# Exhibit 3a <br> 2005 Exports to Related Parties by Company Type and Employment Size 

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

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

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

See footnotes at end of table.

## Exhibit 3a

## 2005 Exports to Related Parties

by Company Type and Employment Size - Continued

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

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

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Detail may not sum to 100 percent because companies may export to both related and nonrelated parties.
(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2005.
(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc
(5) Includes corresponding value or percent of adjacent cell (D) suppressed to avoid disclosure.

