

Exhibit 3b
2004 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
All identified companies	713,157	232,828	235,941	33.1	12.8	473,346	66.4	97.8	3,870	0.5	4.4
no. employees unknown (3)	36,932	65,277	5,941	16.1	8.5	30,742	83.2	96.9	249	0.7	2.3
1 to 19 employees	50,502	98,143	5,476	10.8	8.5	44,356	87.8	97.7	670	1.3	3.8
20 to 49 employees	25,015	30,338	3,446	13.8	13.4	21,184	84.7	98.6	384	1.5	4.0
50 to 99 employees	22,382	15,864	3,888	17.4	19.6	18,183	81.2	98.7	311	1.4	5.2
100 to 249 employees	38,556	11,986	6,166	16.0	29.0	32,089	83.2	99.0	301	0.8	7.8
250 to 499 employees	30,645	4,592	5,310	17.3	39.8	25,071	81.8	98.6	264	0.9	11.0
500 or more employees	509,124	6,628	205,714	40.4	53.4	301,721	59.3	98.7	1,690	0.3	21.9
Manufacturers	482,931	67,051	178,461	37.0	18.2	303,067	62.8	98.9	1,402	0.3	5.3
no. employees unknown (3)	13,200	11,003	2,389	18.1	13.2	10,717	81.2	98.2	94	0.7	2.2
1 to 19 employees	4,875	21,819	641	13.2	7.5	4,187	85.9	98.7	46	0.9	2.1
20 to 49 employees	6,909	13,963	736	10.6	12.9	6,145	89.0	99.1	28	0.4	3.3
50 to 99 employees	9,206	8,375	1,105	12.0	20.9	8,059	87.5	99.2	42	0.5	5.3
100 to 249 employees	20,429	6,586	2,834	13.9	33.3	17,518	85.7	99.5	78	0.4	8.8
250 to 499 employees	18,115	2,431	3,719	20.5	49.2	14,336	79.1	99.5	60	0.3	14.3
500 or more employees	410,197	2,874	167,038	40.7	74.4	242,105	59.0	99.8	1,054	0.3	34.8
Wholesalers	133,667	77,336	33,161	24.8	12.6	99,385	74.4	98.4	1,120	0.8	4.7
no. employees unknown (3)	9,588	18,885	1,054	11.0	8.5	8,451	88.1	97.9	83	0.9	2.2
1 to 19 employees	29,850	42,355	2,455	8.2	10.3	27,016	90.5	98.4	379	1.3	4.6
20 to 49 employees	11,717	8,862	1,147	9.8	17.1	10,508	89.7	98.9	62	0.5	5.9
50 to 99 employees	9,010	3,671	2,036	22.6	23.1	6,793	75.4	99.1	181	2.0	7.1
100 to 249 employees	11,670	2,208	1,734	14.9	32.2	9,831	84.2	99.0	106	0.9	10.5
250 to 499 employees	7,256	718	852	11.7	40.7	6,361	87.7	99.0	42	0.6	12.8
500 or more employees	54,575	637	23,882	43.8	62.3	30,425	55.7	99.5	267	0.5	28.4
Other companies (4)	90,328	80,499	22,670	25.1	9.1	66,316	73.4	96.4	1,342	1.5	3.6
no. employees unknown (3)	10,852	27,919	1,887	17.4	6.9	8,894	82.0	95.7	71	0.7	2.9
1 to 19 employees	15,701	33,733	2,376	15.1	6.8	13,083	83.3	96.3	242	1.5	3.8
20 to 49 employees	6,365	7,471	1,556	24.4	9.8	4,514	70.9	97.3	295	4.6	3.1
