7
20 to 49 employees	23,539	29,570	2,850	12.1	15.8	18,618	79.1	95.7	2,072	8.8	22.8
50 to 99 employees	18,508	16,320	3,020	16.3	21.3	14,037	75.8	96.2	1,451	7.8	27.4
100 to 249 employees	27,387	13,300	5,400	19.7	30.5	20,387	74.4	96.8	1,600	5.8	35.0
250 to 499 employees	22,931	5,176	5,006	21.8	40.9	16,269	70.9	97.0	1,656	7.2	42.5
500 or more employees	395,057	7,408	164,145	41.5	57.4	217,226	55.0	97.9	13,685	3.5	55.2
Manufacturers	379,417	64,001	144,169	38.0	21.4	221,336	58.3	96.6	13,911	3.7	26.2
no. employees unknown (3)	11,632	8,981	2,764	23.8	18.0	7,985	68.6	94.3	883	7.6	18.3
1 to 19 employees	3,608	18,349	462	12.8	9.2	2,873	79.6	95.1	273	7.6	15.2
20 to 49 employees	5,048	13,421	686	13.6	14.2	4,049	80.2	97.2	313	6.2	21.2
50 to 99 employees	6,361	9,033	690	10.8	21.1	5,322	83.7	97.7	350	5.5	27.6
100 to 249 employees	14,366	7,726	2,457	17.1	33.2	11,109	77.3	98.4	800	5.6	37.9
250 to 499 employees	13,330	2,942	2,470	18.5	46.8	10,131	76.0	98.5	729	5.5	49.5
500 or more employees	325,071	3,549	134,639	41.4	75.2	179,867	55.3	99.5	10,564	3.2	73.0
Wholesalers	82,704	65,381	24,601	29.7	16.0	51,845	62.7	93.6	6,258	7.6	26.9
no. employees unknown (3)	6,460	12,370	1,255	19.4	12.2	4,677	72.4	90.8	528	8.2	21.7
1 to 19 employees	19,636	37,720	1,967	10.0	13.4	14,980	76.3	93.2	2,688	13.7	25.8
20 to 49 employees	7,657	8,295	1,294	16.9	19.1	5,616	73.3	96.2	746	9.7	28.4
50 to 99 employees	6,869	3,392	1,441	21.0	25.9	4,699	68.4	96.4	729	10.6	32.9
100 to 249 employees	7,418	2,222	1,846	24.9	32.8	5,212	70.3	97.2	360	4.9	40.5
250 to 499 employees	4,268	729	436	10.2	42.1	3,618	84.8	98.5	214	5.0	50.6
500 or more employees	30,396	653	16,361	53.8	59.6	13,042	42.9	98.8	993	3.3	62.6
Other companies (4)	86,656	74,118	21,532	24.8	13.6	58,543	67.6	89.2	6,582	7.6	18.6
no. employees unknown (3)	10,944	24,948	2,499	22.8	11.1	7,672	70.1	87.3	773	7.1	16.5
1 to 19 employees	14,595	32,206	2,015	13.8	11.3	11,089	76.0	88.8	1,490	10.2	17.7
20 to 49 employees	9,837	6,480	817	8.3	14.2	8,124	82.6	92.1	896	9.1	18.9
50 to 99 employees	4,550	3,137	821	18.0	17.7	3,416	75.1	92.2	313	6.9	20.7
100 to 249 employees	4,602	2,872	1,008	21.9	21.9	3,257	70.8	92.5	338	7.3	24.4
250 to 499 employees	5,030	1,423	2,085	41.4	28.5	2,247	44.7	93.1	699	13.9	24.5
500 or more employees	37,098	3,052	12,287	33.1	37.3	22,738	61.3	95.9	2,074	5.6	33.9
Unclassified companies	10,864	11,759	2,893	26.6	14.9	7,199	66.3	88.7	772	7.1	22.0
Multiple location companies	451,352	32,717	176,709	39.2	34.0	256,294	56.8	95.9	18,348	4.1	38.6
no. employees unknown (3)	10,397	2,840	2,344	22.5	31.0	7,347	70.7	94.8	705	6.8	35.0
1 to 19 employees	3,335	3,189	1,114	33.4	17.2	1,904	57.1	92.6	317	9.5	27.0
20 to 49 employees	6,380	4,930	1,210	19.0	18.6	4,431	69.5	94.5	739	11.6	27.0
50 to 99 employees	7,256	4,783	1,555	21.4	22.9	4,946	68.2	95.5	754	10.4	30.1
100 to 249 employees	15,811	6,406	3,730	23.6	31.6	11,105	70.2	96.5	977	6.2	37.7
250 to 499 employees	18,141	3,768	4,115	22.7	42.6	12,621	69.6	97.0	1,404	7.7	44.9
500 or more employees	390,032	6,801	162,643	41.7	59.4	213,939	54.9	98.0	13,451	3.4	57.4
Manufacturers	345,345	12,368	137,958	39.9	47.3	195,498	56.6	98.4	11,890	3.4	50.0
no. employees unknown (3)	5,615	1,162	1,177	21.0	43.0	3,984	71.0	96.7	454	8.1	41.5
1 to 19 employees	443	298	53	11.9	20.1	355	80.0	95.6	36	8.1	26.5
20 to 49 employees	705	887	155	22.0	21.2	489	69.4	96.8	61	8.6	28.3
50 to 99 employees	1,415	1,623	142	10.0	26.2	1,207	85.3	97.9	67	4.7	32.2
100 to 249 employees	6,405	3,022	1,187	18.5	36.6	4,855	75.8	98.5	363	5.7	43.2
250 to 499 employees	9,810	2,052	1,898	19.4	49.8	7,366	75.1	98.9	546	5.6	52.6
500 or more employees	320,952	3,324	133,345	41.5	76.5	177,243	55.2	99.7	10,364	3.2	74.3
Wholesalers	46,838	6,978	20,574	43.9	28.4	23,999	51.2	96.1	2,265	4.8	37.3
no. employees unknown (3)	1,225	498	542	44.3	25.3	642	52.4	96.4	41	3.3	32.7
1 to 19 employees	1,083	992	382	35.3	18.8	590	54.5	93.6	111	10.2	27.5
20 to 49 employees	1,874	1,521	524	28.0	19.1	1,093	58.3	95.3	257	13.7	30.2
50 to 99 employees	3,530	1,350	938	26.6	23.2	2,178	61.7	95.7	413	11.7	32.2
100 to 249 employees	5,486	1,394	1,570	28.6	31.6	3,634	66.2	96.8	282	5.1	40.8
250 to 499 employees	3,522	598	336	9.5	42.1	3,013	85.5	98.3	173	4.9	51.3
500 or more employees	30,118	625	16,282	54.1	59.7	12,849	42.7	98.9	988	3.3	63.4

See footnotes at end of table.

