



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

A Profile of
U.S. Exporting Companies,
2002 - 2003

TABLE OF CONTENTS

Background

Overview

Table 1a.	2003 Exports by Company Type and Employment Size
Table 1b.	2002 Exports by Company Type and Employment Size
Table 1c.	Percent Change Between the 2002 and 2003 Results
Table 2a.	Top Companies' Share of the 2003 Export Market by Company Type
Table 2b.	Top Companies' Share of the 2002 Export Market by Company Type
Table 3a.	2003 Exports to Related Parties by Company Type and Employment Size
Table 3b.	2002 Exports to Related Parties by Company Type and Employment Size
Table 4a.	2003 Exports by Company Type and Employment Size to Number of Partner Countries
Table 4b.	2002 Exports by Company Type and Employment Size to Number of Partner Countries
Table 5a.	2003 Exports by Company Employment Size to World Areas and Selected Countries
Table 5b.	2002 Exports by Company Employment Size to World Areas and Selected Countries
Table 5c.	Percent Change Between 2002 and 2003 Exports to World Areas and Selected Countries
Table 6a.	2003 Exports by State of the Origin of Movement, Number of Exporting Companies, Value, and Percent Change Between the 2002 and 2003 Results
Table 6b.	2002 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value

Technical Documentation

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

A Profile of U.S. Exporting Companies, 2002 - 2003

For more information, please contact: (301) 763-3629
Kristen S. Corwin, Danial F. Wen, or Jeffrey McHugh

For release 8:30 a.m.
Wednesday, July 13, 2005

Background

This report, covering exports during 2002 and 2003, is the eighth in a continuing series of reports profiling U.S. exporters. The first report, *A Profile of United States Exporters: Initial Findings from the Exporter Data Base*, was released by the International Trade Administration in September 1993. That report was based on Census Bureau data compiled both from the 1987 Economic Census and from documents filed for export clearances during 1987 and used a methodology not employed in succeeding reports. Subsequent reports, covering 1992 through 2003, 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 tables, 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 significant differences in the ways NAICS and SIC classify certain types of companies. For example, manufacturers of prepackaged software and books are classified as manufacturers under SIC and as "Other" types of companies under NAICS. Users are advised to consider these differences when making year-over-year comparisons of exporters and exporter characteristics before and after 1997.

The exporter profiles are developed to provide both government and private sector users with information about the exporting community including employment size, type of company, and major foreign markets. In this report the data are presented in Tables 1 through 6, where the export data are designated as part *a* for 2003, part *b* for 2002, and part *c* for the difference between the data for these two years. The 2002 figures in this report are revised from data previously released in the 2001/2002 exporter profile. The revisions are based on the ability to match additional records.

The tables in this report include detailed breakdowns based upon the number of employees of the identified exporting companies. In presenting these results, companies are classified as small (less than 100 employees), medium (100 to 499 employees), and large (500 or more employees). Table 3 also provides information on exports to related parties, such as parent or subsidiary firms. Two parties are considered related if either party owns, directly or indirectly, 10 percent or more of the other party.

All percentages stated in this report, unless otherwise specified, were calculated based solely upon the 2002 and 2003 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 **Technical Documentation** section that follows Table 6b. Users are advised to consider these limitations when analyzing this information as they may affect the results. Users should cite the Census Bureau, U.S. Department of Commerce as the source of the information in this report but not as the source of their analyses.

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

Overview

The overall findings for 2002 and 2003 are shown in Exhibits 1 and 2 on the next page. Exhibit 1 shows the proportion of exports matched to specific companies. Exhibit 2 shows identified exporters by company sizes and types in the two years.

The identified exporting community, consisting of 223,933 companies that exported \$605 billion in merchandise in 2002 and 225,190 companies that exported nearly \$630 billion in merchandise in 2003, represents about 87 percent of the total export value for both years. Roughly 97 percent of the identified export value was accounted for by the 142,853 companies that exported in both years. The remaining value consisted of low-value estimates of transactions less than \$2,501, shipments by U.S. and foreign governments, and revisions that cannot be attributed to individual companies as well as shipments by unidentified exporters. See Exhibit 1 on the next page.

The distribution of known exports by company size and type are similar in 2002 and 2003. Large exporters (more than 500 employees) accounted for about 73 percent of the known export value in both years with large manufacturers accounting for 57 and 58 percent respectively of the known export value.

Exhibit 1: Distribution of Exports by Identified and Unidentified Exporters

(Value in millions of dollars. Details may not sum to total due to rounding.)

	2003 Export Value	% of 2003 Value	2002 Export Value	% of 2002 Value
Total exports	724,771	100.0	693,103	100.0
Low-value estimates	13,922	1.9	14,067	2.0
US & foreign governments	2,632	0.4	4,386	0.6
Revisions	1,028	0.1	-154	<-0.1
Identified exporters* (known value)	629,749	86.9	605,025	87.3
Exported merchandise in both 2002 and 2003	612,925	84.6	586,611	84.6
Exported merchandise in only 2002 or only 2003	16,824	2.3	18,414	2.7
Unidentified exports	77,440	10.7	69,779	10.1

*Number of Identified Exporters

2003	2002	Exported in Both Years	Exported in 2003 Only	Exported in 2002 Only
225,190	223,933	142,853	82,337	81,080

Exhibit 2: Exports by Company Size and Type

(Value in billions of dollars. Details may not sum to total due to rounding.)

Company Type	<i>Known Export Value By Company Size</i>				<i>Number of Identified Exporters By Company Size</i>			
	Total ¹	Small	Medium ²	Large ²	Total ¹	Small ²	Medium ²	Large ²
2003								
All Types	629.7 100.0%	115.3 18.3%	56.2 8.9%	458.3 72.8%	225,190 100.0%	201,804 89.6%	16,578 7.4%	6,808 3.0%
Manufacturers	427.2 67.8%	29.9 7.0%	32.4 7.6%	364.9 85.4%	64,791 28.8%	52,636 81.2%	9,203 14.2%	2,952 4.6%
Wholesalers	118.2 18.8%	48.2 40.8%	14.4 12.2%	55.6 47.0%	73,336 32.6%	69,822 95.2%	2,876 3.9%	638 0.9%
Other	76.0 12.1%	32.0 42.1%	9.0 11.8%	35.1 46.1%	79,043 35.1%	71,470 90.4%	4,412 5.6%	3,161 4.0%
2002								
All Types	605.0 100.0%	111.1 18.4%	49.4 8.2%	444.5 73.5%	223,933 100.0%	200,482 89.5%	16,164 7.2%	7,287 3.3%
Manufacturers	397.6 65.7%	26.3 6.6%	26.6 6.7%	344.6 86.7%	63,268 28.3%	51,395 81.2%	8,803 13.9%	3,070 4.9%
Wholesalers	123.8 20.5%	46.0 37.1%	13.1 10.6%	64.7 52.3%	71,059 31.7%	67,662 95.2%	2,729 3.8%	668 0.9%
Other	76.7 12.7%	35.3 46.0%	8.4 10.9%	33.0 43.1%	81,153 36.2%	73,569 90.7%	4,253 5.2%	3,331 4.1%

¹ Percentages based upon total known value (or number) of all types of exporters. Details will not add to total since "unclassified" company type is not shown.

² Percentages based upon total known value (or number) for the row (company type).

Who Exports?

During 2003, almost 13 percent (28,216) of all identified exporters were multiple location companies, but these companies accounted for 81 percent of the known export value (Table 1a). In contrast, 196,974 single location companies, making up 87 percent of the exporting companies, contributed almost 19 percent of the known export value. Trade with related parties accounted for 39 percent of the known export value by multiple location companies compared to almost 15 percent by single location companies (Table 3a).

Table 1a also shows that manufacturers represented the largest portion of the 2003 known value at almost 68 percent. “Other companies” and wholesalers accounted for 12 percent and 19 percent respectively, and unclassified exporters for the remaining 1 percent. The “other companies” category included manufacturing companies of prepackaged software and books; freight forwarders and other transportation and warehousing firms, which often act as agents for the true exporter; business services, engineering and management services; oil and gas extraction companies; coal mining companies; communication services; and others.

The number of multiple location companies, where the number of employees is “no. employees unknown,” decreased in 2003. All company types decreased; manufacturers decreased by 95 percent, wholesalers by 96 percent, and “other companies” by 96 percent. The majority of identified exporters in the above types, that were categorized as “no. employees unknown” in 2002, were found to be redistributed throughout the other six company size categories in 2003 (Table 1c).

Large-Sized Exporters

Large identified exporting companies (those employing 500 or more workers) were responsible for almost 73 percent of the known export value although they represented only 3 percent of all identified exporters (Table 1a). Large companies dominate manufacturers’ exports, with less than 5 percent of manufacturing exporters accounting for over 85 percent of manufacturing export value. On the other hand, large wholesalers accounted for just 1 percent of the wholesalers who export, and 47 percent of the value of exports by wholesalers. Large exporters in the “other” category represented 4 percent of the companies and 46 percent of the value in the “other” category. Roughly 41 percent of the value of large manufacturers’ exports was to related parties (Table 3a).

Among the company types, almost 44 percent of the known export value of the manufacturing sector was accounted for by the top 50 manufacturers. For “other companies” and wholesalers, the top 50 firms accounted for about 35 and 42 percent respectively for each of their respective sectors’ known export value (Table 2a).

Small- and Medium-Sized Exporters

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

- Almost 97 percent or 218,382 exporters were small- or medium-sized companies; they contributed 27 percent of the known export value.

- Over 95 percent of manufacturing exporters were small- or medium-sized companies; they contributed almost 15 percent of the sector's \$427 billion in exports.
- 99 percent of wholesalers were small- or medium-sized companies; they contributed 53 percent of the sector's \$118 billion in exports.
- 96 percent of "other companies" were small- or medium-sized companies; they contributed almost 54 percent of the sector's \$76 billion in exports.

Export Markets

Most identified exporting companies (60 percent) traded with only one foreign country. A small percentage of companies, 0.3 percent, shipped to 50 or more countries; these companies accounted for over half of the known export value (Table 4a).

About 87 percent of all companies exported to at least one of the top 25 U.S. trading partners in 2003 (Table 5a). The greatest number of companies (92,679) shipped to Canada, followed by the United Kingdom (38,475), Mexico (36,626), Japan (27,410), and Germany (26,501). In 2003, Mexico had the third highest number of exporters as compared to having the second highest in 2002.

Exports by State

The Census Bureau releases data on exports by state based on the origin of movement (OM). The OM series is based on where the goods began their movement to the port of exit as reported on the export document. Table 6 shows the number of companies exporting from each state during 2002 and 2003 based upon the OM definition. Please note that the same company can be shown as exporting from multiple states.

- The top five states based on the number of identified exporting companies (California, Florida, New York, Texas, and Illinois) represented 40 percent of the total known export value in 2003.
- States of New Mexico (110%), Nevada (82%) and South Carolina (24%) and U.S. possession, Puerto Rico (23%), showed the largest increases in known export value in 2003.

Comparison of 2002 and 2003 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 2002 to 2003. Below are a number of noteworthy year-to-year changes (Tables 1c and 5c):

- Overall, the number of identified exporting companies increased by 1,257 or almost 1 percent. The number of single location companies increased by 4,358 and the number of multiple location companies decreased by 3,101.
- The number of small- and medium-sized companies increased by almost 1 percent from 216,646 in 2002 to 218,382 in 2003, while the number of large companies decreased by over 6 percent from 7,287 to 6,808.

- The number of “other companies” decreased by almost 3 percent from 81,153 in 2002 to 79,043 in 2003.
- Among the top 25 U.S. trading partners, China (16 percent) and India (11 percent) showed the largest increase in the number of exporting companies. Mexico (-6 percent) and Philippines (-2 percent) showed the largest decline from 2002.

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 exports. As a result, the information on companies having low values of exports is most likely understated. Therefore, 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 4.6 percent increase in total export value from \$693 billion in 2002 to \$725 billion in 2003 had an uncertain effect on the match rate.

