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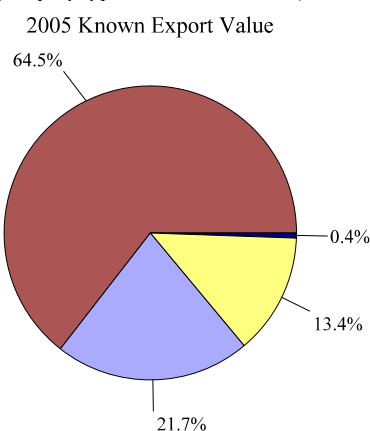
A Profile of U.S. Exporting Companies, 2004 - 2005

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Exporting Companies, 2004 - 2005*, on January 10, 2007. This report shows the known export value for 2005 increased by 10 percent and the number of identified exporters increased by almost 3 percent. The U.S. Census Bureau previously released a *Highlights* summary to provide a brief overview of the report *A Profile of U.S. Exporting Companies*. Starting with the 2004-2005 report the *Highlights* summary has been discontinued.

In 2005 a category of U.S. companies called “identified U.S. exporters” accounted for \$785 billion in exports or almost 87 percent of the total value of exported goods (\$906 billion). Identified U.S. exporters are defined as companies that can be linked to export transactions. In 2005 the number of identified U.S. exporters was 239.1 thousand, up from the revised 2004 estimate of 232.8 thousand.

Because not all export shipments can be linked to specific companies, the number of exporters may be understated. Approximately 13 percent of the 2004 and 2005 total export value could not be linked to specific companies. This portion of the total export value includes individuals, governments, low-value estimates, and documentation filed with missing, unknown, or incomplete company identifiers. Export values are taken from detailed export documentation used to compile the official U.S. trade statistics. Company size and type

Distribution of Identified Exports by Company Type
(company type based on the NAICS)



2005 Number of Identified Exporters

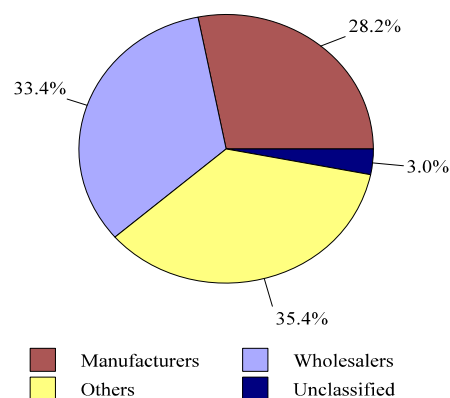


Table 1: Distribution of Exports by Identified and Unidentified Exporters (Value in millions of dollars. Details may not sum to total due to rounding.)				
	2005 Export Value	% of 2005 Value	2004 Export Value	% of 2004 Value
Total exports	905,978	100.0	818,775	100.0
Low-value estimates	20,538	2.2	18,286	2.2
US & foreign governments	1,963	0.2	2,620	0.3
Revisions	1,598	0.2	839	0.1
Identified exporters* (known value)	784,536	86.6	713,157	87.1
Exported merchandise in both 2004 and 2005	761,283	84.0	694,405	84.8
Exported merchandise in only 2004 or only 2005	23,252	2.6	18,751	2.3
Unidentified exports	97,343	10.7	83,873	10.2
*Number of Identified Exporters				
2005	2004	Exported in Both Years	Exported in 2005 Only	Exported in 2004 Only
239,094	232,828	155,039	84,055	77,789

Note: Percentages may not add up to 100.0 percent due to rounding.

information are taken from administrative records and census or survey data on file with the Census Bureau.

The pie chart on the previous page shows the distribution of known exports by company type in 2005. Manufacturers accounted for almost two-thirds of the known export value with 28 percent of the identified exporters.

The overall findings for 2005 and revised findings for 2004 are shown in Table 1, which shows the proportion of exports that were successfully matched to specific companies in the 2005 Business Register. The 2004 figures in this report are revised from data released in the 2003-2004 exporter profile. The revisions are based on the ability to match additional records.

Who Exports?

During 2005, less than 12 percent (26.8 thousand) of all identified exporters were multiple location companies; these companies accounted for almost 80 percent of the known export value (Exhibit 1a). In contrast, (212.3 thousand) single location companies, making up 88 percent of the exporting companies,

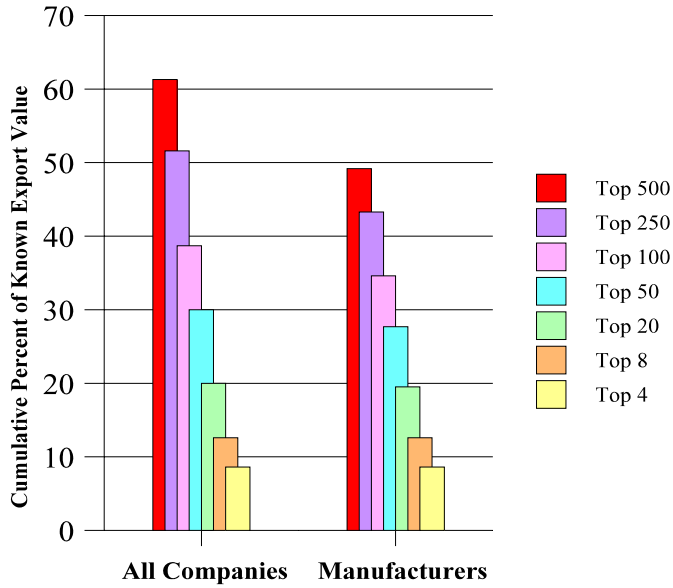
contributed 20 percent of the known export value. Trade with related parties accounted for 38 percent of the known export value by multiple location companies compared to 15 percent by single location companies (Exhibit 3a).

Exhibit 1a shows that manufacturers accounted for the largest portion of the 2005 known value, almost 65 percent. "Other companies" and wholesalers accounted for over 13 percent and almost 22 percent, respectively; unclassified exporters accounted for the remainder. The "other companies" category includes manufacturers of prepackaged software and books; freight forwarders and other transportation and warehousing firms, which often act as agents for the true exporter; business, engineering, and management services; oil and gas extraction companies; coal mining companies; and communication services companies.

The number of multiple location companies decreased by over 2 percent in 2005. All company types decreased except for wholesalers (1 percent increase); manufacturers decreased by 1 percent, "other

companies” by 5 percent, and unclassified companies by 61 percent. The number of multiple location companies with the “no. of employees unknown” increased by 28 percent in 2005; their manufacturers increased by 20 percent, wholesalers by 41 percent, and “other companies” by 22 percent.

2005 Export Concentration by Top Companies



The 2005 *Export Concentration by Top Companies* shows the export concentration by percent of known export value. Of the known export value for 2005, 61 percent was accounted for by the top 500 companies. Over half of the total known export value was accounted for by the top 250 exporters. The top 100 manufacturers contributed over one-third of the total known export value and over one-half of all exports by manufacturers.

Large-Sized Exporters

Large identified exporting companies (those employing 500 or more workers) were responsible for almost 71 percent of the known export value, and they represented almost 3 percent of all identified exporters (Exhibit 1a). Large companies also dominated manufacturers’ exports, with 4 percent of manufacturing exporters accounting for almost 85 percent of manufacturing export value. Similarly, large wholesalers, who comprise less than 1 percent of the wholesalers who export, accounted for almost 46 percent of the value of known exports by wholesalers. Large companies in the “other” category represented

over 3 percent of the identified exporters and over 48 percent of the known value in the “other” category. Roughly 42 percent of large manufacturers’ export value was to related parties (Exhibit 3a).

Among the company types, the top 50 manufacturers accounted for almost 43 percent of the known export value of the manufacturing sector. The top 50 firms represented over 37 percent of the known export value for wholesalers and about 36 percent of the known value for “other companies” (Exhibit 2a).

Small- and Medium-Sized Exporters

Small- and medium-sized exporters (those employing fewer than 500 workers, including number of employees unknown) comprised over 97 percent of all identified exporters and accounted for 29 percent of the known export value. The following findings were extracted from Exhibit 1a:

- Nearly 96 percent of manufacturing exporters were small- or medium-sized companies; they contributed almost 16 percent of the sector’s \$506 billion in exports.
- 99 percent of wholesalers were small- or medium-sized companies; they attained 54 percent of the sector’s \$171 billion in exports.
- Almost 97 percent of “other companies” were small- or medium-sized companies; they represented almost 52 percent of the sector’s \$105 billion in exports.

Export Markets

Compared with earlier Profiles, the 2005 Profile revised the country groups shown in Exhibits 5a, 5b, and 5c. Three countries were added to the Association of South East Asian Nations (ASEAN): Laos, Myanmar, and Vietnam. The country groups Europe, Euro Area, Africa, and Asia-Pacific Economic Cooperation (APEC) were added, while Western Europe, European Free Trade Association, Eastern Europe, and Former Soviet Republics have been removed.

Most identified exporting companies (58 percent) traded with only one foreign country. A small percentage of companies, 0.4 percent, shipped to 50 or more countries; these companies accounted for almost

half (49 percent) of the known export value (Exhibit 4a).

In 2005, about 84 percent of all companies exported to at least one of the top 25 U.S. trading partners. The largest number of companies shipped to Canada, followed by Mexico, the United Kingdom, Germany, and Japan. The order of the top 5 countries for U.S. exporters did not change from 2004 to 2005 (Exhibit 5a).

Exports by State

The Census Bureau releases data on exports by state based on the origin of movement (OM). The OM data series is based on where the goods began their movement to the port of exit as reported on the export document. Exhibit 6 shows the number of companies exporting from each state during 2004 and 2005 based upon the OM definition. (Note that the same company can be shown as exporting from multiple states.)

- In 2005, the top five states, based on the number of identified exporting companies, were California, Florida, New York, Texas, and Illinois. Exporters in these five states represented 41 percent of the total known export value.
- States recording the largest increases in known export value in 2005 were Hawaii (192 percent), Kansas (36 percent) Montana (35 percent), Oklahoma (35 percent) and Nevada (34 percent).

Comparison of 2004 and 2005 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 2004 to 2005. Below are a number of noteworthy year-to-year changes (Exhibits 1c and 5c):

- The number of identified exporting companies increased by 6,266 or almost 3 percent. The single location companies increased by 6,915 and the multiple location companies decreased by 649.
- The number of small- and medium-sized companies increased by almost 3 percent from 226.2 thousand in 2004 to 232.6 thousand in 2005, while the number of large companies

decreased by over 2 percent from 6,628 to 6,482.

- The number of wholesalers increased by over 3 percent from 77.3 thousand in 2004 to 79.9 thousand in 2005. Additionally, the number of manufacturers increased by less than 1 percent from 67.1 thousand in 2004 to 67.4 thousand in 2005.
- Among the top 25 U.S. trading partners, China (12 percent), India (12 percent), and Brazil (11 percent) showed the largest percentage increases in the number of identified exporting companies. Taiwan (-4 percent) and Japan (-3 percent) showed the largest declines in the number of exporters from 2004.

Some portion of these changes may reflect changes in the match rate rather than an actual change in the number of exporters. 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. Also, users should not assume that the 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 or different years might be somewhat misleading due to differences in the percent of value we were able to match to specific companies. In addition, the almost 11 percent increase in total export value from \$819 billion in 2004 to \$906 billion in 2005 had an uncertain effect on the match rate.

Copies of the exporter profiles are available by calling (301)763-2227 or at <http://www.census.gov/foreign-trade/aip/index.html#profile>.

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Technical Documentation

This section contains critical 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 affect the results.