Table 3b
1998 Exports to Related Parties
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Nonrelated Party Trade			Nonreported		
			Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
Multiple location companies											
Other companies (4)	51,859	9,397	16,245	31.3	26.3	31,880	61.5	92.9	3,735	7.2	29.6
no. employees unknown (3)	2,843	935	262	9.2	20.2	2,479	87.2	91.4	102	3.6	29.1
1 to 19 employees	633	951	190	30.1	15.0	337	53.3	90.1	106	16.7	27.2
20 to 49 employees	2,874	1,171	478	16.6	16.2	2,029	70.6	90.9	366	12.7	25.7
50 to 99 employees	1,584	1,069	407	25.7	20.7	962	60.7	92.4	215	13.6	25.4
100 to 249 employees	2,945	1,524	884	30.0	22.9	1,831	62.2	92.5	231	7.8	27.3
250 to 499 employees	4,507	1,041	1,866	41.4	29.3	1,970	43.7	92.7	671	14.9	26.4
500 or more employees	36,473	2,706	12,158	33.3	39.6	22,271	61.1	95.9	2,044	5.6	36.6
Unclassified companies	7,309	3,974	1,933	26.4	20.6	4,918	67.3	94.6	459	6.3	26.7
Single location companies	108,290	182,542	16,486	15.2	13.6	82,629	76.3	92.1	9,175	8.5	20.8
no. employees unknown (3)	22,667	50,904	5,481	24.2	11.6	15,380	67.9	88.8	1,806	8.0	17.5
1 to 19 employees	35,821	86,552	3,836	10.7	11.6	27,754	77.5	91.9	4,230	11.8	20.5
20 to 49 employees	17,159	24,640	1,640	9.6	15.2	14,187	82.7	95.9	1,332	7.8	22.0
50 to 99 employees	11,252	11,537	1,465	13.0	20.7	9,090	80.8	96.5	697	6.2	26.3
100 to 249 employees	11,576	6,894	1,670	14.4	29.4	9,283	80.2	97.1	623	5.4	32.5
250 to 499 employees	4,790	1,408	891	18.6	36.3	3,648	76.1	96.9	252	5.3	36.3
500 or more employees	5,024	607	1,503	29.9	34.8	3,287	65.4	96.7	235	4.7	29.5
Manufacturers	34,072	51,633	6,211	18.2	15.3	25,839	75.8	96.2	2,022	5.9	20.5
no. employees unknown (3)	6,017	7,819	1,587	26.4	14.3	4,001	66.5	94.0	429	7.1	14.9
1 to 19 employees	3,165	18,051	409	12.9	9.0	2,519	79.6	95.1	237	7.5	15.0
20 to 49 employees	4,343	12,534	531	12.2	13.7	3,560	82.0	97.2	252	5.8	20.7
50 to 99 employees	4,946	7,410	548	11.1	19.9	4,115	83.2	97.7	284	5.7	26.6
100 to 249 employees	7,961	4,704	1,270	16.0	31.0	6,254	78.6	98.3	437	5.5	34.5
250 to 499 employees	3,520	890	572	16.2	39.9	2,765	78.6	97.6	183	5.2	42.2
500 or more employees	4,119	225	1,294	31.4	56.0	2,625	63.7	97.3	200	4.9	54.2
Wholesalers	35,866	58,403	4,026	11.2	14.5	27,846	77.6	93.2	3,993	11.1	25.7
no. employees unknown (3)	5,236	11,872	713	13.6	11.6	4,035	77.1	90.6	487	9.3	21.3
1 to 19 employees	18,553	36,728	1,585	8.5	13.3	14,390	77.6	93.2	2,577	13.9	25.8
20 to 49 employees	5,782	6,774	770	13.3	19.1	4,523	78.2	96.4	489	8.5	28.0
50 to 99 employees	3,339	2,042	503	15.1	27.8	2,521	75.5	96.9	315	9.4	33.3
100 to 249 employees	1,932	828	275	14.3	34.7	1,578	81.7	97.9	78	4.0	40.0
250 to 499 employees	747	131	100	13.4	42.0	606	81.1	99.2	41	5.5	47.3
500 or more employees	277	28	79	28.6	57.1	193	69.7	96.4	5	1.7	46.4
Other companies (4)	34,797	64,721	5,287	15.2	11.7	26,663	76.6	88.7	2,847	8.2	17.0
no. employees unknown (3)	8,101	24,013	2,237	27.6	10.7	5,193	64.1	87.1	671	8.3	16.0
1 to 19 employees	13,962	31,255	1,825	13.1	11.2	10,752	77.0	88.7	1,384	9.9	17.4
20 to 49 employees	6,963	5,309	339	4.9	13.7	6,095	87.5	92.4	530	7.6	17.4
50 to 99 employees	2,965	2,068	414	14.0	16.2	2,454	82.8	92.0	98	3.3	18.3
100 to 249 employees	1,658	1,348	124	7.5	20.8	1,426	86.1	92.6	107	6.5	21.1
250 to 499 employees	523	382	219	41.9	26.4	277	52.9	94.2	27	5.2	19.1
500 or more employees	625	346	129	20.6	19.7	466	74.6	96.2	30	4.8	12.7
Unclassified companies	3,555	7,785	961	27.0	12.0	2,281	64.2	85.7	313	8.8	19.6

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

(2) Detail may not sum to 100 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 4a
1999 Exports by Company Type and Employment Size
to Number of Partner Countries