Table 1a
2003 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	629,749	100.0	100.0	100.0	225,190	100.0	100.0	100.0
no. employees unknown (3)	31,206	5.0	5.0	5.0	59,746	26.5	26.5	26.5
1 to 19 employees	41,789	6.6	11.6	11.6	96,352	42.8	69.3	69.3
20 to 49 employees	22,243	3.5	15.1	15.1	30,039	13.3	82.7	82.7
50 to 99 employees	20,060	3.2	18.3	18.3	15,667	7.0	89.6	89.6
100 to 249 employees	31,569	5.0	23.3	23.3	11,949	5.3	94.9	94.9
250 to 499 employees	24,591	3.9	27.2	27.2	4,629	2.1	97.0	97.0
500 or more employees	458,290	72.8	100.0	100.0	6,808	3.0	100.0	100.0
Manufacturers	427,181	67.8	67.8	100.0	64,791	28.8	28.8	100.0
no. employees unknown (3)	11,027	1.8	1.8	2.6	9,987	4.4	4.4	15.4
1 to 19 employees	4,090	0.6	2.4	3.5	20,773	9.2	13.7	47.5
20 to 49 employees	7,100	1.1	3.5	5.2	13,551	6.0	19.7	68.4
50 to 99 employees	7,667	1.2	4.7	7.0	8,325	3.7	23.4	81.2
100 to 249 employees	17,364	2.8	7.5	11.1	6,695	3.0	26.3	91.6
250 to 499 employees	15,026	2.4	9.9	14.6	2,508	1.1	27.5	95.4
500 or more employees	364,907	57.9	67.8	100.0	2,952	1.3	28.8	100.0
Wholesalers	118,231	18.8	18.8	100.0	73,336	32.6	32.6	100.0
no. employees unknown (3)	6,695	1.1	1.1	5.7	16,515	7.3	7.3	22.5
1 to 19 employees	24,245	3.8	4.9	26.2	40,817	18.1	25.5	78.2
20 to 49 employees	9,025	1.4	6.3	33.8	8,938	4.0	29.4	90.4
50 to 99 employees	8,262	1.3	7.7	40.8	3,552	1.6	31.0	95.2
100 to 249 employees	9,128	1.4	9.1	48.5	2,173	1.0	32.0	98.2
250 to 499 employees	5,303	0.8	9.9	53.0	703	0.3	32.3	99.1
500 or more employees	55,574	8.8	18.8	100.0	638	0.3	32.6	100.0
Other companies (4)	75,984	12.1	12.1	100.0	79,043	35.1	35.1	100.0
no. employees unknown (3)	8,493	1.3	1.3	11.2	25,760	11.4	11.4	32.6
1 to 19 employees	13,281	2.1	3.5	28.7	34,479	15.3	26.8	76.2
20 to 49 employees	6,101	1.0	4.4	36.7	7,496	3.3	30.1	85.7
50 to 99 employees	4,078	0.6	5.1	42.1	3,735	1.7	31.7	90.4
100 to 249 employees	4,825	0.8	5.8	48.4	3,025	1.3	33.1	94.2
250 to 499 employees	4,153	0.7	6.5	53.9	1,387	0.6	33.7	96.0
500 or more employees	35,054	5.6	12.1	100.0	3,161	1.4	35.1	100.0
Unclassified companies	8,352	1.3	1.3	100.0	8,020	3.6	3.6	100.0
Multiple location companies	512,382	81.4	81.4	100.0	28,216	12.5	12.5	100.0
no. employees unknown (3)	2,147	0.3	0.3	0.4	734	0.3	0.3	2.6
1 to 19 employees	2,831	0.4	0.8	1.0	2,808	1.2	1.6	12.6
20 to 49 employees	5,809	0.9	1.7	2.1	4,681	2.1	3.7	29.1
50 to 99 employees	9,228	1.5	3.2	3.9	4,632	2.1	5.7	45.6
100 to 249 employees	19,682	3.1	6.3	7.7	5,982	2.7	8.4	66.8
250 to 499 employees	19,503	3.1	9.4	11.6	3,315	1.5	9.8	78.5
500 or more employees	453,182	72.0	81.4	100.0	6,064	2.7	12.5	100.0
Manufacturers	384,979	61.1	61.1	100.0	10,843	4.8	4.8	100.0
no. employees unknown (3)	75	0.0	0.0	0.0	57	0.0	0.0	0.5
1 to 19 employees	103	0.0	0.0	0.0	322	0.1	0.2	3.5
20 to 49 employees	633	0.1	0.1	0.2	1,109	0.5	0.7	13.7
50 to 99 employees	2,453	0.4	0.5	0.8	1,808	0.8	1.5	30.4
100 to 249 employees	9,295	1.5	2.0	3.3	2,994	1.3	2.8	58.0
250 to 499 employees	11,217	1.8	3.8	6.2	1,804	0.8	3.6	74.6
500 or more employees	361,203	57.4	61.1	100.0	2,749	1.2	4.8	100.0

See footnotes at end of table.

Table 1a
2003 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	75,599	12.0	12.0	100.0	7,388	3.3	3.3	100.0
no. employees unknown (3)	48	0.0	0.0	0.1	68	0.0	0.0	0.9
1 to 19 employees	1,753	0.3	0.3	2.4	1,346	0.6	0.6	19.1
20 to 49 employees	2,497	0.4	0.7	5.7	2,025	0.9	1.5	46.5
50 to 99 employees	4,551	0.7	1.4	11.7	1,458	0.6	2.2	66.3
100 to 249 employees	7,026	1.1	2.5	21.0	1,334	0.6	2.8	84.3
250 to 499 employees	4,708	0.7	3.3	27.2	557	0.2	3.0	91.9
500 or more employees	55,017	8.7	12.0	100.0	600	0.3	3.3	100.0
Other companies (4)	46,638	7.4	7.4	100.0	9,235	4.1	4.1	100.0
no. employees unknown (3)	44	0.0	0.0	0.1	103	0.0	0.0	1.1
1 to 19 employees	958	0.2	0.2	2.1	1,103	0.5	0.5	13.1
20 to 49 employees	2,662	0.4	0.6	7.9	1,508	0.7	1.2	29.4
50 to 99 employees	2,170	0.3	0.9	12.5	1,313	0.6	1.8	43.6
100 to 249 employees	3,124	0.5	1.4	19.2	1,607	0.7	2.5	61.0
250 to 499 employees	3,469	0.6	2.0	26.6	926	0.4	2.9	71.0
500 or more employees	34,210	5.4	7.4	100.0	2,675	1.2	4.1	100.0
Unclassified companies	5,166	0.8	0.8	100.0	750	0.3	0.3	100.0
Single location companies	117,367	18.6	18.6	100.0	196,974	87.5	87.5	100.0
no. employees unknown (3)	29,059	4.6	4.6	24.8	59,012	26.2	26.2	30.0
1 to 19 employees	38,958	6.2	10.8	58.0	93,544	41.5	67.7	77.4
20 to 49 employees	16,434	2.6	13.4	72.0	25,358	11.3	79.0	90.3
50 to 99 employees	10,832	1.7	15.1	81.2	11,035	4.9	83.9	95.9
100 to 249 employees	11,887	1.9	17.0	91.3	5,967	2.6	86.6	99.0
250 to 499 employees	5,088	0.8	17.8	95.6	1,314	0.6	87.1	99.6
500 or more employees	5,108	0.8	18.6	100.0	744	0.3	87.5	100.0
Manufacturers	42,202	6.7	6.7	100.0	53,948	24.0	24.0	100.0
no. employees unknown (3)	10,951	1.7	1.7	26.0	9,930	4.4	4.4	18.4
1 to 19 employees	3,986	0.6	2.4	35.4	20,451	9.1	13.5	56.3
20 to 49 employees	6,468	1.0	3.4	50.7	12,442	5.5	19.0	79.4
50 to 99 employees	5,214	0.8	4.2	63.1	6,517	2.9	21.9	91.5
100 to 249 employees	8,069	1.3	5.5	82.2	3,701	1.6	23.6	98.3
250 to 499 employees	3,809	0.6	6.1	91.2	704	0.3	23.9	99.6
500 or more employees	3,704	0.6	6.7	100.0	203	0.1	24.0	100.0
Wholesalers	42,632	6.8	6.8	100.0	65,948	29.3	29.3	100.0
no. employees unknown (3)	6,647	1.1	1.1	15.6	16,447	7.3	7.3	24.9
1 to 19 employees	22,492	3.6	4.6	68.3	39,471	17.5	24.8	84.8
20 to 49 employees	6,528	1.0	5.7	83.7	6,913	3.1	27.9	95.3
50 to 99 employees	3,711	0.6	6.3	92.4	2,094	0.9	28.8	98.4
100 to 249 employees	2,103	0.3	6.6	97.3	839	0.4	29.2	99.7
250 to 499 employees	595	0.1	6.7	98.7	146	0.1	29.3	99.9
500 or more employees	557	0.1	6.8	100.0	38	0.0	29.3	100.0
Other companies (4)	29,347	4.7	4.7	100.0	69,808	31.0	31.0	100.0
no. employees unknown (3)	8,449	1.3	1.3	28.8	25,657	11.4	11.4	36.8
1 to 19 employees	12,323	2.0	3.3	70.8	33,376	14.8	26.2	84.6
20 to 49 employees	3,439	0.5	3.8	82.5	5,988	2.7	28.9	93.1
50 to 99 employees	1,908	0.3	4.1	89.0	2,422	1.1	29.9	96.6
100 to 249 employees	1,701	0.3	4.4	94.8	1,418	0.6	30.6	98.6
250 to 499 employees	684	0.1	4.5	97.1	461	0.2	30.8	99.3
500 or more employees	844	0.1	4.7	100.0	486	0.2	31.0	100.0
Unclassified companies	3,186	0.5	0.5	100.0	7,270	3.2	3.2	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 33.8 percent of the total wholesalers known value and 90.4 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 2003.

(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.

Table 1b
2002 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	605,025	100.0	100.0	100.0	223,933	100.0	100.0	100.0
no. employees unknown (3)	35,120	5.8	5.8	5.8	58,728	26.2	26.2	26.2
1 to 19 employees	41,871	6.9	12.7	12.7	97,454	43.5	69.7	69.7
20 to 49 employees	18,459	3.1	15.8	15.8	29,143	13.0	82.8	82.8
50 to 99 employees	15,680	2.6	18.4	18.4	15,157	6.8	89.5	89.5
100 to 249 employees	26,578	4.4	22.8	22.8	11,449	5.1	94.6	94.6
250 to 499 employees	22,786	3.8	26.5	26.5	4,715	2.1	96.7	96.7
500 or more employees	444,531	73.5	100.0	100.0	7,287	3.3	100.0	100.0
Manufacturers	397,578	65.7	65.7	100.0	63,268	28.3	28.3	100.0
no. employees unknown (3)	10,030	1.7	1.7	2.5	9,280	4.1	4.1	14.7
1 to 19 employees	4,305	0.7	2.4	3.6	20,650	9.2	13.4	47.3
20 to 49 employees	5,470	0.9	3.3	5.0	13,382	6.0	19.3	68.5
50 to 99 employees	6,517	1.1	4.4	6.6	8,083	3.6	23.0	81.2
100 to 249 employees	13,840	2.3	6.6	10.1	6,357	2.8	25.8	91.3
250 to 499 employees	12,768	2.1	8.7	13.3	2,446	1.1	26.9	95.1
500 or more employees	344,649	57.0	65.7	100.0	3,070	1.4	28.3	100.0
Wholesalers	123,772	20.5	20.5	100.0	71,059	31.7	31.7	100.0
no. employees unknown (3)	8,743	1.4	1.4	7.1	15,241	6.8	6.8	21.4
1 to 19 employees	23,436	3.9	5.3	26.0	40,714	18.2	25.0	78.7
20 to 49 employees	7,970	1.3	6.6	32.4	8,409	3.8	28.7	90.6
50 to 99 employees	5,827	1.0	7.6	37.1	3,298	1.5	30.2	95.2
100 to 249 employees	8,213	1.4	9.0	43.8	2,034	0.9	31.1	98.1
250 to 499 employees	4,896	0.8	9.8	47.7	695	0.3	31.4	99.1
500 or more employees	64,686	10.7	20.5	100.0	668	0.3	31.7	100.0
Other companies (4)	76,734	12.7	12.7	100.0	81,153	36.2	36.2	100.0
no. employees unknown (3)	13,297	2.2	2.2	17.3	27,151	12.1	12.1	33.5
1 to 19 employees	13,984	2.3	4.5	35.6	35,699	15.9	28.1	77.4
20 to 49 employees	4,912	0.8	5.3	42.0	7,154	3.2	31.3	86.3
50 to 99 employees	3,142	0.5	5.8	46.0	3,565	1.6	32.9	90.7
100 to 249 employees	3,886	0.6	6.5	51.1	2,841	1.3	34.1	94.2
250 to 499 employees	4,468	0.7	7.2	56.9	1,412	0.6	34.8	95.9
500 or more employees	33,045	5.5	12.7	100.0	3,331	1.5	36.2	100.0
Unclassified companies	6,941	1.1	1.1	100.0	8,453	3.8	3.8	100.0
Multiple location companies	496,369	82.0	82.0	100.0	31,317	14.0	14.0	100.0
no. employees unknown (3)	10,582	1.7	1.7	2.1	5,715	2.6	2.6	18.2
1 to 19 employees	1,965	0.3	2.1	2.5	2,135	1.0	3.5	25.1
20 to 49 employees	3,819	0.6	2.7	3.3	3,689	1.6	5.2	36.8
50 to 99 employees	6,309	1.0	3.7	4.6	4,133	1.8	7.0	50.0
100 to 249 employees	16,522	2.7	6.5	7.9	5,575	2.5	9.5	67.8
250 to 499 employees	18,014	3.0	9.5	11.5	3,501	1.6	11.1	79.0
500 or more employees	439,159	72.6	82.0	100.0	6,569	2.9	14.0	100.0
Manufacturers	362,169	59.9	59.9	100.0	11,112	5.0	5.0	100.0
no. employees unknown (3)	2,432	0.4	0.4	0.7	1,040	0.5	0.5	9.4
1 to 19 employees	97	0.0	0.4	0.7	245	0.1	0.6	11.6
20 to 49 employees	473	0.1	0.5	0.8	816	0.4	0.9	18.9
50 to 99 employees	1,563	0.3	0.8	1.3	1,502	0.7	1.6	32.4
100 to 249 employees	7,117	1.2	1.9	3.2	2,802	1.3	2.9	57.6
250 to 499 employees	9,498	1.6	3.5	5.8	1,810	0.8	3.7	73.9
500 or more employees	340,990	56.4	59.9	100.0	2,897	1.3	5.0	100.0

See footnotes at end of table.