Exhibit 1a
2005 Exports 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)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	784,536	100.0	100.0	100.0	239,094	100.0	100.0	100.0
no. employees unknown (3)	44,922	5.7	5.7	5.7	69,988	29.3	29.3	29.3
1 to 19 employees	55,582	7.1	12.8	12.8	99,677	41.7	71.0	71.0
20 to 49 employees	25,990	3.3	16.1	16.1	30,371	12.7	83.7	83.7
50 to 99 employees	24,883	3.2	19.3	19.3	15,955	6.7	90.3	90.3
100 to 249 employees	42,920	5.5	24.8	24.8	12,077	5.1	95.4	95.4
250 to 499 employees	34,196	4.4	29.1	29.1	4,544	1.9	97.3	97.3
500 or more employees	556,042	70.9	100.0	100.0	6,482	2.7	100.0	100.0
Manufacturers	505,660	64.5	64.5	100.0	67,413	28.2	28.2	100.0
no. employees unknown (3)	15,970	2.0	2.0	3.2	11,649	4.9	4.9	17.3
1 to 19 employees	5,009	0.6	2.7	4.1	21,505	9.0	13.9	49.2
20 to 49 employees	7,512	1.0	3.6	5.6	13,961	5.8	19.7	69.9
50 to 99 employees	9,589	1.2	4.9	7.5	8,391	3.5	23.2	82.3
100 to 249 employees	21,890	2.8	7.6	11.9	6,734	2.8	26.0	92.3
250 to 499 employees	18,397	2.3	10.0	15.5	2,435	1.0	27.1	95.9
500 or more employees	427,292	54.5	64.5	100.0	2,738	1.1	28.2	100.0
Wholesalers	170,612	21.7	21.7	100.0	79,903	33.4	33.4	100.0
no. employees unknown (3)	12,259	1.6	1.6	7.2	20,465	8.6	8.6	25.6
1 to 19 employees	34,134	4.4	5.9	27.2	43,030	18.0	26.6	79.5
20 to 49 employees	11,781	1.5	7.4	34.1	8,939	3.7	30.3	90.7
50 to 99 employees	10,200	1.3	8.7	40.1	3,693	1.5	31.8	95.3
100 to 249 employees	14,398	1.8	10.6	48.5	2,256	0.9	32.8	98.1
250 to 499 employees	9,942	1.3	11.8	54.3	761	0.3	33.1	99.1
500 or more employees	77,900	9.9	21.7	100.0	759	0.3	33.4	100.0
Other companies (4)	105,137	13.4	13.4	100.0	84,655	35.4	35.4	100.0
no. employees unknown (3)	14,056	1.8	1.8	13.4	31,087	13.0	13.0	36.7
1 to 19 employees	16,364	2.1	3.9	28.9	34,896	14.6	27.6	77.9
20 to 49 employees	6,530	0.8	4.7	35.1	7,446	3.1	30.7	86.7
50 to 99 employees	5,012	0.6	5.3	39.9	3,851	1.6	32.3	91.3
100 to 249 employees	6,616	0.8	6.2	46.2	3,072	1.3	33.6	94.9
250 to 499 employees	5,829	0.7	6.9	51.7	1,341	0.6	34.2	96.5
500 or more employees	50,729	6.5	13.4	100.0	2,962	1.2	35.4	100.0
Unclassified companies	3,127	0.4	0.4	100.0	7,123	3.0	3.0	100.0
Multiple location companies	622,972	79.4	79.4	100.0	26,830	11.2	11.2	100.0
no. employees unknown (3)	1,229	0.2	0.2	0.2	536	0.2	0.2	2.0
1 to 19 employees	3,745	0.5	0.6	0.8	2,647	1.1	1.3	11.9
20 to 49 employees	5,911	0.8	1.4	1.7	4,291	1.8	3.1	27.9
50 to 99 employees	9,321	1.2	2.6	3.2	4,421	1.8	5.0	44.3
100 to 249 employees	26,473	3.4	5.9	7.5	5,828	2.4	7.4	66.1
250 to 499 employees	26,647	3.4	9.3	11.8	3,274	1.4	8.8	78.3
500 or more employees	549,645	70.1	79.4	100.0	5,833	2.4	11.2	100.0
Manufacturers	452,027	57.6	57.6	100.0	10,670	4.5	4.5	100.0
no. employees unknown (3)	188	0.0	0.0	0.0	113	0.0	0.0	1.1
1 to 19 employees	213	0.0	0.1	0.1	366	0.2	0.2	4.5
20 to 49 employees	791	0.1	0.2	0.3	1,102	0.5	0.7	14.8
50 to 99 employees	2,719	0.3	0.5	0.9	1,781	0.7	1.4	31.5
100 to 249 employees	11,399	1.5	2.0	3.4	2,970	1.2	2.6	59.3
250 to 499 employees	14,050	1.8	3.7	6.5	1,767	0.7	3.4	75.9
500 or more employees	422,667	53.9	57.6	100.0	2,571	1.1	4.5	100.0

See footnotes at end of table.

Exhibit 1a
2005 Exports by Company Type and Employment Size - Continued

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)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	106,043	13.5	13.5	100.0	7,553	3.2	3.2	100.0
no. employees unknown (3)	213	0.0	0.0	0.2	215	0.1	0.1	2.8
1 to 19 employees	2,231	0.3	0.3	2.3	1,328	0.6	0.6	20.4
20 to 49 employees	2,800	0.4	0.7	4.9	1,840	0.8	1.4	44.8
50 to 99 employees	4,926	0.6	1.3	9.6	1,481	0.6	2.0	64.4
100 to 249 employees	10,581	1.3	2.6	19.6	1,368	0.6	2.6	82.5
250 to 499 employees	8,138	1.0	3.7	27.2	611	0.3	2.9	90.6
500 or more employees	77,154	9.8	13.5	100.0	710	0.3	3.2	100.0
Other companies (4)	64,479	8.2	8.2	100.0	8,519	3.6	3.6	100.0
no. employees unknown (3)	820	0.1	0.1	1.3	199	0.1	0.1	2.3
1 to 19 employees	1,289	0.2	0.3	3.3	933	0.4	0.5	13.3
20 to 49 employees	2,155	0.3	0.5	6.6	1,332	0.6	1.0	28.9
50 to 99 employees	1,603	0.2	0.7	9.1	1,144	0.5	1.5	42.4
100 to 249 employees	4,477	0.6	1.3	16.0	1,482	0.6	2.1	59.7
250 to 499 employees	4,430	0.6	1.9	22.9	892	0.4	2.5	70.2
500 or more employees	49,704	6.3	8.2	100.0	2,537	1.1	3.6	100.0
Unclassified companies	423	0.1	0.1	100.0	88	0.0	0.0	100.0
Single location companies	161,563	20.6	20.6	100.0	212,264	88.8	88.8	100.0
no. employees unknown (3)	43,693	5.6	5.6	27.0	69,452	29.0	29.0	32.7
1 to 19 employees	51,837	6.6	12.2	59.1	97,030	40.6	69.6	78.4
20 to 49 employees	20,079	2.6	14.7	71.6	26,080	10.9	80.5	90.7
50 to 99 employees	15,562	2.0	16.7	81.2	11,534	4.8	85.4	96.2
100 to 249 employees	16,447	2.1	18.8	91.4	6,249	2.6	88.0	99.1
250 to 499 employees	7,549	1.0	19.8	96.0	1,270	0.5	88.5	99.7
500 or more employees	6,397	0.8	20.6	100.0	649	0.3	88.8	100.0
Manufacturers	53,633	6.8	6.8	100.0	56,743	23.7	23.7	100.0
no. employees unknown (3)	15,782	2.0	2.0	29.4	11,536	4.8	4.8	20.3
1 to 19 employees	4,796	0.6	2.6	38.4	21,139	8.8	13.7	57.6
20 to 49 employees	6,722	0.9	3.5	50.9	12,859	5.4	19.0	80.2
50 to 99 employees	6,870	0.9	4.4	63.7	6,610	2.8	21.8	91.9
100 to 249 employees	10,491	1.3	5.7	83.3	3,764	1.6	23.4	98.5
250 to 499 employees	4,347	0.6	6.2	91.4	668	0.3	23.7	99.7
500 or more employees	4,624	0.6	6.8	100.0	167	0.1	23.7	100.0
Wholesalers	64,569	8.2	8.2	100.0	72,350	30.3	30.3	100.0
no. employees unknown (3)	12,046	1.5	1.5	18.7	20,250	8.5	8.5	28.0
1 to 19 employees	31,903	4.1	5.6	68.1	41,702	17.4	25.9	85.6
20 to 49 employees	8,981	1.1	6.7	82.0	7,099	3.0	28.9	95.4
50 to 99 employees	5,273	0.7	7.4	90.1	2,212	0.9	29.8	98.5
100 to 249 employees	3,816	0.5	7.9	96.1	888	0.4	30.2	99.7
250 to 499 employees	1,804	0.2	8.1	98.8	150	0.1	30.2	99.9
500 or more employees	746	0.1	8.2	100.0	49	0.0	30.3	100.0
Other companies (4)	40,658	5.2	5.2	100.0	76,136	31.8	31.8	100.0
no. employees unknown (3)	13,236	1.7	1.7	32.6	30,888	12.9	12.9	40.6
1 to 19 employees	15,075	1.9	3.6	69.6	33,963	14.2	27.1	85.2
20 to 49 employees	4,376	0.6	4.2	80.4	6,114	2.6	29.7	93.2
50 to 99 employees	3,409	0.4	4.6	88.8	2,707	1.1	30.8	96.8
100 to 249 employees	2,139	0.3	4.9	94.0	1,590	0.7	31.5	98.9
250 to 499 employees	1,398	0.2	5.1	97.5	449	0.2	31.7	99.4
500 or more employees	1,025	0.1	5.2	100.0	425	0.2	31.8	100.0
Unclassified companies	2,704	0.3	0.3	100.0	7,035	2.9	2.9	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g., wholesalers with less than 50 employees account for 34.1 percent of the total wholesalers known value and 90.7 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 2005.

(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.

Exhibit 1b
2004 Exports 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)	% 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	713,157	100.0	100.0	100.0	232,828	100.0	100.0	100.0
no. employees unknown (3)	36,932	5.2	5.2	5.2	65,277	28.0	28.0	28.0
1 to 19 employees	50,502	7.1	12.3	12.3	98,143	42.2	70.2	70.2
20 to 49 employees	25,015	3.5	15.8	15.8	30,338	13.0	83.2	83.2
50 to 99 employees	22,382	3.1	18.9	18.9	15,864	6.8	90.0	90.0
100 to 249 employees	38,556	5.4	24.3	24.3	11,986	5.1	95.2	95.2
250 to 499 employees	30,645	4.3	28.6	28.6	4,592	2.0	97.2	97.2
500 or more employees	509,124	71.4	100.0	100.0	6,628	2.8	100.0	100.0
Manufacturers	482,931	67.7	67.7	100.0	67,051	28.8	28.8	100.0
no. employees unknown (3)	13,200	1.9	1.9	2.7	11,003	4.7	4.7	16.4
1 to 19 employees	4,875	0.7	2.5	3.7	21,819	9.4	14.1	49.0
20 to 49 employees	6,909	1.0	3.5	5.2	13,963	6.0	20.1	69.8
50 to 99 employees	9,206	1.3	4.8	7.1	8,375	3.6	23.7	82.3
100 to 249 employees	20,429	2.9	7.7	11.3	6,586	2.8	26.5	92.1
250 to 499 employees	18,115	2.5	10.2	15.1	2,431	1.0	27.6	95.7
500 or more employees	410,197	57.5	67.7	100.0	2,874	1.2	28.8	100.0
Wholesalers	133,667	18.7	18.7	100.0	77,336	33.2	33.2	100.0
no. employees unknown (3)	9,588	1.3	1.3	7.2	18,885	8.1	8.1	24.4
1 to 19 employees	29,850	4.2	5.5	29.5	42,355	18.2	26.3	79.2
20 to 49 employees	11,717	1.6	7.2	38.3	8,862	3.8	30.1	90.6
50 to 99 employees	9,010	1.3	8.4	45.0	3,671	1.6	31.7	95.4
100 to 249 employees	11,670	1.6	10.1	53.7	2,208	0.9	32.6	98.2
250 to 499 employees	7,256	1.0	11.1	59.2	718	0.3	32.9	99.2
500 or more employees	54,575	7.7	18.7	100.0	637	0.3	33.2	100.0
Other companies (4)	90,328	12.7	12.7	100.0	80,499	34.6	34.6	100.0
no. employees unknown (3)	10,852	1.5	1.5	12.0	27,919	12.0	12.0	34.7
1 to 19 employees	15,701	2.2	3.7	29.4	33,733	14.5	26.5	76.6
20 to 49 employees	6,365	0.9	4.6	36.4	7,471	3.2	29.7	85.9
50 to 99 employees	4,027	0.6	5.2	40.9	3,771	1.6	31.3	90.6
100 to 249 employees	6,354	0.9	6.1	47.9	3,130	1.3	32.7	94.4
250 to 499 employees	5,082	0.7	6.8	53.6	1,413	0.6	33.3	96.2
500 or more employees	41,947	5.9	12.7	100.0	3,062	1.3	34.6	100.0
Unclassified companies	6,231	0.9	0.9	100.0	7,942	3.4	3.4	100.0
Multiple location companies	569,528	79.9	79.9	100.0	27,479	11.8	11.8	100.0
no. employees unknown (3)	382	0.1	0.1	0.1	418	0.2	0.2	1.5
1 to 19 employees	3,206	0.4	0.5	0.6	2,762	1.2	1.4	11.6
20 to 49 employees	5,299	0.7	1.2	1.6	4,564	2.0	3.3	28.2
50 to 99 employees	9,681	1.4	2.6	3.3	4,599	2.0	5.3	44.9
100 to 249 employees	24,216	3.4	6.0	7.5	5,947	2.6	7.9	66.6
250 to 499 employees	23,925	3.4	9.4	11.7	3,264	1.4	9.3	78.4
500 or more employees	502,819	70.5	79.9	100.0	5,925	2.5	11.8	100.0
Manufacturers	434,225	60.9	60.9	100.0	10,785	4.6	4.6	100.0
no. employees unknown (3)	106	0.0	0.0	0.0	94	0.0	0.0	0.9
1 to 19 employees	290	0.0	0.1	0.1	361	0.2	0.2	4.2
20 to 49 employees	729	0.1	0.2	0.3	1,118	0.5	0.7	14.6
50 to 99 employees	2,981	0.4	0.6	0.9	1,822	0.8	1.5	31.5
100 to 249 employees	10,889	1.5	2.1	3.5	2,936	1.3	2.7	58.7
250 to 499 employees	13,491	1.9	4.0	6.6	1,773	0.8	3.5	75.1
500 or more employees	405,738	56.9	60.9	100.0	2,681	1.2	4.6	100.0

See footnotes at end of table.