50 to 99 employees	4,027	3,771	724	18.0	13.1	3,215	79.8	97.3	89	2.2	3.3
100 to 249 employees	6,354	3,130	1,569	24.7	17.6	4,667	73.4	97.9	118	1.9	3.8
250 to 499 employees	5,082	1,413	709	13.9	23.4	4,212	82.9	96.7	161	3.2	4.4
500 or more employees	41,947	3,062	13,849	33.0	31.8	27,731	66.1	97.6	367	0.9	8.7
Unclassified companies	6,231	7,942	1,648	26.4	7.9	4,578	73.5	97.2	5	0.1	0.9
Multiple location companies	569,528	27,479	215,747	37.9	32.1	351,292	61.7	98.6	2,488	0.4	10.8
no. employees unknown (3)	382	418	40	10.6	16.7	338	88.5	97.6	4	1.0	4.3
1 to 19 employees	3,206	2,762	454	14.2	13.7	2,637	82.2	98.2	115	3.6	4.1
20 to 49 employees	5,299	4,564	797	15.0	15.6	4,386	82.8	98.4	116	2.2	4.4
50 to 99 employees	9,681	4,599	2,381	24.6	22.9	7,071	73.0	98.5	229	2.4	6.4
100 to 249 employees	24,216	5,947	3,772	15.6	32.0	20,210	83.5	98.9	235	1.0	8.8
250 to 499 employees	23,925	3,264	3,999	16.7	42.5	19,700	82.3	98.9	226	0.9	12.5
500 or more employees	502,819	5,925	204,304	40.6	56.2	296,952	59.1	98.9	1,564	0.3	23.7
Manufacturers	434,225	10,785	170,580	39.3	45.0	262,633	60.5	99.6	1,012	0.2	15.9
no. employees unknown (3)	106	94	7	6.7	19.1	99	92.9	98.9	0	0.4	5.3
1 to 19 employees	290	361	30	10.4	14.7	259	89.4	99.4	0	0.2	2.8
20 to 49 employees	729	1,118	86	11.8	17.5	640	87.8	99.5	3	0.3	3.3
50 to 99 employees	2,981	1,822	472	15.8	27.4	2,500	83.9	99.1	8	0.3	6.6
100 to 249 employees	10,889	2,936	1,224	11.2	38.9	9,630	88.4	99.6	36	0.3	10.1
250 to 499 employees	13,491	1,773	2,556	18.9	52.2	10,902	80.8	99.7	34	0.3	16.0
500 or more employees	405,738	2,681	166,205	41.0	75.4	238,603	58.8	99.9	930	0.2	36.0
Wholesalers	78,920	7,482	28,186	35.7	26.8	50,130	63.5	98.9	604	0.8	9.5
no. employees unknown (3)	176	152	26	14.6	22.4	(5) 151	(5) 85.4	98.7	(D)	(D)	4.6
1 to 19 employees	1,861	1,378	260	14.0	16.0	1,563	84.0	98.3	38	2.1	4.8
20 to 49 employees	2,802	1,952	338	12.1	17.6	2,452	87.5	99.1	12	0.4	5.7
50 to 99 employees	4,894	1,493	1,681	34.4	24.2	(5) 3,213	(5) 65.6	98.9	(D)	(D)	7.8
100 to 249 employees	8,815	1,356	1,228	13.9	32.0	7,496	85.0	98.7	91	1.0	11.7
250 to 499 employees	6,508	554	792	12.2	41.7	5,675	87.2	99.1	42	0.6	13.7
500 or more employees	53,864	597	23,861	44.3	63.5	(5) 30,003	(5) 55.7	99.5	(D)	(D)	30.2