Table 1b
2002 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	83,641	13.8	13.8	100.0	7,760	3.5	3.5	100.0
no. employees unknown (3)	3,131	0.5	0.5	3.7	1,682	0.8	0.8	21.7
1 to 19 employees	1,231	0.2	0.7	5.2	916	0.4	1.2	33.5
20 to 49 employees	2,184	0.4	1.1	7.8	1,500	0.7	1.8	52.8
50 to 99 employees	2,926	0.5	1.6	11.3	1,286	0.6	2.4	69.4
100 to 249 employees	6,160	1.0	2.6	18.7	1,187	0.5	2.9	84.7
250 to 499 employees	4,222	0.7	3.3	23.7	555	0.2	3.2	91.8
500 or more employees	63,787	10.5	13.8	100.0	634	0.3	3.5	100.0
Other companies (4)	46,571	7.7	7.7	100.0	11,143	5.0	5.0	100.0
no. employees unknown (3)	4,826	0.8	0.8	10.4	2,820	1.3	1.3	25.3
1 to 19 employees	570	0.1	0.9	11.6	801	0.4	1.6	32.5
20 to 49 employees	1,062	0.2	1.1	13.9	1,189	0.5	2.1	43.2
50 to 99 employees	1,628	0.3	1.3	17.4	1,140	0.5	2.7	53.4
100 to 249 employees	2,607	0.4	1.8	23.0	1,377	0.6	3.3	65.8
250 to 499 employees	3,640	0.6	2.4	30.8	981	0.4	3.7	74.6
500 or more employees	32,237	5.3	7.7	100.0	2,835	1.3	5.0	100.0
Unclassified companies	3,988	0.7	0.7	100.0	1,302	0.6	0.6	100.0
Single location companies	108,656	18.0	18.0	100.0	192,616	86.0	86.0	100.0
no. employees unknown (3)	24,538	4.1	4.1	22.6	53,013	23.7	23.7	27.5
1 to 19 employees	39,906	6.6	10.7	59.3	95,319	42.6	66.2	77.0
20 to 49 employees	14,640	2.4	13.1	72.8	25,454	11.4	77.6	90.2
50 to 99 employees	9,371	1.5	14.6	81.4	11,024	4.9	82.5	95.9
100 to 249 employees	10,055	1.7	16.3	90.7	5,874	2.6	85.2	99.0
250 to 499 employees	4,772	0.8	17.1	95.1	1,214	0.5	85.7	99.6
500 or more employees	5,372	0.9	18.0	100.0	718	0.3	86.0	100.0
Manufacturers	35,409	5.9	5.9	100.0	52,156	23.3	23.3	100.0
no. employees unknown (3)	7,598	1.3	1.3	21.5	8,240	3.7	3.7	15.8
1 to 19 employees	4,208	0.7	2.0	33.3	20,405	9.1	12.8	54.9
20 to 49 employees	4,998	0.8	2.8	47.5	12,566	5.6	18.4	79.0
50 to 99 employees	4,954	0.8	3.6	61.4	6,581	2.9	21.3	91.6
100 to 249 employees	6,722	1.1	4.7	80.4	3,555	1.6	22.9	98.4
250 to 499 employees	3,270	0.5	5.2	89.7	636	0.3	23.2	99.7
500 or more employees	3,658	0.6	5.9	100.0	173	0.1	23.3	100.0
Wholesalers	40,131	6.6	6.6	100.0	63,299	28.3	28.3	100.0
no. employees unknown (3)	5,612	0.9	0.9	14.0	13,559	6.1	6.1	21.4
1 to 19 employees	22,205	3.7	4.6	69.3	39,798	17.8	23.8	84.3
20 to 49 employees	5,786	1.0	5.6	83.7	6,909	3.1	26.9	95.2
50 to 99 employees	2,901	0.5	6.0	91.0	2,012	0.9	27.8	98.4
100 to 249 employees	2,053	0.3	6.4	96.1	847	0.4	28.2	99.7
250 to 499 employees	674	0.1	6.5	97.8	140	0.1	28.3	99.9
500 or more employees	899	0.1	6.6	100.0	34	0.0	28.3	100.0
Other companies (4)	30,163	5.0	5.0	100.0	70,010	31.3	31.3	100.0
no. employees unknown (3)	8,470	1.4	1.4	28.1	24,331	10.9	10.9	34.8
1 to 19 employees	13,413	2.2	3.6	72.5	34,898	15.6	26.4	84.6
20 to 49 employees	3,850	0.6	4.3	85.3	5,965	2.7	29.1	93.1
50 to 99 employees	1,514	0.3	4.5	90.3	2,425	1.1	30.2	96.6
100 to 249 employees	1,280	0.2	4.7	94.6	1,464	0.7	30.8	98.7
250 to 499 employees	828	0.1	4.9	97.3	431	0.2	31.0	99.3
500 or more employees	809	0.1	5.0	100.0	496	0.2	31.3	100.0
Unclassified companies	2,953	0.5	0.5	100.0	7,151	3.2	3.2	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 32.4 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 2002.

(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.

Table 1c
Percent Change Between the 2002 and 2003 Results

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

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

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	2002	2003	Net Diff.	% Change	2002	2003	Net Diff.	% Change
All identified companies	605,025	629,749	24,724	4.1	223,933	225,190	1,257	0.6
no. employees unknown (2)	35,120	31,206	-3,914	-11.1	58,728	59,746	1,018	1.7
1 to 19 employees	41,871	41,789	-82	-0.2	97,454	96,352	-1,102	-1.1
20 to 49 employees	18,459	22,243	3,784	20.5	29,143	30,039	896	3.1
50 to 99 employees	15,680	20,060	4,380	27.9	15,157	15,667	510	3.4
100 to 249 employees	26,578	31,569	4,991	18.8	11,449	11,949	500	4.4
250 to 499 employees	22,786	24,591	1,805	7.9	4,715	4,629	-86	-1.8
500 or more employees	444,531	458,290	13,759	3.1	7,287	6,808	-479	-6.6
Manufacturers	397,578	427,181	29,603	7.4	63,268	64,791	1,523	2.4
no. employees unknown (2)	10,030	11,027	996	9.9	9,280	9,987	707	7.6
1 to 19 employees	4,305	4,090	-215	-5.0	20,650	20,773	123	0.6
20 to 49 employees	5,470	7,100	1,630	29.8	13,382	13,551	169	1.3
50 to 99 employees	6,517	7,667	1,150	17.6	8,083	8,325	242	3.0
100 to 249 employees	13,840	17,364	3,525	25.5	6,357	6,695	338	5.3
250 to 499 employees	12,768	15,026	2,258	17.7	2,446	2,508	62	2.5
500 or more employees	344,649	364,907	20,259	5.9	3,070	2,952	-118	-3.8
Wholesalers	123,772	118,231	-5,541	-4.5	71,059	73,336	2,277	3.2
no. employees unknown (2)	8,743	6,695	-2,048	-23.4	15,241	16,515	1,274	8.4
1 to 19 employees	23,436	24,245	809	3.5	40,714	40,817	103	0.3
20 to 49 employees	7,970	9,025	1,054	13.2	8,409	8,938	529	6.3
50 to 99 employees	5,827	8,262	2,435	41.8	3,298	3,552	254	7.7
100 to 249 employees	8,213	9,128	915	11.1	2,034	2,173	139	6.8
250 to 499 employees	4,896	5,303	407	8.3	695	703	8	1.2
500 or more employees	64,686	55,574	-9,112	-14.1	668	638	-30	-4.5
Other companies (3)	76,734	75,984	-750	-1.0	81,153	79,043	-2,110	-2.6
no. employees unknown (2)	13,297	8,493	-4,803	-36.1	27,151	25,760	-1,391	-5.1
1 to 19 employees	13,984	13,281	-702	-5.0	35,699	34,479	-1,220	-3.4
20 to 49 employees	4,912	6,101	1,189	24.2	7,154	7,496	342	4.8
50 to 99 employees	3,142	4,078	935	29.8	3,565	3,735	170	4.8
100 to 249 employees	3,886	4,825	938	24.1	2,841	3,025	184	6.5
250 to 499 employees	4,468	4,153	-315	-7.0	1,412	1,387	-25	-1.8
500 or more employees	33,045	35,054	2,009	6.1	3,331	3,161	-170	-5.1
Unclassified companies	6,941	8,352	1,411	20.3	8,453	8,020	-433	-5.1
Multiple location companies	496,369	512,382	16,013	3.2	31,317	28,216	-3,101	-9.9
no. employees unknown (2)	10,582	2,147	-8,434	-79.7	5,715	734	-4,981	-87.2
1 to 19 employees	1,965	2,831	866	44.1	2,135	2,808	673	31.5
20 to 49 employees	3,819	5,809	1,990	52.1	3,689	4,681	992	26.9
50 to 99 employees	6,309	9,228	2,919	46.3	4,133	4,632	499	12.1
100 to 249 employees	16,522	19,682	3,160	19.1	5,575	5,982	407	7.3
250 to 499 employees	18,014	19,503	1,488	8.3	3,501	3,315	-186	-5.3
500 or more employees	439,159	453,182	14,023	3.2	6,569	6,064	-505	-7.7
Manufacturers	362,169	384,979	22,810	6.3	11,112	10,843	-269	-2.4
no. employees unknown (2)	2,432	75	-2,357	-96.9	1,040	57	-983	-94.5
1 to 19 employees	97	103	6	6.6	245	322	77	31.4
20 to 49 employees	473	633	160	33.8	816	1,109	293	35.9
50 to 99 employees	1,563	2,453	891	57.0	1,502	1,808	306	20.4
100 to 249 employees	7,117	9,295	2,178	30.6	2,802	2,994	192	6.9
250 to 499 employees	9,498	11,217	1,719	18.1	1,810	1,804	-6	-0.3
500 or more employees	340,990	361,203	20,213	5.9	2,897	2,749	-148	-5.1

See footnotes at end of table.

Table 1c
Percent Change Between the 2002 and 2003 Results - Continued

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

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

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	2002	2003	Net Diff.	% Change	2002	2003	Net Diff.	% Change
Multiple location companies								
Wholesalers	83,641	75,599	-8,042	-9.6	7,760	7,388	-372	-4.8
no. employees unknown (2)	3,131	48	-3,083	-98.5	1,682	68	-1,614	-96.0
1 to 19 employees	1,231	1,753	522	42.4	916	1,346	430	46.9
20 to 49 employees	2,184	2,497	313	14.3	1,500	2,025	525	35.0
50 to 99 employees	2,926	4,551	1,625	55.5	1,286	1,458	172	13.4
100 to 249 employees	6,160	7,026	865	14.0	1,187	1,334	147	12.4
250 to 499 employees	4,222	4,708	486	11.5	555	557	2	0.4
500 or more employees	63,787	55,017	-8,770	-13.7	634	600	-34	-5.4
Other companies (3)	46,571	46,638	67	0.1	11,143	9,235	-1,908	-17.1
no. employees unknown (2)	4,826	44	-4,782	-99.1	2,820	103	-2,717	-96.3
1 to 19 employees	570	958	388	68.0	801	1,103	302	37.7
20 to 49 employees	1,062	2,662	1,600	150.6	1,189	1,508	319	26.8
50 to 99 employees	1,628	2,170	542	33.3	1,140	1,313	173	15.2
100 to 249 employees	2,607	3,124	517	19.8	1,377	1,607	230	16.7
250 to 499 employees	3,640	3,469	-171	-4.7	981	926	-55	-5.6
500 or more employees	32,237	34,210	1,974	6.1	2,835	2,675	-160	-5.6
Unclassified companies	3,988	5,166	1,178	29.6	1,302	750	-552	-42.4
Single location companies	108,656	117,367	8,711	8.0	192,616	196,974	4,358	2.3
no. employees unknown (2)	24,538	29,059	4,521	18.4	53,013	59,012	5,999	11.3
1 to 19 employees	39,906	38,958	-949	-2.4	95,319	93,544	-1,775	-1.9
20 to 49 employees	14,640	16,434	1,794	12.3	25,454	25,358	-96	-0.4
50 to 99 employees	9,371	10,832	1,461	15.6	11,024	11,035	11	0.1
100 to 249 employees	10,055	11,887	1,831	18.2	5,874	5,967	93	1.6
250 to 499 employees	4,772	5,088	316	6.6	1,214	1,314	100	8.2
500 or more employees	5,372	5,108	-264	-4.9	718	744	26	3.6
Manufacturers	35,409	42,202	6,793	19.2	52,156	53,948	1,792	3.4
no. employees unknown (2)	7,598	10,951	3,353	44.1	8,240	9,930	1,690	20.5
1 to 19 employees	4,208	3,986	-221	-5.3	20,405	20,451	46	0.2
20 to 49 employees	4,998	6,468	1,470	29.4	12,566	12,442	-124	-1.0
50 to 99 employees	4,954	5,214	259	5.2	6,581	6,517	-64	-1.0
100 to 249 employees	6,722	8,069	1,347	20.0	3,555	3,701	146	4.1
250 to 499 employees	3,270	3,809	539	16.5	636	704	68	10.7
500 or more employees	3,658	3,704	46	1.3	173	203	30	17.3
Wholesalers	40,131	42,632	2,502	6.2	63,299	65,948	2,649	4.2
no. employees unknown (2)	5,612	6,647	1,035	18.4	13,559	16,447	2,888	21.3
1 to 19 employees	22,205	22,492	288	1.3	39,798	39,471	-327	-0.8
20 to 49 employees	5,786	6,528	741	12.8	6,909	6,913	4	0.1
50 to 99 employees	2,901	3,711	810	27.9	2,012	2,094	82	4.1
100 to 249 employees	2,053	2,103	50	2.4	847	839	-8	-0.9
250 to 499 employees	674	595	-79	-11.7	140	146	6	4.3
500 or more employees	899	557	-343	-38.1	34	38	4	11.8
Other companies (3)	30,163	29,347	-816	-2.7	70,010	69,808	-202	-0.3
no. employees unknown (2)	8,470	8,449	-21	-0.2	24,331	25,657	1,326	5.4
1 to 19 employees	13,413	12,323	-1,090	-8.1	34,898	33,376	-1,522	-4.4
20 to 49 employees	3,850	3,439	-411	-10.7	5,965	5,988	23	0.4
50 to 99 employees	1,514	1,908	394	26.0	2,425	2,422	-3	-0.1
100 to 249 employees	1,280	1,701	421	32.9	1,464	1,418	-46	-3.1
250 to 499 employees	828	684	-143	-17.3	431	461	30	7.0
500 or more employees	809	844	35	4.3	496	486	-10	-2.0
Unclassified companies	2,953	3,186	233	7.9	7,151	7,270	119	1.7

(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 2002 or 2003.

(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.