Exhibit 1b
2004 Exports by Company Type and Employment Size - Continued

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)	% 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	78,920	11.1	11.1	100.0	7,482	3.2	3.2	100.0
no. employees unknown (3)	176	0.0	0.0	0.2	152	0.1	0.1	2.0
1 to 19 employees	1,861	0.3	0.3	2.6	1,378	0.6	0.7	20.4
20 to 49 employees	2,802	0.4	0.7	6.1	1,952	0.8	1.5	46.5
50 to 99 employees	4,894	0.7	1.4	12.3	1,493	0.6	2.1	66.5
100 to 249 employees	8,815	1.2	2.6	23.5	1,356	0.6	2.7	84.6
250 to 499 employees	6,508	0.9	3.5	31.7	554	0.2	3.0	92.0
500 or more employees	53,864	7.6	11.1	100.0	597	0.3	3.2	100.0
Other companies (4)	53,516	7.5	7.5	100.0	8,985	3.9	3.9	100.0
no. employees unknown (3)	98	0.0	0.0	0.2	163	0.1	0.1	1.8
1 to 19 employees	1,040	0.1	0.2	2.1	1,002	0.4	0.5	13.0
20 to 49 employees	1,748	0.2	0.4	5.4	1,464	0.6	1.1	29.3
50 to 99 employees	1,666	0.2	0.6	8.5	1,242	0.5	1.7	43.1
100 to 249 employees	4,415	0.6	1.3	16.8	1,601	0.7	2.4	60.9
250 to 499 employees	3,734	0.5	1.8	23.7	910	0.4	2.7	71.0
500 or more employees	40,816	5.7	7.5	100.0	2,603	1.1	3.9	100.0
Unclassified companies	2,867	0.4	0.4	100.0	227	0.1	0.1	100.0
Single location companies	143,629	20.1	20.1	100.0	205,349	88.2	88.2	100.0
no. employees unknown (3)	36,550	5.1	5.1	25.4	64,859	27.9	27.9	31.6
1 to 19 employees	47,296	6.6	11.8	58.4	95,381	41.0	68.8	78.0
20 to 49 employees	19,716	2.8	14.5	72.1	25,774	11.1	79.9	90.6
50 to 99 employees	12,701	1.8	16.3	80.9	11,265	4.8	84.7	96.1
100 to 249 employees	14,340	2.0	18.3	90.9	6,039	2.6	87.3	99.0
250 to 499 employees	6,720	0.9	19.3	95.6	1,328	0.6	87.9	99.7
500 or more employees	6,305	0.9	20.1	100.0	703	0.3	88.2	100.0
Manufacturers	48,706	6.8	6.8	100.0	56,266	24.2	24.2	100.0
no. employees unknown (3)	13,094	1.8	1.8	26.9	10,909	4.7	4.7	19.4
1 to 19 employees	4,585	0.6	2.5	36.3	21,458	9.2	13.9	57.5
20 to 49 employees	6,179	0.9	3.3	49.0	12,845	5.5	19.4	80.4
50 to 99 employees	6,225	0.9	4.2	61.8	6,553	2.8	22.2	92.0
100 to 249 employees	9,540	1.3	5.6	81.4	3,650	1.6	23.8	98.5
250 to 499 employees	4,624	0.6	6.2	90.8	658	0.3	24.1	99.7
500 or more employees	4,460	0.6	6.8	100.0	193	0.1	24.2	100.0
Wholesalers	54,747	7.7	7.7	100.0	69,854	30.0	30.0	100.0
no. employees unknown (3)	9,412	1.3	1.3	17.2	18,733	8.0	8.0	26.8
1 to 19 employees	27,989	3.9	5.2	68.3	40,977	17.6	25.6	85.5
20 to 49 employees	8,915	1.3	6.5	84.6	6,910	3.0	28.6	95.4
50 to 99 employees	4,116	0.6	7.1	92.1	2,178	0.9	29.5	98.5
100 to 249 employees	2,855	0.4	7.5	97.3	852	0.4	29.9	99.7
250 to 499 employees	748	0.1	7.6	98.7	164	0.1	30.0	99.9
500 or more employees	711	0.1	7.7	100.0	40	0.0	30.0	100.0
Other companies (4)	36,811	5.2	5.2	100.0	71,514	30.7	30.7	100.0
no. employees unknown (3)	10,754	1.5	1.5	29.2	27,756	11.9	11.9	38.8
1 to 19 employees	14,660	2.1	3.6	69.0	32,731	14.1	26.0	84.6
20 to 49 employees	4,617	0.6	4.2	81.6	6,007	2.6	28.6	93.0
50 to 99 employees	2,361	0.3	4.5	88.0	2,529	1.1	29.6	96.5
100 to 249 employees	1,939	0.3	4.8	93.3	1,529	0.7	30.3	98.7
250 to 499 employees	1,348	0.2	5.0	96.9	503	0.2	30.5	99.4
500 or more employees	1,131	0.2	5.2	100.0	459	0.2	30.7	100.0
Unclassified companies	3,365	0.5	0.5	100.0	7,715	3.3	3.3	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 38.3 percent of the total wholesalers known value and 90.6 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 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.

Exhibit 1c
Percent Change Between the 2004 and 2005 Results

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			
	2004	2005	Net Diff.	% Change	2004	2005	Net Diff.	% Change
All identified companies	713,157	784,536	71,379	10.0	232,828	239,094	6,266	2.7
no. employees unknown (2)	36,932	44,922	7,990	21.6	65,277	69,988	4,711	7.2
1 to 19 employees	50,502	55,582	5,080	10.1	98,143	99,677	1,534	1.6
20 to 49 employees	25,015	25,990	975	3.9	30,338	30,371	33	0.1
50 to 99 employees	22,382	24,883	2,500	11.2	15,864	15,955	91	0.6
100 to 249 employees	38,556	42,920	4,364	11.3	11,986	12,077	91	0.8
250 to 499 employees	30,645	34,196	3,552	11.6	4,592	4,544	-48	-1.0
500 or more employees	509,124	556,042	46,918	9.2	6,628	6,482	-146	-2.2
Manufacturers	482,931	505,660	22,729	4.7	67,051	67,413	362	0.5
no. employees unknown (2)	13,200	15,970	2,770	21.0	11,003	11,649	646	5.9
1 to 19 employees	4,875	5,009	135	2.8	21,819	21,505	-314	-1.4
20 to 49 employees	6,909	7,512	604	8.7	13,963	13,961	-2	0.0
50 to 99 employees	9,206	9,589	383	4.2	8,375	8,391	16	0.2
100 to 249 employees	20,429	21,890	1,461	7.2	6,586	6,734	148	2.2
250 to 499 employees	18,115	18,397	282	1.6	2,431	2,435	4	0.2
500 or more employees	410,197	427,292	17,094	4.2	2,874	2,738	-136	-4.7
Wholesalers	133,667	170,612	36,945	27.6	77,336	79,903	2,567	3.3
no. employees unknown (2)	9,588	12,259	2,670	27.8	18,885	20,465	1,580	8.4
1 to 19 employees	29,850	34,134	4,283	14.3	42,355	43,030	675	1.6
20 to 49 employees	11,717	11,781	64	0.5	8,862	8,939	77	0.9
50 to 99 employees	9,010	10,200	1,190	13.2	3,671	3,693	22	0.6
100 to 249 employees	11,670	14,398	2,727	23.4	2,208	2,256	48	2.2
250 to 499 employees	7,256	9,942	2,686	37.0	718	761	43	6.0
500 or more employees	54,575	77,900	23,325	42.7	637	759	122	19.2
Other companies (3)	90,328	105,137	14,809	16.4	80,499	84,655	4,156	5.2
no. employees unknown (2)	10,852	14,056	3,204	29.5	27,919	31,087	3,168	11.3
1 to 19 employees	15,701	16,364	664	4.2	33,733	34,896	1,163	3.4
20 to 49 employees	6,365	6,530	166	2.6	7,471	7,446	-25	-0.3
50 to 99 employees	4,027	5,012	985	24.5	3,771	3,851	80	2.1
100 to 249 employees	6,354	6,616	262	4.1	3,130	3,072	-58	-1.9
250 to 499 employees	5,082	5,829	747	14.7	1,413	1,341	-72	-5.1
500 or more employees	41,947	50,729	8,782	20.9	3,062	2,962	-100	-3.3
Unclassified companies	6,231	3,127	-3,104	-49.8	7,942	7,123	-819	-10.3
Multiple location companies	569,528	622,972	53,445	9.4	27,479	26,830	-649	-2.4
no. employees unknown (2)	382	1,229	848	222.2	418	536	118	28.2
1 to 19 employees	3,206	3,745	539	16.8	2,762	2,647	-115	-4.2
20 to 49 employees	5,299	5,911	612	11.6	4,564	4,291	-273	-6.0
50 to 99 employees	9,681	9,321	-360	-3.7	4,599	4,421	-178	-3.9
100 to 249 employees	24,216	26,473	2,257	9.3	5,947	5,828	-119	-2.0
250 to 499 employees	23,925	26,647	2,722	11.4	3,264	3,274	10	0.3
500 or more employees	502,819	549,645	46,826	9.3	5,925	5,833	-92	-1.6
Manufacturers	434,225	452,027	17,802	4.1	10,785	10,670	-115	-1.1
no. employees unknown (2)	106	188	82	77.2	94	113	19	20.2
1 to 19 employees	290	213	-77	-26.4	361	366	5	1.4
20 to 49 employees	729	791	61	8.4	1,118	1,102	-16	-1.4
50 to 99 employees	2,981	2,719	-263	-8.8	1,822	1,781	-41	-2.3
100 to 249 employees	10,889	11,399	510	4.7	2,936	2,970	34	1.2
250 to 499 employees	13,491	14,050	559	4.1	1,773	1,767	-6	-0.3
500 or more employees	405,738	422,667	16,930	4.2	2,681	2,571	-110	-4.1

See footnotes at end of table.