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
All identified companies	584,724	231,420	6.2	62.7	6.3	23.6	6.6	7.6	12.8	4.6	18.1	1.2	50.0	0.3
no. employees unknown (2)	35,592	66,764	33.4	78.4	15.0	16.0	14.3	3.5	18.5	1.7	12.9	0.3	5.9	0.0
1 to 19 employees	38,479	92,474	32.5	66.5	26.9	24.8	20.2	6.2	14.8	2.3	4.2	0.2	1.4	0.0
20 to 49 employees	21,613	30,022	23.7	52.1	25.3	29.6	16.6	11.1	22.3	6.5	9.5	0.7	2.6	0.0
50 to 99 employees	21,109	16,317	12.5	44.9	16.8	30.6	19.7	13.2	23.2	9.7	26.6	1.6	1.2	0.0
100 to 249 employees	27,554	12,904	9.0	37.3	14.0	29.8	17.2	15.7	33.6	13.1	18.8	3.7	7.3	0.4
250 to 499 employees	24,195	5,200	3.7	31.1	12.8	28.0	14.6	16.9	32.8	16.0	28.3	7.2	8.0	0.8
500 or more employees	416,183	7,739	0.2	23.7	1.2	22.7	2.3	14.1	8.6	18.2	19.2	14.3	68.4	7.0
Manufacturers	407,214	65,795	1.9	48.3	3.4	28.3	3.9	11.6	10.1	8.4	18.2	2.7	62.5	0.7
no. employees unknown (2)	11,323	10,851	19.5	64.5	14.7	22.6	14.2	7.4	16.9	4.3	22.6	1.0	12.0	0.1
1 to 19 employees	3,879	18,953	34.1	61.5	30.1	28.2	14.9	7.7	9.1	2.5	(4) 11.8	0.1	(D)	0.0
20 to 49 employees	6,146	13,486	18.4	48.4	23.4	31.2	22.7	12.4	23.3	7.3	(4) 12.2	0.6	(D)	0.0
50 to 99 employees	6,595	8,799	13.5	40.4	20.6	32.2	22.6	14.5	31.8	11.3	(4) 11.4	1.6	(D)	0.0
100 to 249 employees	14,039	7,322	7.8	30.2	18.3	31.9	18.3	17.9	32.1	15.4	21.7	4.3	1.9	0.3
250 to 499 employees	15,515	2,875	3.4	20.6	12.3	28.4	9.8	19.4	32.4	20.6	34.9	10.2	7.2	0.8
500 or more employees	349,718	3,509	0.1	7.4	1.1	17.6	1.9	14.8	7.4	24.4	17.8	23.9	71.7	11.9
Wholesalers	82,188	68,100	10.4	57.7	14.3	28.3	13.7	8.7	19.8	4.4	19.9	0.8	21.9	0.1
no. employees unknown (2)	6,787	14,988	28.3	73.1	22.3	20.4	17.4	4.3	20.6	2.0	(4) 11.4	0.2	(D)	0.0
1 to 19 employees	19,457	37,815	26.5	58.9	31.8	30.0	21.5	7.9	17.1	3.0	2.8	0.2	0.4	0.0
20 to 49 employees	7,431	8,289	11.6	44.6	24.6	33.5	19.8	13.2	28.4	7.8	(4) 15.5	0.9	(D)	0.0
50 to 99 employees	6,173	3,425	4.7	39.0	16.9	32.1	33.5	15.6	31.5	10.9	(4) 13.4	2.3	(D)	0.1
100 to 249 employees	7,744	2,163	3.1	32.8	9.6	29.4	16.3	18.4	45.5	14.6	19.4	4.3	6.0	0.6
250 to 499 employees	3,165	719	2.2	26.7	7.8	28.7	12.9	19.7	45.6	17.1	28.9	7.2	2.6	0.6
500 or more employees	31,432	701	0.0	15.3	0.7	22.1	2.1	17.5	8.1	20.5	34.4	17.3	54.6	7.3
Other companies (3)	84,966	84,578	20.7	76.1	11.3	16.9	11.7	4.2	17.2	2.2	17.0	0.5	22.2	0.1
no. employees unknown (2)	12,963	32,300	45.4	84.0	13.0	12.5	13.8	2.3	15.2	1.0	8.7	0.2	3.9	0.0
1 to 19 employees	13,753	34,157	41.3	77.8	19.8	17.1	17.8	3.6	13.8	1.3	6.7	0.2	0.6	0.0
20 to 49 employees	7,132	6,902	38.9	67.4	28.5	21.6	7.8	6.4	15.8	4.0	(4) 9.1	0.6	(D)	0.0
50 to 99 employees	7,392	3,400	19.0	62.1	13.3	24.7	7.0	7.4	6.6	4.9	(4) 54.2	0.9	(D)	0.1
100 to 249 employees	4,984	2,954	22.4	57.3	7.9	25.1	16.8	8.9	17.1	6.4	10.2	1.8	25.6	0.5
250 to 499 employees	5,295	1,501	4.9	53.3	17.4	27.1	29.4	10.8	26.1	6.7	8.5	1.3	13.6	0.9
500 or more employees	33,446	3,364	1.4	41.9	2.6	27.6	6.7	12.7	20.7	11.3	20.4	4.3	48.3	2.2
Unclassified companies	10,356	12,947	26.3	74.5	12.7	18.1	14.7	4.4	27.9	2.5	9.1	0.5	9.3	0.1

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1999.

(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.

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

Table 4b
1998 Exports by Company Type and Employment Size
to Number of Partner Countries