Table 2a
Top Companies' Share of the 2003 Export Market
by Company Type

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

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

Company Type	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)	% Change 2002-2003	
					Number of Exporters	Known Value
All identified companies	225,190	629,749	100.0	100.0	0.6	4.1
Top 4 companies	4	58,344	9.3	9.3	-	-7.6
Top 8 companies	8	88,216	14.0	14.0	-	-3.2
Top 20 companies	20	142,808	22.7	22.7	-	-1.4
Top 50 companies	50	205,217	32.6	32.6	-	1.7
Top 100 companies	100	258,596	41.1	41.1	-	2.2
Top 250 companies	250	338,636	53.8	53.8	-	3.3
Top 500 companies	500	398,481	63.3	63.3	-	3.7
Top 1000 companies	1,000	452,434	71.8	71.8	-	3.8
Top 2000 companies	2,000	499,778	79.4	79.4	-	3.9
Manufacturers	64,791	427,181	67.8	100.0	2.4	7.4
Top 4 companies	4	58,344	9.3	13.7	-	-7.6
Top 8 companies	8	85,021	13.5	19.9	-	-5.1
Top 20 companies	20	132,968	21.1	31.1	-	1.2
Top 50 companies	50	187,314	29.7	43.8	-	4.8
Top 100 companies	100	230,632	36.6	54.0	-	4.7
Top 250 companies	250	290,667	46.2	68.0	-	6.5
Top 500 companies	500	328,473	52.2	76.9	-	6.7
Top 1000 companies	1,000	360,075	57.2	84.3	-	7.1
Top 2000 companies	2,000	384,906	61.1	90.1	-	7.2
Wholesalers	73,336	118,231	18.8	100.0	3.2	-4.5
Top 4 companies	4	21,481	3.4	18.2	-	-5.5
Top 8 companies	8	28,297	4.5	23.9	-	-10.1
Top 20 companies	20	38,781	6.2	32.8	-	-9.7
Top 50 companies	50	49,904	7.9	42.2	-	-9.7
Top 100 companies	100	59,169	9.4	50.0	-	-9.6
Top 250 companies	250	71,603	11.4	60.6	-	-8.8
Top 500 companies	500	79,932	12.7	67.6	-	-8.2
Top 1000 companies	1,000	88,149	14.0	74.6	-	-7.3
Top 2000 companies	2,000	96,072	15.3	81.3	-	-6.5
Other companies (3)	79,043	75,984	12.1	100.0	-2.6	-1.0
Top 4 companies	4	5,411	0.9	7.1	-	-9.3
Top 8 companies	8	9,432	1.5	12.4	-	1.2
Top 20 companies	20	17,181	2.7	22.6	-	2.8
Top 50 companies	50	26,527	4.2	34.9	-	1.3
Top 100 companies	100	34,451	5.5	45.3	-	-0.4
Top 250 companies	250	45,740	7.3	60.2	-	-0.6
Top 500 companies	500	53,369	8.5	70.2	-	-0.9
Top 1000 companies	1,000	59,585	9.5	78.4	-	-1.3
Top 2000 companies	2,000	64,895	10.3	85.4	-	-1.3
Unclassified companies	8,020	8,352	1.3	100.0	-5.1	20.3

(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 18.2 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.

Table 2b
Top Companies' Share of the 2002 Export Market
by Company Type

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

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

Company Type	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	223,933	605,025	100.0	100.0
Top 4 companies	4	63,173	10.4	10.4
Top 8 companies	8	91,108	15.1	15.1
Top 20 companies	20	144,780	23.9	23.9
Top 50 companies	50	201,866	33.4	33.4
Top 100 companies	100	252,959	41.8	41.8
Top 250 companies	250	327,708	54.2	54.2
Top 500 companies	500	384,138	63.5	63.5
Top 1000 companies	1,000	435,812	72.0	72.0
Top 2000 companies	2,000	480,999	79.5	79.5
Manufacturers	63,268	397,578	65.7	100.0
Top 4 companies	4	63,173	10.4	15.9
Top 8 companies	8	89,615	14.8	22.5
Top 20 companies	20	131,429	21.7	33.1
Top 50 companies	50	178,765	29.5	45.0
Top 100 companies	100	220,188	36.4	55.4
Top 250 companies	250	273,016	45.1	68.7
Top 500 companies	500	307,891	50.9	77.4
Top 1000 companies	1,000	336,099	55.6	84.5
Top 2000 companies	2,000	359,126	59.4	90.3
Wholesalers	71,059	123,772	20.5	100.0
Top 4 companies	4	22,734	3.8	18.4
Top 8 companies	8	31,472	5.2	25.4
Top 20 companies	20	42,934	7.1	34.7
Top 50 companies	50	55,278	9.1	44.7
Top 100 companies	100	65,443	10.8	52.9
Top 250 companies	250	78,538	13.0	63.5
Top 500 companies	500	87,114	14.4	70.4
Top 1000 companies	1,000	95,070	15.7	76.8
Top 2000 companies	2,000	102,763	17.0	83.0
Other companies (3)	81,153	76,734	12.7	100.0
Top 4 companies	4	5,963	1.0	7.8
Top 8 companies	8	9,318	1.5	12.1
Top 20 companies	20	16,717	2.8	21.8
Top 50 companies	50	26,181	4.3	34.1
Top 100 companies	100	34,590	5.7	45.1
Top 250 companies	250	46,016	7.6	60.0
Top 500 companies	500	53,880	8.9	70.2
Top 1000 companies	1,000	60,398	10.0	78.7
Top 2000 companies	2,000	65,778	10.9	85.7
Unclassified companies	8,453	6,941	1.1	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 18.4 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.

Table 3a
2003 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			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)
All identified companies	629,749	225,190	218,954	34.8	13.3	405,320	64.4	97.9	5,475	0.9	5.1
no. employees unknown (3)	31,206	59,746	6,562	21.0	9.0	24,351	78.0	97.3	293	0.9	2.1
1 to 19 employees	41,789	96,352	4,334	10.4	8.8	36,183	86.6	97.7	1,271	3.0	4.1
20 to 49 employees	22,243	30,039	3,448	15.5	13.6	18,480	83.1	98.5	315	1.4	5.2
50 to 99 employees	20,060	15,667	2,767	13.8	19.7	16,712	83.3	98.7	580	2.9	7.1
100 to 249 employees	31,569	11,949	5,450	17.3	28.5	25,830	81.8	98.5	289	0.9	10.0
250 to 499 employees	24,591	4,629	4,659	18.9	41.0	19,578	79.6	98.4	354	1.4	13.5
500 or more employees	458,290	6,808	191,733	41.8	53.4	264,185	57.6	98.8	2,372	0.5	26.1
Manufacturers	427,181	64,791	162,334	38.0	18.6	262,682	61.5	98.9	2,165	0.5	7.1
no. employees unknown (3)	11,027	9,987	3,293	29.9	13.6	7,639	69.3	98.2	94	0.9	2.9
1 to 19 employees	4,090	20,773	472	11.5	7.2	3,580	87.5	98.6	38	0.9	2.9
20 to 49 employees	7,100	13,551	1,308	18.4	13.2	5,758	81.1	99.0	35	0.5	4.7
50 to 99 employees	7,667	8,325	762	9.9	21.4	6,855	89.4	99.1	50	0.7	7.4
100 to 249 employees	17,364	6,695	2,295	13.2	32.1	14,902	85.8	99.3	167	1.0	11.4
250 to 499 employees	15,026	2,508	2,666	17.7	50.0	12,279	81.7	99.4	81	0.5	17.5
500 or more employees	364,907	2,952	151,538	41.5	74.7	211,670	58.0	99.8	1,700	0.5	42.8
Wholesalers	118,231	73,336	34,213	28.9	12.8	82,381	69.7	98.3	1,637	1.4	5.9
no. employees unknown (3)	6,695	16,515	680	10.2	8.4	5,927	88.5	97.7	88	1.3	2.9
1 to 19 employees	24,245	40,817	1,888	7.8	10.5	21,860	90.2	98.3	497	2.1	5.5
20 to 49 employees	9,025	8,938	944	10.5	16.7	7,990	88.5	98.9	90	1.0	6.9
50 to 99 employees	8,262	3,552	1,527	18.5	22.4	6,237	75.5	98.9	498	6.0	9.5
100 to 249 employees	9,128	2,173	1,782	19.5	31.9	7,298	80.0	98.7	48	0.5	12.5
250 to 499 employees	5,303	703	738	13.9	44.5	4,523	85.3	99.0	42	0.8	16.1
500 or more employees	55,574	638	26,653	48.0	62.4	28,547	51.4	99.1	374	0.7	34.3
Other companies (4)	75,984	79,043	19,924	26.2	9.8	54,409	71.6	96.7	1,651	2.2	3.1
no. employees unknown (3)	8,493	25,760	1,571	18.5	7.6	6,824	80.3	96.7	98	1.1	1.6
1 to 19 employees	13,281	34,479	1,880	14.2	7.7	10,666	80.3	96.4	736	5.5	3.1
20 to 49 employees	6,101	7,496	1,195	19.6	10.4	4,716	77.3	97.3	189	3.1	4.0
50 to 99 employees	4,078	3,735	474	11.6	13.3	3,571	87.6	97.5	33	0.8	4.3
100 to 249 employees	4,825	3,025	1,328	27.5	18.1	3,423	71.0	96.8	73	1.5	5.1
250 to 499 employees	4,153	1,387	1,242	29.9	22.9	2,680	64.5	96.5	230	5.5	5.1
500 or more employees	35,054	3,161	12,232	34.9	32.0	22,529	64.3	97.8	293	0.8	9.1
Unclassified companies	8,352	8,020	2,483	29.7	9.7	5,847	70.0	97.2	22	0.3	1.1
Multiple location companies	512,382	28,216	201,710	39.4	32.0	307,144	59.9	98.5	3,528	0.7	12.8
no. employees unknown (3)	2,147	734	488	22.7	25.5	1,647	76.7	98.1	13	0.6	7.2
1 to 19 employees	2,831	2,808	422	14.9	14.1	2,076	73.3	97.6	334	11.8	3.9
20 to 49 employees	5,809	4,681	737	12.7	16.4	4,920	84.7	98.4	152	2.6	5.3
50 to 99 employees	9,228	4,632	1,736	18.8	21.8	7,250	78.6	98.6	242	2.6	7.9
100 to 249 employees	19,682	5,982	3,543	18.0	30.8	15,980	81.2	98.5	159	0.8	10.9
250 to 499 employees	19,503	3,315	3,940	20.2	43.3	15,243	78.2	98.4	320	1.6	14.7
500 or more employees	453,182	6,064	190,844	42.1	56.1	260,029	57.4	98.8	2,309	0.5	28.1
Manufacturers	384,979	10,843	154,424	40.1	44.6	228,776	59.4	99.5	1,779	0.5	20.1
no. employees unknown (3)	75	57	6	7.9	19.3 (5)	69	(5) 92.1	100.0	(D)	(D)	1.8
1 to 19 employees	103	322	15	14.7	11.8 (5)	88	(5) 85.3	99.1	(D)	(D)	3.7
20 to 49 employees	633	1,109	69	10.9	18.0	561	88.7	99.3	2	0.3	5.3
50 to 99 employees	2,453	1,808	204	8.3	26.5	2,234	91.1	99.3	15	0.6	8.6
100 to 249 employees	9,295	2,994	985	10.6	36.0	8,246	88.7	99.4	64	0.7	13.0
250 to 499 employees	11,217	1,804	2,157	19.2	52.3	9,002	80.3	99.4	57	0.5	19.4
500 or more employees	361,203	2,749	150,988	41.8	76.0	208,575	57.7	99.8	1,640	0.5	44.1
Wholesalers	75,599	7,388	30,672	40.6	27.0	44,218	58.5	98.7	709	0.9	10.9
no. employees unknown (3)	48	68	4	8.7	13.2	44	90.7	98.5	0	0.6	7.4
1 to 19 employees	1,753	1,346	273	15.6	16.8	1,441	82.2	98.5	38	2.2	4.6
20 to 49 employees	2,497	2,025	348	13.9	18.3 (5)	2,149	(5) 86.1	98.7	(D)	(D)	6.1
50 to 99 employees	4,551	1,458	1,284	28.2	22.6 (5)	3,267	(5) 71.8	98.8	(D)	(D)	10.0
100 to 249 employees	7,026	1,334	1,506	21.4	32.1	5,487	78.1	98.6	32	0.5	12.3
250 to 499 employees	4,708	557	632	13.4	45.2	4,036	85.7	99.1	40	0.8	16.5
500 or more employees	55,017	600	26,624	48.4	63.0	28,021	50.9	99.0	372	0.7	35.5

See footnotes at end of table.

Table 3a
2003 Exports to Related Parties
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			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)	46,638	9,235	14,760	31.6	21.3	30,858	66.2	97.1	1,020	2.2	6.1
no. employees unknown (3)	44	103	1	1.3	9.7 (5)	44	(5) 98.7	98.1	(D)	(D)	2.9
1 to 19 employees	958	1,103	126	13.2	11.2 (5)	832	(5) 86.8	96.4	(D)	(D)	2.9
20 to 49 employees	2,662	1,508	319	12.0	12.3	2,216	83.2	97.2	127	4.8	4.0
50 to 99 employees	2,170	1,313	244	11.2	14.4	1,904	87.7	97.5	22	1.0	4.6
100 to 249 employees	3,124	1,607	1,010	32.3	19.6	2,053	65.7	96.8	61	2.0	5.9
250 to 499 employees	3,469	926	1,137	32.8	24.7	2,108	60.8	96.0	223	6.4	4.6
500 or more employees	34,210	2,675	11,922	34.8	34.2	21,997	64.3	97.8	291	0.9	10.1
Unclassified companies	5,166	750	1,854	35.9	31.7	3,292	63.7	97.5	21	0.4	8.9
Single location companies	117,367	196,974	17,244	14.7	10.6	98,176	83.6	97.8	1,947	1.7	4.0
no. employees unknown (3)	29,059	59,012	6,074	20.9	8.8	22,705	78.1	97.3	280	1.0	2.0
1 to 19 employees	38,958	93,544	3,912	10.0	8.6	34,107	87.6	97.7	938	2.4	4.1
20 to 49 employees	16,434	25,358	2,711	16.5	13.1	13,560	82.5	98.6	163	1.0	5.2
50 to 99 employees	10,832	11,035	1,032	9.5	18.9	9,463	87.4	98.7	338	3.1	6.8
100 to 249 employees	11,887	5,967	1,907	16.0	26.3	9,850	82.9	98.6	130	1.1	9.1
250 to 499 employees	5,088	1,314	720	14.1	35.0	4,335	85.2	98.6	34	0.7	10.4
500 or more employees	5,108	744	889	17.4	31.2	4,156	81.4	98.4	64	1.2	9.9
Manufacturers	42,202	53,948	7,910	18.7	13.4	33,906	80.3	98.7	386	0.9	4.5
no. employees unknown (3)	10,951	9,930	3,287	30.0	13.5 (5)	7,664	(5) 70.0	98.2	(D)	(D)	2.9
1 to 19 employees	3,986	20,451	457	11.5	7.2 (5)	3,529	(5) 88.5	98.6	(D)	(D)	2.9
20 to 49 employees	6,468	12,442	1,239	19.2	12.8	5,196	80.3	99.0	32	0.5	4.6
50 to 99 employees	5,214	6,517	558	10.7	20.0	4,621	88.6	99.1	35	0.7	7.0
100 to 249 employees	8,069	3,701	1,311	16.2	28.9	6,656	82.5	99.2	103	1.3	10.1
250 to 499 employees	3,809	704	509	13.4	43.9	3,276	86.0	99.3	24	0.6	12.5
500 or more employees	3,704	203	550	14.8	57.6	3,095	83.5	100.0	60	1.6	24.1
Wholesalers	42,632	65,948	3,541	8.3	11.2	38,163	89.5	98.2	928	2.2	5.3
no. employees unknown (3)	6,647	16,447	676	10.2	8.4	5,883	88.5	97.7	88	1.3	2.9
1 to 19 employees	22,492	39,471	1,615	7.2	10.3	20,418	90.8	98.3	459	2.0	5.6
20 to 49 employees	6,528	6,913	596	9.1	16.3 (5)	5,931	(5) 90.9	98.9	(D)	(D)	7.2
50 to 99 employees	3,711	2,094	243	6.6	22.3 (5)	3,468	(5) 93.4	99.0	(D)	(D)	9.1
100 to 249 employees	2,103	839	277	13.2	31.6	1,811	86.1	98.8	15	0.7	12.8
250 to 499 employees	595	146	106	17.8	41.8	487	81.8	98.6	3	0.4	14.4
500 or more employees	557	38	29	5.2	52.6	526	94.5	100.0	2	0.3	15.8
Other companies (4)	29,347	69,808	5,165	17.6	8.3	23,551	80.3	96.7	631	2.2	2.7
no. employees unknown (3)	8,449	25,657	1,571	18.6	7.6 (5)	6,878	(5) 81.4	96.7	(D)	(D)	1.6
1 to 19 employees	12,323	33,376	1,754	14.2	7.6 (5)	10,569	(5) 85.8	96.4	(D)	(D)	3.1
20 to 49 employees	3,439	5,988	876	25.5	10.0	2,500	72.7	97.3	62	1.8	4.0
50 to 99 employees	1,908	2,422	231	12.1	12.7	1,667	87.4	97.6	10	0.5	4.1
100 to 249 employees	1,701	1,418	318	18.7	16.4	1,370	80.6	96.9	12	0.7	4.2
250 to 499 employees	684	461	105	15.4	19.3	572	83.7	97.6	7	1.0	6.1
500 or more employees	844	486	310	36.8	19.3	532	63.1	97.5	1	0.2	3.7
Unclassified companies	3,186	7,270	629	19.7	7.5	2,555	80.2	97.2	2	0.1	0.3