Exhibit 1c
Percent Change Between the 2004 and 2005 Results - Continued

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			
	2004	2005	Net Diff.	% Change	2004	2005	Net Diff.	% Change
Multiple location companies								
Wholesalers	78,920	106,043	27,123	34.4	7,482	7,553	71	0.9
no. employees unknown (2)	176	213	37	20.8	152	215	63	41.4
1 to 19 employees	1,861	2,231	369	19.9	1,378	1,328	-50	-3.6
20 to 49 employees	2,802	2,800	-2	-0.1	1,952	1,840	-112	-5.7
50 to 99 employees	4,894	4,926	32	0.7	1,493	1,481	-12	-0.8
100 to 249 employees	8,815	10,581	1,766	20.0	1,356	1,368	12	0.9
250 to 499 employees	6,508	8,138	1,630	25.0	554	611	57	10.3
500 or more employees	53,864	77,154	23,290	43.2	597	710	113	18.9
Other companies (3)	53,516	64,479	10,963	20.5	8,985	8,519	-466	-5.2
no. employees unknown (2)	98	820	722	736.6	163	199	36	22.1
1 to 19 employees	1,040	1,289	249	24.0	1,002	933	-69	-6.9
20 to 49 employees	1,748	2,155	407	23.3	1,464	1,332	-132	-9.0
50 to 99 employees	1,666	1,603	-63	-3.8	1,242	1,144	-98	-7.9
100 to 249 employees	4,415	4,477	63	1.4	1,601	1,482	-119	-7.4
250 to 499 employees	3,734	4,430	697	18.7	910	892	-18	-2.0
500 or more employees	40,816	49,704	8,888	21.8	2,603	2,537	-66	-2.5
Unclassified companies	2,867	423	-2,443	-85.2	227	88	-139	-61.2
Single location companies	143,629	161,563	17,934	12.5	205,349	212,264	6,915	3.4
no. employees unknown (2)	36,550	43,693	7,143	19.5	64,859	69,452	4,593	7.1
1 to 19 employees	47,296	51,837	4,541	9.6	95,381	97,030	1,649	1.7
20 to 49 employees	19,716	20,079	363	1.8	25,774	26,080	306	1.2
50 to 99 employees	12,701	15,562	2,860	22.5	11,265	11,534	269	2.4
100 to 249 employees	14,340	16,447	2,107	14.7	6,039	6,249	210	3.5
250 to 499 employees	6,720	7,549	829	12.3	1,328	1,270	-58	-4.4
500 or more employees	6,305	6,397	92	1.5	703	649	-54	-7.7
Manufacturers	48,706	53,633	4,926	10.1	56,266	56,743	477	0.8
no. employees unknown (2)	13,094	15,782	2,688	20.5	10,909	11,536	627	5.7
1 to 19 employees	4,585	4,796	211	4.6	21,458	21,139	-319	-1.5
20 to 49 employees	6,179	6,722	543	8.8	12,845	12,859	14	0.1
50 to 99 employees	6,225	6,870	645	10.4	6,553	6,610	57	0.9
100 to 249 employees	9,540	10,491	952	10.0	3,650	3,764	114	3.1
250 to 499 employees	4,624	4,347	-277	-6.0	658	668	10	1.5
500 or more employees	4,460	4,624	165	3.7	193	167	-26	-13.5
Wholesalers	54,747	64,569	9,822	17.9	69,854	72,350	2,496	3.6
no. employees unknown (2)	9,412	12,046	2,634	28.0	18,733	20,250	1,517	8.1
1 to 19 employees	27,989	31,903	3,914	14.0	40,977	41,702	725	1.8
20 to 49 employees	8,915	8,981	65	0.7	6,910	7,099	189	2.7
50 to 99 employees	4,116	5,273	1,158	28.1	2,178	2,212	34	1.6
100 to 249 employees	2,855	3,816	961	33.6	852	888	36	4.2
250 to 499 employees	748	1,804	1,056	141.3	164	150	-14	-8.5
500 or more employees	711	746	34	4.8	40	49	9	22.5
Other companies (3)	36,811	40,658	3,847	10.4	71,514	76,136	4,622	6.5
no. employees unknown (2)	10,754	13,236	2,482	23.1	27,756	30,888	3,132	11.3
1 to 19 employees	14,660	15,075	415	2.8	32,731	33,963	1,232	3.8
20 to 49 employees	4,617	4,376	-241	-5.2	6,007	6,114	107	1.8
50 to 99 employees	2,361	3,409	1,048	44.4	2,529	2,707	178	7.0
100 to 249 employees	1,939	2,139	200	10.3	1,529	1,590	61	4.0
250 to 499 employees	1,348	1,398	50	3.7	503	449	-54	-10.7
500 or more employees	1,131	1,025	-107	-9.4	459	425	-34	-7.4
Unclassified companies	3,365	2,704	-661	-19.6	7,715	7,035	-680	-8.8

(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 or 2005.

(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

Exhibit 2a
Top Companies' Share of the 2005 Export Market
by Company Type

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	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)	% Change 2004-2005	
					Number of Exporters	Known Value
All identified companies	239,094	784,536	100.0	100.0	2.7	10.0
Top 4 companies	4	67,813	8.6	8.6	-	15.0
Top 8 companies	8	98,537	12.6	12.6	-	13.3
Top 20 companies	20	156,852	20.0	20.0	-	9.4
Top 50 companies	50	235,709	30.0	30.0	-	9.5
Top 100 companies	100	303,889	38.7	38.7	-	8.4
Top 250 companies	250	405,115	51.6	51.6	-	8.5
Top 500 companies	500	481,058	61.3	61.3	-	8.9
Top 1000 companies	1,000	550,838	70.2	70.2	-	9.0
Top 2000 companies	2,000	612,774	78.1	78.1	-	9.2
Manufacturers	67,413	505,660	64.5	100.0	0.5	4.7
Top 4 companies	4	67,813	8.6	13.4	-	15.0
Top 8 companies	8	98,537	12.6	19.5	-	13.3
Top 20 companies	20	152,877	19.5	30.2	-	10.5
Top 50 companies	50	217,020	27.7	42.9	-	8.2
Top 100 companies	100	271,282	34.6	53.6	-	7.0
Top 250 companies	250	340,082	43.3	67.3	-	5.3
Top 500 companies	500	386,236	49.2	76.4	-	4.9
Top 1000 companies	1,000	423,943	54.0	83.8	-	4.6
Top 2000 companies	2,000	453,605	57.8	89.7	-	4.5
Wholesalers	79,903	170,612	21.7	100.0	3.3	27.6
Top 4 companies	4	17,834	2.3	10.5	-	-0.3
Top 8 companies	8	28,207	3.6	16.5	-	7.7
Top 20 companies	20	45,252	5.8	26.5	-	20.0
Top 50 companies	50	63,375	8.1	37.1	-	26.5
Top 100 companies	100	78,821	10.0	46.2	-	29.7
Top 250 companies	250	98,557	12.6	57.8	-	29.9
Top 500 companies	500	112,627	14.4	66.0	-	30.0
Top 1000 companies	1,000	125,946	16.1	73.8	-	30.2
Top 2000 companies	2,000	138,231	17.6	81.0	-	29.6
Other companies (3)	84,655	105,137	13.4	100.0	5.2	16.4
Top 4 companies	4	8,863	1.1	8.4	-	16.4
Top 8 companies	8	14,045	1.8	13.4	-	11.6
Top 20 companies	20	23,647	3.0	22.5	-	11.6
Top 50 companies	50	37,514	4.8	35.7	-	15.0
Top 100 companies	100	48,251	6.2	45.9	-	14.7
Top 250 companies	250	63,394	8.1	60.3	-	15.1
Top 500 companies	500	74,309	9.5	70.7	-	15.8
Top 1000 companies	1,000	83,187	10.6	79.1	-	15.8
Top 2000 companies	2,000	90,407	11.5	86.0	-	15.9
Unclassified companies	7,123	3,127	0.4	100.0	-10.3	-49.8

(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 10.5 percent of the total value for all wholesalers.

(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.

Exhibit 2b
Top Companies' Share of the 2004 Export Market
by Company Type

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	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	232,828	713,157	100.0	100.0
Top 4 companies	4	58,947	8.3	8.3
Top 8 companies	8	86,961	12.2	12.2
Top 20 companies	20	143,382	20.1	20.1
Top 50 companies	50	215,215	30.2	30.2
Top 100 companies	100	280,279	39.3	39.3
Top 250 companies	250	373,273	52.3	52.3
Top 500 companies	500	441,921	62.0	62.0
Top 1000 companies	1,000	505,584	70.9	70.9
Top 2000 companies	2,000	561,124	78.7	78.7
Manufacturers	67,051	482,931	67.7	100.0
Top 4 companies	4	58,947	8.3	12.2
Top 8 companies	8	86,961	12.2	18.0
Top 20 companies	20	138,332	19.4	28.6
Top 50 companies	50	200,481	28.1	41.5
Top 100 companies	100	253,442	35.5	52.5
Top 250 companies	250	322,850	45.3	66.9
Top 500 companies	500	368,316	51.6	76.3
Top 1000 companies	1,000	405,419	56.8	83.9
Top 2000 companies	2,000	434,032	60.9	89.9
Wholesalers	77,336	133,667	18.7	100.0
Top 4 companies	4	17,886	2.5	13.4
Top 8 companies	8	26,192	3.7	19.6
Top 20 companies	20	37,725	5.3	28.2
Top 50 companies	50	50,101	7.0	37.5
Top 100 companies	100	60,749	8.5	45.4
Top 250 companies	250	75,887	10.6	56.8
Top 500 companies	500	86,607	12.1	64.8
Top 1000 companies	1,000	96,734	13.6	72.4
Top 2000 companies	2,000	106,621	15.0	79.8
Other companies (3)	80,499	90,328	12.7	100.0
Top 4 companies	4	7,612	1.1	8.4
Top 8 companies	8	12,584	1.8	13.9
Top 20 companies	20	21,188	3.0	23.5
Top 50 companies	50	32,615	4.6	36.1
Top 100 companies	100	42,058	5.9	46.6
Top 250 companies	250	55,078	7.7	61.0
Top 500 companies	500	64,150	9.0	71.0
Top 1000 companies	1,000	71,813	10.1	79.5
Top 2000 companies	2,000	78,031	10.9	86.4
Unclassified companies	7,942	6,231	0.9	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 13.4 percent of the total value for all wholesalers.

(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.