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
All identified companies	559,641	215,259	5.9	61.3	6.3	24.1	6.4	8.0	12.7	5.0	18.1	1.4	50.7	0.3
no. employees unknown (2)	33,064	53,744	25.3	77.4	15.7	16.2	12.5	3.9	19.7	2.0	19.9	0.4	7.0	0.1
1 to 19 employees	39,156	89,741	31.1	65.9	27.6	25.1	20.4	6.4	14.6	2.4	5.7	0.2	0.6	0.0
20 to 49 employees	23,539	29,570	21.0	51.8	21.5	29.3	14.3	11.8	19.3	6.3	23.1	0.8	0.8	0.0
50 to 99 employees	18,508	16,320	13.2	45.4	17.8	29.9	22.1	13.0	33.3	9.8	12.5	1.9	1.0	0.1
100 to 249 employees	27,387	13,300	8.8	37.5	12.9	29.9	17.5	15.2	34.6	13.3	19.3	3.8	7.0	0.4
250 to 499 employees	22,931	5,176	4.7	30.9	13.1	28.4	14.4	16.4	31.7	16.4	30.7	7.1	5.3	0.7
500 or more employees	395,057	7,408	0.3	23.8	1.1	21.8	2.0	12.9	7.9	18.8	18.4	15.1	70.2	7.5
Manufacturers	379,417	64,001	1.9	47.5	3.1	28.2	3.8	11.8	10.1	8.8	17.7	3.0	63.4	0.8
no. employees unknown (2)	11,632	8,981	13.3	62.9	9.7	22.4	11.9	7.6	22.5	5.5	30.7	1.4	11.9	0.2
1 to 19 employees	3,608	18,349	34.5	61.2	27.2	28.0	16.3	7.9	12.4	2.8	(4) 9.6	0.1	(D)	0.0
20 to 49 employees	5,048	13,421	21.9	48.9	27.3	30.9	20.7	12.7	25.7	7.0	4.4	0.6	--	--
50 to 99 employees	6,361	9,033	13.2	40.7	21.7	32.0	21.0	14.2	32.3	10.9	(4) 11.7	2.1	(D)	0.0
100 to 249 employees	14,366	7,726	7.1	30.1	16.7	31.9	20.8	17.7	34.3	15.6	19.1	4.5	2.0	0.3
250 to 499 employees	13,330	2,942	4.7	21.4	11.1	28.0	12.8	19.2	35.9	21.2	32.9	9.5	2.7	0.7
500 or more employees	325,071	3,549	0.3	8.8	0.9	15.9	1.6	14.1	6.8	24.7	17.0	23.9	73.4	12.5
Wholesalers	82,704	65,381	10.0	56.8	13.8	28.5	13.1	9.0	20.1	4.6	20.3	0.9	22.7	0.1
no. employees unknown (2)	6,460	12,370	21.5	71.7	21.3	20.9	19.3	4.9	24.1	2.1	12.3	0.4	1.4	0.0
1 to 19 employees	19,636	37,720	26.2	58.6	33.0	30.1	20.8	7.9	16.8	3.1	2.9	0.3	0.3	0.0
20 to 49 employees	7,657	8,295	11.1	45.0	22.5	32.4	18.4	14.0	29.3	7.3	16.3	1.1	2.3	0.1
50 to 99 employees	6,869	3,392	6.5	40.7	11.3	29.7	29.6	15.7	36.6	11.5	15.3	2.2	0.8	0.1
100 to 249 employees	7,418	2,222	3.5	34.4	6.9	29.3	12.5	16.6	44.6	14.9	25.7	4.3	6.9	0.5
250 to 499 employees	4,268	729	3.3	25.9	6.5	29.6	11.6	18.5	26.0	16.6	47.0	8.4	5.6	1.0
500 or more employees	30,396	653	0.0	17.8	0.9	20.4	2.2	14.5	8.4	22.4	30.3	18.7	58.1	6.3
Other companies (3)	86,656	74,118	17.5	75.2	11.4	17.4	10.8	4.4	16.1	2.4	18.2	0.5	26.0	0.2
no. employees unknown (2)	10,944	24,948	36.9	83.8	17.9	12.5	9.3	2.5	13.1	1.1	18.2	0.2	4.6	0.0
1 to 19 employees	14,595	32,206	37.4	77.3	18.3	17.4	21.7	3.7	12.9	1.4	9.0	0.2	0.7	0.0
20 to 49 employees	9,837	6,480	28.4	66.6	15.6	21.4	7.3	7.6	9.0	3.8	39.6	0.6	--	--
50 to 99 employees	4,550	3,137	24.3	62.0	22.8	24.5	12.2	7.5	30.0	5.1	(4) 10.7	0.9	(D)	0.1
100 to 249 employees	4,602	2,872	22.9	57.2	10.7	25.4	17.8	8.8	14.7	6.3	9.9	1.6	24.0	0.6
250 to 499 employees	5,030	1,423	6.0	52.6	23.4	28.7	21.1	9.6	26.1	6.5	12.9	2.0	10.6	0.6
500 or more employees	37,098	3,052	1.1	41.7	2.8	28.5	5.4	11.1	17.2	11.8	19.0	4.5	54.4	2.3
Unclassified companies	10,864	11,759	18.9	73.2	20.2	19.0	11.1	4.8	20.8	2.4	14.7	0.4	14.3	0.1

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

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

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

Table 5a
1999 Exports by Company Employment Size to World Areas and Selected Countries - Continued

World Area Country Groupings

North America - Canada, Mexico.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

NATO Allies - Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom (The following six countries were not included in NATO in the published FT-900 reports for 1998 and 1999: Ireland, Liechtenstein, Monaco, San Marino, Sweden, Switzerland).

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

Table 5b
1998 Exports by Company Employment Size to World Areas and Selected Countries - Continued

World Area Country Groupings

North America - Canada, Mexico.

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

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

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

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

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

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

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

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

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

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

ASEAN (Association of South East Asian Nations) - Brunei, Cambodia, Indonesia, Malaysia, Philippines, Singapore, Thailand (Cambodia was not a member in 1998, but included in ASEAN in this report for purposes of comparison).

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

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

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

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

NATO Allies - Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom (The following six countries were not included in NATO in the published FT-900 reports for 1998 and 1999: Ireland, Liechtenstein, Monaco, San Marino, Sweden, Switzerland).

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

Table 5c
Percent Change Between 1998 and 1999 Exports
to World Areas and Selected Countries