(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 2003.

(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.

Table 3b
2002 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			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	605,025	223,933	209,682	34.7	14.1	388,272	64.2	96.7	7,071	1.2	8.1
no. employees unknown (3)	35,120	58,728	6,322	18.0	10.2	28,286	80.5	95.7	512	1.5	4.6
1 to 19 employees	41,871	97,454	6,420	15.3	9.3	34,228	81.7	96.4	1,224	2.9	6.9
20 to 49 employees	18,459	29,143	2,937	15.9	14.3	14,946	81.0	97.9	576	3.1	7.9
50 to 99 employees	15,680	15,157	1,992	12.7	20.6	13,352	85.2	98.2	336	2.1	10.4
100 to 249 employees	26,578	11,449	4,936	18.6	29.4	21,162	79.6	98.3	480	1.8	14.0
250 to 499 employees	22,786	4,715	4,710	20.7	41.4	17,634	77.4	98.4	443	1.9	19.5
500 or more employees	444,531	7,287	182,366	41.0	54.2	258,665	58.2	98.6	3,500	0.8	32.3
Manufacturers	397,578	63,268	149,626	37.6	19.4	244,852	61.6	98.4	3,100	0.8	10.1
no. employees unknown (3)	10,030	9,280	2,732	27.2	15.1	7,156	71.3	97.6	142	1.4	5.1
1 to 19 employees	4,305	20,650	859	20.0	8.1	3,372	78.3	98.0	74	1.7	4.6
20 to 49 employees	5,470	13,382	609	11.1	13.6	4,805	87.8	98.7	56	1.0	7.2
50 to 99 employees	6,517	8,083	571	8.8	21.5	5,879	90.2	98.9	66	1.0	10.5
100 to 249 employees	13,840	6,357	1,697	12.3	32.9	11,945	86.3	99.0	197	1.4	15.8
250 to 499 employees	12,768	2,446	2,124	16.6	50.2	10,452	81.9	99.3	192	1.5	24.2
500 or more employees	344,649	3,070	141,033	40.9	75.9	201,242	58.4	99.7	2,373	0.7	51.3
Wholesalers	123,772	71,059	38,630	31.2	13.7	83,041	67.1	97.7	2,102	1.7	8.8
no. employees unknown (3)	8,743	15,241	1,103	12.6	10.5	7,501	85.8	97.2	139	1.6	4.7
1 to 19 employees	23,436	40,714	1,929	8.2	10.9	20,841	88.9	97.6	666	2.8	8.4
20 to 49 employees	7,970	8,409	882	11.1	17.9	6,790	85.2	98.3	298	3.7	10.7
50 to 99 employees	5,827	3,298	920	15.8	24.3	4,720	81.0	98.6	187	3.2	13.8
100 to 249 employees	8,213	2,034	1,860	22.7	34.0	6,196	75.4	98.8	157	1.9	18.0
250 to 499 employees	4,896	695	1,120	22.9	45.5	3,722	76.0	98.7	54	1.1	23.6
500 or more employees	64,686	668	30,814	47.6	60.6	33,271	51.4	99.6	601	0.9	42.5
Other companies (4)	76,734	81,153	20,280	26.4	10.6	54,666	71.2	94.6	1,788	2.3	6.4
no. employees unknown (3)	13,297	27,151	2,126	16.0	8.7	10,945	82.3	94.2	226	1.7	5.2
1 to 19 employees	13,984	35,699	3,613	25.8	8.1	9,892	70.7	94.0	479	3.4	6.4
20 to 49 employees	4,912	7,154	1,443	29.4	11.4	3,248	66.1	95.9	221	4.5	5.8
50 to 99 employees	3,142	3,565	465	14.8	14.5	2,598	82.7	96.1	79	2.5	7.2
100 to 249 employees	3,886	2,841	1,305	33.6	18.4	2,489	64.0	96.3	92	2.4	7.3
250 to 499 employees	4,468	1,412	1,364	30.5	24.4	2,916	65.3	96.8	188	4.2	9.4
500 or more employees	33,045	3,331	9,964	30.2	33.4	22,579	68.3	97.4	502	1.5	13.5
Unclassified companies	6,941	8,453	1,147	16.5	11.7	5,713	82.3	96.1	81	1.2	3.0
Multiple location companies	496,369	31,317	192,233	38.7	31.7	299,410	60.3	98.1	4,727	1.0	16.9
no. employees unknown (3)	10,582	5,715	1,267	12.0	18.4	9,110	86.1	97.3	205	1.9	9.0
1 to 19 employees	1,965	2,135	362	18.4	14.9	1,540	78.4	96.7	63	3.2	7.6
20 to 49 employees	3,819	3,689	545	14.3	17.1	3,127	81.9	97.9	146	3.8	8.9
50 to 99 employees	6,309	4,133	1,158	18.4	22.4	4,931	78.2	98.2	220	3.5	11.1
100 to 249 employees	16,522	5,575	3,297	20.0	31.3	12,914	78.2	98.5	312	1.9	15.2
250 to 499 employees	18,014	3,501	3,969	22.0	42.5	13,667	75.9	98.7	378	2.1	21.1
500 or more employees	439,159	6,569	181,635	41.4	57.4	254,121	57.9	98.7	3,403	0.8	34.4
Manufacturers	362,169	11,112	143,634	39.7	45.5	215,921	59.6	99.3	2,615	0.7	26.1
no. employees unknown (3)	2,432	1,040	393	16.2	26.1	2,013	82.8	99.2	26	1.1	12.1
1 to 19 employees	97	245	23	23.2	13.9	74	76.5	98.4	0	0.2	6.1
20 to 49 employees	473	816	33	7.0	18.1	435	91.9	98.5	5	1.0	9.6
50 to 99 employees	1,563	1,502	159	10.2	26.2	1,393	89.1	98.9	11	0.7	12.1
100 to 249 employees	7,117	2,802	813	11.4	37.0	6,193	87.0	99.2	111	1.6	18.2
250 to 499 employees	9,498	1,810	1,656	17.4	51.3	7,698	81.1	99.6	144	1.5	25.9
500 or more employees	340,990	2,897	140,558	41.2	77.3	198,115	58.1	99.8	2,317	0.7	52.6
Wholesalers	83,641	7,760	34,947	41.8	28.3	47,684	57.0	98.4	1,010	1.2	15.6
no. employees unknown (3)	3,131	1,682	448	14.3	22.3	2,601	83.1	98.0	83	2.6	10.9
1 to 19 employees	1,231	916	232	18.8	16.7	965	78.4	97.9	34	2.8	8.7
20 to 49 employees	2,184	1,500	217	9.9	20.8	1,940	88.8	98.3	28	1.3	10.9
50 to 99 employees	2,926	1,286	720	24.6	24.2	2,045	69.9	98.4	160	5.5	13.3
100 to 249 employees	6,160	1,187	1,553	25.2	33.1	4,519	73.4	98.9	89	1.4	17.2
250 to 499 employees	4,222	555	993	23.5	46.8 (5)	3,229 (5)	76.5 (5)	98.9	(D)	(D)	24.7
500 or more employees	63,787	634	30,784	48.3	61.7 (5)	33,002 (5)	51.7 (5)	99.5	(D)	(D)	43.4

See footnotes at end of table.

Table 3b
2002 Exports to Related Parties
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			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)	46,571	11,143	12,847	27.6	20.8	32,695	70.2	96.8	1,029	2.2	9.4
no. employees unknown (3)	4,826	2,820	399	8.3	13.0	4,331	89.7	96.3	96	2.0	6.9
1 to 19 employees	570	801	96	16.8	13.6	448	78.6	94.8	26	4.6	6.7
20 to 49 employees	1,062	1,189	293	27.6	12.3	657	61.8	96.9	113	10.6	6.1
50 to 99 employees	1,628	1,140	243	14.9	14.1	1,339	82.3	96.8	46	2.8	8.1
100 to 249 employees	2,607	1,377	858	32.9	18.9	1,671	64.1	96.9	77	3.0	8.1
250 to 499 employees	3,640	981	1,219	33.5	24.2	2,246	61.7	97.1	175	4.8	10.5
500 or more employees	32,237	2,835	9,739	30.2	36.8	22,003	68.3	97.5	495	1.5	14.7
Unclassified companies	3,988	1,302	804	20.2	27.8	3,111	78.0	97.7	73	1.8	11.6
Single location companies	108,656	192,616	17,449	16.1	11.3	88,862	81.8	96.5	2,344	2.2	6.6
no. employees unknown (3)	24,538	53,013	5,055	20.6	9.3	19,176	78.1	95.5	307	1.3	4.1
1 to 19 employees	39,906	95,319	6,058	15.2	9.2	32,688	81.9	96.4	1,161	2.9	6.8
20 to 49 employees	14,640	25,454	2,392	16.3	13.9	11,819	80.7	97.9	430	2.9	7.7
50 to 99 employees	9,371	11,024	834	8.9	19.9	8,421	89.9	98.2	116	1.2	10.2
100 to 249 employees	10,055	5,874	1,639	16.3	27.5	8,248	82.0	98.1	168	1.7	12.8
250 to 499 employees	4,772	1,214	740	15.5	38.1	3,967	83.1	97.5	64	1.3	14.9
500 or more employees	5,372	718	731	13.6	24.9	4,543	84.6	97.4	98	1.8	13.4
Manufacturers	35,409	52,156	5,992	16.9	13.9	28,931	81.7	98.2	485	1.4	6.7
no. employees unknown (3)	7,598	8,240	2,339	30.8	13.7	5,143	67.7	97.4	116	1.5	4.3
1 to 19 employees	4,208	20,405	836	19.9	8.1	3,298	78.4	98.0	73	1.7	4.6
20 to 49 employees	4,998	12,566	576	11.5	13.3	4,370	87.4	98.7	51	1.0	7.1
50 to 99 employees	4,954	6,581	413	8.3	20.4	4,487	90.6	99.0	55	1.1	10.2
100 to 249 employees	6,722	3,555	885	13.2	29.6	5,752	85.6	98.9	85	1.3	13.9
250 to 499 employees	3,270	636	468	14.3	47.0	2,754	84.2	98.4	48	1.5	19.5
500 or more employees	3,658	173	475	13.0	53.2	3,127	85.5	98.8	56	1.5	30.1
Wholesalers	40,131	63,299	3,683	9.2	12.0	35,357	88.1	97.6	1,091	2.7	8.0
no. employees unknown (3)	5,612	13,559	655	11.7	9.0	4,900	87.3	97.1	57	1.0	3.9
1 to 19 employees	22,205	39,798	1,697	7.6	10.8	19,875	89.5	97.6	632	2.8	8.4
20 to 49 employees	5,786	6,909	666	11.5	17.2	4,851	83.8	98.3	270	4.7	10.6
50 to 99 employees	2,901	2,012	200	6.9	24.3	2,674	92.2	98.7	28	1.0	14.1
100 to 249 employees	2,053	847	308	15.0	35.3	1,678	81.7	98.6	68	3.3	19.2
250 to 499 employees	674	140	127	18.9	40.0	(5) 547	(5) 81.1	97.9	(D)	(D)	19.3
500 or more employees	899	34	30	3.3	41.2	(5) 870	(5) 96.7	100.0	(D)	(D)	26.5
Other companies (4)	30,163	70,010	7,432	24.6	8.9	21,972	72.8	94.2	759	2.5	5.9
no. employees unknown (3)	8,470	24,331	1,727	20.4	8.2	6,614	78.1	93.9	130	1.5	5.0
1 to 19 employees	13,413	34,898	3,517	26.2	8.0	9,443	70.4	94.0	453	3.4	6.4
20 to 49 employees	3,850	5,965	1,150	29.9	11.2	2,591	67.3	95.7	109	2.8	5.7
50 to 99 employees	1,514	2,425	222	14.7	14.7	1,259	83.1	95.8	33	2.2	6.8
100 to 249 employees	1,280	1,464	447	34.9	18.0	818	63.9	95.8	15	1.2	6.4
250 to 499 employees	828	431	145	17.5	24.8	670	81.0	96.1	12	1.5	7.0
500 or more employees	809	496	225	27.8	14.3	576	71.2	96.6	8	0.9	6.9
Unclassified companies	2,953	7,151	342	11.6	8.8	2,602	88.1	95.8	8	0.3	1.4

(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 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 2002.

