

Exhibit 1b
2004 Exports by Company Type and Employment Size

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

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

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

See footnotes at end of table.

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

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

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

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

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g., wholesalers with less than 50 employees account for 38.3 percent of the total wholesalers known value and 90.6 percent of the total number of all wholesalers.

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

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