



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

A Profile of  
U.S. Exporting Companies,  
2000 - 2001



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### 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, 2000 - 2001

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### Background

This report, covering exports during 2000 and 2001, is the sixth in a continuing series of reports profiling U.S. exporters. The first report, *A Profile of United States Exporters: Initial Findings from the Exporter Data Base*, was released by the International Trade Administration in September 1993. That report was based on Census Bureau data compiled both from the 1987 Economic Census and from documents filed for export clearances during 1987 and used a different methodology than the succeeding reports. Reports covering 1992 through 2001 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](http://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 these data are presented in Tables 1 through 6, where the export data are designated as part *a* for 2001, part *b* for 2000, and part *c* for the difference between the data for these two years.

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

*All percentages stated in this report, unless otherwise specified, were calculated based solely upon the 2000 and 2001 export values that could be linked to specific exporters--the "known value."* For explanations of the methods used in tabulating the information as well as nonsampling errors and other limitations of the export data in this report, see the **Technical Documentation** section that follows Table 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 [www.census.gov/foreign-trade/aip/index.html#profile](http://www.census.gov/foreign-trade/aip/index.html#profile).

## **Overview**

The overall findings for 2000 and 2001 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 exports of these identified exporters by company sizes and types in the two years.

The identified exporting community, consisting of 246,452 companies that exported \$668 billion in merchandise in 2000 and 238,284 companies that exported \$623 billion in merchandise in 2001, represented 85.5 percent of the total export value in both years. Roughly 98 percent of the identified export value was accounted for by the 154,845 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 2000 and 2001. Large exporters (more than 500 employees) continued to account for 71 percent of the known export value with large manufacturers accounting for just over 60 percent of the known export value.

### Exhibit 1: Distribution of Exports by Identified and Unidentified Exporters

(Value in millions of dollars)	2001 Export Value	% of 2001 Value	2000 Export Value	% of 2000 Value
<b>Total exports</b>	<b>729,100</b>	<b>100.0</b>	<b>781,918</b>	<b>100.0</b>
Low-value estimates	14,908	2.0	15,707	2.0
US & foreign governments	707	0.1	2,700	0.3
Revisions	-1,926	-0.2	2,294	0.3
<b>Identified exporters* (known value)</b>	<b>623,394</b>	<b>85.5</b>	<b>668,310</b>	<b>85.5</b>
Exported merchandise in both 2000 and 2001	608,540	83.5	651,281	83.3
Exported merchandise in only 2000 or only 2001	14,854	2.0	17,029	2.2
<b>Unidentified exports</b>	<b>92,017</b>	<b>12.6</b>	<b>92,907</b>	<b>11.9</b>

  

<i>*Number of Identified Exporters</i>				
2001	2000	Exported in Both Years	Exported in 2001 Only	Exported in 2000 Only
238,284	246,452	154,845	83,439	91,607

### 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 <sup>1</sup>	Small <sup>2</sup>	Medium <sup>2</sup>	Large <sup>2</sup>	Total <sup>1</sup>	Small <sup>2</sup>	Medium <sup>2</sup>	Large <sup>2</sup>
<b>2001</b>								
<b>All Types</b>	623.4 100.0%	129.6 20.8%	52.6 8.4%	441.2 70.8%	238,284 100.0%	212,568 89.2%	18,168 7.6%	7,548 3.2%
<b>Manufacturers</b>	444.1 71.2%	36.1 8.1%	30.2 6.8%	377.8 85.1%	69,134 29.0%	55,724 80.6%	10,064 14.6%	3,346 4.8%
<b>Wholesalers</b>	93.5 15.0%	48.0 51.4%	13.5 14.4%	32.0 34.2%	72,570 30.5%	68,773 94.8%	3,071 4.2%	726 1.0%
<b>Other</b>	76.9 12.3%	39.4 51.2%	8.1 10.6%	29.4 38.2%	85,866 36.0%	77,914 90.7%	4,636 5.4%	3,316 3.9%
<b>2000</b>								
<b>All Types</b>	668.3 100.0%	133.3 19.9%	59.6 8.9%	475.4 71.1%	246,452 100.0%	219,390 89.0%	19,139 7.8%	7,923 3.2%
<b>Manufacturers</b>	471.7 70.6%	34.0 7.2%	32.8 7.0%	404.9 85.8%	69,253 28.1%	55,231 79.8%	10,502 15.1%	3,520 5.1%
<b>Wholesalers</b>	96.6 14.5%	48.0 49.7%	13.9 14.3%	34.7 36.0%	72,323 29.3%	68,493 94.7%	3,081 4.3%	749 1.0%

<b>Other</b>	85.4 12.8%	43.2 50.6%	10.9 12.8%	31.3 36.6%	90,331 36.7%	81,941 90.7%	4,935 5.5%	3,455 3.8%
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<sup>1</sup> 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.

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

## Who Exports?

During 2001, only 13 percent (30,782) of all identified exporters were multiple location companies, but these companies accounted for 79 percent of the known export value (Table 1a). In contrast, 207,502 single location companies, making up 87 percent of the exporting companies, contributed 21 percent of the known export value. Trade with related parties accounted for 38 percent of the known export value by multiple location companies compared to 15 percent by single location companies (Table 3a).

Table 1a also shows that manufacturers represented the largest portion of the 2001 known value at over 71 percent. “Other companies” and wholesalers accounted for 12 percent and 15 percent respectively, and unclassified exporters for the remaining 1 percent. The “other companies” category included manufacturing companies of prepacked 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 distribution mix of exporting companies by type was about the same in 2000 (Table 1b).

## Large Exporting Firms

Large exporting companies (those employing 500 or more workers) were responsible for 71 percent of the known export value although they represented less than 4 percent of all identified exporters (Table 1a). Large companies dominate manufacturers’ exports, with 5 percent of manufacturing exporters accounting for 85 percent of manufacturing export value. On the other hand, large wholesalers accounted for just 1 percent of the wholesalers who export, and 34 percent of the value of exports by wholesalers. Large exporters in the “other” category represented 4 percent of the companies and 38 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, over 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 32 percent of 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 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 230,736 exporters were small or medium-sized companies; they accounted for about 29 percent of the known export value.

- Over 95 percent of manufacturing exporters were small or medium-sized companies; they contributed 15 percent of the sector's \$444 billion in exports.
- 99 percent of wholesalers were small or medium-sized companies; they attained almost 66 percent of the sector's \$93 billion in exports.
- 96 percent of "other companies" were small or medium-sized companies; they represented nearly 62 percent of the sector's \$77 billion in exports.

## **Export Markets**

Most exporting companies (62 percent) traded with only one foreign country. A small percentage of companies, less than 0.5 percent, shipped to 50 or more countries; these companies accounted for almost half of the known export value (Table 4a).

Over 88 percent of all companies exported to at least one of the top 25 U.S. trading partners in 2001 (Table 5a). The greatest number of companies (100,515) shipped to Canada, followed by Mexico (45,565), the United Kingdom (39,107), Japan (29,166), and Germany (26,228).

## **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 2000 and 2001 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 exporters (California, Florida, New York, Texas, and Illinois) represented 42 percent of the total known export value in 2001.
- North Dakota (9 percent), Montana (5 percent), and Texas (3 percent) showed slight increases in identified exporters in 2001.

## **Comparison of 2000 and 2001 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 2000 to 2001. Below are a number of noteworthy year-to-year changes (Tables 1c and 5c):

- Overall, the number of exporting companies decreased by 8,168 or 3 percent, where single location companies accounted for 71 percent of the decline from 2000 to 2001.

- The number of small and medium-sized companies decreased over 3 percent from 238,529 in 2000 to 230,736 in 2001, while the number of large companies decreased by almost 5 percent from 7,923 to 7,548.
- The number of “other companies” decreased by 5 percent from 90,331 in 2000 to 85,866 in 2001.
- Among the top 25 U.S. trading partners, China (8 percent) and Saudi Arabia (4 percent) showed the largest increase in the number of exporting companies. The Philippines and Israel (-6 percent each) showed the largest decline from 2000.

Some portion of these changes may reflect changes in the match rate rather than an actual change in the number of exporters. During the process of identifying individual companies, it was not possible to investigate every unmatched case. Priority was given to identifying unmatched companies having high values of trade. As a result, the information on small exporters is most likely understated. 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 percentage of value we were able to match to specific companies.



**Table 1a**  
**2001 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	623,394	100.0	100.0	100.0	238,284	100.0	100.0	100.0
no. employees unknown (3)	48,586	7.8	7.8	7.8	70,818	29.7	29.7	29.7
1 to 19 employees	43,629	7.0	14.8	14.8	94,171	39.5	69.2	69.2
20 to 49 employees	19,863	3.2	18.0	18.0	30,822	12.9	82.2	82.2
50 to 99 employees	17,533	2.8	20.8	20.8	16,757	7.0	89.2	89.2
100 to 249 employees	29,011	4.7	25.4	25.4	13,067	5.5	94.7	94.7
250 to 499 employees	23,600	3.8	29.2	29.2	5,101	2.1	96.8	96.8
500 or more employees	441,171	70.8	100.0	100.0	7,548	3.2	100.0	100.0
Manufacturers	444,122	71.2	71.2	100.0	69,134	29.0	29.0	100.0
no. employees unknown (3)	17,130	2.7	2.7	3.9	12,772	5.4	5.4	18.5
1 to 19 employees	5,233	0.8	3.6	5.0	20,075	8.4	13.8	47.5
20 to 49 employees	6,474	1.0	4.6	6.5	13,868	5.8	19.6	67.6
50 to 99 employees	7,298	1.2	5.8	8.1	9,009	3.8	23.4	80.6
100 to 249 employees	16,154	2.6	8.4	11.8	7,344	3.1	26.5	91.2
250 to 499 employees	13,998	2.2	10.6	14.9	2,720	1.1	27.6	95.2
500 or more employees	377,835	60.6	71.2	100.0	3,346	1.4	29.0	100.0
Wholesalers	93,488	15.0	15.0	100.0	72,570	30.5	30.5	100.0
no. employees unknown (3)	9,515	1.5	1.5	10.2	17,013	7.1	7.1	23.4
1 to 19 employees	23,826	3.8	5.3	35.7	39,402	16.5	23.7	77.7
20 to 49 employees	8,085	1.3	6.6	44.3	8,843	3.7	27.4	89.9
50 to 99 employees	6,609	1.1	7.7	51.4	3,515	1.5	28.9	94.8
100 to 249 employees	8,534	1.4	9.1	60.5	2,305	1.0	29.8	97.9
250 to 499 employees	4,960	0.8	9.9	65.8	766	0.3	30.2	99.0
500 or more employees	31,958	5.1	15.0	100.0	726	0.3	30.5	100.0
Other companies (4)	76,945	12.3	12.3	100.0	85,866	36.0	36.0	100.0
no. employees unknown (3)	18,264	2.9	2.9	23.7	33,771	14.2	14.2	39.3
1 to 19 employees	13,494	2.2	5.1	41.3	33,383	14.0	28.2	78.2
20 to 49 employees	4,472	0.7	5.8	47.1	7,114	3.0	31.2	86.5
50 to 99 employees	3,196	0.5	6.3	51.2	3,646	1.5	32.7	90.7
100 to 249 employees	4,019	0.6	7.0	56.5	3,135	1.3	34.0	94.4
250 to 499 employees	4,134	0.7	7.6	61.8	1,501	0.6	34.6	96.1
500 or more employees	29,366	4.7	12.3	100.0	3,316	1.4	36.0	100.0
Unclassified companies	8,839	1.4	1.4	100.0	10,714	4.5	4.5	100.0
Multiple location companies	491,368	78.8	78.8	100.0	30,782	12.9	12.9	100.0
no. employees unknown (3)	6,979	1.1	1.1	1.4	3,415	1.4	1.4	11.1
1 to 19 employees	4,405	0.7	1.8	2.3	2,722	1.1	2.6	19.9
20 to 49 employees	4,047	0.6	2.5	3.1	4,053	1.7	4.3	33.1
50 to 99 employees	6,467	1.0	3.5	4.5	4,357	1.8	6.1	47.3
100 to 249 employees	16,528	2.7	6.2	7.8	5,885	2.5	8.6	66.4
250 to 499 employees	18,308	2.9	9.1	11.5	3,589	1.5	10.1	78.0
500 or more employees	434,634	69.7	78.8	100.0	6,761	2.8	12.9	100.0
Manufacturers	400,370	64.2	64.2	100.0	12,239	5.1	5.1	100.0
no. employees unknown (3)	4,583	0.7	0.7	1.1	1,305	0.5	0.5	10.7
1 to 19 employees	1,589	0.3	1.0	1.5	375	0.2	0.7	13.7
20 to 49 employees	1,011	0.2	1.2	1.8	875	0.4	1.1	20.9
50 to 99 employees	1,900	0.3	1.5	2.3	1,681	0.7	1.8	34.6
100 to 249 employees	7,493	1.2	2.7	4.1	2,946	1.2	3.0	58.7
250 to 499 employees	10,389	1.7	4.3	6.7	1,933	0.8	3.8	74.5
500 or more employees	373,406	59.9	64.2	100.0	3,124	1.3	5.1	100.0

See footnotes at end of table.