Exhibit 3a
2005 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	784,536	239,094	263,281	33.6	12.4	518,617	66.1	98.0	2,638	0.3	2.9
no. employees unknown (3)	44,922	69,988	8,494	18.9	8.3	36,283	80.8	97.2	145	0.3	1.6
1 to 19 employees	55,582	99,677	6,334	11.4	8.1	48,688	87.6	98.1	559	1.0	2.5
20 to 49 employees	25,990	30,371	2,756	10.6	13.2	23,024	88.6	98.7	210	0.8	2.6
50 to 99 employees	24,883	15,955	4,297	17.3	18.9	20,301	81.6	98.7	285	1.1	3.4
100 to 249 employees	42,920	12,077	8,163	19.0	28.8	34,580	80.6	98.8	177	0.4	5.0
250 to 499 employees	34,196	4,544	6,296	18.4	39.6	27,727	81.1	98.8	174	0.5	7.9
500 or more employees	556,042	6,482	226,941	40.8	54.4	328,014	59.0	98.8	1,088	0.2	15.5
Manufacturers	505,660	67,413	192,308	38.0	17.4	312,719	61.8	99.1	633	0.1	3.2
no. employees unknown (3)	15,970	11,649	3,786	23.7	12.6	12,158	76.1	98.2	26	0.2	1.2
1 to 19 employees	5,009	21,505	706	14.1	7.0	4,280	85.4	99.0	23	0.5	1.3
20 to 49 employees	7,512	13,961	676	9.0	12.3	6,822	90.8	99.3	15	0.2	2.0
50 to 99 employees	9,589	8,391	1,028	10.7	19.8	8,543	89.1	99.4	18	0.2	3.2
100 to 249 employees	21,890	6,734	4,180	19.1	32.2	17,664	80.7	99.5	47	0.2	5.2
250 to 499 employees	18,397	2,435	3,245	17.6	48.0	15,120	82.2	99.5	31	0.2	9.6
500 or more employees	427,292	2,738	178,687	41.8	74.5	248,132	58.1	99.7	473	0.1	23.7
Wholesalers	170,612	79,903	45,496	26.7	12.2	123,991	72.7	98.6	1,125	0.7	3.3
no. employees unknown (3)	12,259	20,465	1,511	12.3	7.8	10,700	87.3	98.3	47	0.4	1.6
1 to 19 employees	34,134	43,030	2,645	7.7	10.0	31,165	91.3	98.6	324	0.9	3.2
20 to 49 employees	11,781	8,939	985	8.4	17.0	10,761	91.3	99.1	35	0.3	4.1
50 to 99 employees	10,200	3,693	2,006	19.7	22.9	7,984	78.3	99.1	210	2.1	5.1
100 to 249 employees	14,398	2,256	2,447	17.0	32.0	11,885	82.5	99.1	66	0.5	7.1
250 to 499 employees	9,942	761	2,284	23.0	42.8	7,538	75.8	100.0	120	1.2	10.0
500 or more employees	77,900	759	33,618	43.2	61.7	43,958	56.4	99.7	323	0.4	21.9
Other companies (4)	105,137	84,655	24,832	23.6	9.1	79,426	75.5	96.7	878	0.8	2.4
no. employees unknown (3)	14,056	31,087	2,658	18.9	7.2	11,327	80.6	96.1	72	0.5	2.0
1 to 19 employees	16,364	34,896	2,969	18.1	6.5	13,184	80.6	96.9	211	1.3	2.5
20 to 49 employees	6,530	7,446	1,067	16.3	10.4	5,302	81.2	97.3	161	2.5	2.1
50 to 99 employees	5,012	3,851	1,230	24.5	13.2	3,726	74.3	97.0	57	1.1	2.4
100 to 249 employees	6,616	3,072	1,535	23.2	18.9	5,017	75.8	96.9	64	1.0	3.1
250 to 499 employees	5,829	1,341	748	12.8	22.7	5,058	86.8	96.9	23	0.4	3.7
500 or more employees	50,729	2,962	14,625	28.8	34.3	35,813	70.6	97.8	291	0.6	6.3
Unclassified companies	3,127	7,123	645	20.6	7.2	2,481	79.3	97.0	2	0.1	0.6
Multiple location companies	622,972	26,830	238,902	38.3	32.2	382,290	61.4	98.7	1,781	0.3	7.4
no. employees unknown (3)	1,229	536	292	23.8	13.6	936	76.1	97.4	1	0.1	3.2
1 to 19 employees	3,745	2,647	732	19.6	12.5	2,926	78.1	98.4	86	2.3	2.4
20 to 49 employees	5,911	4,291	529	8.9	16.7	5,248	88.8	98.8	135	2.3	2.8
50 to 99 employees	9,321	4,421	2,372	25.4	21.5	6,743	72.3	98.7	206	2.2	4.5
100 to 249 employees	26,473	5,828	4,333	16.4	31.9	22,014	83.2	98.7	126	0.5	5.6
250 to 499 employees	26,647	3,274	5,226	19.6	42.2	21,266	79.8	98.7	155	0.6	8.7
500 or more employees	549,645	5,833	225,417	41.0	57.1	323,157	58.8	98.9	1,071	0.2	16.7
Manufacturers	452,027	10,670	182,402	40.4	43.7	269,128	59.5	99.6	497	0.1	10.2
no. employees unknown (3)	188	113	16	8.3	14.2	(5) 172	(5) 91.7	100.0	(D)	(D)	1.8
1 to 19 employees	213	366	70	32.6	12.6	(5) 143	(5) 67.4	99.5	(D)	(D)	2.5
20 to 49 employees	791	1,102	73	9.2	17.5	716	90.6	99.5	2	0.2	2.2
50 to 99 employees	2,719	1,781	425	15.6	25.7	2,289	84.2	99.4	4	0.2	3.7
100 to 249 employees	11,399	2,970	1,678	14.7	36.9	9,709	85.2	99.6	12	0.1	5.8
250 to 499 employees	14,050	1,767	2,562	18.2	51.0	11,467	81.6	99.6	21	0.1	10.6
500 or more employees	422,667	2,571	177,579	42.0	75.7	244,632	57.9	99.7	457	0.1	24.5
Wholesalers	106,043	7,553	39,033	36.8	27.1	66,324	62.5	99.3	687	0.6	7.0
no. employees unknown (3)	213	215	47	22.0	16.3	166	77.9	98.1	0	0.1	3.3
1 to 19 employees	2,231	1,328	331	14.8	14.2	1,880	84.3	98.7	20	0.9	2.9
20 to 49 employees	2,800	1,840	258	9.2	19.6	2,533	90.4	99.3	10	0.4	3.5
50 to 99 employees	4,926	1,481	1,568	31.8	22.0	(5) 3,358	(5) 68.2	99.5	(D)	(D)	6.1
100 to 249 employees	10,581	1,368	1,408	13.3	31.4	9,119	86.2	99.1	54	0.5	7.5
250 to 499 employees	8,138	611	1,950	24.0	42.9	(5) 6,188	(5) 76.0	100.0	(D)	(D)	10.0
500 or more employees	77,154	710	33,471	43.4	62.8	(5) 43,683	(5) 56.6	99.7	(D)	(D)	23.1

See footnotes at end of table.

Exhibit 3a
2005 Exports to Related Parties
by Company Type and Employment Size - Continued

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)
Multiple location companies											
Other companies (4)	64,479	8,519	17,380	27.0	22.5	46,502	72.1	97.1	597	0.9	4.2
no. employees unknown (3)	820	199	(D)	(D)	10.1 (5)	820	(5) 99.9	95.0	1	0.1	3.5
1 to 19 employees	1,289	933	330	25.6	10.3 (5)	959	(5) 74.4	97.4	(D)	(D)	1.5
20 to 49 employees	2,155	1,332	171	7.9	11.9 (5)	1,983	(5) 92.1	97.3	(D)	(D)	2.3
50 to 99 employees	1,603	1,144	(D)	(D)	14.2 (5)	1,565	(5) 97.7	96.7	37	2.3	3.5
100 to 249 employees	4,477	1,482	1,245	27.8	22.2	3,172	70.8	96.6	61	1.4	3.4
250 to 499 employees	4,430	892	697	15.7	24.1	3,715	83.9	96.2	18	0.4	3.9
500 or more employees	49,704	2,537	14,357	28.9	36.9	35,056	70.5	98.0	291	0.6	7.0
Unclassified companies	423	88	87	20.6	22.7	336	79.3	100.0	0	0.1	10.2
Single location companies	161,563	212,264	24,379	15.1	9.9	136,327	84.4	97.9	857	0.5	2.3
no. employees unknown (3)	43,693	69,452	8,201	18.8	8.2	35,348	80.9	97.2	144	0.3	1.6
1 to 19 employees	51,837	97,030	5,602	10.8	8.0	45,762	88.3	98.1	473	0.9	2.5
20 to 49 employees	20,079	26,080	2,227	11.1	12.6	17,776	88.5	98.7	75	0.4	2.6
50 to 99 employees	15,562	11,534	1,925	12.4	18.0	13,558	87.1	98.7	78	0.5	3.0
100 to 249 employees	16,447	6,249	3,830	23.3	25.9	12,566	76.4	98.8	51	0.3	4.4
250 to 499 employees	7,549	1,270	1,070	14.2	33.0	6,461	85.6	98.8	19	0.2	6.0
500 or more employees	6,397	649	1,524	23.8	29.9	4,856	75.9	97.8	17	0.3	4.6
Manufacturers	53,633	56,743	9,906	18.5	12.4	43,590	81.3	99.0	137	0.3	1.9
no. employees unknown (3)	15,782	11,536	3,771	23.9	12.6 (5)	12,011	(5) 76.1	98.2	(D)	(D)	1.2
1 to 19 employees	4,796	21,139	637	13.3	6.9 (5)	4,159	(5) 86.7	98.9	(D)	(D)	1.2
20 to 49 employees	6,722	12,859	603	9.0	11.8	6,105	90.8	99.3	13	0.2	2.0
50 to 99 employees	6,870	6,610	603	8.8	18.2	6,254	91.0	99.3	14	0.2	3.0
100 to 249 employees	10,491	3,764	2,501	23.8	28.6	7,955	75.8	99.4	35	0.3	4.7
250 to 499 employees	4,347	668	683	15.7	39.8	3,653	84.0	99.1	11	0.2	6.7
500 or more employees	4,624	167	1,108	24.0	55.1	3,500	75.7	100.0	16	0.3	11.4
Wholesalers	64,569	72,350	6,463	10.0	10.7	57,667	89.3	98.6	438	0.7	2.9
no. employees unknown (3)	12,046	20,250	1,465	12.2	7.7	10,534	87.5	98.3	47	0.4	1.6
1 to 19 employees	31,903	41,702	2,314	7.3	9.8	29,285	91.8	98.6	304	1.0	3.2
20 to 49 employees	8,981	7,099	728	8.1	16.3	8,228	91.6	99.0	25	0.3	4.2
50 to 99 employees	5,273	2,212	437	8.3	23.5 (5)	4,836	(5) 91.7	98.8	(D)	(D)	4.4
100 to 249 employees	3,816	888	1,038	27.2	33.0	2,765	72.5	99.1	13	0.3	6.4
250 to 499 employees	1,804	150	335	18.6	42.7 (5)	1,470	(5) 81.4	100.0	(D)	(D)	10.0
500 or more employees	746	49	147	19.8	44.9 (5)	599	(5) 80.2	100.0	(D)	(D)	4.1
Other companies (4)	40,658	76,136	7,452	18.3	7.6	32,924	81.0	96.6	281	0.7	2.2
no. employees unknown (3)	13,236	30,888	(D)	(D)	7.2 (5)	13,165	(5) 99.5	96.2	71	0.5	2.0
1 to 19 employees	15,075	33,963	2,639	17.5	6.4 (5)	12,436	(5) 82.5	96.9	(D)	(D)	2.5
20 to 49 employees	4,376	6,114	896	20.5	10.1 (5)	3,479	(5) 79.5	97.3	(D)	(D)	2.0
50 to 99 employees	3,409	2,707	(D)	(D)	12.8 (5)	3,389	(5) 99.4	97.1	20	0.6	1.9
100 to 249 employees	2,139	1,590	291	13.6	15.9	1,845	86.3	97.2	3	0.2	2.7
250 to 499 employees	1,398	449	52	3.7	19.8	1,342	96.0	98.2	4	0.3	3.3
500 or more employees	1,025	425	267	26.1	18.4	757	73.9	96.7	0	0.0	2.1
Unclassified companies	2,704	7,035	557	20.6	7.0	2,145	79.3	96.9	1	0.1	0.5

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

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

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2005.

(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.

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.

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

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	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.

Exhibit 4a
2005 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	784,536	239,094	4.7	58.0	6.6	25.8	6.7	8.9	14.3	5.5	18.4	1.4	49.3	0.4
no. employees unknown(2)	44,922	69,988	21.5	72.9	19.5	19.4	16.2	4.9	23.2	2.3	14.9	0.4	4.7	0.0
1 to 19 employees	55,582	99,677	25.3	60.2	28.8	28.1	21.1	8.1	19.0	3.3	5.2	0.3	0.7	0.0
20 to 49 employees	25,990	30,371	11.6	46.1	23.1	31.0	22.2	13.1	29.3	8.5	10.8	1.2	3.0	0.1
50 to 99 employees	24,883	15,955	10.7	40.5	17.7	30.2	22.3	14.9	30.3	11.7	17.0	2.6	2.0	0.2
100 to 249 employees	42,920	12,077	5.1	34.1	10.6	28.2	15.7	15.6	44.7	16.1	19.4	5.3	4.5	0.7
250 to 499 employees	34,196	4,544	4.0	28.9	8.1	25.8	12.1	15.4	32.8	19.3	35.4	9.4	7.6	1.2
500 or more employees	556,042	6,482	0.6	25.9	1.7	20.5	2.1	12.3	8.2	16.6	19.2	14.7	68.1	10.0
Manufacturers	505,660	67,413	1.5	43.5	3.3	29.7	4.1	13.0	10.4	9.9	18.1	3.0	62.6	0.9
no. employees unknown(2)	15,970	11,649	9.0	58.0	12.2	25.7	15.9	9.2	25.2	5.8	26.4	1.2	11.3	0.2
1 to 19 employees	5,009	21,505	28.5	54.3	30.4	30.7	19.8	10.3	18.5	4.5	(4) 2.8	0.2	(D)	0.0
20 to 49 employees	7,512	13,961	11.9	41.8	22.1	32.8	25.7	14.3	32.7	9.8	(4) 7.6	1.3	(D)	0.0
50 to 99 employees	9,589	8,391	8.6	33.8	19.3	32.3	22.7	16.6	36.2	13.9	11.8	3.1	1.5	0.2
100 to 249 employees	21,890	6,734	4.9	24.2	12.2	30.3	18.4	18.9	37.0	19.2	22.3	6.6	5.2	0.8
250 to 499 employees	18,397	2,435	4.3	16.6	9.0	25.9	13.9	18.1	34.9	25.3	31.0	12.6	6.8	1.5
500 or more employees	427,292	2,738	0.3	8.3	1.3	15.8	1.5	13.3	6.4	21.7	17.5	23.6	73.0	17.3
Wholesalers	170,612	79,903	7.5	53.2	11.1	30.2	11.0	9.9	21.1	5.5	18.3	1.1	31.0	0.2
no. employees unknown(2)	12,259	20,465	25.3	68.6	22.3	23.2	20.7	5.6	24.4	2.3	6.5	0.3	0.8	0.0
1 to 19 employees	34,134	43,030	22.0	53.1	29.1	32.8	22.1	9.6	20.8	4.1	5.7	0.4	0.3	0.0
20 to 49 employees	11,781	8,939	9.5	38.4	23.3	34.0	20.7	15.5	31.1	10.3	10.4	1.6	5.1	0.2
50 to 99 employees	10,200	3,693	5.2	34.1	14.3	32.5	26.9	17.2	26.0	12.9	25.7	3.1	1.9	0.2
100 to 249 employees	14,398	2,256	1.8	29.3	6.4	29.2	12.3	16.0	56.3	18.7	18.4	6.1	4.8	0.8
250 to 499 employees	9,942	761	1.4	23.4	4.9	26.0	8.2	18.0	28.0	22.3	53.8	9.1	3.9	1.2
500 or more employees	77,900	759	0.1	12.4	1.0	17.9	1.2	13.8	11.2	20.9	21.3	22.0	65.2	12.9
Other companies (3)	105,137	84,655	14.3	72.3	14.9	19.4	12.1	5.2	21.9	2.5	(4) 36.8	0.5	(D)	0.1
no. employees unknown(2)	14,056	31,087	30.4	80.2	25.3	15.2	12.1	3.2	20.2	1.2	10.8	0.2	1.3	0.0
1 to 19 employees	16,364	34,896	31.0	72.6	27.6	20.7	19.3	5.0	15.5	1.6	(4) 6.6	0.2	(D)	0.0
20 to 49 employees	6,530	7,446	15.1	63.4	24.6	24.1	21.6	8.1	22.9	3.9	(4) 15.8	0.4	(D)	0.0
50 to 99 employees	5,012	3,851	25.6	61.0	21.9	23.3	12.2	8.7	27.7	5.8	9.7	1.1	3.0	0.1
100 to 249 employees	6,616	3,072	13.2	59.4	14.5	23.0	14.0	8.2	45.4	7.6	11.8	1.7	1.2	0.1
250 to 499 employees	5,829	1,341	7.2	54.1	10.9	25.7	12.5	9.0	34.4	6.8	18.3	3.9	16.7	0.5
500 or more employees	50,729	2,962	4.1	45.3	6.5	25.5	8.3	11.1	19.3	10.8	30.9	4.6	30.8	2.6
Unclassified companies	3,127	7,123	30.1	78.6	18.7	16.2	18.0	3.6	21.2	1.2	(4) 12.0	0.3	(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 2005.