(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.

Table 4a
2003 Exports by Company Type and Employment Size
to Number of Partner Countries

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation. Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	Number of Exporters	Number of Countries to Which Company Exports														
			1 Country	2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries					
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters			
All identified companies	629,749	225,190	4.6	59.8	6.4	24.8	6.5	8.6	13.8	5.2	18.5	1.3	50.1	0.3			
no. employees unknown(2)	31,206	59,746	26.8	74.2	18.1	18.5	14.2	4.6	19.8	2.2	14.8	0.4	6.4	0.0			
1 to 19 employees	41,789	96,352	27.0	63.6	31.1	26.3	21.4	7.3	16.7	2.6	3.1	0.2	0.7	0.0			
20 to 49 employees	22,243	30,039	13.5	49.3	22.9	29.6	22.7	12.6	29.0	7.5	11.3	0.9	0.6	0.0			
50 to 99 employees	20,060	15,667	7.3	42.8	16.9	29.7	26.2	14.8	31.4	10.6	16.4	2.0	1.8	0.1			
100 to 249 employees	31,569	11,949	5.2	36.2	10.7	27.8	15.7	15.7	46.3	15.6	18.8	4.4	3.2	0.4			
250 to 499 employees	24,591	4,629	5.0	31.8	9.6	25.3	15.3	15.7	35.1	18.2	29.6	8.0	5.4	1.0			
500 or more employees	458,290	6,808	0.5	27.5	1.6	20.8	1.9	12.1	8.3	16.8	20.0	14.9	67.7	7.9			
Manufacturers	427,181	64,791	1.5	45.4	3.3	29.0	3.7	12.7	11.0	9.3	19.4	2.9	61.0	0.8			
no. employees unknown(2)	11,027	9,987	12.4	59.3	15.1	25.5	13.3	8.6	25.7	5.4	24.3	1.1	9.2	0.1			
1 to 19 employees	4,090	20,773	30.8	58.0	30.6	29.4	18.7	9.2	18.3	3.3	(4)	1.6	(D)	0.0			
20 to 49 employees	7,100	13,551	14.0	43.8	21.5	32.0	27.8	14.4	32.3	8.8	(4)	4.4	(D)	0.0			
50 to 99 employees	7,667	8,325	9.4	36.3	20.4	31.7	22.3	16.8	34.0	12.4	12.6	2.6	1.2	0.1			
100 to 249 employees	17,364	6,695	5.0	26.9	11.4	29.8	18.0	18.4	43.5	18.9	19.8	5.4	2.4	0.4			
250 to 499 employees	15,026	2,508	4.4	18.5	11.0	26.3	13.8	18.8	33.4	23.9	31.0	11.1	6.5	1.4			
500 or more employees	364,907	2,952	0.1	7.8	1.2	16.7	1.3	13.2	7.1	22.9	19.4	25.3	70.8	14.0			
Wholesalers	118,231	73,336	7.7	54.6	12.1	29.8	11.3	9.6	19.4	5.0	16.0	0.9	33.5	0.1			
no. employees unknown(2)	6,695	16,515	31.5	68.8	25.2	23.4	16.2	5.3	16.3	2.2	7.6	0.3	3.2	0.0			
1 to 19 employees	24,245	40,817	20.9	55.5	34.0	31.7	24.3	9.2	17.9	3.4	2.7	0.3	0.2	0.0			
20 to 49 employees	9,025	8,938	11.4	42.7	21.9	32.9	20.1	14.2	33.3	8.9	(4)	1.3	(D)	0.1			
50 to 99 employees	8,262	3,552	3.3	36.6	13.6	32.4	32.0	16.8	26.7	11.9	(4)	24.4	(D)	0.1			
100 to 249 employees	9,128	2,173	3.8	31.3	6.9	29.4	8.9	16.9	56.2	16.9	20.5	5.2	3.7	0.3			
250 to 499 employees	5,303	703	4.0	27.2	4.5	26.2	9.4	16.5	41.2	20.8	35.2	8.3	5.7	1.1			
500 or more employees	55,574	638	0.1	13.9	0.8	19.4	1.1	15.7	9.0	23.0	20.1	18.5	68.9	9.4			
Other companies (3)	75,984	79,043	15.8	74.9	14.6	17.5	14.2	4.8	20.8	2.3	16.3	0.5	18.2	0.1			
no. employees unknown(2)	8,493	25,760	40.9	82.9	19.5	13.1	12.9	2.8	17.8	1.0	5.3	0.2	3.7	0.0			
1 to 19 employees	13,281	34,479	36.3	76.3	26.2	18.1	17.2	4.1	14.2	1.3	(4)	0.1	(D)	0.0			
20 to 49 employees	6,101	7,496	15.9	67.0	26.0	21.5	20.7	7.4	19.0	3.5	18.3	0.6	--	--			
50 to 99 employees	4,078	3,735	11.4	63.1	17.2	22.6	21.9	8.5	35.4	5.0	(4)	14.1	(D)	0.1			
100 to 249 employees	4,825	3,025	8.0	60.5	15.9	21.9	20.8	8.8	39.7	7.2	10.2	1.3	5.5	0.2			
250 to 499 employees	4,153	1,387	8.7	57.8	10.8	23.1	28.7	9.7	33.1	6.8	17.7	2.3	1.0	0.3			
500 or more employees	35,054	3,161	4.5	48.4	7.1	24.6	8.8	10.6	18.7	10.0	24.1	4.4	36.9	2.0			
Unclassified companies	8,352	8,020	19.6	75.4	9.3	17.5	10.0	4.2	17.3	2.2	27.5	0.6	16.2	0.1			

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

(2) Includes missing employment data, nonemployees, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2003.

(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.

Table 4b
2002 Exports by Company Type and Employment Size
to Number of Partner Countries

Note: This table is compiled using data from export trade documents and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation. Value in millions of dollars. Details may not equal totals due to rounding.

Company Type and Employment Size	Known Value (1)	Number of Exporters	Number of Countries to Which Company Exports														
			1 Country	2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries					
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters			
All identified companies	605,025	223,933	5.0	60.6	6.5	24.7	6.4	8.2	12.6	5.0	18.4	1.3	51.1	0.3			
no. employees unknown(2)	35,120	58,728	23.9	73.6	16.3	18.6	14.2	4.9	21.0	2.4	20.8	0.4	3.7	0.0			
1 to 19 employees	41,871	97,454	31.2	65.2	29.0	25.6	21.0	6.6	14.8	2.3	3.3	0.2	0.6	0.0			
20 to 49 employees	18,459	29,143	15.1	50.2	27.7	30.1	18.3	11.9	24.8	7.1	13.6	0.8	0.5	0.0			
50 to 99 employees	15,680	15,157	10.9	43.6	19.5	29.7	25.2	14.3	29.5	10.5	13.9	1.8	1.0	0.1			
100 to 249 employees	26,578	11,449	6.6	36.9	14.1	28.8	18.5	15.6	40.2	14.5	18.0	4.0	2.5	0.3			
250 to 499 employees	22,786	4,715	5.5	31.6	12.6	27.0	15.5	15.8	37.7	17.5	23.2	7.3	5.5	0.9			
500 or more employees	444,531	7,287	0.3	26.6	1.5	21.1	2.0	12.7	7.7	17.3	19.7	14.8	68.8	7.6			
Manufacturers	397,578	63,268	1.5	45.8	3.3	29.5	3.7	12.2	10.2	8.9	19.0	2.8	62.2	0.8			
no. employees unknown(2)	10,030	9,280	10.8	57.5	12.6	26.4	19.5	9.2	21.7	5.7	30.5	1.1	4.9	0.1			
1 to 19 employees	4,305	20,650	31.0	59.0	36.0	29.8	17.6	8.4	13.5	2.7	(4)	1.9	(D)	0.0			
20 to 49 employees	5,470	13,382	16.0	45.6	29.5	32.2	19.3	13.2	29.0	8.2	(4)	6.2	(D)	0.0			
50 to 99 employees	6,517	8,083	10.4	36.8	21.2	32.3	21.2	16.3	35.2	12.3	10.9	2.2	1.0	0.1			
100 to 249 employees	13,840	6,357	5.8	27.0	14.7	31.0	17.8	18.7	38.7	18.0	21.1	5.0	2.0	0.3			
250 to 499 employees	12,768	2,446	4.3	18.4	12.8	28.1	14.7	19.5	33.6	22.4	29.3	10.4	5.4	1.2			
500 or more employees	344,649	3,070	0.2	7.3	1.1	16.5	1.6	13.4	7.0	23.9	18.8	25.6	71.3	13.3			
Wholesalers	123,772	71,059	7.2	55.1	11.0	29.5	10.7	9.4	17.0	5.0	15.7	0.8	38.3	0.2			
no. employees unknown(2)	8,743	15,241	21.8	67.4	19.9	23.1	19.1	6.1	22.6	2.9	13.8	0.5	2.8	0.1			
1 to 19 employees	23,436	40,714	23.6	56.9	32.8	31.1	22.7	8.4	17.8	3.3	2.9	0.3	0.3	0.0			
20 to 49 employees	7,970	8,409	8.5	41.9	24.6	34.1	18.4	14.2	28.2	8.7	19.2	1.0	1.0	0.1			
50 to 99 employees	5,827	3,298	8.1	38.2	13.9	31.4	31.1	16.2	26.8	12.1	19.9	2.0	0.2	0.1			
100 to 249 employees	8,213	2,034	2.3	31.9	9.4	29.5	19.9	16.7	50.1	16.9	15.5	4.7	2.8	0.3			
250 to 499 employees	4,896	695	2.1	26.0	10.3	26.3	9.4	17.1	51.0	22.4	22.1	7.1	5.2	1.0			
500 or more employees	64,686	668	0.1	15.9	0.3	17.5	1.4	15.9	6.9	21.6	19.3	18.7	71.9	10.5			
Other companies (3)	76,734	81,153	18.0	75.7	15.2	17.2	12.4	4.4	17.3	2.1	18.7	0.5	18.4	0.1			
no. employees unknown(2)	13,297	27,151	32.5	81.8	16.4	13.7	8.2	3.0	20.6	1.3	20.8	0.2	1.5	0.0			
1 to 19 employees	13,984	35,699	43.7	78.3	20.6	16.9	19.5	3.6	10.5	1.0	(4)	5.7	(D)	0.0			
20 to 49 employees	4,912	7,154	24.3	67.9	31.0	21.8	16.5	6.7	14.8	3.1	13.4	0.5	--	--			
50 to 99 employees	3,142	3,565	16.9	64.3	26.4	22.0	23.0	8.2	21.6	4.8	(4)	12.1	(D)	0.1			
100 to 249 employees	3,886	2,841	17.7	62.0	23.1	23.7	19.5	8.0	23.3	5.1	(4)	16.4	(D)	0.1			
250 to 499 employees	4,468	1,412	13.4	56.7	14.2	25.0	25.8	9.3	31.3	6.3	8.4	2.2	6.9	0.4			
500 or more employees	33,045	3,331	1.0	46.0	8.2	25.9	6.9	11.3	16.2	10.6	27.7	4.1	40.0	2.1			
Unclassified companies	6,941	8,453	19.9	73.0	13.7	18.3	10.5	4.9	22.3	2.9	25.8	0.8	7.8	0.1			

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

(2) Includes missing employment data, nonemployees, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2002.

(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.

Table 5a
2003 Exports by Company Employment Size
to World Areas and Selected Countries