Table 1a  
2001 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)
<b>Multiple location companies</b>								
Wholesalers	47,771	7.7	7.7	100.0	6,474	2.7	2.7	100.0
no. employees unknown (3)	509	0.1	0.1	1.1	613	0.3	0.3	9.5
1 to 19 employees	1,394	0.2	0.3	4.0	845	0.4	0.6	22.5
20 to 49 employees	1,469	0.2	0.5	7.1	1,280	0.5	1.1	42.3
50 to 99 employees	3,011	0.5	1.0	13.4	1,174	0.5	1.6	60.4
100 to 249 employees	6,170	1.0	2.0	26.3	1,276	0.5	2.2	80.1
250 to 499 employees	3,970	0.6	2.7	34.6	601	0.3	2.4	89.4
500 or more employees	31,248	5.0	7.7	100.0	685	0.3	2.7	100.0
Other companies (4)	37,628	6.0	6.0	100.0	8,790	3.7	3.7	100.0
no. employees unknown (3)	1,320	0.2	0.2	3.5	1,056	0.4	0.4	12.0
1 to 19 employees	470	0.1	0.3	4.8	743	0.3	0.8	20.5
20 to 49 employees	739	0.1	0.4	6.7	929	0.4	1.1	31.0
50 to 99 employees	1,127	0.2	0.6	9.7	922	0.4	1.5	41.5
100 to 249 employees	2,561	0.4	1.0	16.5	1,393	0.6	2.1	57.4
250 to 499 employees	3,442	0.6	1.5	25.7	945	0.4	2.5	68.1
500 or more employees	27,969	4.5	6.0	100.0	2,802	1.2	3.7	100.0
Unclassified companies	5,598	0.9	0.9	100.0	3,279	1.4	1.4	100.0
<b>Single location companies</b>	132,026	21.2	21.2	100.0	207,502	87.1	87.1	100.0
no. employees unknown (3)	41,607	6.7	6.7	31.5	67,403	28.3	28.3	32.5
1 to 19 employees	39,224	6.3	13.0	61.2	91,449	38.4	66.7	76.6
20 to 49 employees	15,816	2.5	15.5	73.2	26,769	11.2	77.9	89.5
50 to 99 employees	11,066	1.8	17.3	81.6	12,400	5.2	83.1	95.4
100 to 249 employees	12,483	2.0	19.3	91.0	7,182	3.0	86.1	98.9
250 to 499 employees	5,292	0.8	20.1	95.0	1,512	0.6	86.8	99.6
500 or more employees	6,538	1.0	21.2	100.0	787	0.3	87.1	100.0
<b>Manufacturers</b>	43,752	7.0	7.0	100.0	56,895	23.9	23.9	100.0
no. employees unknown (3)	12,547	2.0	2.0	28.7	11,467	4.8	4.8	20.2
1 to 19 employees	3,645	0.6	2.6	37.0	19,700	8.3	13.1	54.8
20 to 49 employees	5,463	0.9	3.5	49.5	12,993	5.5	18.5	77.6
50 to 99 employees	5,398	0.9	4.3	61.8	7,328	3.1	21.6	90.5
100 to 249 employees	8,661	1.4	5.7	81.6	4,398	1.8	23.5	98.2
250 to 499 employees	3,609	0.6	6.3	89.9	787	0.3	23.8	99.6
500 or more employees	4,429	0.7	7.0	100.0	222	0.1	23.9	100.0
<b>Wholesalers</b>	45,717	7.3	7.3	100.0	66,096	27.7	27.7	100.0
no. employees unknown (3)	9,007	1.4	1.4	19.7	16,400	6.9	6.9	24.8
1 to 19 employees	22,432	3.6	5.0	68.8	38,557	16.2	23.1	83.1
20 to 49 employees	6,616	1.1	6.1	83.2	7,563	3.2	26.2	94.6
50 to 99 employees	3,598	0.6	6.7	91.1	2,341	1.0	27.2	98.1
100 to 249 employees	2,364	0.4	7.1	96.3	1,029	0.4	27.7	99.7
250 to 499 employees	990	0.2	7.2	98.4	165	0.1	27.7	99.9
500 or more employees	710	0.1	7.3	100.0	41	0.0	27.7	100.0
<b>Other companies (4)</b>	39,317	6.3	6.3	100.0	77,076	32.3	32.3	100.0
no. employees unknown (3)	16,944	2.7	2.7	43.1	32,715	13.7	13.7	42.4
1 to 19 employees	13,024	2.1	4.8	76.2	32,640	13.7	27.4	84.8
20 to 49 employees	3,733	0.6	5.4	85.7	6,185	2.6	30.0	92.8
50 to 99 employees	2,069	0.3	5.7	91.0	2,724	1.1	31.2	96.4
100 to 249 employees	1,458	0.2	6.0	94.7	1,742	0.7	31.9	98.6
250 to 499 employees	692	0.1	6.1	96.4	556	0.2	32.1	99.3
500 or more employees	1,397	0.2	6.3	100.0	514	0.2	32.3	100.0
Unclassified companies	3,241	0.5	0.5	100.0	7,435	3.1	3.1	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 44.3 percent of the total wholesalers known value and 89.9 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 2001.

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

**Table 1b**  
**2000 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	668,310	100.0	100.0	100.0	246,452	100.0	100.0	100.0
no. employees unknown (3)	47,024	7.0	7.0	7.0	74,772	30.3	30.3	30.3
1 to 19 employees	45,272	6.8	13.8	13.8	96,268	39.1	69.4	69.4
20 to 49 employees	21,262	3.2	17.0	17.0	31,362	12.7	82.1	82.1
50 to 99 employees	19,711	2.9	19.9	19.9	16,988	6.9	89.0	89.0
100 to 249 employees	32,192	4.8	24.8	24.8	13,685	5.6	94.6	94.6
250 to 499 employees	27,397	4.1	28.9	28.9	5,454	2.2	96.8	96.8
500 or more employees	475,453	71.1	100.0	100.0	7,923	3.2	100.0	100.0
Manufacturers	471,692	70.6	70.6	100.0	69,253	28.1	28.1	100.0
no. employees unknown (3)	15,541	2.3	2.3	3.3	12,668	5.1	5.1	18.3
1 to 19 employees	4,420	0.7	3.0	4.2	19,719	8.0	13.1	46.8
20 to 49 employees	6,309	0.9	3.9	5.6	13,876	5.6	18.8	66.8
50 to 99 employees	7,704	1.2	5.1	7.2	8,968	3.6	22.4	79.8
100 to 249 employees	15,996	2.4	7.5	10.6	7,554	3.1	25.5	90.7
250 to 499 employees	16,843	2.5	10.0	14.2	2,948	1.2	26.7	94.9
500 or more employees	404,879	60.6	70.6	100.0	3,520	1.4	28.1	100.0
Wholesalers	96,628	14.5	14.5	100.0	72,323	29.3	29.3	100.0
no. employees unknown (3)	9,381	1.4	1.4	9.7	16,727	6.8	6.8	23.1
1 to 19 employees	24,325	3.6	5.0	34.9	39,383	16.0	22.8	77.6
20 to 49 employees	7,539	1.1	6.2	42.7	8,814	3.6	26.3	89.8
50 to 99 employees	6,787	1.0	7.2	49.7	3,569	1.4	27.8	94.7
100 to 249 employees	9,236	1.4	8.6	59.3	2,330	0.9	28.7	97.9
250 to 499 employees	4,618	0.7	9.3	64.0	751	0.3	29.0	99.0
500 or more employees	34,743	5.2	14.5	100.0	749	0.3	29.3	100.0
Other companies (4)	85,426	12.8	12.8	100.0	90,331	36.7	36.7	100.0
no. employees unknown (3)	17,663	2.6	2.6	20.7	35,397	14.4	14.4	39.2
1 to 19 employees	15,005	2.2	4.9	38.2	35,360	14.3	28.7	78.3
20 to 49 employees	5,880	0.9	5.8	45.1	7,455	3.0	31.7	86.6
50 to 99 employees	4,659	0.7	6.5	50.6	3,729	1.5	33.2	90.7
100 to 249 employees	5,610	0.8	7.3	57.1	3,329	1.4	34.6	94.4
250 to 499 employees	5,328	0.8	8.1	63.4	1,606	0.7	35.3	96.2
500 or more employees	31,282	4.7	12.8	100.0	3,455	1.4	36.7	100.0
Unclassified companies	14,564	2.2	2.2	100.0	14,545	5.9	5.9	100.0
Multiple location companies	525,158	78.6	78.6	100.0	33,127	13.4	13.4	100.0
no. employees unknown (3)	5,766	0.9	0.9	1.1	3,528	1.4	1.4	10.6
1 to 19 employees	3,751	0.6	1.4	1.8	3,202	1.3	2.7	20.3
20 to 49 employees	4,021	0.6	2.0	2.6	4,552	1.8	4.6	34.1
50 to 99 employees	7,707	1.2	3.2	4.0	4,619	1.9	6.5	48.0
100 to 249 employees	17,865	2.7	5.9	7.4	6,363	2.6	9.0	67.2
250 to 499 employees	19,585	2.9	8.8	11.2	3,783	1.5	10.6	78.6
500 or more employees	466,462	69.8	78.6	100.0	7,080	2.9	13.4	100.0
Manufacturers	422,575	63.2	63.2	100.0	12,218	5.0	5.0	100.0
no. employees unknown (3)	3,346	0.5	0.5	0.8	1,223	0.5	0.5	10.0
1 to 19 employees	243	0.0	0.5	0.8	334	0.1	0.6	12.7
20 to 49 employees	823	0.1	0.7	1.0	887	0.4	1.0	20.0
50 to 99 employees	1,784	0.3	0.9	1.5	1,603	0.7	1.6	33.1
100 to 249 employees	7,328	1.1	2.0	3.2	2,920	1.2	2.8	57.0
250 to 499 employees	11,401	1.7	3.7	5.9	2,019	0.8	3.6	73.5
500 or more employees	397,651	59.5	63.2	100.0	3,232	1.3	5.0	100.0

See footnotes at end of table.

**Table 1b**  
**2000 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)
<b>Multiple location companies</b>								
Wholesalers	50,745	7.6	7.6	100.0	6,849	2.8	2.8	100.0
no. employees unknown (3)	546	0.1	0.1	1.1	626	0.3	0.3	9.1
1 to 19 employees	1,563	0.2	0.3	4.2	921	0.4	0.6	22.6
20 to 49 employees	1,416	0.2	0.5	6.9	1,404	0.6	1.2	43.1
50 to 99 employees	3,282	0.5	1.0	13.4	1,266	0.5	1.7	61.6
100 to 249 employees	6,618	1.0	2.0	26.5	1,352	0.5	2.3	81.3
250 to 499 employees	3,299	0.5	2.5	33.0	584	0.2	2.5	89.8
500 or more employees	34,021	5.1	7.6	100.0	696	0.3	2.8	100.0
Other companies (4)	42,627	6.4	6.4	100.0	10,040	4.1	4.1	100.0
no. employees unknown (3)	1,272	0.2	0.2	3.0	1,228	0.5	0.5	12.2
1 to 19 employees	695	0.1	0.3	4.6	1,012	0.4	0.9	22.3
20 to 49 employees	958	0.1	0.4	6.9	1,112	0.5	1.4	33.4
50 to 99 employees	2,082	0.3	0.7	11.7	1,041	0.4	1.8	43.8
100 to 249 employees	3,082	0.5	1.2	19.0	1,643	0.7	2.4	60.1
250 to 499 employees	4,282	0.6	1.9	29.0	1,038	0.4	2.9	70.5
500 or more employees	30,256	4.5	6.4	100.0	2,966	1.2	4.1	100.0
Unclassified companies	9,211	1.4	1.4	100.0	4,020	1.6	1.6	100.0
<b>Single location companies</b>	143,152	21.4	21.4	100.0	213,325	86.6	86.6	100.0
no. employees unknown (3)	41,258	6.2	6.2	28.8	71,244	28.9	28.9	33.4
1 to 19 employees	41,521	6.2	12.4	57.8	93,066	37.8	66.7	77.0
20 to 49 employees	17,241	2.6	15.0	69.9	26,810	10.9	77.5	89.6
50 to 99 employees	12,004	1.8	16.8	78.3	12,369	5.0	82.6	95.4
100 to 249 employees	14,327	2.1	18.9	88.3	7,322	3.0	85.5	98.8
250 to 499 employees	7,812	1.2	20.1	93.7	1,671	0.7	86.2	99.6
500 or more employees	8,990	1.3	21.4	100.0	843	0.3	86.6	100.0
<b>Manufacturers</b>	49,117	7.3	7.3	100.0	57,035	23.1	23.1	100.0
no. employees unknown (3)	12,195	1.8	1.8	24.8	11,445	4.6	4.6	20.1
1 to 19 employees	4,177	0.6	2.4	33.3	19,385	7.9	12.5	54.1
20 to 49 employees	5,486	0.8	3.3	44.5	12,989	5.3	17.8	76.8
50 to 99 employees	5,921	0.9	4.2	56.6	7,365	3.0	20.8	89.7
100 to 249 employees	8,668	1.3	5.5	74.2	4,634	1.9	22.6	97.9
250 to 499 employees	5,441	0.8	6.3	85.3	929	0.4	23.0	99.5
500 or more employees	7,228	1.1	7.3	100.0	288	0.1	23.1	100.0
<b>Wholesalers</b>	45,884	6.9	6.9	100.0	65,474	26.6	26.6	100.0
no. employees unknown (3)	8,835	1.3	1.3	19.3	16,101	6.5	6.5	24.6
1 to 19 employees	22,762	3.4	4.7	68.9	38,462	15.6	22.1	83.3
20 to 49 employees	6,122	0.9	5.6	82.2	7,410	3.0	25.1	94.7
50 to 99 employees	3,505	0.5	6.2	89.8	2,303	0.9	26.1	98.2
100 to 249 employees	2,618	0.4	6.6	95.6	978	0.4	26.5	99.7
250 to 499 employees	1,319	0.2	6.8	98.4	167	0.1	26.5	99.9
500 or more employees	722	0.1	6.9	100.0	53	0.0	26.6	100.0
<b>Other companies (4)</b>	42,799	6.4	6.4	100.0	80,291	32.6	32.6	100.0
no. employees unknown (3)	16,390	2.5	2.5	38.3	34,169	13.9	13.9	42.6
1 to 19 employees	14,310	2.1	4.6	71.7	34,348	13.9	27.8	85.3
20 to 49 employees	4,922	0.7	5.3	83.2	6,343	2.6	30.4	93.2
50 to 99 employees	2,577	0.4	5.7	89.3	2,688	1.1	31.5	96.6
100 to 249 employees	2,529	0.4	6.1	95.2	1,686	0.7	32.1	98.7
250 to 499 employees	1,046	0.2	6.3	97.6	568	0.2	32.4	99.4
500 or more employees	1,025	0.2	6.4	100.0	489	0.2	32.6	100.0
Unclassified companies	5,353	0.8	0.8	100.0	10,525	4.3	4.3	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 42.7 percent of the total wholesalers known value and 89.8 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 2000.