(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.

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.

Exhibit 5a
2005 Exports by Company Employment Size
to World Areas and Selected 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.

Country of Destination	Total Value	Known Value (1)	Number of Exporters	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
				Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters
All countries	905,978	784,536	239,094	44,922	69,988	55,582	99,677	25,990	30,371	24,883	15,955	42,920	12,077	34,196	4,544	556,042	6,482
Top 25 countries	776,576	672,676	200,772	35,108	53,068	42,439	84,020	21,430	27,448	20,136	14,635	36,560	11,188	27,889	4,281	489,114	6,132
Canada	211,931	157,558	83,727	5,470	12,710	6,064	33,909	3,769	14,335	4,758	8,367	6,921	6,856	6,373	2,903	124,203	4,647
Mexico	120,049	105,633	43,158	6,866	9,704	6,457	13,830	3,622	6,329	3,495	4,136	5,654	4,038	4,520	1,898	75,019	3,223
Japan	55,410	52,221	26,933	2,494	5,163	4,207	8,845	1,548	3,968	2,139	2,561	3,905	2,624	2,625	1,237	35,303	2,535
China	41,837	39,419	23,923	2,427	4,697	4,372	7,230	1,376	3,563	1,294	2,358	2,442	2,528	1,997	1,251	25,512	2,296
United Kingdom	38,629	34,786	39,749	2,218	7,365	2,180	13,121	1,660	6,566	1,255	4,158	1,882	3,816	1,700	1,674	23,890	3,049
Federal Republic of Germany	34,149	31,371	28,920	1,734	5,390	2,133	9,156	929	4,591	759	2,959	1,511	2,912	1,320	1,325	22,986	2,587
Korea, South	27,670	25,005	18,941	1,082	3,424	1,756	5,956	851	2,721	618	1,878	2,907	1,912	986	967	16,805	2,083
Netherlands	26,496	24,703	15,939	1,899	2,647	1,208	4,502	502	2,460	394	1,767	1,295	1,797	728	878	18,678	1,888
France	22,402	20,735	17,601	1,024	3,052	785	5,122	638	2,809	379	1,862	868	1,917	592	880	16,449	1,959
Taiwan	22,050	20,348	16,924	792	2,857	1,083	4,934	618	2,640	429	1,766	1,249	1,883	1,091	883	15,086	1,961
Singapore	20,646	19,212	17,386	674	2,886	706	4,845	344	2,842	449	1,899	635	1,981	742	939	15,662	1,994
Belgium	18,605	17,421	10,818	782	1,794	1,244	2,955	281	1,436	271	1,158	621	1,254	610	666	13,611	1,555
Hong Kong	16,323	15,045	21,412	994	3,968	2,103	6,899	1,308	3,232	654	2,095	986	2,101	876	1,014	8,124	2,103
Australia	15,771	13,969	23,946	990	4,077	597	7,165	441	3,944	340	2,626	656	2,545	594	1,238	10,350	2,351
Brazil	15,345	14,411	12,685	1,192	2,412	1,143	3,196	391	1,790	360	1,277	611	1,452	361	767	10,353	1,791
Italy	11,512	10,449	17,176	574	2,846	721	5,077	367	2,754	390	1,845	761	1,880	381	886	7,255	1,888
Switzerland	10,740	9,607	10,112	498	1,575	1,018	2,952	665	1,587	203	1,034	468	1,064	186	543	6,568	1,357
Malaysia	10,451	9,988	9,234	262	1,458	340	2,222	329	1,400	184	966	453	1,158	296	584	8,124	1,446
Israel	9,732	7,070	12,458	539	1,993	1,462	3,694	262	1,893	205	1,289	468	1,397	260	648	3,874	1,544
Ireland	9,335	8,870	7,771	374	1,113	198	1,797	138	1,279	215	916	278	944	249	480	7,418	1,242
United Arab Emirates	8,477	7,889	10,008	346	2,024	606	2,941	286	1,332	134	923	200	955	216	516	6,101	1,317
India	7,958	7,365	12,566	754	2,287	896	3,565	356	1,823	345	1,259	587	1,348	415	644	4,011	1,640
Thailand	7,233	6,715	9,612	333	1,473	404	2,325	288	1,424	408	1,034	420	1,192	340	621	4,523	1,543
Spain	6,934	6,239	12,522	436	2,037	521	3,449	315	1,998	338	1,370	387	1,385	256	657	3,987	1,626
Philippines	6,893	6,645	6,278	355	1,000	236	1,437	147	818	118	614	395	755	175	399	5,220	1,255
All other countries	129,402	111,860	95,703	9,814	26,775	13,142	35,990	4,560	12,624	4,747	7,297	6,360	6,261	6,307	2,579	66,928	4,177
North America	331,979	263,192	111,340	12,336	21,629	12,520	44,467	7,391	17,908	8,253	10,377	12,576	8,376	10,893	3,421	199,222	5,162
Europe	211,168	192,446	93,348	11,965	22,492	13,285	35,266	6,739	13,830	5,706	7,999	9,711	6,733	7,268	2,705	137,773	4,323
Euro Area	137,380	126,640	64,000	7,343	14,097	7,410	23,057	3,473	9,878	2,959	5,914	6,056	5,246	4,409	2,176	94,990	3,632
European Union	186,342	170,416	85,931	10,269	20,037	10,285	32,173	5,548	12,973	4,542	7,537	8,611	6,425	6,562	2,599	124,599	4,187
Africa	15,524	13,915	19,003	926	4,178	1,133	5,720	455	2,618	456	1,744	680	1,836	744	854	9,521	2,053
OECD - Europe	199,132	181,912	88,382	10,769	20,636	11,786	33,369	6,324	13,267	5,016	7,727	9,189	6,534	6,902	2,632	131,926	4,217
Pacific Rim Countries	222,949	207,139	85,770	10,426	20,380	15,925	33,089	7,218	12,661	6,424	7,111	13,965	6,083	9,616	2,537	143,565	3,909
Asia - Near East	31,892	26,573	28,109	1,830	6,077	3,149	9,251	927	4,051	635	2,622	1,276	2,598	828	1,159	17,928	2,351
Asia - NICS	86,689	79,610	48,157	3,542	10,195	5,648	17,325	3,121	7,379	2,151	4,431	5,777	4,026	3,695	1,777	55,677	3,024
Asia - South	10,007	9,052	15,359	1,044	2,956	1,064	4,535	451	2,214	445	1,510	740	1,548	576	773	4,732	1,823
ASEAN	49,595	46,649	30,789	1,891	5,968	2,313	9,638	1,338	4,985	1,304	3,126	2,190	3,107	1,726	1,412	35,888	2,553
APEC	574,681	488,175	168,891	24,029	41,494	30,166	70,153	15,296	24,217	15,807	13,150	27,440	10,163	21,388	3,975	354,049	5,739
South/Central America	72,152	63,678	58,207	5,952	15,426	7,803	20,824	2,451	7,575	2,476	4,689	3,473	4,310	3,834	1,948	37,689	3,435
20 Latin Amer. Republics	182,298	161,356	74,006	12,002	19,899	12,804	26,216	5,595	9,991	5,626	6,115	8,472	5,512	7,626	2,420	109,231	3,853
Cent. Am. Common Market	12,118	10,685	14,359	1,112	3,012	1,177	4,603	344	1,738	556	1,246	582	1,321	791	707	6,123	1,732
LAFTA	162,253	143,569	64,342	10,176	16,735	10,788	22,294	4,904	8,879	4,731	5,459	7,281	5,059	6,151	2,251	99,537	3,665
NATO Allies	406,217	335,317	142,605	15,900	30,991	17,434	58,350	9,907	21,895	9,669	12,229	15,886	9,672	13,078	3,805	253,442	5,663
OPEC	32,048	28,372	26,966	2,205	6,543	3,295	8,890	999	3,524	759	2,251	1,188	2,296	1,073	1,102	18,852	2,360

(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 2005.

Exhibit 5a
2005 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2005):

North America -

Canada, Mexico.

Europe -

Albania, Andorra, Armenia, Austria, Azerbaijan, Belarus, Belgium, Bosnia-Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Germany, Georgia, Gibraltar, Greece, Hungary, Iceland, Ireland, Italy, Kazakhstan, Kyrgyzstan, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Macedonia, Moldova, Monaco, Netherlands, Norway, Poland, Portugal, Romania, Russia, San Marino, Serbia and Montenegro, Slovakia, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, Tajikistan, Turkmenistan, Ukraine, United Kingdom, Uzbekistan, Vatican City.

Euro Area -

Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain.

European Union -

Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

Africa -

Algeria, Angola, Benin, Botswana, British Indian Ocean Territories, Burkina, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo (Brazzaville), Congo (Kinshasa), Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, French Southern and Antarctic Lands, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Ivory Coast, Kenya, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Morocco, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, St. Helena, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe.

Organization for Economic Co-operation and Development in Europe (OECD) -

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, 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) -

Hong Kong, Korea, Singapore, Taiwan.

Asia - South -

Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

Association of South East Asian Nations (ASEAN) -

Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

Asia - Pacific Economic Cooperation (APEC) -

Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Korea, Malaysia, Mexico, New Zealand, Papua New Guinea, Peru, Philippines, Russia, Singapore, Taiwan, Vietnam.

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.

Latin American Free Trade Association (LAFTA) -

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.

OPEC -

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

**Exhibit 5b
2004 Exports by Company Employment Size
to World Areas and Selected 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.