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

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

Country of Destination	Total Value	Known Value (1)		Number of Exports		Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
		Value (1)	Value (1)	Number of Exports	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports
All countries	724,771	629,749	225,190	31,206	59,746	41,789	96,352	22,243	30,039	20,060	15,667	31,569	11,949	24,591	4,629	458,290	6,808		
Top 25 countries	633,701	551,145	196,572	25,813	48,194	32,598	83,935	18,863	27,611	16,038	14,593	26,252	11,295	21,650	4,413	409,932	6,531		
Canada	169,924	130,049	92,679	4,821	15,282	5,841	38,052	3,435	15,223	3,099	8,662	5,074	7,246	5,150	3,131	102,629	5,083		
Mexico	97,457	85,349	36,626	4,357	6,902	4,922	11,624	3,096	5,591	2,432	3,734	3,001	3,780	3,080	1,777	64,461	3,218		
Japan	52,064	48,888	27,410	1,949	5,084	3,471	8,898	1,446	4,118	2,527	2,743	3,136	2,625	1,684	1,260	34,675	2,682		
United Kingdom	33,895	30,276	38,475	1,954	6,839	1,835	12,483	1,211	6,396	909	4,025	1,641	3,784	1,260	1,710	21,462	3,238		
Germany	28,848	26,309	26,501	1,157	4,552	1,035	8,248	1,242	4,342	673	2,728	1,115	2,708	995	1,313	20,093	2,610		
China	28,418	26,812	19,028	1,473	3,607	2,681	5,680	1,053	2,704	1,112	1,877	1,310	1,990	1,685	1,016	17,498	2,154		
Republic of Korea	24,099	21,590	17,330	685	2,936	1,778	5,321	988	2,500	511	1,747	1,998	1,845	777	884	14,853	2,097		
Netherlands	20,703	19,542	14,989	852	2,383	747	4,045	374	2,396	290	1,691	1,102	1,719	488	818	15,689	1,937		
Taiwan	17,488	16,169	17,191	742	2,834	970	5,202	427	2,654	459	1,815	979	1,816	864	883	11,728	1,987		
France	17,068	15,663	17,414	811	2,901	478	4,891	537	2,871	300	1,892	599	1,880	463	919	12,474	2,060		
Singapore	16,576	15,424	16,368	866	2,629	499	4,533	344	2,646	328	1,801	511	1,795	456	915	12,420	2,049		
Belgium	15,218	14,311	9,897	644	1,498	861	2,648	247	1,453	221	1,017	539	1,135	382	601	11,417	1,545		
Hong Kong	13,542	12,247	20,344	824	3,560	1,756	6,487	750	3,105	552	2,003	979	2,068	774	990	6,612	2,131		
Australia	13,104	11,741	20,895	511	3,344	542	5,828	256	3,531	273	2,317	558	2,681	526	211	9,074	2,367		
Brazil	11,218	10,431	10,739	696	1,778	716	2,672	271	1,462	378	1,066	464	1,298	236	683	7,670	1,780		
Malaysia	10,921	10,400	8,546	392	1,335	261	1,985	127	1,225	174	907	350	1,093	337	533	8,757	1,468		
Italy	10,570	9,589	16,313	425	2,565	527	4,610	302	2,744	272	1,764	555	1,814	300	843	7,208	1,973		
Switzerland	8,660	7,577	9,738	377	1,399	634	2,775	780	1,521	155	1,032	495	1,072	224	537	4,912	1,402		
Philippines	7,992	7,637	6,047	251	945	196	1,338	86	742	193	598	157	710	192	426	6,563	1,288		
Ireland	7,699	7,058	7,491	318	1,084	123	1,624	713	1,168	151	878	173	922	209	613	5,371	1,302		
Israel	6,878	5,132	11,011	318	1,662	837	3,109	226	1,656	156	1,181	328	1,235	538	514	2,729	1,554		
Spain	5,935	5,036	11,378	407	1,732	519	3,101	224	1,797	288	1,253	277	1,298	333	627	2,987	1,570		
Thailand	4,842	5,285	8,577	478	1,179	271	2,020	193	1,179	237	920	255	1,060	278	605	3,573	1,060		
India	4,986	4,540	9,659	268	1,599	610	2,591	158	1,395	234	951	281	1,047	211	562	2,779	1,514		
Saudi Arabia	4,596	4,087	6,553	237	1,147	486	1,688	378	815	116	652	373	700	201	371	2,295	1,180		
All other countries	91,070	78,603	78,495	5,393	19,375	9,191	29,454	3,381	11,071	4,021	6,413	5,318	5,602	2,941	2,437	48,358	4,143		
North America	267,381	215,399	114,902	9,178	21,472	10,763	46,929	6,531	18,366	5,531	10,378	8,074	8,618	8,230	3,602	167,091	5,537		
Western Europe	164,899	149,261	82,770	7,823	17,894	8,042	31,089	6,150	12,901	4,119	7,469	7,444	6,343	5,431	2,672	110,251	4,402		
European Union	150,549	136,773	78,139	7,145	16,661	6,800	28,971	5,200	12,294	3,634	7,182	6,597	6,154	4,971	2,596	102,427	4,281		
European Free Trade Assn.	10,386	8,936	13,542	455	2,054	736	3,899	853	2,179	212	1,436	639	1,477	319	1,760	5,723	1,760		
Eastern Europe	7,114	6,212	12,404	558	2,274	924	3,405	237	1,845	347	1,255	288	1,291	205	676	3,653	1,658		
Former Soviet Republics	4,101	3,478	5,978	401	1,128	732	1,631	117	752	257	536	155	562	101	339	1,714	1,030		
OECD - Europe	163,899	148,339	82,137	7,760	17,713	7,988	30,815	6,129	12,831	4,092	7,427	7,405	6,308	5,402	2,659	109,564	4,384		
Pacific Rim Countries	188,693	174,855	79,332	10,018	17,778	12,717	30,519	5,656	11,964	6,369	6,865	10,170	5,766	7,476	2,447	124,608	3,993		
Asia - Near East	19,364	15,977	23,688	1,001	4,608	2,018	7,535	893	3,466	482	2,337	1,006	2,313	973	1,103	9,605	2,326		
Asia - NICs	71,704	65,431	45,580	3,117	9,085	5,003	16,437	2,509	7,038	1,850	4,302	4,468	3,874	2,871	1,700	45,614	3,144		
Asia - South	6,284	5,598	11,949	401	2,155	759	3,370	227	1,702	311	1,143	374	1,238	308	663	3,218	1,678		
ASEAN	43,944	41,159	27,839	2,104	5,097	1,677	8,540	858	4,444	1,130	2,905	1,379	2,905	1,368	1,351	32,643	2,665		
South/Central America	52,036	45,865	47,200	3,107	11,006	4,972	16,685	1,996	6,436	2,269	4,040	3,893	3,893	1,291	1,767	28,754	3,373		
20 Latin Amer. Republics	142,399	125,708	61,740	7,009	14,280	8,971	21,831	4,673	8,817	4,441	5,508	6,034	5,183	4,268	2,263	90,311	3,858		
Cent. Am. Common Market	10,859	9,590	12,713	435	2,455	804	4,031	308	1,547	629	1,102	1,181	1,193	302	643	5,930	1,742		
LAFTA	124,577	110,002	53,435	6,171	11,913	7,508	18,391	4,052	7,744	3,433	4,906	4,261	4,707	3,739	2,112	80,837	3,662		
NATO Allies	330,316	275,373	146,813	12,375	31,061	13,546	60,916	9,464	22,528	6,993	12,354	12,354	9,828	10,387	4,009	210,256	6,117		
OPEC	17,315	15,346	21,391	1,073	4,598	2,046	6,866	875	2,747	625	1,929	865	2,006	588	972	9,274	2,273		

(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 2003.

Table 5a
2003 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2003):

North America -

Canada, Mexico

Western Europe -

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

European Union -

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

European Free Trade Association -

Iceland, Liechtenstein, Norway, Switzerland.

Eastern Europe -

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

Former Soviet Republics -

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

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

Austria, Belgium, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries -

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

Asia Near East -

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

Asia - NICS (Newly Industrialized Countries of Asia) -

Hong Kong, South Korea, Singapore, Taiwan.

Asia - South -

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

ASEAN (Association of South East Asian Nations) -

Brunei, Cambodia, Indonesia, Malaysia, Philippines, Singapore, Thailand.

South/Central America -

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

Twenty Latin American Republics -

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

Central American Common Market -

Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

LAFTA (Latin American Free Trade Association) -

Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO Allies -

Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

OPEC -

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

**Table 5b
2002 Exports by Company Employment Size
to World Areas and Selected Countries**

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

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

Country of Destination	Total Value	Known Value (1)	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
			Number of Exports	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports	Known Value (1)	Number of Exports
All countries	693,103	605,025	223,933	58,728	41,871	97,454	18,459	29,143	15,680	15,157	26,578	11,449	22,786	4,715	444,531	7,287
Top 25 countries	606,427	529,383	197,022	28,634	33,130	85,357	15,584	26,908	13,086	14,165	22,707	10,803	19,769	4,501	396,472	7,032
Canada	160,923	125,430	93,704	5,644	6,641	38,160	3,088	14,767	2,896	8,461	4,539	7,022	4,875	3,216	97,747	5,584
Mexico	97,531	86,003	38,850	4,476	6,124	12,878	2,669	5,516	1,933	3,674	2,622	3,571	3,438	1,790	64,741	3,502
Japan	51,440	47,865	27,233	2,241	3,543	9,931	1,544	3,909	1,690	2,579	3,579	2,513	1,608	1,255	33,546	2,861
United Kingdom	33,253	29,722	37,671	2,241	1,543	11,966	1,007	6,101	3,852	1,296	3,552	1,131	1,131	1,745	21,606	3,502
Germany	26,628	24,035	25,442	1,211	972	7,654	996	4,095	620	2,629	1,021	2,510	828	1,232	18,389	2,828
Republic of Korea	22,596	20,810	17,204	1,295	1,763	5,299	998	2,431	488	1,618	1,368	1,699	722	884	14,576	2,257
China	22,053	20,882	16,448	1,560	2,007	4,917	770	2,220	553	1,502	908	1,626	822	875	14,262	2,164
France	19,019	17,483	17,249	682	2,943	4,703	540	2,712	265	1,844	530	1,819	483	944	14,426	2,284
Taiwan	18,394	16,709	16,884	887	2,852	5,036	373	2,543	459	1,748	885	1,662	822	866	12,261	2,177
Netherlands	18,334	16,883	14,451	705	2,409	3,745	349	2,248	240	1,518	931	1,573	577	811	13,507	2,147
Singapore	16,221	14,864	15,937	923	2,766	4,311	225	2,435	231	1,663	441	1,669	391	859	12,213	2,234
Belgium	13,343	12,399	9,538	645	1,527	2,470	238	1,313	160	966	457	1,035	335	595	9,779	1,632
Australia	13,084	11,754	19,428	466	3,220	5,240	207	3,097	214	2,139	429	2,107	537	1,119	9,556	2,506
Hong Kong	12,612	11,343	20,018	1,062	1,649	6,320	613	2,926	450	1,920	688	1,856	551	984	6,330	2,350
Brazil	12,409	11,507	10,709	610	1,814	2,696	253	1,385	345	1,038	358	1,204	219	676	8,889	1,896
Malaysia	10,348	9,797	8,249	492	1,288	1,871	124	1,143	177	852	236	976	192	523	8,297	1,596
Italy	10,089	9,612	5,454	2,559	524	4,402	430	2,464	160	1,647	460	1,617	409	808	6,428	2,115
Switzerland	7,782	7,047	9,573	680	1,495	2,645	294	1,422	181	947	243	979	169	543	4,818	1,542
Philippines	7,270	6,955	6,144	382	978	1,392	78	746	97	574	130	644	159	398	5,885	1,412
Israel	7,039	6,352	11,015	322	1,562	2,462	133	844	69	598	115	730	73	461	2,391	1,473
Ireland	6,749	6,315	7,168	277	1,075	1,482	136	1,080	97	800	223	844	154	486	5,277	1,401
Spain	5,226	4,534	10,647	406	2,789	3,066	176	1,647	138	1,138	255	1,151	202	298	2,892	1,656
Thailand	4,859	4,499	8,058	247	1,194	1,841	142	1,071	216	835	216	922	245	565	3,169	1,630
Saudi Arabia	4,778	4,291	6,470	251	1,139	1,618	244	1,139	107	627	449	653	137	378	2,591	1,254
Venezuela	4,447	3,760	8,130	322	1,562	2,462	133	844	69	598	115	730	73	461	2,391	1,473
All other countries	86,677	75,642	76,238	6,486	8,741	28,865	2,875	10,399	2,593	6,139	3,871	5,288	3,018	2,442	48,059	4,450
North America	258,453	211,433	117,771	10,121	12,764	48,376	5,757	17,877	4,829	10,180	7,160	8,297	8,313	3,680	162,488	6,045
Western Europe	157,080	142,117	79,840	8,476	7,027	29,865	4,626	12,307	3,482	7,126	6,161	5,948	5,116	2,670	107,229	4,729
European Union	143,747	130,133	75,570	7,379	5,889	27,843	4,153	11,778	3,140	6,876	5,696	5,767	4,782	2,597	99,093	4,627
European Free Trade Assn.	9,422	8,429	13,124	767	3,714	368	197	1,977	223	1,328	223	1,342	240	708	5,707	1,923
Eastern Europe	6,599	5,886	10,953	682	1,992	2,943	161	1,526	292	1,049	259	1,076	199	633	3,328	1,734
Former Soviet Republics	4,113	3,671	5,300	464	837	1,440	78	609	188	435	154	470	111	330	1,839	1,024
OECD - Europe	156,294	141,424	79,253	8,416	6,981	29,590	4,601	12,239	3,458	7,092	6,129	5,923	5,091	2,654	106,747	4,715
Pacific Rim Countries	178,561	164,913	76,511	9,693	11,764	29,680	4,732	11,154	4,438	6,381	8,808	5,378	5,969	2,438	119,508	4,322
Asia - Near East	69,823	63,727	44,857	4,167	4,872	16,119	1,810	6,791	1,629	4,067	3,382	3,615	2,487	1,713	45,380	3,425
Asia - NICS	5,333	4,844	10,691	505	1,961	3,023	211	1,432	137	968	341	1,035	211	588	8,281	1,684
ASEAN	41,355	38,475	26,886	2,320	5,056	8,164	723	4,126	760	2,757	1,101	2,608	1,072	1,305	30,957	2,870
South/Central America	51,643	45,235	47,642	3,457	5,484	17,222	1,639	6,041	1,494	3,910	2,032	3,623	1,542	1,834	29,566	3,640
20 Latin Amer. Republics	142,413	126,005	64,095	7,319	10,709	23,381	4,016	8,557	3,234	5,378	4,438	4,942	4,745	2,330	91,544	4,158
Cent. Am. Common Market	9,841	8,683	12,322	513	2,498	4,061	324	1,324	360	967	569	1,064	333	603	5,728	1,805
LAFTA	126,176	111,742	55,990	6,309	9,102	19,900	3,432	7,636	2,677	4,851	3,513	4,528	4,073	2,175	82,636	3,989
NATO Allies	313,257	263,338	145,113	13,830	13,448	60,229	7,615	21,790	6,244	11,965	10,568	9,418	9,833	4,073	201,801	6,581
OPEC	18,852	16,731	21,662	1,259	4,570	7,087	783	2,741	356	1,888	963	1,894	447	1,016	10,740	2,466

(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, nonemployees, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2002.

**Table 5b
2002 Exports by Company Employment Size
to World Areas and Selected Countries - Continued**

World Area Country Groupings (2002):

North America -

Canada, Mexico

Western Europe -

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

European Union -

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

European Free Trade Association -

Iceland, Liechtenstein, Norway, Switzerland.

Eastern Europe -

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

Former Soviet Republics -

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

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

Austria, Belgium, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries -

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

Asia Near East -

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

Asia - NICS (Newly Industrialized Countries of Asia) -

Hong Kong, South Korea, Singapore, Taiwan.

Asia - South -

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

ASEAN (Association of South East Asian Nations) -

Brunei, Cambodia, Indonesia, Malaysia, Philippines, Singapore, Thailand.