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

Table 1c  
Percent Change Between the 2000 and 2001 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			
	2000	2001	Net Diff.	% Change	2000	2001	Net Diff.	% Change
All identified companies	668,310	623,394	-44,916	-6.7	246,452	238,284	-8,168	-3.3
no. employees unknown (2)	47,024	48,586	1,562	3.3	74,772	70,818	-3,954	-5.3
1 to 19 employees	45,272	43,629	-1,642	-3.6	96,268	94,171	-2,097	-2.2
20 to 49 employees	21,262	19,863	-1,399	-6.6	31,362	30,822	-540	-1.7
50 to 99 employees	19,711	17,533	-2,178	-11.1	16,988	16,757	-231	-1.4
100 to 249 employees	32,192	29,011	-3,180	-9.9	13,685	13,067	-618	-4.5
250 to 499 employees	27,397	23,600	-3,797	-13.9	5,454	5,101	-353	-6.5
500 or more employees	475,453	441,171	-34,281	-7.2	7,923	7,548	-375	-4.7
Manufacturers	471,692	444,122	-27,570	-5.8	69,253	69,134	-119	-0.2
no. employees unknown (2)	15,541	17,130	1,589	10.2	12,668	12,772	104	0.8
1 to 19 employees	4,420	5,233	813	18.4	19,719	20,075	356	1.8
20 to 49 employees	6,309	6,474	165	2.6	13,876	13,868	-8	-0.1
50 to 99 employees	7,704	7,298	-406	-5.3	8,968	9,009	41	0.5
100 to 249 employees	15,996	16,154	158	1.0	7,554	7,344	-210	-2.8
250 to 499 employees	16,843	13,998	-2,844	-16.9	2,948	2,720	-228	-7.7
500 or more employees	404,879	377,835	-27,044	-6.7	3,520	3,346	-174	-4.9
Wholesalers	96,628	93,488	-3,140	-3.2	72,323	72,570	247	0.3
no. employees unknown (2)	9,381	9,515	134	1.4	16,727	17,013	286	1.7
1 to 19 employees	24,325	23,826	-498	-2.0	39,383	39,402	19	0.0
20 to 49 employees	7,539	8,085	546	7.2	8,814	8,843	29	0.3
50 to 99 employees	6,787	6,609	-178	-2.6	3,569	3,515	-54	-1.5
100 to 249 employees	9,236	8,534	-702	-7.6	2,330	2,305	-25	-1.1
250 to 499 employees	4,618	4,960	342	7.4	751	766	15	2.0
500 or more employees	34,743	31,958	-2,785	-8.0	749	726	-23	-3.1
Other companies (3)	85,426	76,945	-8,481	-9.9	90,331	85,866	-4,465	-4.9
no. employees unknown (2)	17,663	18,264	602	3.4	35,397	33,771	-1,626	-4.6
1 to 19 employees	15,005	13,494	-1,511	-10.1	35,360	33,383	-1,977	-5.6
20 to 49 employees	5,880	4,472	-1,409	-24.0	7,455	7,114	-341	-4.6
50 to 99 employees	4,659	3,196	-1,463	-31.4	3,729	3,646	-83	-2.2
100 to 249 employees	5,610	4,019	-1,592	-28.4	3,329	3,135	-194	-5.8
250 to 499 employees	5,328	4,134	-1,193	-22.4	1,606	1,501	-105	-6.5
500 or more employees	31,282	29,366	-1,916	-6.1	3,455	3,316	-139	-4.0
Unclassified companies	14,564	8,839	-5,725	-39.3	14,545	10,714	-3,831	-26.3
Multiple location companies	525,158	491,368	-33,790	-6.4	33,127	30,782	-2,345	-7.1
no. employees unknown (2)	5,766	6,979	1,212	21.0	3,528	3,415	-113	-3.2
1 to 19 employees	3,751	4,405	654	17.4	3,202	2,722	-480	-15.0
20 to 49 employees	4,021	4,047	26	0.6	4,552	4,053	-499	-11.0
50 to 99 employees	7,707	6,467	-1,240	-16.1	4,619	4,357	-262	-5.7
100 to 249 employees	17,865	16,528	-1,336	-7.5	6,363	5,885	-478	-7.5
250 to 499 employees	19,585	18,308	-1,277	-6.5	3,783	3,589	-194	-5.1
500 or more employees	466,462	434,634	-31,829	-6.8	7,080	6,761	-319	-4.5
Manufacturers	422,575	400,370	-22,205	-5.3	12,218	12,239	21	0.2
no. employees unknown (2)	3,346	4,583	1,237	37.0	1,223	1,305	82	6.7
1 to 19 employees	243	1,589	1,346	554.1	334	375	41	12.3
20 to 49 employees	823	1,011	188	22.8	887	875	-12	-1.4
50 to 99 employees	1,784	1,900	116	6.5	1,603	1,681	78	4.9
100 to 249 employees	7,328	7,493	165	2.3	2,920	2,946	26	0.9
250 to 499 employees	11,401	10,389	-1,012	-8.9	2,019	1,933	-86	-4.3
500 or more employees	397,651	373,406	-24,245	-6.1	3,232	3,124	-108	-3.3

See footnotes at end of table.

**Table 1c**  
**Percent Change Between the 2000 and 2001 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			
	2000	2001	Net Diff.	% Change	2000	2001	Net Diff.	% Change
<b>Multiple location companies</b>								
Wholesalers	50,745	47,771	-2,973	-5.9	6,849	6,474	-375	-5.5
no. employees unknown (2)	546	509	-37	-6.8	626	613	-13	-2.1
1 to 19 employees	1,563	1,394	-168	-10.8	921	845	-76	-8.3
20 to 49 employees	1,416	1,469	52	3.7	1,404	1,280	-124	-8.8
50 to 99 employees	3,282	3,011	-271	-8.2	1,266	1,174	-92	-7.3
100 to 249 employees	6,618	6,170	-448	-6.8	1,352	1,276	-76	-5.6
250 to 499 employees	3,299	3,970	671	20.3	584	601	17	2.9
500 or more employees	34,021	31,248	-2,773	-8.2	696	685	-11	-1.6
Other companies (3)	42,627	37,628	-4,999	-11.7	10,040	8,790	-1,250	-12.5
no. employees unknown (2)	1,272	1,320	48	3.8	1,228	1,056	-172	-14.0
1 to 19 employees	695	470	-225	-32.4	1,012	743	-269	-26.6
20 to 49 employees	958	739	-219	-22.9	1,112	929	-183	-16.5
50 to 99 employees	2,082	1,127	-955	-45.9	1,041	922	-119	-11.4
100 to 249 employees	3,082	2,561	-520	-16.9	1,643	1,393	-250	-15.2
250 to 499 employees	4,282	3,442	-840	-19.6	1,038	945	-93	-9.0
500 or more employees	30,256	27,969	-2,288	-7.6	2,966	2,802	-164	-5.5
Unclassified companies	9,211	5,598	-3,613	-39.2	4,020	3,279	-741	-18.4
<b>Single location companies</b>	143,152	132,026	-11,126	-7.8	213,325	207,502	-5,823	-2.7
no. employees unknown (2)	41,258	41,607	350	0.8	71,244	67,403	-3,841	-5.4
1 to 19 employees	41,521	39,224	-2,296	-5.5	93,066	91,449	-1,617	-1.7
20 to 49 employees	17,241	15,816	-1,425	-8.3	26,810	26,769	-41	-0.2
50 to 99 employees	12,004	11,066	-939	-7.8	12,369	12,400	31	0.3
100 to 249 employees	14,327	12,483	-1,844	-12.9	7,322	7,182	-140	-1.9
250 to 499 employees	7,812	5,292	-2,520	-32.3	1,671	1,512	-159	-9.5
500 or more employees	8,990	6,538	-2,452	-27.3	843	787	-56	-6.6
<b>Manufacturers</b>	49,117	43,752	-5,365	-10.9	57,035	56,895	-140	-0.2
no. employees unknown (2)	12,195	12,547	352	2.9	11,445	11,467	22	0.2
1 to 19 employees	4,177	3,645	-533	-12.7	19,385	19,700	315	1.6
20 to 49 employees	5,486	5,463	-23	-0.4	12,989	12,993	4	0.0
50 to 99 employees	5,921	5,398	-523	-8.8	7,365	7,328	-37	-0.5
100 to 249 employees	8,668	8,661	-7	-0.1	4,634	4,398	-236	-5.1
250 to 499 employees	5,441	3,609	-1,832	-33.7	929	787	-142	-15.3
500 or more employees	7,228	4,429	-2,799	-38.7	288	222	-66	-22.9
<b>Wholesalers</b>	45,884	45,717	-167	-0.4	65,474	66,096	622	0.9
no. employees unknown (2)	8,835	9,007	171	1.9	16,101	16,400	299	1.9
1 to 19 employees	22,762	22,432	-330	-1.4	38,462	38,557	95	0.2
20 to 49 employees	6,122	6,616	494	8.1	7,410	7,563	153	2.1
50 to 99 employees	3,505	3,598	93	2.7	2,303	2,341	38	1.7
100 to 249 employees	2,618	2,364	-254	-9.7	978	1,029	51	5.2
250 to 499 employees	1,319	990	-329	-24.9	167	165	-2	-1.2
500 or more employees	722	710	-12	-1.7	53	41	-12	-22.6
<b>Other companies (3)</b>	42,799	39,317	-3,483	-8.1	80,291	77,076	-3,215	-4.0
no. employees unknown (2)	16,390	16,944	554	3.4	34,169	32,715	-1,454	-4.3
1 to 19 employees	14,310	13,024	-1,286	-9.0	34,348	32,640	-1,708	-5.0
20 to 49 employees	4,922	3,733	-1,190	-24.2	6,343	6,185	-158	-2.5
50 to 99 employees	2,577	2,069	-508	-19.7	2,688	2,724	36	1.3
100 to 249 employees	2,529	1,458	-1,071	-42.4	1,686	1,742	56	3.3
250 to 499 employees	1,046	692	-354	-33.8	568	556	-12	-2.1
500 or more employees	1,025	1,397	372	36.3	489	514	25	5.1
Unclassified companies	5,353	3,241	-2,112	-39.5	10,525	7,435	-3,090	-29.4

(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 2000 or 2001.

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

**Table 2a**  
**Top Companies' Share of the 2001 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 2000-2001	
					Number of Exporters	Known Value
All identified companies	238,284	623,394	100.0	100.0	-3.3	-6.7
Top 4 companies	4	61,330	9.8	9.8	-	-4.1
Top 8 companies	8	89,954	14.4	14.4	-	-4.8
Top 20 companies	20	140,731	22.6	22.6	-	-8.4
Top 50 companies	50	202,928	32.6	32.6	-	-7.2
Top 100 companies	100	255,787	41.0	41.0	-	-7.1
Top 250 companies	250	327,107	52.5	52.5	-	-7.2
Top 500 companies	500	382,158	61.3	61.3	-	-7.2
Top 1000 companies	1,000	435,045	69.8	69.8	-	-7.0
Top 2000 companies	2,000	483,506	77.6	77.6	-	-6.8
Manufacturers	69,134	444,122	71.2	100.0	-0.2	-5.8
Top 4 companies	4	61,330	9.8	13.8	-	-4.1
Top 8 companies	8	88,916	14.3	20.0	-	-4.7
Top 20 companies	20	137,660	22.1	31.0	-	-7.6
Top 50 companies	50	196,057	31.4	44.1	-	-6.8
Top 100 companies	100	242,175	38.8	54.5	-	-7.1
Top 250 companies	250	298,405	47.9	67.2	-	-6.5
Top 500 companies	500	336,974	54.1	75.9	-	-6.3
Top 1000 companies	1,000	369,751	59.3	83.3	-	-6.1
Top 2000 companies	2,000	396,807	63.7	89.3	-	-5.9
Wholesalers	72,570	93,488	15.0	100.0	0.3	-3.2
Top 4 companies	4	10,372	1.7	11.1	-	-12.2
Top 8 companies	8	13,974	2.2	14.9	-	-12.8
Top 20 companies	20	21,012	3.4	22.5	-	-11.7
Top 50 companies	50	29,470	4.7	31.5	-	-9.8
Top 100 companies	100	36,800	5.9	39.4	-	-6.8
Top 250 companies	250	47,631	7.6	50.9	-	-5.0
Top 500 companies	500	55,756	8.9	59.6	-	-4.6
Top 1000 companies	1,000	63,650	10.2	68.1	-	-4.1
Top 2000 companies	2,000	71,442	11.5	76.4	-	-3.8
Other companies (3)	85,866	76,945	12.3	100.0	-4.9	-9.9
Top 4 companies	4	7,333	1.2	9.5	-	-1.9
Top 8 companies	8	10,715	1.7	13.9	-	1.0
Top 20 companies	20	16,500	2.6	21.4	-	-4.8
Top 50 companies	50	24,802	4.0	32.2	-	-5.3
Top 100 companies	100	32,448	5.2	42.2	-	-7.1
Top 250 companies	250	43,663	7.0	56.7	-	-8.5
Top 500 companies	500	51,423	8.2	66.8	-	-9.3
Top 1000 companies	1,000	58,293	9.4	75.8	-	-9.7
Top 2000 companies	2,000	64,276	10.3	83.5	-	-9.7
Unclassified companies	10,714	8,839	1.4	100.0	-26.3	-39.3

(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 11.1 percent of the total value for all wholesalers.