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

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

Country of Destination	Total Value		Known Value (1)		Number of Exporters	
	Net Change	% Change	Net Change	% Change	Net Change	% Change
All countries	13,659	2.0	25,083	4.5	16,161	7.5
Top 25 countries	21,766	3.7	31,698	6.6	12,475	6.5
Canada	9,996	6.4	18,342	15.6	1,094	1.1
Mexico	8,034	10.2	6,757	10.3	7,511	22.9
Japan	-404	-0.7	-1,094	-2.1	548	2.0
United Kingdom	-732	-1.9	-71	-0.2	1,055	3.0
Germany	147	0.6	217	0.9	513	2.1
Republic of Korea	6,416	38.8	5,929	41.5	3,159	24.6
Netherlands	408	2.1	654	4.0	222	1.5
Taiwan	964	5.3	467	3.0	621	3.8
France	1,110	6.3	1,016	6.6	333	1.9
Singapore	573	3.7	568	4.1	785	5.6
Brazil	-1,908	-12.6	-1,256	-9.9	-932	-7.4
China	-1,140	-8.0	-1,070	-8.4	1,390	13.0
Hong Kong	-276	-2.1	-83	-0.8	104	0.6
Belgium	-1,533	-11.0	-1,482	-12.4	209	2.3
Australia	-119	-1.0	374	3.9	99	0.5
Italy	1,067	11.8	1,131	14.5	380	2.6
Malaysia	126	1.4	-131	-1.6	529	8.3
Switzerland	1,113	15.4	1,152	18.2	21	0.2
Saudi Arabia	-2,623	-24.9	-1,602	-20.9	-130	-2.2
Israel	717	10.3	615	11.1	276	2.6
Philippines	490	7.3	614	10.3	416	7.3
Ireland	722	12.8	717	14.6	144	2.1
Spain	667	12.2	901	20.5	375	3.7
Venezuela	-1,147	-17.6	-784	-16.2	-241	-2.5
Thailand	-250	-4.8	-215	-4.5	267	4.3
All other countries	-8,107	-8.6	-6,615	-8.7	4,110	5.7
North America	18,030	7.7	25,099	13.7	7,492	6.3
Western Europe	2,734	1.7	4,299	3.1	3,150	4.3
European Union	2,175	1.5	3,691	2.9	2,984	4.3
European Free Trade Assn.	907	9.9	911	11.6	-118	-0.9
Eastern Europe	-1,816	-24.3	-1,200	-19.9	-421	-4.4
Former Soviet Republics	-1,672	-33.7	-1,123	-28.5	-664	-14.4
OECD - Europe	2,771	1.7	4,338	3.1	3,145	4.3
Pacific Rim Countries	6,243	3.7	5,316	3.6	4,872	7.1
Asia - Near East	-2,695	-11.4	-1,316	-7.4	464	2.3
Asia - NICS	7,676	12.1	6,881	12.7	3,377	8.7
Asia - South	-185	-3.9	-207	-5.2	169	2.0
ASEAN	540	1.4	564	1.6	1,492	6.6
South/Central America	-8,236	-13.0	-5,955	-11.9	2,200	4.4
20 Latin Amer. Republics	464	0.3	1,108	1.0	7,266	11.7
Cent. Am. Common Market	40	0.5	-100	-1.5	1,011	8.4
LAFTA	259	0.2	1,049	1.1	5,777	10.6
NATO Allies	12,932	4.1	22,723	9.0	4,732	3.3
OPEC	-4,991	-19.9	-3,015	-16.0	251	1.3

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

Table 6a
1999 Exports by State of the Exporter Location, Number of Exporting Companies,
Value, and Percent Change Between the 1998 and 1999 Results

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

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

State of the Exporter Location	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters	% Change 1998-1999		
							Total Value	Known Value	Number of Exporters
United States	695,797	100.0	584,724	100.0	231,420	100.0	2.0	4.5	7.5
Alabama	4,899	0.7	4,404	0.8	2,829	1.2	7.4	14.6	4.7
Alaska	950	0.1	579	0.1	859	0.4	25.1	2.8	10.0
Arizona	10,123	1.5	8,824	1.5	4,438	1.9	-5.9	-7.3	7.1
Arkansas	1,829	0.3	1,572	0.3	1,620	0.7	-5.4	-1.8	5.3
California	102,864	14.8	92,009	15.7	50,572	21.9	4.1	5.2	7.1
Colorado	11,171	1.6	10,772	1.8	4,594	2.0	4.1	6.9	5.5
Connecticut	11,335	1.6	10,070	1.7	5,381	2.3	-6.6	-4.5	1.8
Delaware	4,857	0.7	4,415	0.8	838	0.4	-2.2	-1.7	-1.3
Florida	22,544	3.2	18,442	3.2	27,036	11.7	-2.7	0.3	9.7
Georgia	11,061	1.6	9,142	1.6	8,331	3.6	-1.4	8.2	7.1
Hawaii	244	0.0	205	0.0	708	0.3	15.2	15.7	5.2
Idaho	2,117	0.3	1,610	0.3	1,034	0.4	45.0	52.7	7.3
Illinois	30,857	4.4	27,963	4.8	15,461	6.7	-8.8	-8.3	3.1
Indiana	14,584	2.1	13,538	2.3	5,686	2.5	4.6	9.2	4.3
Iowa	2,985	0.4	2,645	0.5	2,922	1.3	-12.5	-7.7	1.6
Kansas	4,856	0.7	4,463	0.8	2,434	1.1	10.3	11.6	3.1
Kentucky	8,016	1.2	6,437	1.1	3,529	1.5	7.7	9.3	-1.7
Louisiana	3,947	0.6	3,464	0.6	2,698	1.2	-10.1	-0.9	2.1
Maine	1,785	0.3	1,518	0.3	1,889	0.8	7.3	10.6	-0.4
Maryland	4,068	0.6	3,239	0.6	3,966	1.7	1.4	3.0	8.4
Massachusetts	17,106	2.5	15,362	2.6	10,359	4.5	3.9	5.8	3.3
Michigan	41,490	6.0	38,943	6.7	11,460	5.0	5.7	11.8	4.0
Minnesota	14,401	2.1	12,383	2.1	6,197	2.7	6.7	8.6	2.6
Mississippi	1,454	0.2	1,213	0.2	1,485	0.6	2.8	3.1	2.3
Missouri	7,431	1.1	6,207	1.1	4,945	2.1	8.8	8.1	4.9
Montana	404	0.1	310	0.1	798	0.3	3.6	9.6	4.9
Nebraska	1,991	0.3	1,839	0.3	1,380	0.6	-19.4	-19.9	-3.6
Nevada	1,083	0.2	899	0.2	1,745	0.8	41.6	42.4	8.0
New Hampshire	2,159	0.3	1,858	0.3	2,539	1.1	8.7	10.4	5.6
New Jersey	21,008	3.0	17,395	3.0	14,753	6.4	4.9	6.3	5.7
New Mexico	2,965	0.4	2,787	0.5	1,213	0.5	56.4	58.4	18.6
New York	43,297	6.2	37,984	6.5	27,884	12.0	-5.0	-1.1	2.9
North Carolina	13,571	2.0	12,064	2.1	7,422	3.2	5.0	8.3	2.5
North Dakota	635	0.1	524	0.1	1,028	0.4	-3.5	-2.3	3.0
Ohio	26,562	3.8	23,512	4.0	12,132	5.2	7.0	9.5	4.0
Oklahoma	2,405	0.3	1,899	0.3	2,411	1.0	-8.3	-12.6	3.3
Oregon	11,164	1.6	10,341	1.8	4,685	2.0	37.1	39.1	30.8
Pennsylvania	19,528	2.8	16,299	2.8	12,851	5.6	2.0	6.5	5.0
Rhode Island	1,105	0.2	889	0.2	1,549	0.7	-0.8	2.1	4.0
South Carolina	6,476	0.9	5,687	1.0	3,294	1.4	10.6	12.4	4.7
South Dakota	1,143	0.2	1,099	0.2	555	0.2	206.1	256.6	5.1
Tennessee	9,343	1.3	8,279	1.4	4,667	2.0	-5.4	-2.6	6.3
Texas	61,706	8.9	52,118	8.9	20,104	8.7	4.5	5.9	7.8
Utah	2,789	0.4	2,021	0.3	2,118	0.9	-10.0	-2.6	6.5
Vermont	2,827	0.4	2,696	0.5	1,344	0.6	2.5	10.9	-0.1
Virginia	10,722	1.5	9,454	1.6	5,145	2.2	-6.4	-2.3	4.2
Washington	36,826	5.3	35,348	6.0	8,522	3.7	-3.0	-3.0	2.3
West Virginia	897	0.1	794	0.1	1,334	0.6	-23.9	-18.1	-4.6
Wisconsin	9,546	1.4	8,244	1.4	6,257	2.7	3.5	5.2	2.5
Wyoming	156	0.0	126	0.0	693	0.3	-1.7	19.0	2.2
District of Columbia	4,344	0.6	1,825	0.3	1,443	0.6	-1.1	14.8	7.4
Puerto Rico	7,894	1.1	7,312	1.3	1,427	0.6	28.8	33.5	15.7
Virgin Islands	181	0.0	175	0.0	119	0.1	58.0	79.8	-16.8
Unallocated (3)	56,097	8.1	21,530	3.7	33,708	14.6	-1.1	-2.2	10.7

