

Exhibit 4b
2004 Exports by Company Type and Employment Size
to Number of Partner Countries

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

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	713,157	232,828	4.6	58.5	6.5	25.6	6.4	8.9	14.8	5.4	18.6	1.4	49.1	0.3
no. employees unknown(2)	36,932	65,277	24.7	73.1	18.9	19.4	16.5	4.9	21.4	2.2	13.8	0.4	4.6	0.1
1 to 19 employees	50,502	98,143	25.2	61.3	28.9	27.5	21.0	8.0	19.7	2.9	4.5	0.2	0.8	0.0
20 to 49 employees	25,015	30,338	13.3	47.2	23.9	30.7	20.5	12.8	29.3	8.2	11.6	1.1	1.4	0.1
50 to 99 employees	22,382	15,864	8.9	41.8	15.7	29.6	20.0	14.6	38.9	11.6	12.0	2.2	4.4	0.2
100 to 249 employees	38,556	11,986	4.2	35.5	10.8	28.1	14.4	15.2	43.7	15.7	21.9	5.0	5.0	0.5
250 to 499 employees	30,645	4,592	3.7	30.7	8.0	25.3	13.7	15.6	35.0	18.2	34.8	9.0	4.8	1.2
500 or more employees	509,124	6,628	0.6	26.1	1.7	21.1	1.9	12.9	8.7	16.1	19.7	14.9	67.4	8.9
Manufacturers	482,931	67,051	1.4	44.3	3.2	29.4	3.9	12.9	11.4	9.5	19.2	3.0	61.0	0.9
no. employees unknown(2)	13,200	11,003	8.4	58.1	13.7	25.8	21.0	9.5	24.9	5.4	24.0	1.1	8.0	0.1
1 to 19 employees	4,875	21,819	26.2	55.9	32.9	30.1	21.5	9.8	17.4	4.0	(4) 2.0	0.2	(D)	0.0
20 to 49 employees	6,909	13,963	14.3	42.3	24.4	32.4	21.8	14.6	33.0	9.5	(4) 6.5	1.2	(D)	0.0
50 to 99 employees	9,206	8,375	11.1	34.9	17.5	32.0	21.1	16.3	33.6	13.8	11.8	2.8	4.8	0.2
100 to 249 employees	20,429	6,586	4.5	25.2	11.7	30.5	17.2	18.1	36.9	19.3	26.0	6.3	3.7	0.7
250 to 499 employees	18,115	2,431	2.5	17.2	9.0	26.2	14.6	18.4	28.6	23.7	38.8	12.8	6.6	1.8
500 or more employees	410,197	2,874	0.2	7.7	1.1	16.0	1.3	14.2	8.0	21.1	18.4	25.2	71.0	15.8
Wholesalers	133,667	77,336	8.3	54.0	12.8	29.9	11.5	9.8	22.0	5.2	16.0	0.9	29.4	0.1
no. employees unknown(2)	9,588	18,885	27.7	68.3	24.0	23.7	16.2	5.3	21.8	2.4	6.4	0.3	3.9	0.0
1 to 19 employees	29,850	42,355	20.4	54.3	30.2	32.0	25.2	9.7	19.5	3.7	4.4	0.4	0.3	0.0
20 to 49 employees	11,717	8,862	8.7	40.1	25.7	33.6	18.1	14.7	30.7	10.0	(4) 16.9	1.4	(D)	0.1
50 to 99 employees	9,010	3,671	5.5	36.2	13.6	32.0	17.1	17.0	45.2	12.3	(4) 18.5	2.3	(D)	0.2
100 to 249 employees	11,670	2,208	2.8	31.9	6.0	28.3	8.1	15.7	57.6	17.6	20.8	6.0	4.8	0.5
250 to 499 employees	7,256	718	4.6	27.4	4.2	26.9	8.4	15.7	50.0	21.2	30.4	7.8	2.5	1.0
500 or more employees	54,575	637	0.3	14.0	1.1	17.1	2.0	17.0	6.4	22.6	21.6	19.5	68.6	9.9
Other companies (3)	90,328	80,499	15.4	72.9	14.4	19.1	12.0	5.1	22.5	2.3	(4) 35.7	0.5	(D)	0.1
no. employees unknown(2)	10,852	27,919	37.3	80.8	21.0	14.6	13.3	3.2	17.5	1.1	9.1	0.2	1.8	0.0
1 to 19 employees	15,701	33,733	34.1	73.6	25.2	20.2	12.9	4.7	20.6	1.3	5.4	0.1	1.9	0.0
20 to 49 employees	6,365	7,471	20.5	64.9	20.2	23.9	23.5	7.2	22.9	3.6	(4) 13.0	0.4	(D)	0.0
50 to 99 employees	4,027	3,771	11.1	62.6	16.5	22.2	23.4	8.5	37.3	5.8	9.7	0.8	2.1	0.1
100 to 249 employees	6,354	3,130	5.7	59.7	16.8	23.1	16.7	8.6	40.0	6.8	11.3	1.6	9.5	0.2
250 to 499 employees	5,082	1,413	6.5	55.7	10.4	22.9	18.2	10.8	36.2	7.2	26.8	3.0	1.8	0.4
500 or more employees	41,947	3,062	4.8	45.6	7.6	26.6	7.1	10.9	18.8	10.1	27.2	4.3	34.5	2.4
Unclassified companies	6,231	7,942	23.1	77.1	12.6	17.1	12.4	3.6	15.9	1.8	(4) 36.0	0.4	(D)	0.0

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

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

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

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