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

**Table 2b**  
**Top Companies' Share of the 2000 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	246,452	668,310	100.0	100.0
Top 4 companies	4	63,925	9.6	9.6
Top 8 companies	8	94,514	14.1	14.1
Top 20 companies	20	153,668	23.0	23.0
Top 50 companies	50	218,773	32.7	32.7
Top 100 companies	100	275,465	41.2	41.2
Top 250 companies	250	352,590	52.8	52.8
Top 500 companies	500	411,880	61.6	61.6
Top 1000 companies	1,000	467,831	70.0	70.0
Top 2000 companies	2,000	518,936	77.6	77.6
Manufacturers	69,253	471,692	70.6	100.0
Top 4 companies	4	63,925	9.6	13.6
Top 8 companies	8	93,281	14.0	19.8
Top 20 companies	20	149,006	22.3	31.6
Top 50 companies	50	210,402	31.5	44.6
Top 100 companies	100	260,716	39.0	55.3
Top 250 companies	250	319,087	47.7	67.6
Top 500 companies	500	359,585	53.8	76.2
Top 1000 companies	1,000	393,724	58.9	83.5
Top 2000 companies	2,000	421,617	63.1	89.4
Wholesalers	72,323	96,628	14.5	100.0
Top 4 companies	4	11,816	1.8	12.2
Top 8 companies	8	16,031	2.4	16.6
Top 20 companies	20	23,805	3.6	24.6
Top 50 companies	50	32,659	4.9	33.8
Top 100 companies	100	39,479	5.9	40.9
Top 250 companies	250	50,145	7.5	51.9
Top 500 companies	500	58,449	8.7	60.5
Top 1000 companies	1,000	66,337	9.9	68.7
Top 2000 companies	2,000	74,292	11.1	76.9
Other companies (3)	90,331	85,426	12.8	100.0
Top 4 companies	4	7,472	1.1	8.7
Top 8 companies	8	10,610	1.6	12.4
Top 20 companies	20	17,336	2.6	20.3
Top 50 companies	50	26,189	3.9	30.7
Top 100 companies	100	34,928	5.2	40.9
Top 250 companies	250	47,698	7.1	55.8
Top 500 companies	500	56,721	8.5	66.4
Top 1000 companies	1,000	64,580	9.7	75.6
Top 2000 companies	2,000	71,195	10.7	83.3
Unclassified companies	14,545	14,564	2.2	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 12.2 percent of the total value for all wholesalers.

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



Table 3a  
2001 Exports to Related Parties  
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Nonrelated Party Trade			Nonreported		
			Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
All identified companies	623,394	238,284	207,505	33.3	15.5	400,904	64.3	95.0	14,986	2.4	14.6
no. employees unknown (3)	48,586	70,818	11,435	23.5	11.8	34,006	70.0	91.9	3,145	6.5	11.8
1 to 19 employees	43,629	94,171	4,984	11.4	10.6	36,705	84.1	95.5	1,940	4.4	11.5
20 to 49 employees	19,863	30,822	2,343	11.8	15.4	16,574	83.4	97.2	946	4.8	13.5
50 to 99 employees	17,533	16,757	2,147	12.2	21.4	14,704	83.9	97.5	681	3.9	18.4
100 to 249 employees	29,011	13,067	5,374	18.5	30.6	22,920	79.0	97.6	718	2.5	24.1
250 to 499 employees	23,600	5,101	4,735	20.1	40.8	18,264	77.4	97.9	601	2.5	32.3
500 or more employees	441,171	7,548	176,487	40.0	56.0	257,730	58.4	97.7	6,954	1.6	46.5
Manufacturers	444,122	69,134	166,747	37.5	21.0	270,062	60.8	97.8	7,312	1.6	17.0
no. employees unknown (3)	17,130	12,772	5,787	33.8	17.3	10,573	61.7	95.9	770	4.5	11.1
1 to 19 employees	5,233	20,075	598	11.4	9.4	4,535	86.7	97.3	101	1.9	8.2
20 to 49 employees	6,474	13,868	1,009	15.6	14.5	5,266	81.3	98.5	199	3.1	12.5
50 to 99 employees	7,298	9,009	796	10.9	21.9	6,316	86.5	98.6	186	2.6	18.7
100 to 249 employees	16,154	7,344	2,448	15.2	34.1	13,337	82.6	98.8	369	2.3	26.8
250 to 499 employees	13,998	2,720	2,325	16.6	50.4	11,334	81.0	99.3	340	2.4	39.9
500 or more employees	377,835	3,346	153,785	40.7	75.9	218,702	57.9	99.7	5,348	1.4	66.7
Wholesalers	93,488	72,570	24,209	25.9	14.7	66,698	71.3	96.6	2,581	2.8	15.4
no. employees unknown (3)	9,515	17,013	1,606	16.9	11.0	7,628	80.2	94.7	282	3.0	11.6
1 to 19 employees	23,826	39,402	2,069	8.7	12.0	20,822	87.4	97.0	935	3.9	13.9
20 to 49 employees	8,085	8,843	830	10.3	18.5	6,883	85.1	97.7	373	4.6	17.4
50 to 99 employees	6,609	3,515	821	12.4	26.7	5,534	83.7	97.7	254	3.8	23.5
100 to 249 employees	8,534	2,305	1,897	22.2	34.1	6,509	76.3	97.3	129	1.5	29.2
250 to 499 employees	4,960	766	951	19.2	41.8	3,925	79.1	98.0	85	1.7	36.6
500 or more employees	31,958	726	16,036	50.2	59.0	15,397	48.2	98.8	525	1.6	57.3
Other companies (4)	76,945	85,866	14,873	19.3	12.0	57,241	74.4	92.2	4,830	6.3	11.8
no. employees unknown (3)	18,264	33,771	3,382	18.5	10.3	12,884	70.5	89.8	1,998	10.9	11.7
1 to 19 employees	13,494	33,383	1,790	13.3	9.5	10,846	80.4	93.0	858	6.4	10.3
20 to 49 employees	4,472	7,114	439	9.8	13.0	3,675	82.2	94.5	358	8.0	10.3
50 to 99 employees	3,196	3,646	503	15.7	15.7	2,483	77.7	95.0	210	6.6	12.5
100 to 249 employees	4,019	3,135	997	24.8	20.4	2,814	70.0	95.2	208	5.2	14.5
250 to 499 employees	4,134	1,501	1,351	32.7	23.5	2,611	63.2	95.4	173	4.2	16.9
500 or more employees	29,366	3,316	6,412	21.8	36.1	21,929	74.7	95.6	1,026	3.5	24.6
Unclassified companies	8,839	10,714	1,675	19.0	12.8	6,902	78.1	89.9	262	3.0	15.5
Multiple location companies	491,368	30,782	188,097	38.3	33.7	294,807	60.0	96.1	8,464	1.7	30.0
no. employees unknown (3)	6,979	3,415	2,437	34.9	23.8	4,388	62.9	92.0	154	2.2	21.0
1 to 19 employees	4,405	2,722	1,022	23.2	14.9	3,246	73.7	94.6	137	3.1	17.2
20 to 49 employees	4,047	4,053	648	16.0	18.4	3,195	78.9	94.9	204	5.0	18.8
50 to 99 employees	6,467	4,357	1,104	17.1	22.7	5,049	78.1	96.4	314	4.9	23.0
100 to 249 employees	16,528	5,885	3,652	22.1	32.6	12,484	75.5	96.9	392	2.4	28.0
250 to 499 employees	18,308	3,589	3,896	21.3	43.4	13,932	76.1	97.9	480	2.6	36.1
500 or more employees	434,634	6,761	175,338	40.3	58.4	252,514	58.1	97.8	6,782	1.6	49.5
Manufacturers	400,370	12,239	158,299	39.5	46.4	236,229	59.0	98.6	5,842	1.5	39.0
no. employees unknown (3)	4,583	1,305	1,674	36.5	33.0	2,816	61.4	95.4	93	2.0	19.1
1 to 19 employees	1,589	375	80	5.0	18.1	1,495	94.1	97.1	13	0.8	14.4
20 to 49 employees	1,011	875	258	25.5	20.8	721	71.4	97.9	32	3.2	18.1
50 to 99 employees	1,900	1,681	269	14.2	25.6	1,592	83.8	98.3	39	2.0	23.7
100 to 249 employees	7,493	2,946	1,318	17.6	38.3	6,038	80.6	98.8	136	1.8	31.8
250 to 499 employees	10,389	1,933	1,765	17.0	53.3	8,373	80.6	99.5	252	2.4	43.2
500 or more employees	373,406	3,124	152,935	41.0	77.1	215,193	57.6	99.7	5,277	1.4	68.7
Wholesalers	47,771	6,474	19,458	40.7	29.5	27,387	57.3	96.2	926	1.9	29.4
no. employees unknown (3)	509	613	75	14.8	21.7	419	82.4	91.8	14	2.8	21.5
1 to 19 employees	1,394	845	390	27.9	15.9	936	67.1	95.9	69	4.9	18.7
20 to 49 employees	1,469	1,280	205	14.0	19.8	1,227	83.5	96.1	37	2.5	21.6
50 to 99 employees	3,011	1,174	506	16.8	25.7	2,327	77.3	96.4	178	5.9	26.7
100 to 249 employees	6,170	1,276	1,446	23.4	33.5	4,647	75.3	96.4	77	1.3	30.8
250 to 499 employees	3,970	601	853	21.5	42.3	(5) 3,117	(5) 78.5	97.8	(D)	(D)	38.6
500 or more employees	31,248	685	15,982	51.1	59.1	(5) 15,265	(5) 48.9	98.8	(D)	(D)	58.2

See footnotes at end of table.

Table 3a  
2001 Exports to Related Parties  
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Nonrelated Party Trade			Nonreported		
			Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
<b>Multiple location companies:</b>											
Other companies (4)	37,628	8,790	9,163	24.4	24.7	26,945	71.6	93.4	1,520	4.0	21.9
no. employees unknown (3)	1,320	1,056	477	36.1	17.0	810	61.3	88.5	33	2.5	23.5
1 to 19 employees	470	743	74	15.7	12.0	383	81.5	92.5	13	2.8	16.8
20 to 49 employees	739	929	121	16.4	15.2	499	67.5	91.9	120	16.2	17.0
50 to 99 employees	1,127	922	302	26.8	16.9	759	67.4	93.5	66	5.9	18.4
100 to 249 employees	2,561	1,393	855	33.4	21.3	1,540	60.1	94.0	165	6.5	18.9
250 to 499 employees	3,442	945	1,169	34.0	25.1	2,122	61.6	94.5	151	4.4	21.2
500 or more employees	27,969	2,802	6,166	22.0	38.4	20,831	74.5	95.3	972	3.5	27.0
Unclassified companies	5,598	3,279	1,177	21.0	19.0	4,246	75.8	93.9	175	3.1	19.4
<b>Single location companies:</b>											
no. employees unknown (3)	132,026	207,502	19,408	14.7	12.8	106,097	80.4	94.9	6,521	4.9	12.3
1 to 19 employees	41,607	67,403	8,999	21.6	11.2	29,618	71.2	91.9	2,991	7.2	11.3
20 to 49 employees	39,224	91,449	3,962	10.1	10.4	33,460	85.3	95.6	1,802	4.6	11.3
50 to 99 employees	15,816	26,769	1,695	10.7	14.9	13,380	84.6	97.5	742	4.7	12.8
100 to 249 employees	11,066	12,400	1,043	9.4	20.9	9,656	87.3	97.9	367	3.3	16.8
250 to 499 employees	12,483	7,182	1,721	13.8	28.9	10,436	83.6	98.1	326	2.6	21.0
500 or more employees	5,292	1,512	839	15.9	34.6	4,332	81.9	98.1	121	2.3	23.2
Unclassified companies	6,538	787	1,150	17.6	34.9	5,216	79.8	97.6	172	2.6	20.3
<b>Manufacturers:</b>											
no. employees unknown (3)	43,752	56,895	8,449	19.3	15.5	33,833	77.3	97.6	1,470	3.4	12.3
1 to 19 employees	12,547	11,467	4,114	32.8	15.6	7,757	61.8	96.0	677	5.4	10.2
20 to 49 employees	3,645	19,700	518	14.2	9.3	3,040	83.4	97.3	87	2.4	8.1
50 to 99 employees	5,463	12,993	751	13.8	14.0	4,545	83.2	98.5	167	3.1	12.1
100 to 249 employees	5,398	7,328	527	9.8	21.0	4,724	87.5	98.7	147	2.7	17.6
250 to 499 employees	8,661	4,398	1,129	13.0	31.3	7,299	84.3	98.8	233	2.7	23.5
500 or more employees	3,609	787	560	15.5	43.3	2,961	82.0	98.9	88	2.4	31.8
Unclassified companies	4,429	222	850	19.2	57.7	3,509	79.2	99.1	71	1.6	37.8
<b>Wholesalers:</b>											
no. employees unknown (3)	45,717	66,096	4,751	10.4	13.3	39,311	86.0	96.6	1,655	3.6	14.0
1 to 19 employees	9,007	16,400	1,531	17.0	10.6	7,208	80.0	94.8	267	3.0	11.3
20 to 49 employees	22,432	38,557	1,680	7.5	11.9	19,886	88.7	97.0	866	3.9	13.8
50 to 99 employees	6,616	7,563	624	9.4	18.3	5,656	85.5	98.0	336	5.1	16.7
100 to 249 employees	3,598	2,341	315	8.7	27.2	3,207	89.1	98.4	76	2.1	21.9
250 to 499 employees	2,364	1,029	451	19.1	34.9	1,862	78.8	98.3	51	2.2	27.1
500 or more employees	990	165	97	9.8	40.0	(5) 893	(5) 90.2	98.8	(D)	(D)	29.1
Unclassified companies	710	41	53	7.5	56.1	(5) 657	(5) 92.5	97.6	(D)	(D)	41.5
<b>Other companies (4):</b>											
no. employees unknown (3)	39,317	77,076	5,710	14.5	10.6	30,297	77.1	92.0	3,310	8.4	10.6
1 to 19 employees	16,944	32,715	2,905	17.1	10.1	12,074	71.3	89.9	1,965	11.6	11.3
20 to 49 employees	13,024	32,640	1,716	13.2	9.4	10,463	80.3	93.0	845	6.5	10.2
50 to 99 employees	3,733	6,185	318	8.5	12.7	3,176	85.1	94.9	238	6.4	9.2
100 to 249 employees	2,069	2,724	202	9.7	15.3	1,724	83.3	95.4	144	6.9	10.4
250 to 499 employees	1,458	1,742	142	9.7	19.6	1,274	87.4	96.1	42	2.9	11.0
500 or more employees	692	556	182	26.2	20.9	489	70.6	96.9	22	3.1	9.5
Unclassified companies	1,397	514	246	17.6	23.7	1,097	78.5	97.1	54	3.9	11.3
Unclassified companies	3,241	7,435	498	15.4	10.1	2,656	82.0	88.1	87	2.7	13.7

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

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

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2001.