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

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

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

Table 6b
1998 Exports by State of the Exporter Location,
Number of Exporting Companies, and Value

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

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

State of the Exporter Location	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters
United States	682,138	100.0	559,641	100.0	215,259	100.0
Alabama	4,560	0.7	3,844	0.7	2,703	1.3
Alaska	760	0.1	563	0.1	781	0.4
Arizona	10,753	1.6	9,519	1.7	4,144	1.9
Arkansas	1,934	0.3	1,601	0.3	1,538	0.7
California	98,809	14.5	87,429	15.6	47,237	21.9
Colorado	10,733	1.6	10,077	1.8	4,354	2.0
Connecticut	12,140	1.8	10,542	1.9	5,288	2.5
Delaware	4,969	0.7	4,493	0.8	849	0.4
Florida	23,173	3.4	18,389	3.3	24,654	11.5
Georgia	11,212	1.6	8,450	1.5	7,782	3.6
Hawaii	211	0.0	178	0.0	673	0.3
Idaho	1,460	0.2	1,054	0.2	964	0.4
Illinois	33,838	5.0	30,497	5.4	14,992	7.0
Indiana	13,949	2.0	12,397	2.2	5,449	2.5
Iowa	3,412	0.5	2,866	0.5	2,875	1.3
Kansas	4,403	0.6	4,001	0.7	2,360	1.1
Kentucky	7,440	1.1	5,890	1.1	3,590	1.7
Louisiana	4,392	0.6	3,495	0.6	2,642	1.2
Maine	1,664	0.2	1,372	0.2	1,897	0.9
Maryland	4,014	0.6	3,143	0.6	3,659	1.7
Massachusetts	16,467	2.4	14,526	2.6	10,030	4.7
Michigan	39,269	5.8	34,821	6.2	11,014	5.1
Minnesota	13,499	2.0	11,397	2.0	6,038	2.8
Mississippi	1,414	0.2	1,177	0.2	1,452	0.7
Missouri	6,832	1.0	5,743	1.0	4,713	2.2
Montana	390	0.1	283	0.1	761	0.4
Nebraska	2,472	0.4	2,297	0.4	1,431	0.7
Nevada	765	0.1	631	0.1	1,615	0.8
New Hampshire	1,987	0.3	1,684	0.3	2,404	1.1
New Jersey	20,033	2.9	16,369	2.9	13,958	6.5
New Mexico	1,896	0.3	1,760	0.3	1,023	0.5
New York	45,564	6.7	38,406	6.9	27,105	12.6
North Carolina	12,920	1.9	11,144	2.0	7,239	3.4
North Dakota	657	0.1	536	0.1	998	0.5
Ohio	24,815	3.6	21,482	3.8	11,664	5.4
Oklahoma	2,623	0.4	2,172	0.4	2,335	1.1
Oregon	8,144	1.2	7,437	1.3	3,582	1.7
Pennsylvania	19,139	2.8	15,302	2.7	12,242	5.7
Rhode Island	1,113	0.2	871	0.2	1,489	0.7
South Carolina	5,857	0.9	5,058	0.9	3,146	1.5
South Dakota	374	0.1	308	0.1	528	0.2
Tennessee	9,873	1.4	8,501	1.5	4,389	2.0
Texas	59,029	8.7	49,231	8.8	18,651	8.7
Utah	3,099	0.5	2,075	0.4	1,988	0.9
Vermont	2,758	0.4	2,430	0.4	1,345	0.6
Virginia	11,460	1.7	9,680	1.7	4,939	2.3
Washington	37,960	5.6	36,423	6.5	8,330	3.9
West Virginia	1,178	0.2	969	0.2	1,399	0.6
Wisconsin	9,221	1.4	7,839	1.4	6,106	2.8
Wyoming	158	0.0	106	0.0	678	0.3
District of Columbia	4,392	0.6	1,590	0.3	1,344	0.6
Puerto Rico	6,127	0.9	5,479	1.0	1,233	0.6
Virgin Islands	114	0.0	98	0.0	143	0.1
Unallocated (3)	56,712	8.3	22,016	3.9	30,442	14.1

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

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

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

Table 7a
1999 Exports by State of the Origin of Movement, Number of Exporting Companies,
Value, and Percent Change Between the 1998 and 1999 Results