Country of Destination	Total Value	Known Value (1)	Number of Exporters	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
				Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters
All countries	818,775	713,157	232,828	36,932	65,277	50,502	98,143	25,015	30,338	22,382	15,864	38,556	11,986	30,645	4,592	509,124	6,628
Top 25 countries	710,783	618,551	198,990	28,972	50,868	39,637	84,000	19,841	27,623	18,385	14,593	32,604	11,213	25,870	4,348	453,242	6,345
Canada	189,880	145,901	84,541	4,556	12,176	6,691	34,342	3,675	14,562	3,660	8,444	6,370	7,062	6,159	3,019	114,791	4,936
Mexico	110,775	97,462	42,634	5,232	9,227	6,700	13,843	3,867	6,215	2,721	4,159	4,352	4,028	4,943	1,898	69,646	3,264
Japan	54,400	50,963	27,651	2,284	5,312	3,675	9,014	1,476	4,092	2,705	2,694	3,400	2,671	1,923	1,271	35,501	2,597
United Kingdom	35,960	32,310	40,123	2,148	7,519	2,203	13,254	1,354	6,671	1,010	4,119	1,920	3,763	1,401	1,675	22,276	3,122
China	34,721	32,380	21,388	1,804	4,150	3,351	6,473	1,105	3,178	1,278	2,147	1,849	2,183	1,981	1,097	21,012	2,160
Federal Republic of Germany	31,381	28,600	28,196	1,230	5,147	1,719	8,894	828	4,534	884	2,905	1,334	2,795	1,121	1,337	21,483	2,584
Korea, South	26,333	23,784	18,360	826	3,243	2,041	5,710	802	2,686	611	1,801	2,536	1,887	855	930	16,112	2,103
Netherlands	24,286	22,938	15,814	1,454	2,646	841	4,328	380	2,517	323	1,740	1,126	1,791	775	856	18,039	1,936
Taiwan	21,731	18,930	17,543	988	3,077	1,036	5,228	524	2,756	662	1,777	1,177	1,837	1,006	880	13,538	1,988
France	21,240	19,639	17,853	907	2,993	685	5,210	542	2,865	324	1,923	677	1,915	482	929	16,020	2,018
Singapore	19,601	17,849	17,106	631	2,886	660	4,783	339	2,776	319	1,894	768	1,924	476	886	14,655	1,957
Belgium	16,877	15,828	10,671	680	1,796	908	2,876	328	1,524	274	1,106	563	1,174	491	637	12,585	1,558
Hong Kong	15,809	14,452	21,434	937	3,944	1,735	6,943	1,312	3,197	683	2,168	1,133	2,082	881	1,034	7,771	2,066
Australia	14,271	12,544	22,854	703	3,827	470	6,674	395	3,831	314	2,522	792	2,477	459	1,169	9,411	2,354
Brazil	13,863	13,077	11,475	850	1,988	1,123	2,945	273	1,568	342	1,164	505	1,371	292	730	9,693	1,709
Malaysia	10,897	10,317	8,975	370	1,425	327	2,111	156	1,329	174	968	319	1,133	347	568	8,623	1,441
Italy	10,711	9,840	17,022	458	2,858	685	5,000	315	2,781	299	1,766	734	1,821	369	895	6,981	1,901
Switzerland	9,268	8,478	9,954	460	1,587	1,106	2,868	374	1,542	295	990	431	1,063	220	544	5,591	1,360
Israel	9,198	6,799	11,900	520	1,965	1,079	3,414	302	1,816	224	1,255	657	1,292	280	649	3,738	1,509
Ireland	8,166	7,741	7,644	279	1,149	144	1,650	223	1,249	150	921	210	904	241	490	6,495	1,281
Philippines	7,072	6,652	6,240	299	1,001	249	1,426	165	760	114	637	266	744	117	406	5,443	1,266
Spain	6,640	6,005	12,019	391	1,918	566	3,372	230	1,917	271	1,300	409	1,333	187	622	3,951	1,557
Thailand	6,363	5,795	9,177	293	1,414	334	2,237	262	1,318	343	974	350	1,135	399	602	3,815	1,497
India	6,095	5,585	11,255	382	1,924	750	3,174	246	1,701	299	1,109	347	1,198	293	578	3,267	1,571
Saudi Arabia	5,245	4,682	6,739	290	1,230	562	1,777	366	856	106	644	381	722	175	387	2,802	1,123
All other countries	107,992	94,605	88,328	7,960	23,420	10,865	33,331	5,174	12,001	3,997	6,963	5,952	5,941	4,774	2,519	55,883	4,153
North America	300,655	243,363	111,710	9,788	20,687	13,392	45,062	7,542	18,071	6,381	10,419	10,721	8,534	11,103	3,539	184,437	5,398
Europe	193,141	175,962	91,213	9,860	21,506	11,584	34,541	5,548	13,737	5,194	7,826	8,901	6,522	6,409	2,747	128,465	4,334
Euro Area	127,140	116,846	63,263	5,910	13,711	6,050	22,741	3,073	9,877	2,839	5,911	5,343	5,092	3,941	2,237	89,690	3,694
European Union	172,555	157,447	84,735	8,528	19,355	8,906	31,811	4,757	12,995	4,227	7,445	7,958	6,274	5,772	2,657	117,298	4,198
Africa	13,480	12,296	17,548	803	3,636	983	5,208	479	2,523	444	1,614	809	1,742	349	846	8,429	1,979
OECD - Europe	183,086	167,035	87,010	9,048	19,978	10,432	32,843	5,156	13,254	4,579	7,606	8,485	6,390	6,076	2,686	123,259	4,253
Pacific Rim Countries	209,757	192,150	83,733	9,058	19,755	14,160	32,255	6,519	12,436	7,003	7,059	12,592	5,833	8,225	2,449	134,594	3,946
Asia - Near East	23,511	19,184	26,468	1,463	5,572	2,546	8,537	1,092	3,924	602	2,524	1,396	2,409	769	1,164	11,315	2,338
Asia - NICS	83,474	75,014	47,787	3,383	10,077	5,471	17,271	2,978	7,363	2,274	4,399	5,614	3,921	3,217	1,696	52,077	3,060
Asia - South	8,542	7,746	13,773	519	2,532	941	4,019	312	2,041	446	1,333	532	1,416	412	673	4,585	1,759
ASEAN	47,891	44,274	30,050	1,854	5,828	2,167	9,417	1,148	4,782	1,069	3,122	1,983	2,980	1,469	1,347	34,584	2,574
APEC	526,532	450,159	167,446	20,052	39,715	28,910	70,011	14,791	24,343	14,296	13,143	24,079	10,237	20,102	4,038	327,929	5,959
South/Central America	61,426	55,002	52,438	4,968	13,030	6,339	18,727	3,197	7,019	1,921	4,354	3,166	4,052	2,928	1,857	32,483	3,399
20 Latin Amer. Republics	164,451	146,353	70,577	9,385	17,959	11,916	25,266	6,686	9,636	4,280	6,011	7,111	5,424	7,382	2,365	99,594	3,916
Cent. Am. Common Market	11,388	10,205	13,527	1,069	2,753	899	4,298	700	1,711	370	1,086	664	1,247	754	660	5,749	1,772
LAFTA	145,836	129,747	61,694	7,748	15,210	10,258	21,611	5,510	8,550	3,681	5,424	5,870	4,960	6,081	2,231	90,598	3,708
NATO Allies	368,942	309,431	142,653	13,341	30,036	16,780	58,665	8,722	22,158	8,062	12,201	14,672	9,750	12,028	3,944	235,827	5,899
OPEC	22,239	19,736	24,881	1,596	5,702	2,799	8,254	1,356	3,310	587	2,092	1,099	2,151	774	1,070	11,524	2,302

(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.

Exhibit 5b
2004 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2004):

North America -

Canada, Mexico.

Europe -

Albania, Andorra, Armenia, Austria, Azerbaijan, Belarus, Belgium, Bosnia-Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Germany, Georgia, Gibraltar, Greece, Hungary, Iceland, Ireland, Italy, Kazakhstan, Kyrgyzstan, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Macedonia, Moldova, Monaco, Netherlands, Norway, Poland, Portugal, Romania, Russia, San Marino, Serbia and Montenegro, Slovakia, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, Tajikistan, Turkmenistan, Ukraine, United Kingdom, Uzbekistan, Vatican City.

Euro Area -

Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain.

European Union -

Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

Africa -

Algeria, Angola, Benin, Botswana, British Indian Ocean Territories, Burkina, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo (Brazzaville), Congo (Kinshasa), Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, French Southern and Antarctic Lands, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Ivory Coast, Kenya, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Morocco, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, St. Helena, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe.

Organization for Economic Co-operation and Development (OECD) -

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, 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) -

Hong Kong, Korea, Singapore, Taiwan.

Asia - South -

Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

Association of South East Asian Nations (ASEAN) -

Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

Asia - Pacific Economic Cooperation (APEC) -

Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Korea, Malaysia, Mexico, New Zealand, Papua New Guinea, Peru, Philippines, Russia, Singapore, Taiwan, Vietnam.

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.

Latin American Free Trade Association (LAFTA) -

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.

OPEC -

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

Exhibit 5c
Percent Change Between 2004 and 2005 Exports
to World Areas and Selected 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.

Country of Destination	Total Value		Known Value (1)		Number of Exporters	
	Net Change	% Change	Net Change	% Change	Net Change	% Change
All countries	87,203	10.7	71,379	10.0	6,266	2.7
Top 25 countries	65,793	9.3	54,125	8.8	1,782	0.9
Canada	22,051	11.6	11,657	8.0	-814	-1.0
Mexico	9,274	8.4	8,172	8.4	524	1.2
Japan	1,009	1.9	1,258	2.5	-718	-2.6
China	7,116	20.5	7,039	21.7	2,535	11.9
United Kingdom	2,669	7.4	2,476	7.7	-374	-0.9
Federal Republic of Germany	2,768	8.8	2,771	9.7	724	2.6
Korea, South	1,337	5.1	1,221	5.1	581	3.2
Netherlands	2,209	9.1	1,765	7.7	125	0.8
France	1,163	5.5	1,097	5.6	-252	-1.4
Taiwan	319	1.5	1,418	7.5	-619	-3.5
Singapore	1,046	5.3	1,363	7.6	280	1.6
Belgium	1,728	10.2	1,593	10.1	147	1.4
Hong Kong	513	3.2	594	4.1	-22	-0.1
Australia	1,500	10.5	1,424	11.4	1,092	4.8
Brazil	1,482	10.7	1,334	10.2	1,210	10.5
Italy	801	7.5	609	6.2	154	0.9
Switzerland	1,472	15.9	1,129	13.3	158	1.6
Malaysia	-446	-4.1	-329	-3.2	259	2.9
Israel	534	5.8	270	4.0	558	4.7
Ireland	1,169	14.3	1,129	14.6	127	1.7
United Arab Emirates	4,413	108.6	4,294	119.5	688	7.4
India	1,863	30.6	1,780	31.9	1,311	11.6
Thailand	870	13.7	920	15.9	435	4.7
Spain	293	4.4	234	3.9	503	4.2
Philippines	-179	-2.5	-7	-0.1	38	0.6
All other countries	21,410	19.8	17,255	18.2	7,375	8.3
North America	31,324	10.4	19,829	8.1	-370	-0.3
Europe	18,027	9.3	16,484	9.4	2,135	2.3
Euro Area	10,241	8.1	9,793	8.4	737	1.2
European Union	13,788	8.0	12,969	8.2	1,196	1.4
Africa	2,044	15.2	1,619	13.2	1,455	8.3
OECD - Europe	16,045	8.8	14,877	8.9	1,372	1.6
Pacific Rim Countries	13,192	6.3	14,989	7.8	2,037	2.4
Asia - Near East	8,380	35.6	7,389	38.5	1,641	6.2
Asia - NICS	3,215	3.9	4,596	6.1	370	0.8
Asia - South	1,466	17.2	1,306	16.9	1,586	11.5
ASEAN	1,704	3.6	2,375	5.4	739	2.5
APEC	48,149	9.1	38,016	8.4	1,445	0.9
South/Central America	10,726	17.5	8,676	15.8	5,769	11.0
20 Latin Amer. Republics	17,848	10.9	15,002	10.3	3,429	4.9
Cent. Am. Common Market	730	6.4	480	4.7	832	6.2
LAFTA	16,417	11.3	13,821	10.7	2,648	4.3
NATO Allies	37,275	10.1	25,886	8.4	-48	0.0
OPEC	9,809	44.1	8,636	43.8	2,085	8.4

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

Exhibit 6a
2005 Exports by State of the Origin of Movement, Number of Exporting Companies,
Value, and Percent Change Between the 2004 and 2005 Results

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.