See footnotes at end of table.

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Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	Number of Exporters (2)	Known Value (1)	% of Row Value	Number of Exporters (2)	Known Value (1)	% of Row Value	Number of Exporters (2)
Multiple location companies											
Other companies (4)	53,516	8,985	15,946	29.8	21.1	36,699	68.6	97.4	871	1.6	5.7
no. employees unknown (3)	98	163	7	7.6	10.4	91	92.3	95.7	0	0.1	3.7
1 to 19 employees	1,040	1,002	161	15.5	9.8	(5) 879	(5) 84.5	97.9	(D)	(D)	3.6
20 to 49 employees	1,748	1,464	366	20.9	11.3	1,280	73.2	96.6	102	5.8	3.4
50 to 99 employees	1,666	1,242	204	12.2	14.6	1,394	83.6	97.3	69	4.1	4.3
100 to 249 employees	4,415	1,601	1,293	29.3	19.7	3,014	68.3	97.6	108	2.4	4.4
250 to 499 employees	3,734	910	622	16.7	24.1	(5) 3,112	(5) 83.3	97.1	(D)	(D)	4.9
500 or more employees	40,816	2,603	13,294	32.6	34.6	27,157	66.5	97.7	365	0.9	9.6
Unclassified companies	2,867	227	1,035	36.1	32.6	1,830	63.8	97.8	2	0.1	7.9
Single location companies	143,629	205,349	20,194	14.1	10.2	122,054	85.0	97.7	1,381	1.0	3.5
no. employees unknown (3)	36,550	64,859	5,901	16.1	8.4	30,404	83.2	96.9	245	0.7	2.3
1 to 19 employees	47,296	95,381	5,022	10.6	8.3	41,720	88.2	97.7	555	1.2	3.8
20 to 49 employees	19,716	25,774	2,649	13.4	13.0	16,799	85.2	98.7	268	1.4	4.0
50 to 99 employees	12,701	11,265	1,507	11.9	18.2	11,112	87.5	98.8	83	0.6	4.8
100 to 249 employees	14,340	6,039	2,394	16.7	26.0	11,879	82.8	99.0	67	0.5	6.7
250 to 499 employees	6,720	1,328	1,311	19.5	33.2	5,371	79.9	97.8	38	0.6	7.3
500 or more employees	6,305	703	1,410	22.4	29.6	4,769	75.6	97.7	126	2.0	7.1
Manufacturers	48,706	56,266	7,882	16.2	13.0	40,434	83.0	98.8	391	0.8	3.2
no. employees unknown (3)	13,094	10,909	2,382	18.2	13.2	10,619	81.1	98.1	93	0.7	2.2
1 to 19 employees	4,585	21,458	611	13.3	7.4	3,928	85.7	98.7	46	1.0	2.1
20 to 49 employees	6,179	12,845	649	10.5	12.5	5,505	89.1	99.1	25	0.4	3.3
50 to 99 employees	6,225	6,553	632	10.2	19.1	5,559	89.3	99.2	34	0.5	4.9
100 to 249 employees	9,540	3,650	1,610	16.9	28.8	7,888	82.7	99.3	42	0.4	7.7
250 to 499 employees	4,624	658	1,164	25.2	40.9	3,434	74.3	98.9	26	0.6	9.7
500 or more employees	4,460	193	833	18.7	60.6	3,502	78.5	98.4	125	2.8	17.1
Wholesalers	54,747	69,854	4,975	9.1	11.1	49,255	90.0	98.4	516	0.9	4.2
no. employees unknown (3)	9,412	18,733	1,029	10.9	8.4	(5) 8,383	(5) 89.1	97.9	(D)	(D)	2.2
1 to 19 employees	27,989	40,977	2,195	7.8	10.1	25,453	90.9	98.4	341	1.2	4.6
20 to 49 employees	8,915	6,910	809	9.1	16.9	8,056	90.4	98.8	50	0.6	6.0
50 to 99 employees	4,116	2,178	355	8.6	22.3	(5) 3,761	(5) 91.4	99.3	(D)	(D)	6.6
100 to 249 employees	2,855	852	506	17.7	32.5	2,334	81.8	99.4	15	0.5	8.7
250 to 499 employees	748	164	60	8.1	37.2	686	91.8	98.8	1	0.1	9.8
500 or more employees	711	40	22	3.0	45.0	(5) 690	(5) 97.0	100.0	(D)	(D)	2.5
Other companies (4)	36,811	71,514	6,724	18.3	7.5	29,616	80.5	96.2	471	1.3	3.4
no. employees unknown (3)	10,754	27,756	1,880	17.5	6.9	8,803	81.9	95.7	71	0.7	2.9
1 to 19 employees	14,660	32,731	2,215	15.1	6.7	(5) 12,445	(5) 84.9	96.2	(D)	(D)	3.8
20 to 49 employees	4,617	6,007	1,190	25.8	9.4	3,234	70.1	97.5	193	4.2	3.1
50 to 99 employees	2,361	2,529	520	22.0	12.4	1,821	77.1	97.4	20	0.8	2.9
100 to 249 employees	1,939	1,529	277	14.3	15.4	1,653	85.2	98.2	10	0.5	3.2
250 to 499 employees	1,348	503	87	6.5	22.1	(5) 1,261	(5) 93.5	96.0	(D)	(D)	3.4
500 or more employees	1,131	459	555	49.1	15.7	574	50.8	97.2	2	0.1	3.5
Unclassified companies	3,365	7,715	613	18.2	7.2	2,748	81.7	97.1	3	0.1	0.7

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

(2) Detail may not sum to 100 percent because companies may export to both related and nonrelated parties.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2004.

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

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