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

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

**Table 3b**  
**2000 Exports to Related Parties**  
**by Company Type and Employment Size**

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Nonrelated Party Trade			Nonreported		
			Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
All identified companies	668,310	246,452	229,219	34.3	17.1	410,177	61.4	93.0	28,914	4.3	21.4
no. employees unknown (3)	47,024	74,772	9,317	19.8	13.0	34,050	72.4	89.3	3,657	7.8	17.1
1 to 19 employees	45,272	96,268	5,310	11.7	12.2	36,107	79.8	93.3	3,855	8.5	18.2
20 to 49 employees	21,262	31,362	3,272	15.4	17.3	16,546	77.8	95.8	1,444	6.8	20.8
50 to 99 employees	19,711	16,988	2,588	13.1	23.3	16,140	81.9	96.2	983	5.0	27.3
100 to 249 employees	32,192	13,685	5,742	17.8	32.2	24,980	77.6	96.7	1,469	4.6	34.2
250 to 499 employees	27,397	5,454	5,728	20.9	42.3	20,286	74.0	96.8	1,382	5.0	42.4
500 or more employees	475,453	7,923	197,261	41.5	57.0	262,068	55.1	97.3	16,123	3.4	55.4
Manufacturers	471,692	69,253	183,485	38.9	22.3	272,404	57.8	96.8	15,802	3.4	24.8
no. employees unknown (3)	15,541	12,668	4,056	26.1	18.2	10,677	68.7	94.4	808	5.2	17.1
1 to 19 employees	4,420	19,719	631	14.3	10.0	3,549	80.3	96.0	240	5.4	13.7
20 to 49 employees	6,309	13,876	920	14.6	15.9	5,108	81.0	97.4	282	4.5	19.5
50 to 99 employees	7,704	8,968	833	10.8	23.5	6,546	85.0	97.8	325	4.2	28.2
100 to 249 employees	15,996	7,554	2,115	13.2	34.9	13,211	82.6	98.6	669	4.2	37.5
250 to 499 employees	16,843	2,948	3,471	20.6	50.7	12,590	74.7	98.6	781	4.6	51.6
500 or more employees	404,879	3,520	171,458	42.3	77.3	220,724	54.5	99.5	12,696	3.1	76.5
Wholesalers	96,628	72,323	25,818	26.7	16.9	64,952	67.2	94.7	5,859	6.1	23.8
no. employees unknown (3)	9,381	16,727	1,659	17.7	12.6	7,071	75.4	91.7	652	6.9	18.8
1 to 19 employees	24,325	39,383	2,458	10.1	14.3	19,656	80.8	95.2	2,211	9.1	22.4
20 to 49 employees	7,539	8,814	812	10.8	21.3	6,163	81.7	96.4	564	7.5	25.9
50 to 99 employees	6,787	3,569	906	13.3	28.0	5,537	81.6	96.1	344	5.1	33.0
100 to 249 employees	9,236	2,330	1,909	20.7	36.1	6,948	75.2	97.3	379	4.1	40.3
250 to 499 employees	4,618	751	898	19.4	44.7	3,571	77.3	97.6	149	3.2	46.5
500 or more employees	34,743	749	17,176	49.4	60.3	16,006	46.1	98.8	1,561	4.5	63.8
Other companies (4)	85,426	90,331	15,872	18.6	13.5	63,034	73.8	89.5	6,520	7.6	17.1
no. employees unknown (3)	17,663	35,397	2,896	16.4	11.7	12,818	72.6	87.2	1,949	11.0	15.9
1 to 19 employees	15,005	35,360	1,669	11.1	10.9	12,062	80.4	89.9	1,273	8.5	15.8
20 to 49 employees	5,880	7,455	790	13.4	14.8	4,562	77.6	92.6	529	9.0	16.4
50 to 99 employees	4,659	3,729	809	17.4	18.2	3,566	76.5	92.8	284	6.1	19.2
100 to 249 employees	5,610	3,329	1,317	23.5	23.6	3,934	70.1	92.4	360	6.4	22.7
250 to 499 employees	5,328	1,606	1,253	23.5	26.3	3,662	68.7	93.1	413	7.8	23.7
500 or more employees	31,282	3,455	7,138	22.8	36.3	22,431	71.7	95.0	1,713	5.5	33.0
Unclassified companies	14,564	14,545	4,044	27.8	14.6	9,787	67.2	88.1	733	5.0	21.2
Multiple location companies	525,158	33,127	208,004	39.6	34.9	298,216	56.8	94.7	18,938	3.6	39.9
no. employees unknown (3)	5,766	3,528	1,726	29.9	23.3	3,775	65.5	89.9	265	4.6	30.4
1 to 19 employees	3,751	3,202	1,096	29.2	16.7	2,333	62.2	90.9	321	8.6	27.7
20 to 49 employees	4,021	4,552	607	15.1	20.5	2,989	74.3	93.6	425	10.6	27.8
50 to 99 employees	7,707	4,619	1,483	19.2	26.1	5,734	74.4	94.5	490	6.4	33.8
100 to 249 employees	17,865	6,363	4,101	23.0	34.7	12,917	72.3	96.1	847	4.7	39.9
250 to 499 employees	19,585	3,783	4,190	21.4	43.9	14,479	73.9	96.6	916	4.7	46.6
500 or more employees	466,462	7,080	194,800	41.8	59.3	255,989	54.9	97.4	15,674	3.4	58.3
Manufacturers	422,575	12,218	174,361	41.3	48.5	234,764	55.6	98.2	13,449	3.2	51.5
no. employees unknown (3)	3,346	1,223	942	28.2	32.4	2,253	67.3	94.8	151	4.5	28.4
1 to 19 employees	243	334	57	23.6	16.2	175	72.2	94.3	10	4.2	26.6
20 to 49 employees	823	887	169	20.6	21.2	621	75.4	97.5	33	4.0	29.5
50 to 99 employees	1,784	1,603	199	11.2	30.5	1,502	84.2	97.7	82	4.6	36.8
100 to 249 employees	7,328	2,920	1,168	15.9	40.4	5,840	79.7	98.6	320	4.4	46.1
250 to 499 employees	11,401	2,019	2,530	22.2	53.0	8,417	73.8	98.8	453	4.0	56.0
500 or more employees	397,651	3,232	169,296	42.6	78.8	215,955	54.3	99.6	12,400	3.1	78.2
Wholesalers	50,745	6,849	20,423	40.2	31.4	27,856	54.9	95.0	2,466	4.9	38.2
no. employees unknown (3)	546	626	56	10.3	20.0	467	85.6	89.9	22	4.1	27.3
1 to 19 employees	1,563	921	450	28.8	17.8	950	60.8	93.2	162	10.4	28.4
20 to 49 employees	1,416	1,404	201	14.2	23.3	1,011	71.3	94.2	205	14.5	30.1
50 to 99 employees	3,282	1,266	565	17.2	27.8	2,508	76.4	94.7	208	6.3	35.3
100 to 249 employees	6,618	1,352	1,521	23.0	36.5	4,831	73.0	96.7	266	4.0	42.5
250 to 499 employees	3,299	584	539	16.3	45.0	2,640	80.0	97.8	120	3.6	49.1
500 or more employees	34,021	696	17,091	50.2	61.4	15,448	45.4	99.0	1,482	4.4	64.9

See footnotes at end of table.

Table 3b  
2000 Exports to Related Parties  
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Nonrelated Party Trade			Nonreported		
			Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
Multiple location companies											
Other companies (4)	42,627	10,040	10,281	24.1	25.8	29,727	69.7	91.0	2,619	6.1	31.0
no. employees unknown (3)	1,272	1,228	421	33.1	17.5	786	61.8	85.1	66	5.2	33.8
1 to 19 employees	695	1,012	51	7.3	15.0	563	81.0	87.5	81	11.7	27.1
20 to 49 employees	958	1,112	110	11.4	17.8	718	74.9	90.6	131	13.7	25.4
50 to 99 employees	2,082	1,041	679	32.6	19.1	1,233	59.2	89.8	170	8.2	29.7
100 to 249 employees	3,082	1,643	1,066	34.6	24.7	1,788	58.0	91.5	227	7.4	28.8
250 to 499 employees	4,282	1,038	1,020	23.8	26.5	2,958	69.1	91.8	304	7.1	27.6
500 or more employees	30,256	2,966	6,935	22.9	38.6	21,681	71.7	94.7	1,640	5.4	36.2
Unclassified companies	9,211	4,020	2,939	31.9	22.4	5,869	63.7	92.7	404	4.4	29.7
Single location companies	143,152	213,325	21,215	14.8	14.3	111,961	78.2	92.8	9,977	7.0	18.6
no. employees unknown (3)	41,258	71,244	7,590	18.4	12.5	30,275	73.4	89.3	3,393	8.2	16.4
1 to 19 employees	41,521	93,066	4,214	10.1	12.0	33,774	81.3	93.4	3,533	8.5	17.9
20 to 49 employees	17,241	26,810	2,665	15.5	16.7	13,557	78.6	96.2	1,019	5.9	19.6
50 to 99 employees	12,004	12,369	1,105	9.2	22.2	10,406	86.7	96.8	493	4.1	24.9
100 to 249 employees	14,327	7,322	1,641	11.5	30.0	12,063	84.2	97.3	623	4.3	29.2
250 to 499 employees	7,812	1,671	1,538	19.7	38.5	5,807	74.3	97.1	466	6.0	32.7
500 or more employees	8,990	843	2,462	27.4	37.5	6,079	67.6	97.3	449	5.0	31.0
Manufacturers	49,117	57,035	9,124	18.6	16.7	37,640	76.6	96.5	2,353	4.8	19.0
no. employees unknown (3)	12,195	11,445	3,114	25.5	16.6	8,423	69.1	94.4	658	5.4	15.9
1 to 19 employees	4,177	19,385	574	13.7	9.9	3,374	80.8	96.0	230	5.5	13.4
20 to 49 employees	5,486	12,989	750	13.7	15.5	4,487	81.8	97.4	249	4.5	18.8
50 to 99 employees	5,921	7,365	634	10.7	22.0	5,044	85.2	97.8	243	4.1	26.3
100 to 249 employees	8,668	4,634	948	10.9	31.5	7,371	85.0	98.6	349	4.0	32.1
250 to 499 employees	5,441	929	941	17.3	45.5	4,172	76.7	98.3	328	6.0	42.0
500 or more employees	7,228	288	2,163	29.9	61.1	4,769	66.0	98.6	296	4.1	57.6
Wholesalers	45,884	65,474	5,395	11.8	15.4	37,096	80.8	94.7	3,393	7.4	22.3
no. employees unknown (3)	8,835	16,101	1,603	18.1	12.3	6,603	74.7	91.8	629	7.1	18.5
1 to 19 employees	22,762	38,462	2,008	8.8	14.2	18,706	82.2	95.3	2,048	9.0	22.3
20 to 49 employees	6,122	7,410	611	10.0	20.9	5,152	84.2	96.9	359	5.9	25.1
50 to 99 employees	3,505	2,303	341	9.7	28.1	3,029	86.4	96.9	136	3.9	31.7
100 to 249 employees	2,618	978	388	14.8	35.5	2,117	80.9	98.2	113	4.3	37.2
250 to 499 employees	1,319	167	359	27.2	43.7	931	70.6	97.0	29	2.2	37.1
500 or more employees	722	53	86	11.9	47.2	558	77.3	96.2	78	10.9	49.1
Other companies (4)	42,799	80,291	5,591	13.1	12.0	33,307	77.8	89.4	3,901	9.1	15.3
no. employees unknown (3)	16,390	34,169	2,475	15.1	11.4	12,032	73.4	87.3	1,883	11.5	15.2
1 to 19 employees	14,310	34,348	1,618	11.3	10.8	11,499	80.4	90.0	1,192	8.3	15.5
20 to 49 employees	4,922	6,343	680	13.8	14.3	3,844	78.1	92.9	398	8.1	14.9
50 to 99 employees	2,577	2,688	130	5.0	17.9	2,333	90.5	93.9	114	4.4	15.1
100 to 249 employees	2,529	1,686	251	9.9	22.5	2,145	84.8	93.3	133	5.2	16.8
250 to 499 employees	1,046	568	233	22.3	25.9	704	67.3	95.4	109	10.4	16.5
500 or more employees	1,025	489	203	19.8	22.5	750	73.1	96.7	72	7.1	13.7
Unclassified companies	5,353	10,525	1,105	20.6	11.6	3,918	73.2	86.3	329	6.2	18.0

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

(2) Detail may not sum to 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 2000.