South/Central America -

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

Twenty Latin American Republics -

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

Central American Common Market -

Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

LAFTA (Latin American Free Trade Association) -

Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO Allies -

Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

OPEC -

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

Table 5c
Percent Change Between 2002 and 2003 Exports
to World Areas and Selected Countries

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

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

Country of Destination	Total Value		Known Value (1)		Number of Exporters	
	Net Change	% Change	Net Change	% Change	Net Change	% Change
All countries	31,668	4.6	24,724	4.1	1,257	0.6
Top 25 countries	27,274	4.5	21,763	4.1	-450	-0.2
Canada	9,001	5.6	4,619	3.7	-1,025	-1.1
Mexico	-73	-0.1	-654	-0.8	-2,224	-5.7
Japan	624	1.2	1,023	2.1	177	0.6
United Kingdom	642	1.9	554	1.9	804	2.1
Germany	2,220	8.3	2,275	9.5	1,059	4.2
China	6,366	28.9	5,931	28.4	2,580	15.7
Republic of Korea	1,503	6.7	780	3.7	126	0.7
Netherlands	2,368	12.9	2,658	15.7	538	3.7
Taiwan	-906	-4.9	-540	-3.2	307	1.8
France	-1,951	-10.3	-1,820	-10.4	165	1.0
Singapore	355	2.2	560	3.8	431	2.7
Belgium	1,875	14.1	1,913	15.4	359	3.8
Hong Kong	931	7.4	904	8.0	326	1.6
Australia	20	0.2	-13	-0.1	1,467	7.6
Brazil	-1,191	-9.6	-1,076	-9.4	30	0.3
Malaysia	572	5.5	603	6.2	297	3.6
Italy	481	4.8	446	4.9	701	4.5
Switzerland	878	11.3	530	7.5	165	1.7
Philippines	722	9.9	682	9.8	-97	-1.6
Ireland	950	14.1	743	11.8	323	4.5
Israel	-161	-2.3	-220	-4.1	-4	0.0
Spain	710	13.6	502	11.1	731	6.9
Thailand	982	20.2	787	17.5	519	6.4
India	888	21.7	792	21.1	968	11.1
Saudi Arabia	-183	-3.8	-204	-4.8	83	1.3
All other countries	4,393	5.1	2,961	3.9	2,257	3.0
North America	8,928	3.5	3,966	1.9	-2,869	-2.4
Western Europe	7,819	5.0	7,144	5.0	2,930	3.7
European Union	6,802	4.7	6,640	5.1	2,569	3.4
European Free Trade Assn.	963	10.2	507	6.0	418	3.2
Eastern Europe	514	7.8	326	5.5	1,451	13.2
Former Soviet Republics	-12	-0.3	-194	-5.3	678	12.8
OECD - Europe	7,604	4.9	6,916	4.9	2,884	3.6
Pacific Rim Countries	10,131	5.7	9,942	6.0	2,821	3.7
Asia - Near East	422	2.2	154	1.0	1,118	5.0
Asia - NICS	1,881	2.7	1,705	2.7	723	1.6
Asia - South	952	17.8	754	15.6	1,258	11.8
ASEAN	2,588	6.3	2,683	7.0	953	3.5
South/Central America	393	0.8	630	1.4	-442	-0.9
20 Latin Amer. Republics	-14	0.0	-297	-0.2	-2,355	-3.7
Cent. Am. Common Market	1,019	10.4	907	10.4	391	3.2
LAFTA	-1,599	-1.3	-1,740	-1.6	-2,555	-4.6
NATO Allies	17,059	5.4	12,036	4.6	1,700	1.2
OPEC	-1,537	-8.2	-1,385	-8.3	-271	-1.3

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

Table 6a
2003 Exports by State of the Origin of Movement, Number of Exporting Companies,
Value, and Percent Change Between the 2002 and 2003 Results

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

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters	% Change 2002-2003		
							Total Value	Known Value	Number of Exporters
United States	724,771	100.0	629,749	100.0	225,190	100.0	4.6	4.1	0.6
Alabama	8,340	1.2	7,838	1.2	2,892	1.3	0.9	0.3	0.7
Alaska	2,739	0.4	2,349	0.4	711	0.3	8.8	8.3	-2.1
Arizona	13,323	1.8	12,250	1.9	4,964	2.2	12.2	11.0	0.5
Arkansas	2,962	0.4	2,574	0.4	1,747	0.8	5.6	5.0	6.5
California	93,995	13.0	83,965	13.3	56,758	25.2	1.9	0.7	2.0
Colorado	6,109	0.8	5,709	0.9	4,123	1.8	10.6	13.8	0.1
Connecticut	8,136	1.1	7,419	1.2	5,109	2.3	-2.2	-0.9	-0.8
Delaware	1,886	0.3	1,767	0.3	880	0.4	-6.0	-5.8	-5.4
Florida	24,953	3.4	21,385	3.4	31,396	13.9	1.7	0.8	0.1
Georgia	16,286	2.2	15,004	2.4	9,634	4.3	12.9	14.0	2.8
Hawaii	368	0.1	311	0.0	663	0.3	-28.4	-28.2	7.1
Idaho	2,096	0.3	1,988	0.3	1,149	0.5	6.6	7.3	4.4
Illinois	26,473	3.7	23,961	3.8	17,825	7.9	2.6	2.0	1.5
Indiana	16,402	2.3	14,942	2.4	6,210	2.8	10.0	8.6	2.5
Iowa	5,236	0.7	4,860	0.8	2,390	1.1	9.8	9.8	3.3
Kansas	4,553	0.6	4,153	0.7	2,236	1.0	-8.7	-9.6	0.4
Kentucky	10,734	1.5	10,057	1.6	3,234	1.4	0.8	0.5	-0.1
Louisiana	18,390	2.5	17,576	2.8	3,104	1.4	4.7	5.3	1.4
Maine	2,188	0.3	1,892	0.3	1,636	0.7	11.1	14.0	0.2
Maryland	4,941	0.7	4,230	0.7	4,527	2.0	9.9	17.3	2.6
Massachusetts	18,663	2.6	17,306	2.7	10,182	4.5	11.7	13.1	-0.5
Michigan	32,941	4.5	30,401	4.8	12,316	5.5	-2.4	-3.0	0.6
Minnesota	11,266	1.6	10,306	1.6	6,394	2.8	7.9	7.7	2.4
Mississippi	2,558	0.4	2,284	0.4	1,661	0.7	-16.4	-18.0	-9.8
Missouri	7,234	1.0	6,631	1.1	4,569	2.0	6.5	7.6	3.1
Montana	361	0.0	294	0.0	837	0.4	-6.6	-10.1	4.9
Nebraska	2,724	0.4	2,499	0.4	1,492	0.7	7.6	6.1	-2.5
Nevada	2,033	0.3	1,719	0.3	1,796	0.8	72.0	81.5	3.9
New Hampshire	1,931	0.3	1,693	0.3	2,263	1.0	3.6	7.2	2.7
New Jersey	16,818	2.3	14,248	2.3	15,821	7.0	-1.3	1.2	1.2
New Mexico	2,326	0.3	2,169	0.3	890	0.4	94.1	109.6	-25.5
New York	39,181	5.4	33,205	5.3	30,815	13.7	5.9	4.7	0.9
North Carolina	16,199	2.2	14,783	2.3	8,179	3.6	10.1	10.8	2.3
North Dakota	854	0.1	731	0.1	959	0.4	-0.7	-2.6	-1.1
Ohio	29,764	4.1	27,413	4.4	12,935	5.7	8.2	8.3	2.2
Oklahoma	2,660	0.4	2,268	0.4	2,382	1.1	10.8	11.4	2.0
Oregon	10,357	1.4	9,649	1.5	4,874	2.2	2.6	1.6	-0.9
Pennsylvania	16,299	2.2	14,106	2.2	12,607	5.6	3.4	3.1	0.3
Rhode Island	1,177	0.2	973	0.2	1,477	0.7	5.2	5.5	-0.1
South Carolina	11,773	1.6	11,066	1.8	4,418	2.0	22.8	24.2	1.2
South Dakota	672	0.1	588	0.1	750	0.3	12.6	10.7	-11.6
Tennessee	12,612	1.7	11,412	1.8	5,223	2.3	8.3	7.4	3.7
Texas	98,846	13.6	89,999	14.3	25,694	11.4	3.6	3.3	-6.5
Utah	4,115	0.6	3,712	0.6	2,193	1.0	-9.4	-8.2	1.9
Vermont	2,627	0.4	2,508	0.4	1,144	0.5	4.2	4.8	3.2
Virginia	10,853	1.5	9,755	1.5	5,691	2.5	0.5	4.4	-0.4
Washington	34,173	4.7	32,910	5.2	9,512	4.2	-1.2	-1.5	0.2
West Virginia	2,380	0.3	2,095	0.3	822	0.4	7.3	0.9	4.4
Wisconsin	11,510	1.6	10,418	1.7	6,615	2.9	7.6	6.7	2.1
Wyoming	582	0.1	518	0.1	304	0.1	1.7	3.4	-1.9
District of Columbia	809	0.1	194	0.0	721	0.3	-24.1	-20.2	3.9
Puerto Rico	11,914	1.6	11,527	1.8	1,157	0.5	22.5	23.3	-1.9
Virgin Islands	253	0.0	248	0.0	78	0.0	-2.0	-2.3	8.3
Unallocated (3)	36,196	5.0	5,891	0.9	11,641	5.2	5.5	-22.7	-23.2

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

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

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

Table 6b
2002 Exports by State of the Origin of Movement,
Number of Exporting Companies, and Value

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

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters
United States	693,103	100.0	605,025	100.0	223,933	100.0
Alabama	8,269	1.2	7,813	1.3	2,872	1.3
Alaska	2,517	0.4	2,169	0.4	726	0.3
Arizona	11,871	1.7	11,040	1.8	4,941	2.2
Arkansas	2,804	0.4	2,452	0.4	1,640	0.7
California	92,249	13.3	83,403	13.8	55,638	24.8
Colorado	5,525	0.8	5,019	0.8	4,120	1.8
Connecticut	8,317	1.2	7,483	1.2	5,151	2.3
Delaware	2,006	0.3	1,876	0.3	930	0.4
Florida	24,542	3.5	21,211	3.5	31,371	14.0
Georgia	14,419	2.1	13,162	2.2	9,368	4.2
Hawaii	514	0.1	434	0.1	619	0.3
Idaho	1,967	0.3	1,853	0.3	1,101	0.5
Illinois	25,791	3.7	23,483	3.9	17,555	7.8
Indiana	14,915	2.2	13,755	2.3	6,060	2.7
Iowa	4,768	0.7	4,425	0.7	2,314	1.0
Kansas	4,989	0.7	4,596	0.8	2,226	1.0
Kentucky	10,653	1.5	10,003	1.7	3,236	1.4
Louisiana	17,570	2.5	16,695	2.8	3,061	1.4
Maine	1,970	0.3	1,659	0.3	1,632	0.7
Maryland	4,497	0.6	3,606	0.6	4,411	2.0
Massachusetts	16,709	2.4	15,297	2.5	10,238	4.6
Michigan	33,756	4.9	31,342	5.2	12,244	5.5
Minnesota	10,439	1.5	9,565	1.6	6,246	2.8
Mississippi	3,061	0.4	2,784	0.5	1,841	0.8
Missouri	6,792	1.0	6,160	1.0	4,432	2.0
Montana	387	0.1	327	0.1	798	0.4
Nebraska	2,532	0.4	2,356	0.4	1,531	0.7
Nevada	1,182	0.2	947	0.2	1,728	0.8
New Hampshire	1,864	0.3	1,579	0.3	2,203	1.0
New Jersey	17,047	2.5	14,084	2.3	15,627	7.0
New Mexico	1,198	0.2	1,035	0.2	1,195	0.5
New York	36,994	5.3	31,724	5.2	30,540	13.6
North Carolina	14,709	2.1	13,339	2.2	7,996	3.6
North Dakota	860	0.1	751	0.1	970	0.4
Ohio	27,501	4.0	25,308	4.2	12,656	5.7
Oklahoma	2,400	0.3	2,035	0.3	2,336	1.0
Oregon	10,094	1.5	9,497	1.6	4,916	2.2
Pennsylvania	15,758	2.3	13,678	2.3	12,575	5.6
Rhode Island	1,120	0.2	922	0.2	1,478	0.7
South Carolina	9,588	1.4	8,907	1.5	4,366	1.9
South Dakota	597	0.1	531	0.1	848	0.4
Tennessee	11,641	1.7	10,625	1.8	5,037	2.2
Texas	95,405	13.8	87,102	14.4	27,481	12.3
Utah	4,542	0.7	4,046	0.7	2,153	1.0
Vermont	2,521	0.4	2,393	0.4	1,108	0.5
Virginia	10,797	1.6	9,347	1.5	5,714	2.6
Washington	34,605	5.0	33,398	5.5	9,495	4.2
West Virginia	2,218	0.3	2,077	0.3	787	0.4
Wisconsin	10,698	1.5	9,761	1.6	6,476	2.9
Wyoming	572	0.1	501	0.1	310	0.1
District of Columbia	1,066	0.2	244	0.0	694	0.3
Puerto Rico	9,728	1.4	9,347	1.5	1,179	0.5
Virgin Islands	258	0.0	254	0.0	72	0.0
Unallocated (3)	34,314	5.0	7,625	1.3	15,157	6.8

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

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

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

Technical Documentation

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

Sources of Information

The 2002 and 2003 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 Electronic Export Information or equivalent paper Shipper's Export Declarations, 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.

Users are advised to consider these limitations in their analysis of this data as they may affect the results. For more information on the data sources and methodology, please read the document "Information on the Collection and Publication of Trade Statistics" at <http://www.census.gov/foreign-trade/reference/guides/tradestatsinfo.html>.

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. Even though great effort has been taken to maintain consistency in our matching routines to prior Profiles, there remains inherent limitations with the Business Register.

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 in 2002 and 2003 based on export value is presented in Exhibit 1 under *Distribution of Exports by Identified and Unidentified Exporters*, at the beginning of this profile report.

It was not possible to investigate every unmatched transaction, so priority was given to those with the highest export values. The percentage of unidentified value tends to decrease each year as more companies are identified and value thresholds triggering investigation could be 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. However, the data are still 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 December 2003 FT 900 *U.S. International Trade in Goods and Services*, page 27 or call (301)763-2227 to request a copy of the release.

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

Year-over-year comparisons should also be made with caution. Changes in the number of exporters and the value of their export transactions, the known value, may be due to differences in match rates, as well as, to exporters entering or dropping out of the export market. Exhibit 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, for 2002 and 2003 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 USPPI (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. However, 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 2003 statistics the EL series was discontinued. Due to new methods of reporting exporter addresses, the EL state totals showed significant shifts in 2000 and 2001 that were inconsistent with exporter location criteria. The OM series should not be affected by these changes in reporting. For more complete information, refer to the February 2002 FT900 Supplement at: <http://www.census.gov.foreign-trade/Press-Release/notice.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), 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 in 2002 and 2003.

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.