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

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters	% Change 1998-1999		
							Total Value	Known Value	Number of Exporters
United States	695,797	100.0	584,724	100.0	231,420	100.0	2.0	4.5	7.5
Alabama	6,192	0.9	5,511	0.9	2,930	1.3	-2.8	2.2	3.3
Alaska	2,564	0.4	1,470	0.3	719	0.3	31.2	7.6	1.8
Arizona	11,824	1.7	10,146	1.7	4,940	2.1	3.6	1.7	6.7
Arkansas	2,177	0.3	1,902	0.3	1,822	0.8	-4.7	-2.4	1.2
California	97,920	14.1	86,740	14.8	53,519	23.1	2.2	3.7	6.6
Colorado	5,931	0.9	5,514	0.9	4,217	1.8	12.6	14.7	3.5
Connecticut	7,231	1.0	6,453	1.1	5,439	2.4	-0.9	6.2	3.6
Delaware	2,287	0.3	2,079	0.4	844	0.4	2.4	3.2	-4.0
Florida	24,155	3.5	19,860	3.4	30,764	13.3	-1.2	2.2	9.2
Georgia	13,749	2.0	11,226	1.9	9,413	4.1	2.0	8.5	6.6
Hawaii	274	0.0	233	0.0	716	0.3	-1.0	-1.1	8.6
Idaho	2,191	0.3	1,610	0.3	1,093	0.5	45.1	43.9	4.9
Illinois	29,435	4.2	27,010	4.6	17,615	7.6	1.8	4.7	1.6
Indiana	12,910	1.9	11,838	2.0	6,480	2.8	4.7	11.1	3.2
Iowa	4,094	0.6	3,781	0.6	2,702	1.2	-16.5	-12.7	1.7
Kansas	4,669	0.7	4,270	0.7	2,395	1.0	15.6	19.6	1.6
Kentucky	8,877	1.3	8,007	1.4	3,359	1.5	9.6	11.2	5.3
Louisiana	15,842	2.3	14,007	2.4	3,174	1.4	-5.9	-4.1	1.7
Maine	2,015	0.3	1,643	0.3	1,788	0.8	10.4	14.0	1.6
Maryland	4,009	0.6	3,077	0.5	4,374	1.9	-15.1	-19.6	4.3
Massachusetts	16,805	2.4	15,158	2.6	10,881	4.7	5.8	8.2	2.0
Michigan	31,086	4.5	28,759	4.9	12,858	5.6	7.1	14.2	3.1
Minnesota	9,373	1.3	8,451	1.4	6,466	2.8	2.5	4.6	0.0
Mississippi	2,216	0.3	1,964	0.3	1,778	0.8	-3.1	8.1	-4.6
Missouri	6,059	0.9	5,434	0.9	4,869	2.1	5.2	12.0	0.8
Montana	427	0.1	307	0.1	830	0.4	1.5	-1.4	1.7
Nebraska	2,096	0.3	1,922	0.3	1,514	0.7	5.1	6.9	0.5
Nevada	1,067	0.2	838	0.1	1,619	0.7	55.2	48.8	5.3
New Hampshire	1,930	0.3	1,599	0.3	2,454	1.1	11.7	11.9	8.0
New Jersey	15,354	2.2	12,023	2.1	15,237	6.6	-0.1	1.3	5.8
New Mexico	3,133	0.5	3,043	0.5	832	0.4	68.9	71.7	5.4
New York	37,067	5.3	31,955	5.5	28,974	12.5	-0.9	3.4	4.2
North Carolina	15,007	2.2	13,390	2.3	8,207	3.5	-4.4	0.3	1.9
North Dakota	699	0.1	594	0.1	936	0.4	-6.7	-3.7	4.9
Ohio	24,883	3.6	22,348	3.8	12,901	5.6	0.1	4.5	2.6
Oklahoma	2,987	0.4	2,542	0.4	2,345	1.0	7.2	7.8	-0.7
Oregon	10,471	1.5	9,730	1.7	5,081	2.2	15.9	17.7	7.8
Pennsylvania	16,170	2.3	13,941	2.4	13,075	5.6	1.2	5.4	5.7
Rhode Island	1,116	0.2	895	0.2	1,696	0.7	1.3	6.0	1.8
South Carolina	7,150	1.0	6,135	1.0	4,162	1.8	-7.7	-7.8	4.1
South Dakota	495	0.1	445	0.1	783	0.3	10.9	19.5	7.3
Tennessee	9,868	1.4	8,608	1.5	5,520	2.4	3.3	5.3	4.5
Texas	83,178	12.0	71,712	12.3	24,968	10.8	5.5	7.1	13.4
Utah	3,134	0.5	2,405	0.4	2,039	0.9	5.1	9.1	6.6
Vermont	4,023	0.6	3,892	0.7	1,211	0.5	9.7	16.5	4.2
Virginia	11,483	1.7	9,418	1.6	5,551	2.4	-8.2	-10.6	4.1
Washington	36,731	5.3	35,232	6.0	9,922	4.3	-4.0	-3.9	4.5
West Virginia	1,893	0.3	1,660	0.3	814	0.4	-10.1	-5.7	1.1
Wisconsin	9,673	1.4	8,475	1.4	6,724	2.9	-0.8	1.0	1.9
Wyoming	458	0.1	416	0.1	284	0.1	-8.4	-8.2	0.4
District of Columbia	412	0.1	225	0.0	548	0.2	18.3	29.4	-1.6
Puerto Rico	8,301	1.2	7,699	1.3	1,381	0.6	32.3	36.9	25.7
Virgin Islands	155	0.0	148	0.0	102	0.0	73.0	76.8	-21.5
Unallocated (3)	62,549	9.0	26,986	4.6	51,506	22.3	-1.2	-3.2	8.6

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

(2) Detail may not sum to 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
1998 Exports by State of the Origin of Movement,
Number of Exporting Companies, and Value