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

Table 4a  
2001 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	623,394	238,284	6.1	61.8	6.7	24.0	6.1	7.9	12.9	4.8	19.2	1.2	49.1	0.3
no. employees unknown(2)	48,586	70,818	33.8	78.8	16.1	15.4	11.4	3.6	23.5	1.8	11.0	0.3	4.3	0.0
1 to 19 employees	43,629	94,171	30.4	64.3	28.6	26.3	18.4	6.8	15.2	2.4	7.2	0.2	0.2	0.0
20 to 49 employees	19,863	30,822	16.1	50.1	25.5	30.7	19.2	11.5	25.1	6.9	12.3	0.7	1.7	0.0
50 to 99 employees	17,533	16,757	9.8	43.2	19.4	30.1	27.2	14.5	28.6	10.3	13.3	1.9	1.7	0.1
100 to 249 employees	29,011	13,067	5.6	36.3	15.0	29.7	17.4	15.8	39.3	14.2	19.7	3.8	2.9	0.2
250 to 499 employees	23,600	5,101	3.3	30.1	12.4	27.8	14.0	16.3	37.0	17.7	26.9	7.3	6.4	0.9
500 or more employees	441,171	7,548	0.2	24.3	1.2	22.1	1.8	13.4	7.3	17.4	21.3	15.2	68.2	7.7
Manufacturers	444,122	69,134	2.0	47.1	3.4	28.8	3.7	11.9	9.7	8.7	19.3	2.7	62.0	0.8
no. employees unknown(2)	17,130	12,772	22.7	63.8	18.4	22.7	13.6	7.8	21.0	4.7	18.4	0.8	5.9	0.1
1 to 19 employees	5,233	20,075	26.8	59.1	23.9	29.7	12.8	8.3	(4) 36.6	2.8	(D)	0.1	(D)	0.0
20 to 49 employees	6,474	13,868	15.9	46.4	28.9	32.6	23.4	12.6	(4) 31.8	7.7	(D)	0.7	(D)	0.0
50 to 99 employees	7,298	9,009	11.4	37.4	20.7	32.1	23.1	16.5	34.1	11.8	9.8	2.1	0.9	0.1
100 to 249 employees	16,154	7,344	6.0	27.9	15.9	31.4	17.2	18.1	38.8	17.6	20.4	4.7	1.7	0.3
250 to 499 employees	13,998	2,720	3.1	17.1	11.1	27.9	12.4	20.3	35.9	23.3	33.4	10.3	4.0	1.0
500 or more employees	377,835	3,346	0.1	7.1	0.9	16.8	1.5	13.9	6.2	23.6	19.1	25.0	72.3	13.7
Wholesalers	93,488	72,570	11.4	55.9	14.4	29.2	14.0	9.1	20.3	4.7	23.6	0.9	16.3	0.1
no. employees unknown(2)	9,515	17,013	30.1	71.6	18.7	21.6	14.0	4.5	19.7	1.9	11.6	0.3	5.9	0.1
1 to 19 employees	23,826	39,402	25.6	56.7	32.0	31.2	21.9	8.5	17.6	3.2	2.6	0.3	0.3	0.0
20 to 49 employees	8,085	8,843	12.8	41.9	21.3	34.2	20.6	14.2	27.8	8.4	16.7	1.1	0.8	0.1
50 to 99 employees	6,609	3,515	4.0	36.6	15.0	31.3	32.2	17.1	29.7	12.6	18.4	2.3	0.7	0.1
100 to 249 employees	8,534	2,305	2.2	31.7	8.6	30.1	21.0	18.0	42.2	15.1	23.2	4.9	2.8	0.3
250 to 499 employees	4,960	766	3.0	25.8	8.7	30.2	10.0	14.8	44.0	20.1	25.7	8.4	8.6	0.8
500 or more employees	31,958	726	0.2	15.0	0.5	22.5	1.5	16.3	9.0	20.2	45.5	19.8	43.4	6.2
Other companies (3)	76,945	85,866	20.5	76.4	15.1	16.8	10.6	4.1	20.9	2.1	14.0	0.4	18.8	0.1
no. employees unknown(2)	18,264	33,771	41.8	86.1	13.9	10.8	9.2	2.0	27.1	0.9	5.6	0.2	2.3	0.0
1 to 19 employees	13,494	33,383	41.3	76.2	22.5	18.5	14.7	3.9	13.7	1.2	7.8	0.1	--	--
20 to 49 employees	4,472	7,114	22.5	67.0	29.7	22.5	10.3	6.4	18.6	3.7	(4) 18.9	0.4	(D)	0.0
50 to 99 employees	3,196	3,646	18.5	62.5	25.2	24.1	26.7	7.7	14.6	4.7	(4) 15.0	1.0	(D)	0.1
100 to 249 employees	4,019	3,135	10.9	58.9	25.1	24.9	9.9	9.0	36.4	5.8	9.7	1.3	8.0	0.2
250 to 499 employees	4,134	1,501	4.3	55.1	22.3	26.3	24.9	10.0	30.5	6.7	5.4	1.2	12.7	0.7
500 or more employees	29,366	3,316	1.2	42.9	6.8	27.6	6.0	12.2	17.8	10.6	23.7	4.6	44.4	2.2
Unclassified companies	8,839	10,714	27.9	78.4	14.7	14.9	8.2	3.9	27.8	2.2	10.4	0.6	11.0	0.1

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2001.

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

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

Table 4b  
2000 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 Exporters	% of Row Value	% of Row Exporters	% of Row Value	% of Row Exporters	% of Row Value	% of Row Exporters	% of Row Value	% of Row Exporters	% of Row Value	% of Row Exporters
All identified companies	668,310	246,452	5.6	62.1	6.7	23.9	6.2	7.8	14.1	4.7	18.0	1.2	49.4	0.3
no. employees unknown(2)	47,024	74,772	28.3	77.9	15.0	16.2	11.3	3.7	26.8	1.9	12.9	0.3	5.7	0.0
1 to 19 employees	45,272	96,268	29.3	65.2	28.7	25.7	20.9	6.5	15.2	2.3	5.2	0.2	0.7	0.0
20 to 49 employees	21,262	31,362	16.8	51.2	25.6	29.8	22.8	11.6	24.8	6.6	9.4	0.7	0.6	0.0
50 to 99 employees	19,711	16,988	13.1	43.4	19.0	31.1	24.8	13.9	27.9	9.8	12.9	1.8	2.4	0.1
100 to 249 employees	32,192	13,685	8.8	36.6	15.9	29.6	15.7	16.3	32.0	13.6	23.4	3.7	4.3	0.3
250 to 499 employees	27,397	5,454	3.2	30.9	16.6	29.0	12.0	16.4	31.4	15.5	31.2	7.4	5.5	0.8
500 or more employees	475,453	7,923	0.2	23.2	1.2	22.9	1.8	14.2	9.5	18.0	19.3	14.4	68.0	7.3
Manufacturers	471,692	69,253	1.8	47.6	3.3	28.5	3.5	11.9	11.5	8.5	17.7	2.7	62.2	0.7
no. employees unknown(2)	15,541	12,668	16.1	63.2	13.6	23.0	11.4	7.9	26.1	4.7	21.3	1.0	11.5	0.1
1 to 19 employees	4,420	19,719	30.6	60.6	31.8	28.7	21.1	8.1	12.2	2.5	(4) 4.3	0.1	(D)	0.0
20 to 49 employees	6,309	13,876	19.5	47.6	25.2	31.8	23.2	12.4	27.2	7.5	(4) 4.9	0.6	(D)	0.0
50 to 99 employees	7,704	8,968	11.6	37.9	23.0	32.8	22.5	15.8	34.1	11.6	(4) 8.8	1.9	(D)	0.0
100 to 249 employees	15,996	7,554	7.7	29.0	16.6	31.4	17.2	18.5	35.9	16.2	21.0	4.7	1.7	0.2
250 to 499 employees	16,843	2,948	3.3	19.4	12.1	29.8	12.2	19.7	29.7	20.1	39.3	10.1	3.5	0.9
500 or more employees	404,879	3,520	0.2	7.4	1.0	16.7	1.4	14.7	8.6	24.5	17.1	23.8	71.7	12.9
Wholesalers	96,628	72,323	10.0	56.3	15.6	29.0	14.2	9.1	19.0	4.6	22.2	0.8	19.1	0.1
no. employees unknown(2)	9,381	16,727	27.2	71.6	23.7	21.4	14.8	4.5	19.6	2.1	9.9	0.3	4.8	0.0
1 to 19 employees	24,325	39,383	23.2	57.2	32.0	31.1	24.1	8.3	16.1	3.2	4.4	0.2	0.2	0.0
20 to 49 employees	7,539	8,814	9.9	43.6	25.6	32.6	24.7	14.9	28.5	7.8	10.1	1.0	1.2	0.1
50 to 99 employees	6,787	3,569	6.0	38.0	14.0	32.6	32.0	16.1	30.7	11.0	16.9	2.2	0.5	0.1
100 to 249 employees	9,236	2,330	2.4	32.0	14.5	28.9	13.7	18.4	32.7	16.0	31.9	4.4	4.8	0.3
250 to 499 employees	4,618	751	1.8	26.1	13.7	30.0	12.4	18.1	41.0	17.3	25.5	7.9	5.5	0.7
500 or more employees	34,743	749	0.1	15.4	0.6	25.1	1.7	14.3	9.9	21.0	38.5	17.6	49.2	6.7
Other companies (3)	85,426	90,331	19.3	75.6	14.7	17.3	11.0	4.3	20.4	2.2	14.6	0.5	20.0	0.1
no. employees unknown(2)	17,663	35,397	33.8	84.2	12.9	12.2	10.7	2.3	31.1	1.1	9.4	0.2	2.1	0.0
1 to 19 employees	15,005	35,360	38.9	76.6	24.2	18.2	13.8	3.7	15.2	1.3	(4) 7.9	0.1	(D)	0.0
20 to 49 employees	5,880	7,455	25.7	66.7	28.2	22.4	13.3	6.6	17.7	3.7	(4) 15.1	0.5	(D)	0.0
50 to 99 employees	4,659	3,729	26.4	60.8	19.3	25.6	19.1	7.6	14.1	4.9	11.7	0.9	9.4	0.2
100 to 249 employees	5,610	3,329	24.3	56.5	17.5	25.7	16.2	9.9	16.8	6.2	13.2	1.3	11.9	0.4
250 to 499 employees	5,328	1,606	4.3	54.2	34.2	26.9	11.8	9.7	24.7	6.4	12.7	2.2	12.3	0.7
500 or more employees	31,282	3,455	1.2	40.8	4.0	28.2	7.1	13.7	18.3	11.1	22.0	4.2	47.4	2.1
Unclassified companies	14,564	14,545	20.0	75.2	9.0	17.7	12.9	4.1	27.7	2.4	22.8	0.6	7.7	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 2000.

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

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

**Table 5a**  
**2001 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 Exporters	Unk. employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
				Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters
<b>All countries</b>	<b>729,100</b>	<b>623,394</b>	<b>238,284</b>	<b>48,586</b>	<b>70,818</b>	<b>43,629</b>	<b>94,171</b>	<b>19,863</b>	<b>30,822</b>	<b>17,533</b>	<b>16,757</b>	<b>29,011</b>	<b>13,067</b>	<b>23,600</b>	<b>5,101</b>	<b>441,171</b>	<b>7,548</b>
<b>Top 25 countries</b>	<b>639,537</b>	<b>546,572</b>	<b>210,850</b>	<b>41,870</b>	<b>60,930</b>	<b>35,071</b>	<b>81,946</b>	<b>16,844</b>	<b>28,178</b>	<b>14,746</b>	<b>15,525</b>	<b>24,540</b>	<b>12,228</b>	<b>20,507</b>	<b>4,819</b>	<b>392,993</b>	<b>7,224</b>
Canada	163,424	127,370	100,515	15,178	29,029	5,975	32,935	3,309	14,518	3,103	8,510	4,710	7,122	4,532	3,060	90,563	5,341
Mexico	101,509	87,280	45,565	6,096	11,204	6,169	13,810	2,992	6,112	2,252	4,266	2,489	4,246	3,439	2,040	63,844	3,887
Japan	57,639	52,132	29,166	2,117	5,063	4,898	9,383	1,666	4,281	2,053	2,972	3,785	2,904	1,855	1,420	35,759	3,143
United Kingdom	40,798	35,737	39,107	2,182	6,160	1,564	11,927	1,257	6,571	1,049	4,467	1,531	4,198	1,435	2,011	26,718	3,773
Germany	30,114	26,488	26,228	1,592	3,900	1,091	7,773	612	4,404	699	2,897	1,176	2,870	1,043	1,440	20,275	2,944
Republic of Korea	22,197	19,352	18,020	1,616	3,320	1,895	5,141	618	2,497	479	1,820	1,604	1,838	552	984	12,587	2,420
France	19,896	18,007	18,022	1,038	2,625	645	4,814	726	2,918	359	2,064	871	2,107	597	1,036	13,771	2,458
Netherlands	19,525	17,388	15,054	696	2,155	662	3,816	285	2,354	289	1,724	887	1,820	665	912	13,905	2,273
China	19,235	17,660	15,054	933	2,364	2,004	4,351	536	2,074	433	1,556	769	1,669	576	866	12,410	2,174
Taiwan	18,152	16,047	17,424	830	2,516	1,177	5,049	472	2,730	450	1,943	944	1,947	825	965	11,348	2,274
Singapore	17,692	15,404	16,325	628	2,426	484	4,248	297	2,532	309	1,838	436	1,931	467	971	12,784	2,379
Brazil	15,929	14,172	12,409	959	2,018	1,271	3,114	331	1,610	357	1,358	441	1,399	389	808	10,425	2,102
Hong Kong	14,072	12,602	20,092	858	3,056	1,471	6,152	760	3,029	536	2,130	827	2,134	532	1,122	7,618	2,469
Belgium	13,524	11,839	9,815	803	1,329	628	2,419	237	1,375	175	1,052	488	1,174	469	667	9,039	1,799
Australia	10,945	9,581	19,296	601	2,621	310	4,939	237	3,212	253	2,315	481	2,382	574	1,200	7,124	2,627
Italy	9,916	8,659	15,829	526	2,214	661	4,322	361	2,594	242	1,784	807	1,814	386	903	5,676	2,198
Switzerland	9,835	8,757	10,020	2,672	1,291	856	2,678	419	1,553	480	1,094	225	1,147	189	586	3,915	1,671
Malaysia	9,380	8,641	8,172	306	1,101	246	1,816	234	1,157	182	903	252	1,027	246	561	7,175	1,607
Philippines	7,665	7,087	6,445	224	838	275	1,434	101	760	158	678	154	799	131	467	6,043	1,469
Israel	7,482	5,443	11,697	322	1,597	667	3,142	308	1,794	198	1,309	325	1,332	637	704	2,986	1,819
Ireland	7,150	6,425	7,457	250	929	160	1,522	118	1,096	114	932	232	924	153	556	5,397	1,498
Thailand	5,995	5,597	7,790	263	997	314	1,733	164	1,038	226	862	236	966	231	556	4,163	1,638
Saudi Arabia	5,971	5,387	6,469	247	918	505	1,656	352	794	119	635	427	715	170	410	3,568	1,341
Spain	5,811	4,829	10,608	281	1,391	338	2,643	188	1,716	135	1,185	288	1,281	297	635	3,302	1,757
Venezuela	5,684	4,686	9,945	653	1,738	804	3,005	263	1,128	97	859	155	969	115	561	2,598	1,685
<b>All other countries</b>	<b>89,563</b>	<b>76,823</b>	<b>78,196</b>	<b>6,716</b>	<b>17,462</b>	<b>8,558</b>	<b>29,011</b>	<b>3,019</b>	<b>11,127</b>	<b>2,786</b>	<b>6,912</b>	<b>4,471</b>	<b>6,129</b>	<b>3,093</b>	<b>2,764</b>	<b>48,179</b>	<b>4,791</b>
North America	264,933	214,650	130,561	21,274	39,034	12,144	44,053	6,301	18,173	5,355	10,689	7,199	8,899	7,971	3,731	154,407	5,982
Western Europe	175,137	154,123	80,879	10,839	14,914	7,736	29,814	4,657	13,124	4,139	8,068	7,325	6,955	6,157	2,991	113,271	5,013
European Union	159,175	139,891	76,829	7,936	14,000	6,434	27,904	4,109	12,570	3,434	7,762	6,749	6,773	5,774	2,921	105,456	4,899
European Free Trade Asn.	11,906	10,539	13,597	2,742	1,793	943	3,694	469	2,131	530	1,537	372	1,601	271	778	5,212	2,063
Eastern Europe	6,856	5,973	10,694	782	1,659	1,020	2,833	187	1,477	327	1,174	310	1,117	220	649	3,127	1,785
Former Soviet Republics	4,105	3,518	5,019	618	817	843	1,329	99	598	239	461	194	449	141	296	1,384	1,069
OECD - Europe	174,208	153,288	80,357	10,800	14,783	7,687	29,564	4,634	13,058	4,109	8,037	7,271	6,935	6,129	2,978	112,658	5,002
Pacific Rim Countries	181,806	162,725	77,292	8,339	15,452	13,137	29,282	5,146	11,768	4,951	7,193	9,485	6,229	5,889	2,741	115,778	4,627
Asia - Near East	19,300	15,619	22,618	891	3,681	1,687	6,966	827	3,385	455	2,439	984	2,325	1,001	1,180	9,773	2,642
Asia - NICS	72,112	63,405	45,966	3,932	8,607	5,027	15,977	2,148	7,133	1,774	4,578	3,811	4,147	2,376	1,921	44,337	3,603
Asia - South	4,818	4,302	9,923	420	1,426	596	2,707	250	1,371	139	1,026	386	1,101	236	613	2,275	1,679
ASEAN	43,364	39,045	26,910	1,553	4,282	1,634	7,963	982	4,229	927	3,020	1,197	2,969	1,148	1,435	31,605	3,012
South/Central America	58,398	49,307	53,178	5,024	12,411	6,081	18,510	2,020	7,034	1,658	4,658	2,525	4,363	1,564	2,109	30,434	4,093
20 Latin Amer. Republics	153,152	131,795	73,385	10,537	18,923	11,406	25,152	4,711	9,772	3,717	6,336	4,713	5,922	4,890	2,647	91,821	4,633
Gen. Am. Common Market	9,024	7,666	12,735	1,004	2,552	806	3,950	371	1,464	321	1,096	701	1,136	208	646	4,254	1,891
LAFTA	137,802	118,753	65,299	8,925	16,474	9,794	21,902	4,036	8,787	3,118	5,764	3,582	5,460	4,368	2,494	84,930	4,418
NATO Allies	333,452	277,068	152,464	25,782	41,287	13,412	55,283	7,857	22,216	7,093	12,673	11,864	10,257	10,462	4,167	200,597	6,581
OPEC	20,103	17,400	22,312	1,390	4,017	2,165	7,268	948	2,935	417	2,182	898	2,147	561	1,140	11,021	2,623