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 2004-2005		
							Total Value	Known Value	Number of Exporters
United States	905,978	100.0	784,536	100.0	239,094	100.0	10.7	10.0	2.7
Alabama	10,796	1.2	9,886	1.3	3,178	1.3	19.5	17.2	4.2
Alaska	3,592	0.4	3,409	0.4	606	0.3	13.8	14.9	-4.7
Arizona	14,950	1.7	13,559	1.7	5,983	2.5	11.4	12.2	7.2
Arkansas	3,862	0.4	3,289	0.4	1,865	0.8	10.6	4.3	-3.0
California	116,819	12.9	105,377	13.4	59,406	24.8	6.2	6.2	0.4
Colorado	6,784	0.7	6,240	0.8	4,467	1.9	2.0	-0.2	-0.8
Connecticut	9,687	1.1	8,837	1.1	5,173	2.2	13.2	13.2	-0.3
Delaware	2,525	0.3	2,328	0.3	968	0.4	23.0	23.2	6.5
Florida	33,377	3.7	28,928	3.7	39,482	16.5	15.2	13.8	13.6
Georgia	20,577	2.3	18,806	2.4	10,340	4.3	4.8	4.6	2.6
Hawaii	1,028	0.1	960	0.1	713	0.3	154.0	192.8	-3.6
Idaho	3,260	0.4	3,079	0.4	1,297	0.5	11.9	10.2	-0.1
Illinois	35,868	4.0	32,328	4.1	18,405	7.7	18.7	16.9	3.0
Indiana	21,476	2.4	19,502	2.5	6,495	2.7	12.4	10.4	1.2
Iowa	7,348	0.8	6,787	0.9	2,536	1.1	14.9	13.4	0.4
Kansas	6,720	0.7	6,097	0.8	2,398	1.0	36.3	35.9	3.8
Kentucky	14,899	1.6	13,993	1.8	3,454	1.4	14.7	15.9	6.1
Louisiana	19,232	2.1	17,736	2.3	3,123	1.3	-3.5	-7.4	-0.8
Maine	2,310	0.3	1,915	0.2	1,707	0.7	-5.0	-9.0	1.5
Maryland	7,119	0.8	6,138	0.8	4,772	2.0	23.9	22.1	0.5
Massachusetts	22,043	2.4	20,657	2.6	9,829	4.1	0.9	1.2	-3.3
Michigan	37,584	4.1	34,072	4.3	12,143	5.1	5.5	3.8	-0.7
Minnesota	14,705	1.6	13,402	1.7	6,454	2.7	16.0	15.2	0.0
Mississippi	4,008	0.4	3,690	0.5	1,561	0.7	26.0	25.2	-3.0
Missouri	10,462	1.2	9,515	1.2	4,874	2.0	16.3	14.5	2.1
Montana	711	0.1	608	0.1	886	0.4	25.9	35.1	1.3
Nebraska	3,004	0.3	2,653	0.3	1,533	0.6	29.7	26.0	1.1
Nevada	3,937	0.4	3,457	0.4	2,064	0.9	35.4	34.1	8.0
New Hampshire	2,548	0.3	2,209	0.3	2,240	0.9	11.5	9.6	-2.2
New Jersey	21,080	2.3	18,318	2.3	17,362	7.3	9.8	9.7	4.9
New Mexico	2,540	0.3	2,280	0.3	1,309	0.5	24.2	28.8	-5.3
New York	50,492	5.6	41,700	5.3	33,586	14.0	13.7	11.4	4.6
North Carolina	19,463	2.1	17,574	2.2	8,292	3.5	7.4	7.3	-0.3
North Dakota	1,185	0.1	1,043	0.1	981	0.4	17.6	21.2	4.8
Ohio	34,801	3.8	31,410	4.0	13,317	5.6	11.5	9.6	1.5
Oklahoma	4,314	0.5	3,750	0.5	2,468	1.0	35.7	34.7	0.4
Oregon	12,381	1.4	11,422	1.5	4,935	2.1	10.8	9.0	3.2
Pennsylvania	22,271	2.5	19,514	2.5	12,835	5.4	20.5	19.1	0.7
Rhode Island	1,269	0.1	1,010	0.1	1,560	0.7	-1.4	-3.6	1.0
South Carolina	13,944	1.5	13,197	1.7	4,677	2.0	4.2	4.8	2.4
South Dakota	941	0.1	818	0.1	812	0.3	14.0	13.6	3.7
Tennessee	19,070	2.1	17,552	2.2	5,378	2.2	18.3	19.3	0.3
Texas	128,761	14.2	115,006	14.7	28,383	11.9	9.8	10.2	-0.3
Utah	6,056	0.7	5,279	0.7	2,398	1.0	28.3	25.9	3.2
Vermont	4,240	0.5	4,084	0.5	1,088	0.5	29.1	29.5	-3.0
Virginia	12,216	1.3	10,791	1.4	6,106	2.6	5.0	4.0	5.5
Washington	37,948	4.2	36,367	4.6	9,424	3.9	12.3	13.9	0.9
West Virginia	3,147	0.3	2,996	0.4	844	0.4	-3.5	-4.7	-0.9
Wisconsin	14,923	1.6	13,389	1.7	6,813	2.8	17.4	15.7	2.3
Wyoming	669	0.1	617	0.1	360	0.2	-1.6	-3.2	3.4
District of Columbia	825	0.1	357	0.0	861	0.4	-29.1	-6.6	7.0
Puerto Rico	13,264	1.5	13,113	1.7	1,257	0.5	0.8	3.6	-0.6
Virgin Islands	539	0.1	(D)	(D)	127	0.1	38.3	(D)	25.7
Unallocated (3)	38,410	4.2	(D)	(D)	6,265	2.6	6.9	(D)	-27.4

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

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

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

Exhibit 6b
2004 Exports by State of the Origin of Movement,
Number of Exporting Companies, and Value

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.

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	818,775	100.0	713,157	100.0	232,828	100.0
Alabama	9,037	1.1	8,436	1.2	3,050	1.3
Alaska	3,157	0.4	2,966	0.4	636	0.3
Arizona	13,423	1.6	12,089	1.7	5,582	2.4
Arkansas	3,493	0.4	3,154	0.4	1,923	0.8
California	109,968	13.4	99,258	13.9	59,181	25.4
Colorado	6,651	0.8	6,251	0.9	4,503	1.9
Connecticut	8,559	1.0	7,809	1.1	5,189	2.2
Delaware	2,053	0.3	1,889	0.3	909	0.4
Florida	28,982	3.5	25,413	3.6	34,768	14.9
Georgia	19,633	2.4	17,973	2.5	10,076	4.3
Hawaii	405	0.0	328	0.0	740	0.3
Idaho	2,915	0.4	2,793	0.4	1,298	0.6
Illinois	30,214	3.7	27,654	3.9	17,870	7.7
Indiana	19,109	2.3	17,669	2.5	6,417	2.8
Iowa	6,394	0.8	5,985	0.8	2,525	1.1
Kansas	4,931	0.6	4,488	0.6	2,310	1.0
Kentucky	12,992	1.6	12,069	1.7	3,254	1.4
Louisiana	19,922	2.4	19,143	2.7	3,147	1.4
Maine	2,432	0.3	2,105	0.3	1,681	0.7
Maryland	5,746	0.7	5,029	0.7	4,746	2.0
Massachusetts	21,837	2.7	20,418	2.9	10,169	4.4
Michigan	35,625	4.4	32,834	4.6	12,224	5.3
Minnesota	12,678	1.5	11,629	1.6	6,451	2.8
Mississippi	3,179	0.4	2,948	0.4	1,609	0.7
Missouri	8,997	1.1	8,313	1.2	4,774	2.1
Montana	565	0.1	450	0.1	875	0.4
Nebraska	2,316	0.3	2,105	0.3	1,516	0.7
Nevada	2,907	0.4	2,577	0.4	1,911	0.8
New Hampshire	2,286	0.3	2,015	0.3	2,290	1.0
New Jersey	19,192	2.3	16,693	2.3	16,558	7.1
New Mexico	2,046	0.2	1,770	0.2	1,382	0.6
New York	44,401	5.4	37,422	5.2	32,109	13.8
North Carolina	18,115	2.2	16,384	2.3	8,319	3.6
North Dakota	1,008	0.1	861	0.1	936	0.4
Ohio	31,208	3.8	28,662	4.0	13,119	5.6
Oklahoma	3,178	0.4	2,785	0.4	2,457	1.1
Oregon	11,172	1.4	10,483	1.5	4,780	2.1
Pennsylvania	18,487	2.3	16,385	2.3	12,748	5.5
Rhode Island	1,286	0.2	1,047	0.1	1,544	0.7
South Carolina	13,376	1.6	12,593	1.8	4,568	2.0
South Dakota	826	0.1	720	0.1	783	0.3
Tennessee	16,123	2.0	14,714	2.1	5,363	2.3
Texas	117,245	14.3	104,369	14.6	28,470	12.2
Utah	4,718	0.6	4,192	0.6	2,323	1.0
Vermont	3,283	0.4	3,155	0.4	1,122	0.5
Virginia	11,631	1.4	10,372	1.5	5,788	2.5
Washington	33,793	4.1	31,942	4.5	9,342	4.0
West Virginia	3,262	0.4	3,143	0.4	852	0.4
Wisconsin	12,706	1.6	11,577	1.6	6,663	2.9
Wyoming	680	0.1	637	0.1	348	0.1
District of Columbia	1,164	0.1	383	0.1	805	0.3
Puerto Rico	13,162	1.6	12,658	1.8	1,264	0.5
Virgin Islands	389	0.0	(D)	(D)	101	0.0
Unallocated (3)	35,919	4.4	(D)	(D)	8,630	3.7

(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.

Technical Documentation

NOTE TO USERS: This section contains critical 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 affect the results.

Overview

This report is 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 methodology not employed in succeeding reports. Subsequent reports, covering 1992 through present, 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.

These exporter profiles are compiled by the Foreign Trade Division of the U. S. Census Bureau. The International Trade Administration (ITA) is a partial sponsor of the work, providing both financial assistance and advice on data user needs. The ITA also sponsors more detailed Exhibits, which will be available on their Web site later this year. Users will be notified on the ITA Web site (www.ita.doc.gov) when this information is available.

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 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. This profile, based on new and revised data, uses the same methodology as previous years.

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 the data are presented in Exhibits 1 through 6, where the export data are designated as part *a* for statistical year, part *b* for prior year, and part *c* for the difference between the data for these two years. The previous year’s figures in this report are revised from data released in the previous exporter profile. The revisions are based on the ability to match additional records.

The exhibits in this report include detailed breakdowns based upon the number of employees of the identified exporting companies. In presenting these results, companies are classified as small (less than 100 employees including number of employees unknown), medium (100 to 499 employees), and large (500 or more employees). Exhibit 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 statistical and prior years’ export values that could be linked to specific exporters--the “*known value*.” In addition, the source of the administrative records, the Business Register, was restructured starting with 2002 data. For explanations of the methods used in tabulating the information as well as non-sampling errors and other limitations of the export data in this report, see the *Methodology* section below. 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, not as the source of their analyses.

Sources of Information

The 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. Beginning with data year 2002, the Business Register database was completely restructured to include additional information. Due to these changes and problems with our prior methodology, the matching routines used to create the Exporter Profile were updated. Despite the limitations within the Business Register, we are able to maintain consistency with our prior Profiles' matching routines.

Less than 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, based on export value, are presented in Table 1 under *Distribution of Exports by Identified and Unidentified Exporters*, at the beginning of this 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.

Data Quality

Quality assurance procedures were applied to all phases of collection, processing and tabulation of the information in this report to minimize errors. The data continues to be subject to non-sampling 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 non-sampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the FT 900 *U.S. International Trade in Goods and Services*, or call (301)763-2227 to request a copy of the release. One can also obtain this information from the web at the following address:
http://www.census.gov/foreign-trade/Press-Release/current_press_release/press.html#prior

The characteristics of exporting companies in this report 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 or exporters entering/dropping out of the export market. Table 1, under *Distribution of Exports by Identified and Unidentified Exporters*, at the beginning of this report shows a comparison of the match rates, based on export value, as well as the value attributable to exporters that exported in both years.

Data by State

The Census Bureau released two state export series from 1993 through 2002, the Exporter Location (EL) and the Origin of Movement (OM). Neither of these series reflected production origin. The EL state was derived from the ZIP code in the reported address of the USPP (U.S. Principal Party in Interest). The EL series was designed to indicate the location of the exporter or the division of multiple location companies responsible for the export. In the case of multiple location companies, it could represent the corporate headquarters or the billing address. Similarly, the OM series does not always accurately represent the state where the merchandise started its export journey, particularly in the case of agricultural or other bulk shipments that may reflect a consolidation point or where agricultural grains are stored prior to exportation from the United States.

Effective with January 2004 statistics the EL series was discontinued. Due to new methods of reporting exporter addresses, the EL state totals showed major shifts in 2000 and 2001 that were inconsistent with exporter location criteria. The OM series should not be affected by these changes in reporting. The state of the origin of movement is based on the reported origin state data field. For more complete information on the state data series, refer to the notice at: <http://www.census.gov.foreign-trade/aip/elom.html>.

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 including number of employees unknown), 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 manufacturers, wholesalers, and all other companies. Those companies for which a valid NAICS code is not available are 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.

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 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 ***Data Quality*** section above for limitations of this data series.

Value. The values in this report are f.a.s. (“free alongside ship”) and include both domestic exports and re-exports 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: The valued 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.