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

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters
United States	682,138	100.0	559,641	100.0	215,259	100.0
Alabama	6,373	0.9	5,395	1.0	2,837	1.3
Alaska	1,954	0.3	1,367	0.2	706	0.3
Arizona	11,415	1.7	9,973	1.8	4,629	2.2
Arkansas	2,286	0.3	1,948	0.3	1,801	0.8
California	95,768	14.0	83,614	14.9	50,218	23.3
Colorado	5,266	0.8	4,809	0.9	4,075	1.9
Connecticut	7,297	1.1	6,078	1.1	5,249	2.4
Delaware	2,232	0.3	2,014	0.4	879	0.4
Florida	24,452	3.6	19,439	3.5	28,163	13.1
Georgia	13,476	2.0	10,351	1.8	8,832	4.1
Hawaii	276	0.0	236	0.0	659	0.3
Idaho	1,510	0.2	1,119	0.2	1,042	0.5
Illinois	28,918	4.2	25,801	4.6	17,345	8.1
Indiana	12,333	1.8	10,658	1.9	6,278	2.9
Iowa	4,902	0.7	4,332	0.8	2,658	1.2
Kansas	4,039	0.6	3,570	0.6	2,358	1.1
Kentucky	8,100	1.2	7,200	1.3	3,189	1.5
Louisiana	16,836	2.5	14,601	2.6	3,122	1.5
Maine	1,825	0.3	1,442	0.3	1,759	0.8
Maryland	4,722	0.7	3,827	0.7	4,194	1.9
Massachusetts	15,878	2.3	14,010	2.5	10,670	5.0
Michigan	29,021	4.3	25,190	4.5	12,475	5.8
Minnesota	9,147	1.3	8,079	1.4	6,467	3.0
Mississippi	2,286	0.3	1,818	0.3	1,864	0.9
Missouri	5,762	0.8	4,852	0.9	4,830	2.2
Montana	421	0.1	311	0.1	816	0.4
Nebraska	1,995	0.3	1,797	0.3	1,506	0.7
Nevada	688	0.1	563	0.1	1,537	0.7
New Hampshire	1,728	0.3	1,429	0.3	2,272	1.1
New Jersey	15,371	2.3	11,864	2.1	14,397	6.7
New Mexico	1,855	0.3	1,773	0.3	789	0.4
New York	37,394	5.5	30,893	5.5	27,797	12.9
North Carolina	15,706	2.3	13,350	2.4	8,056	3.7
North Dakota	750	0.1	617	0.1	892	0.4
Ohio	24,855	3.6	21,395	3.8	12,575	5.8
Oklahoma	2,785	0.4	2,359	0.4	2,362	1.1
Oregon	9,031	1.3	8,263	1.5	4,714	2.2
Pennsylvania	15,974	2.3	13,228	2.4	12,371	5.7
Rhode Island	1,102	0.2	844	0.2	1,666	0.8
South Carolina	7,749	1.1	6,651	1.2	3,999	1.9
South Dakota	446	0.1	373	0.1	730	0.3
Tennessee	9,552	1.4	8,175	1.5	5,284	2.5
Texas	78,879	11.6	66,939	12.0	22,017	10.2
Utah	2,981	0.4	2,204	0.4	1,913	0.9
Vermont	3,668	0.5	3,342	0.6	1,162	0.5
Virginia	12,515	1.8	10,537	1.9	5,331	2.5
Washington	38,249	5.6	36,645	6.5	9,496	4.4
West Virginia	2,106	0.3	1,760	0.3	805	0.4
Wisconsin	9,753	1.4	8,395	1.5	6,597	3.1
Wyoming	500	0.1	453	0.1	283	0.1
District of Columbia	348	0.1	174	0.0	557	0.3
Puerto Rico	6,274	0.9	5,622	1.0	1,099	0.5
Virgin Islands	90	0.0	84	0.0	130	0.1
Unallocated (3)	63,298	9.3	27,880	5.0	47,425	22.0

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

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

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

Technical Documentation

NOTE TO USERS: This section contains important information on sources and reliability of data, as well as, definitions of terms and methodological procedures that users should consider before attempting to interpret or analyze the statistical data presented in this report. Failure to do so may impact the results.

Sources of Information

The 1998 and 1999 exporter profiles were created from export merchandise trade documentation and company characteristics contained in the Census Bureau's data base of company information, the Business Register. Company characteristics are gathered through economic censuses and surveys and supplemented with employment and payroll information provided by the Internal Revenue Service. The export trade statistics, with the exception of exports to Canada, are compiled from Shipper's Export Declarations, or their electronic equivalent, which were filed by U.S. exporters or their agents for merchandise exiting the United States. The data for exports to Canada are derived from Canada's import data via the U.S./Canada data exchange.

Methodology

This profile was compiled using company identifiers or company names reported on export documentation to electronically link export trade data to company characteristics in the Business Register. Roughly 3 percent of the total export value for each year, including low-value estimates, exports by U.S. and foreign governments, timing adjustments, and end-of-year revisions, was excluded from this matching process because the export transactions cannot be attributed to specific exporting companies. Other transactions that could not be matched electronically were investigated and linked manually to specific companies using a combination of criteria, including company name, location, type, and product. A comparison of the overall match rates in 1998 and 1999 based on export value is presented in Figure 1 under ***Comparison of 1998 and 1999 Export Values*** at the beginning of this profile report.

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

All 1998 figures in Tables 1 through 7 of this profile report were revised from the data presented last year in *A Profile of U.S. Exporting Companies, 1997-1998*. The revisions were based on the identification of additional exporting companies during 1999 processing.

Data Quality

Quality assurance procedures were applied to all phases of collection, processing and tabulation of the information in this report to minimize errors. However, the data are still subject to nonsampling errors in data reporting (of the basic export trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all exporting companies). For an explanation of nonsampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the December 1999 FT 900 *U.S. International Trade in Goods and Services*, page 26 or call (301)457-2242 to request a copy of the release.

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

Year-over-year comparisons should also be made with caution. Changes in the number of exporters and the value of their export transactions, the known value, may be due to differences in match rates, as well as, exporters entering or dropping out of the export market. Figure 1, under **Comparison of 1998 and 1999 Export Values**, at the beginning of this report shows a comparison of the match rates, based on export value, for 1998 and 1999 as well as the value attributable to exporters that exported in both years.

The Census Bureau releases information on exports by state on two bases: the state of the exporter location (EL) and the state of the origin of movement (OM). Users should be aware that these data do not reflect production origin. The EL state is identified using the ZIP code from the address of the exporter of record as reported on the export record. The exporter's address, particularly in the case of multiple location companies, may be a headquarters or billing address and not necessarily where the goods were grown, manufactured or otherwise produced. Similarly, the OM series, in the case of agricultural or other bulk shipments, may reflect a consolidation point or port of exit rather than the state where the merchandise started its journey to the port of exit. For example, intermediaries in inland states often ship grains and other agricultural commodities down the Mississippi River for export from the port of New Orleans, and report Louisiana as the OM state.

Definitions of Terms

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

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

Identified Companies: Identified companies are those companies to which one or

more export transactions were matched. The export value associated with these companies is termed “*known value*.”

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

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

Company Type. Company types are based on the North American Industry Classification System (NAICS) and are broken out into 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 1998 and 1999.

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. See the aforementioned **Data Quality** section for limitations of this data series.

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

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

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

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

Unidentified Value: These are export transactions that were not linked to a specific

company. Note that these shipments might have been exported either by identified companies or by other companies not identified in the linking process.