(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 2001.

**Table 5a**  
**2001 Exports by Company Employment Size**  
**to World Areas and Selected Countries -- Continued**

**World Area Country Groupings (2001):**

***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  
2000 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 Exporters	Unk. employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
				Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters	Known Value (1)	Number of Exporters
<b>All countries</b>	<b>781,918</b>	<b>668,310</b>	<b>246,452</b>	<b>47,024</b>	<b>74,772</b>	<b>45,272</b>	<b>96,268</b>	<b>21,262</b>	<b>31,362</b>	<b>19,711</b>	<b>16,988</b>	<b>32,192</b>	<b>13,685</b>	<b>27,397</b>	<b>5,454</b>	<b>475,453</b>	<b>7,923</b>
<b>Top 25 countries</b>	<b>691,880</b>	<b>593,739</b>	<b>217,257</b>	<b>40,087</b>	<b>63,387</b>	<b>36,919</b>	<b>83,824</b>	<b>18,095</b>	<b>28,766</b>	<b>16,824</b>	<b>15,793</b>	<b>27,754</b>	<b>12,753</b>	<b>23,913</b>	<b>5,155</b>	<b>430,148</b>	<b>7,579</b>
Canada	178,941	143,009	104,028	11,562	28,838	6,522	34,712	3,841	15,177	3,526	8,870	5,679	7,580	6,368	3,332	105,512	5,519
Mexico	110,926	95,674	45,750	6,411	10,554	6,680	13,823	3,453	6,323	3,185	4,367	4,064	4,473	3,177	2,150	68,704	4,060
Japan	65,254	57,925	30,592	2,663	5,823	4,364	9,772	1,738	4,348	2,074	2,887	3,542	3,007	2,271	1,500	41,272	3,255
United Kingdom	41,579	36,298	39,546	2,239	6,499	1,706	11,868	1,131	6,465	1,071	4,449	1,789	4,349	1,568	2,003	26,793	3,913
Germany	29,244	25,932	26,457	1,237	4,136	1,134	7,545	1,210	4,290	760	2,948	1,280	2,969	1,196	1,460	19,116	3,109
Republic of Korea	27,902	24,393	19,056	1,902	3,906	2,241	5,334	530	2,520	795	1,802	1,891	1,920	795	1,054	16,239	2,520
Taiwan	24,380	21,930	18,325	1,130	3,123	1,607	5,243	504	2,697	642	1,933	1,077	1,979	1,236	991	15,734	2,359
Netherlands	21,974	19,641	15,465	919	2,380	582	3,831	311	2,303	312	1,725	917	1,902	658	943	15,942	2,381
France	20,253	18,124	18,366	1,159	2,727	621	4,756	656	2,932	380	2,101	720	2,219	734	1,096	13,855	2,535
Singapore	17,816	15,247	16,710	661	2,685	546	4,282	298	2,524	350	1,790	537	1,977	581	1,013	12,274	2,439
China	16,253	14,862	13,986	1,089	2,511	1,410	3,885	498	1,779	347	1,328	767	1,489	424	814	10,327	2,180
Brazil	15,360	13,562	13,164	1,026	2,379	1,215	3,268	258	1,632	326	1,350	500	1,515	479	835	9,759	2,185
Hong Kong	14,625	12,898	20,508	780	3,409	1,553	6,242	746	3,004	451	2,024	780	2,173	659	1,086	7,928	2,570
Belgium	13,960	12,112	10,082	706	1,502	731	2,378	240	1,384	253	1,048	469	1,186	323	688	9,391	1,896
Australia	12,460	10,574	20,457	723	2,950	399	5,166	296	3,328	234	2,439	444	2,612	544	1,200	7,934	2,762
Italy	11,000	9,859	15,818	(D)	2,314	(3) 1,124	4,236	462	2,493	258	1,754	901	1,807	413	976	6,702	2,238
Malaysia	10,996	10,066	8,026	394	1,131	238	1,709	179	1,112	174	847	281	1,022	225	560	8,574	1,645
Switzerland	9,942	8,966	10,061	(D)	1,359	(3) 3,602	2,625	292	1,520	532	1,079	341	1,186	352	616	3,847	1,676
Philippines	8,790	8,142	6,878	258	1,043	286	1,538	161	830	164	670	206	833	249	447	6,820	1,517
Israel	7,750	6,370	12,456	452	1,951	1,354	3,262	337	1,888	302	1,339	268	1,419	605	724	3,052	1,873
Ireland	7,727	7,096	7,653	243	1,049	306	1,464	90	1,117	132	934	239	1,003	185	536	5,901	1,550
Thailand	6,643	6,124	7,717	239	1,056	368	1,718	146	1,016	229	796	244	973	222	551	4,675	1,607
Spain	6,323	5,640	10,868	299	1,533	378	2,602	184	1,692	175	1,213	240	1,308	271	684	4,094	1,836
Saudi Arabia	6,230	4,952	6,214	199	969	559	1,607	355	734	54	551	434	702	197	367	3,153	1,284
Venezuela	5,552	4,344	9,860	582	2,104	609	2,776	180	1,026	99	751	145	933	180	564	2,549	1,706
<b>All other countries</b>	<b>90,037</b>	<b>74,571</b>	<b>80,493</b>	<b>6,937</b>	<b>19,778</b>	<b>8,353</b>	<b>28,784</b>	<b>3,167</b>	<b>10,911</b>	<b>2,887</b>	<b>6,740</b>	<b>4,438</b>	<b>6,335</b>	<b>3,484</b>	<b>2,849</b>	<b>45,305</b>	<b>5,096</b>
North America	289,867	238,683	133,495	17,973	38,160	13,202	45,724	7,293	18,900	6,711	11,064	9,743	9,397	9,545	4,026	174,217	6,224
Western Europe	181,270	160,327	82,534	10,906	16,287	8,037	29,647	5,128	12,960	4,426	8,055	8,064	7,186	6,559	3,128	117,206	5,271
European Union	164,825	145,593	78,171	7,892	15,169	6,580	27,710	4,611	12,398	3,707	7,759	7,414	6,941	5,957	3,033	109,431	5,161
European Free Trade Assn.	11,756	10,438	13,831	2,774	1,954	1,041	3,665	353	2,146	579	1,509	483	1,655	426	801	4,782	2,101
Eastern Europe	6,144	5,435	10,032	491	1,713	910	2,581	222	1,302	499	1,000	236	1,118	230	614	2,847	1,704
Former Soviet Republics	3,608	3,180	4,514	323	838	753	1,157	142	482	413	374	130	462	74	252	1,344	949
OECD - Europe	180,342	159,498	82,035	10,838	16,139	7,987	29,435	5,099	12,899	4,394	8,027	7,995	7,165	6,528	3,117	116,656	5,253
Pacific Rim Countries	203,245	179,959	80,732	9,866	17,926	12,992	29,585	5,110	11,758	5,351	7,177	9,744	6,509	7,221	2,821	129,675	4,956
Asia - Near East	19,014	15,217	22,703	977	4,078	2,374	6,764	854	3,359	512	2,305	902	2,355	945	1,168	8,653	2,674
Asia - NICS	84,724	74,467	47,927	4,473	10,025	5,946	16,189	2,078	7,044	2,238	4,477	4,285	4,314	3,272	2,005	52,175	3,873
Asia - South	4,612	4,021	9,661	312	1,455	479	2,505	248	1,342	120	967	342	1,141	168	570	2,351	1,681
ASEAN	46,980	41,796	27,376	1,709	4,798	1,705	7,879	908	4,222	994	2,932	1,376	3,013	1,444	1,429	33,659	3,103
South/Central America	59,257	48,912	55,739	5,408	14,535	6,000	18,586	1,888	6,929	1,645	4,537	2,148	4,552	2,147	2,244	29,677	4,356
20 Latin Amer. Republics	163,319	139,754	74,910	11,185	19,702	11,781	25,136	4,966	9,769	4,590	6,399	5,915	6,181	5,172	2,802	96,145	4,921
Cen. Am. Common Market	9,069	7,470	13,266	1,087	3,056	832	3,943	302	1,414	355	1,009	396	1,184	448	674	4,049	1,986
LAFTA	147,615	126,862	66,150	9,330	16,646	10,159	21,791	4,345	8,826	4,015	5,862	5,223	5,718	4,329	2,630	89,461	4,677
NATO Allies	355,159	298,899	156,842	22,246	42,399	14,320	56,886	8,856	22,596	7,813	12,938	13,409	10,718	12,750	4,488	219,505	6,817
OPEC	19,235	15,398	21,705	1,302	4,412	1,911	6,755	796	2,747	329	1,945	941	2,083	702	1,092	9,416	2,671

(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 2000.

(3) Includes corresponding value of adjacent cell (D) suppressed to avoid disclosure.

**Table 5b**  
**2000 Exports by Company Employment Size**  
**to World Areas and Selected Countries -- Continued**

**World Area Country Groupings (2000):**

***North America -***

Canada, Mexico

***Western Europe -***

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

***European Union -***

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

***European Free Trade Association -***

Iceland, Liechtenstein, Norway, Switzerland.

***Eastern Europe -***

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

***Former Soviet Republics -***

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

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

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

***Pacific Rim Countries -***

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

***Asia Near East -***

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

***Asia - NICS (Newly Industrialized Countries of Asia) -***

Hong Kong, South Korea, Singapore, Taiwan.

***Asia - South-***

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

***ASEAN (Association of South East Asian Nations) -***

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

***South/Central America -***

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

***Twenty Latin American Republics -***

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

***Central American Common Market -***

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

***LAFTA (Latin American Free Trade Association) -***

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

***NATO Allies -***

Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom (The following six countries were not included in NATO in the published FT-900 reports for 2000: Ireland, Liechtenstein, Monaco, San Marino, Sweden, Switzerland).

***OPEC -***

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

**Table 5c**  
**Percent Change Between 2000 and 2001 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
<b>All countries</b>	<b>-52,817</b>	<b>-6.8</b>	<b>-44,916</b>	<b>-6.7</b>	<b>-8,168</b>	<b>-3.3</b>
<b>Top 25 countries</b>	<b>-52,343</b>	<b>-7.6</b>	<b>-47,168</b>	<b>-7.9</b>	<b>-6,407</b>	<b>-2.9</b>
Canada	-15,517	-8.7	-15,639	-10.9	-3,513	-3.4
Mexico	-9,417	-8.5	-8,393	-8.8	-185	-0.4
Japan	-7,615	-11.7	-5,793	-10.0	-1,426	-4.7
United Kingdom	-781	-1.9	-561	-1.5	-439	-1.1
Germany	870	3.0	557	2.1	-229	-0.9
Republic of Korea	-5,705	-20.4	-5,041	-20.7	-1,036	-5.4
France	-357	-1.8	-117	-0.6	-344	-1.9
Netherlands	-2,449	-11.1	-2,253	-11.5	-411	-2.7
China	2,982	18.3	2,798	18.8	1,068	7.6
Taiwan	-6,229	-25.5	-5,883	-26.8	-901	-4.9
Singapore	-125	-0.7	157	1.0	-385	-2.3
Brazil	569	3.7	610	4.5	-755	-5.7
Hong Kong	-553	-3.8	-296	-2.3	-416	-2.0
Belgium	-436	-3.1	-273	-2.3	-267	-2.6
Australia	-1,515	-12.2	-993	-9.4	-1,161	-5.7
Italy	-1,084	-9.9	-1,200	-12.2	11	0.1
Switzerland	-107	-1.1	-209	-2.3	-41	-0.4
Malaysia	-1,616	-14.7	-1,425	-14.2	146	1.8
Philippines	-1,126	-12.8	-1,055	-13.0	-433	-6.3
Israel	-268	-3.5	-927	-14.5	-759	-6.1
Ireland	-577	-7.5	-670	-9.4	-196	-2.6
Thailand	-647	-9.7	-527	-8.6	73	0.9
Saudi Arabia	-260	-4.2	435	8.8	255	4.1
Spain	-512	-8.1	-811	-14.4	-260	-2.4
Venezuela	132	2.4	342	7.9	85	0.9
<b>All other countries</b>	<b>-474</b>	<b>-0.5</b>	<b>2,252</b>	<b>3.0</b>	<b>-2,297</b>	<b>-2.9</b>
North America	-24,934	-8.6	-24,033	-10.1	-2,934	-2.2
Western Europe	-6,133	-3.4	-6,204	-3.9	-1,655	-2.0
European Union	-5,650	-3.4	-5,702	-3.9	-1,342	-1.7
European Free Trade Assn.	150	1.3	102	1.0	-234	-1.7
Eastern Europe	712	11.6	537	9.9	662	6.6
Former Soviet Republics	497	13.8	338	10.6	505	11.2
OECD - Europe	-6,135	-3.4	-6,210	-3.9	-1,678	-2.0
Pacific Rim Countries	-21,438	-10.5	-17,234	-9.6	-3,440	-4.3
Asia - Near East	287	1.5	403	2.6	-85	-0.4
Asia - NICS	-12,612	-14.9	-11,062	-14.9	-1,961	-4.1
Asia - South	206	4.5	282	7.0	262	2.7
ASEAN	-3,615	-7.7	-2,750	-6.6	-466	-1.7
South/Central America	-859	-1.4	395	0.8	-2,561	-4.6
20 Latin Amer. Republics	-10,167	-6.2	-7,959	-5.7	-1,525	-2.0
Cent. Am. Common Market	-45	-0.5	196	2.6	-531	-4.0
LAFTA	-9,813	-6.6	-8,110	-6.4	-851	-1.3
NATO Allies	-21,706	-6.1	-21,831	-7.3	-4,378	-2.8
OPEC	868	4.5	2,002	13.0	607	2.8

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

**Table 6a**  
**2001 Exports by State of the Origin of Movement, Number of Exporting Companies,**  
**Value, and Percent Change Between the 2000 and 2001 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 2000-2001		
							Total Value	Known Value	Number of Exporters
<b>United States</b>	<b>729,100</b>	<b>100.0</b>	<b>623,394</b>	<b>100.0</b>	<b>238,284</b>	<b>100.0</b>	<b>-6.8</b>	<b>-6.7</b>	<b>-3.3</b>
Alabama	7,570	1.0	7,064	1.1	2,930	1.2	3.5	7.0	-4.9
Alaska	2,418	0.3	1,809	0.3	791	0.3	-1.9	31.8	1.4
Arizona	12,514	1.7	11,240	1.8	5,472	2.3	-12.7	-13.7	1.6
Arkansas	2,911	0.4	2,617	0.4	1,888	0.8	12.2	14.7	-4.0
California	106,777	14.6	94,600	15.2	58,537	24.6	-10.7	-12.5	-0.5
Colorado	6,125	0.8	5,596	0.9	4,443	1.9	-7.0	-8.3	-2.2
Connecticut	8,610	1.2	7,782	1.2	5,844	2.5	7.1	8.0	-1.6
Delaware	1,985	0.3	1,841	0.3	938	0.4	-9.6	-10.7	-6.3
Florida	27,185	3.7	23,340	3.7	33,321	14.0	2.5	3.7	0.5
Georgia	14,644	2.0	13,071	2.1	10,004	4.2	-1.8	-1.6	-2.8
Hawaii	370	0.1	307	0.0	748	0.3	-4.3	-7.9	-7.4
Idaho	2,122	0.3	1,856	0.3	1,195	0.5	-40.4	-31.5	-3.0
Illinois	30,434	4.2	27,853	4.5	18,656	7.8	-3.1	-3.7	-1.3
Indiana	14,365	2.0	13,158	2.1	6,626	2.8	-6.5	-7.2	-3.7
Iowa	4,660	0.6	4,197	0.7	2,537	1.1	4.5	3.8	-7.3
Kansas	5,005	0.7	4,581	0.7	2,485	1.0	-2.5	-2.5	-0.3
Kentucky	9,048	1.2	7,945	1.3	3,552	1.5	-5.8	-8.2	-0.4
Louisiana	16,589	2.3	14,659	2.4	3,310	1.4	-1.3	-0.3	-1.9
Maine	1,812	0.2	1,435	0.2	1,738	0.7	2.0	5.2	-3.5
Maryland	4,975	0.7	3,883	0.6	4,575	1.9	8.4	6.8	-1.7
Massachusetts	17,490	2.4	15,831	2.5	11,212	4.7	-14.7	-15.3	-4.7
Michigan	32,366	4.4	29,782	4.8	13,216	5.5	-4.3	-4.1	-2.1
Minnesota	10,524	1.4	9,678	1.6	6,688	2.8	2.2	2.5	-1.5
Mississippi	3,557	0.5	2,738	0.4	1,804	0.8	30.8	16.7	-5.2
Missouri	6,173	0.8	5,597	0.9	4,943	2.1	-4.8	-4.6	-3.8
Montana	489	0.1	355	0.1	910	0.4	-9.6	-5.1	4.5
Nebraska	2,702	0.4	2,464	0.4	1,560	0.7	7.8	7.7	-4.4
Nevada	1,423	0.2	1,034	0.2	1,808	0.8	-3.9	-17.6	-4.2
New Hampshire	2,401	0.3	2,078	0.3	2,476	1.0	1.2	1.7	-3.4
New Jersey	18,946	2.6	15,129	2.4	16,298	6.8	1.8	1.2	-0.4
New Mexico	1,405	0.2	1,342	0.2	982	0.4	-41.2	-42.1	0.7
New York	42,172	5.8	35,005	5.6	32,023	13.4	-1.5	-4.4	-0.4
North Carolina	16,799	2.3	14,896	2.4	8,579	3.6	-6.3	-7.9	-1.7
North Dakota	806	0.1	665	0.1	988	0.4	28.8	26.0	8.9
Ohio	27,095	3.7	24,789	4.0	13,589	5.7	3.1	5.8	-1.7
Oklahoma	2,661	0.4	2,237	0.4	2,551	1.1	-13.2	-17.3	-1.5
Oregon	8,900	1.2	8,191	1.3	5,054	2.1	-22.2	-23.3	-6.9
Pennsylvania	17,433	2.4	14,877	2.4	13,415	5.6	-7.1	-7.4	-4.6
Rhode Island	1,269	0.2	1,124	0.2	1,739	0.7	7.2	16.0	-1.9
South Carolina	9,956	1.4	9,206	1.5	4,454	1.9	16.3	20.4	-3.2
South Dakota	595	0.1	526	0.1	788	0.3	-12.3	-11.7	-6.1
Tennessee	11,320	1.6	10,193	1.6	5,436	2.3	-2.0	-1.6	-9.3
Texas	94,995	13.0	83,444	13.4	31,192	13.1	-8.4	-9.3	3.2
Utah	3,506	0.5	3,053	0.5	2,202	0.9	9.0	6.8	0.2
Vermont	2,830	0.4	2,686	0.4	1,247	0.5	-30.9	-32.4	-0.5
Virginia	11,631	1.6	9,998	1.6	6,053	2.5	-0.5	3.0	0.6
Washington	34,929	4.8	33,474	5.4	10,078	4.2	8.5	9.9	-3.2
West Virginia	2,241	0.3	1,696	0.3	792	0.3	1.0	-10.2	-7.2
Wisconsin	10,489	1.4	9,282	1.5	7,013	2.9	-0.1	0.0	-0.5
Wyoming	503	0.1	428	0.1	290	0.1	0.8	-2.5	-6.1
District of Columbia	1,034	0.1	189	0.0	805	0.3	3.1	-30.4	-2.4
Puerto Rico	10,573	1.5	9,416	1.5	1,581	0.7	8.6	4.0	-1.0
Virgin Islands	187	0.0	183	0.0	121	0.1	7.5	12.6	14.2
Unallocated (3)	39,580	5.4	12,975	2.1	26,109	11.0	-34.7	-50.2	-44.2

(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**  
**2000 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
<b>United States</b>	<b>781,918</b>	<b>100.0</b>	<b>668,310</b>	<b>100.0</b>	<b>246,452</b>	<b>100.0</b>
Alabama	7,312	0.9	6,602	1.0	3,082	1.3
Alaska	2,464	0.3	1,373	0.2	780	0.3
Arizona	14,331	1.8	13,031	1.9	5,385	2.2
Arkansas	2,595	0.3	2,281	0.3	1,966	0.8
California	119,609	15.3	108,084	16.2	58,834	23.9
Colorado	6,586	0.8	6,102	0.9	4,543	1.8
Connecticut	8,040	1.0	7,207	1.1	5,937	2.4
Delaware	2,196	0.3	2,060	0.3	1,001	0.4
Florida	26,526	3.4	22,498	3.4	33,160	13.5
Georgia	14,905	1.9	13,284	2.0	10,288	4.2
Hawaii	387	0.0	333	0.0	808	0.3
Idaho	3,558	0.5	2,709	0.4	1,232	0.5
Illinois	31,407	4.0	28,911	4.3	18,894	7.7
Indiana	15,369	2.0	14,175	2.1	6,883	2.8
Iowa	4,457	0.6	4,045	0.6	2,737	1.1
Kansas	5,131	0.7	4,700	0.7	2,492	1.0
Kentucky	9,606	1.2	8,656	1.3	3,567	1.4
Louisiana	16,808	2.1	14,698	2.2	3,373	1.4
Maine	1,778	0.2	1,365	0.2	1,801	0.7
Maryland	4,589	0.6	3,635	0.5	4,654	1.9
Massachusetts	20,504	2.6	18,693	2.8	11,771	4.8
Michigan	33,823	4.3	31,068	4.6	13,498	5.5
Minnesota	10,295	1.3	9,441	1.4	6,792	2.8
Mississippi	2,720	0.3	2,346	0.4	1,903	0.8
Missouri	6,486	0.8	5,865	0.9	5,138	2.1
Montana	541	0.1	374	0.1	871	0.4
Nebraska	2,505	0.3	2,288	0.3	1,631	0.7
Nevada	1,481	0.2	1,254	0.2	1,887	0.8
New Hampshire	2,372	0.3	2,043	0.3	2,562	1.0
New Jersey	18,619	2.4	14,952	2.2	16,360	6.6
New Mexico	2,390	0.3	2,318	0.3	975	0.4
New York	42,825	5.5	36,611	5.5	32,149	13.0
North Carolina	17,924	2.3	16,178	2.4	8,726	3.5
North Dakota	626	0.1	528	0.1	907	0.4
Ohio	26,281	3.4	23,441	3.5	13,827	5.6
Oklahoma	3,067	0.4	2,705	0.4	2,590	1.1
Oregon	11,436	1.5	10,684	1.6	5,429	2.2
Pennsylvania	18,765	2.4	16,072	2.4	14,059	5.7
Rhode Island	1,183	0.2	969	0.1	1,772	0.7
South Carolina	8,558	1.1	7,646	1.1	4,603	1.9
South Dakota	678	0.1	596	0.1	839	0.3
Tennessee	11,550	1.5	10,355	1.5	5,993	2.4
Texas	103,662	13.3	91,981	13.8	30,235	12.3
Utah	3,218	0.4	2,858	0.4	2,198	0.9
Vermont	4,096	0.5	3,975	0.6	1,253	0.5
Virginia	11,691	1.5	9,703	1.5	6,017	2.4
Washington	32,207	4.1	30,468	4.6	10,416	4.2
West Virginia	2,219	0.3	1,890	0.3	853	0.3
Wisconsin	10,495	1.3	9,280	1.4	7,050	2.9
Wyoming	499	0.1	439	0.1	309	0.1
District of Columbia	1,002	0.1	272	0.0	825	0.3
Puerto Rico	9,735	1.2	9,053	1.4	1,597	0.6
Virgin Islands	174	0.0	163	0.0	106	0.0
Unallocated (3)	60,637	7.8	26,055	3.9	46,827	19.0

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

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

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

## Technical Documentation

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

### Sources of Information

The 2000 and 2001 exporter profiles were created from export merchandise trade documentation and company characteristics contained in the Census Bureau's data base of company information, the Business Register. Company characteristics are gathered through economic censuses and surveys and supplemented with employment and payroll information provided by the Internal Revenue Service. The export trade statistics, with the exception of exports to Canada, are compiled from Shipper's Export Declarations, or their electronic equivalent, which were filed by U.S. exporters or their agents for merchandise exiting the United States. The data for exports to Canada are derived from Canada's import data via the U.S./Canada data exchange.

### Methodology

This profile was compiled using company identifiers or company names reported on export documentation to electronically link export trade data to company characteristics in the Business Register. 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 2000 and 2001 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 are lowered. Therefore, users should make year-to-year comparisons with caution and be aware that the number of small exporting companies and their associated known value are most likely understated. Similarly, the known value may not reflect all shipments by identified companies.

## Data Quality

Quality assurance procedures were applied to all phases of collection, processing and tabulation of the information in this report to minimize errors. However, the data are still subject to nonsampling errors in data reporting (of the basic export trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all exporting companies). For an explanation of nonsampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the December 2001 *U.S. International Trade in Goods and Services* (FT-900), page 26 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 2000 and 2001 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 is being 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 FT-900 Supplement at: [www.census.gov.foreign-trade/Press-Release/2002pr/02/](http://www.census.gov.foreign-trade/Press-Release/2002pr/02/).

## Definitions of Terms

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

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

Identified Companies: Identified companies are those companies to which one or more export transactions were matched. The export value associated with these companies is termed “*known value*.”

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

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

**Company Type.** Company types are based on the North American Industry Classification System (NAICS) and are broken out into manufactures, wholesalers, and all other companies. Those companies for which a valid NAICS code 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 2000 and 2001.

**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.