

**Exhibit 3b**  
**2014 Exports to Related Parties**  
**by Company Type and Employment Size**

Value in millions of dollars. Details may not equal totals due to rounding. (D) - Represents suppressed to avoid disclosure.

| Company Type and Employment Size   | Known Value (1)  | Number of Identified Exporters | Related Party Trade |                |   | Non-Related Party Trade |                |   |
|------------------------------------|------------------|--------------------------------|---------------------|----------------|---|-------------------------|----------------|---|
|                                    |                  |                                | Known Value (1)     | % of Row Value | % of Row Number of Identified Exporters (2) | Known Value (1)         | % of Row Value | % of Row Number of Identified Exporters (2) |
| <b>All identified companies</b>    | <b>1,447,277</b> | <b>305,213</b>                 | <b>457,958</b>      | <b>31.6</b>    | <b>12.4</b>                                 | <b>989,319</b>          | <b>68.4</b>    | <b>98.2</b>                                 |
| no. employees unknown (3)          | 134,239          | 121,799                        | 34,388              | 25.6           | 8.3   | 99,851                  | 74.4           | 97.3  |
| 1 to 19 employees                  | 92,102           | 112,200                        | 7,603               | 8.3            | 8.3   | 84,500                  | 91.7           | 98.7  |
| 20 to 49 employees                 | 48,136           | 31,581                         | 4,519               | 9.4            | 14.8  | 43,617                  | 90.6           | 99.1  |
| 50 to 99 employees                 | 48,704           | 15,715                         | 6,583               | 13.5           | 22.5  | 42,121                  | 86.5           | 99.0  |
| 100 to 249 employees               | 94,225           | 12,236                         | 20,177              | 21.4           | 32.2  | 74,048                  | 78.6           | 98.9  |
| 250 to 499 employees               | 68,759           | 4,714                          | 19,504              | 28.4           | 44.3  | 49,255                  | 71.6           | 98.7  |
| 500 or more employees              | 961,111          | 6,968                          | 365,185             | 38.0           | 57.3  | 595,926                 | 62.0           | 98.2  |
| <b>Manufacturers</b>               | <b>848,866</b>   | <b>74,247</b>                  | <b>294,828</b>      | <b>34.7</b>    | <b>18.0</b>                                 | <b>554,038</b>          | <b>65.3</b>    | <b>99.1</b>                                 |
| no. employees unknown (3)          | 44,463           | 17,432                         | 13,382              | 30.1           | 12.0  | 31,080                  | 69.9           | 98.4  |
| 1 to 19 employees                  | 8,777            | 23,990                         | 1,088               | 12.4           | 7.3   | 7,690                   | 87.6           | 99.1  |
| 20 to 49 employees                 | 11,555           | 13,818                         | 985                 | 8.5            | 13.8  | 10,570                  | 91.5           | 99.3  |
| 50 to 99 employees                 | 17,205           | 7,872                          | 1,530               | 8.9            | 23.8  | 15,675                  | 91.1           | 99.4  |
| 100 to 249 employees               | 41,178           | 6,270                          | 7,739               | 18.8           | 38.2  | 33,440                  | 81.2           | 99.4  |
| 250 to 499 employees               | 45,973           | 2,293                          | 15,550              | 33.8           | 57.5  | 30,423                  | 66.2           | 99.5  |
| 500 or more employees              | 679,715          | 2,572                          | 254,554             | 37.5           | 79.3  | 425,161                 | 62.5           | 99.8  |
| <b>Wholesalers</b>                 | <b>331,007</b>   | <b>102,943</b>                 | <b>90,639</b>       | <b>27.4</b>    | <b>12.4</b>                                 | <b>240,367</b>          | <b>72.6</b>    | <b>98.8</b>                                 |
| no. employees unknown (3)          | 41,479           | 35,224                         | 10,514              | 25.3           | 8.1   | 30,965                  | 74.7           | 98.1  |
| 1 to 19 employees                  | 56,461           | 49,333                         | 3,846               | 6.8            | 10.2  | 52,615                  | 93.2           | 99.0  |
| 20 to 49 employees                 | 27,884           | 9,979                          | 1,808               | 6.5            | 19.4  | 26,076                  | 93.5           | 99.5  |
| 50 to 99 employees                 | 19,788           | 3,970                          | 4,288               | 21.7           | 26.9  | 15,500                  | 78.3           | 99.4  |
| 100 to 249 employees               | 41,681           | 2,660                          | 9,905               | 23.8           | 34.7  | 31,776                  | 76.2           | 99.5  |
| 250 to 499 employees               | 13,752           | 917                            | 1,913               | 13.9           | 44.6  | 11,839                  | 86.1           | 99.6  |
| 500 or more employees              | 129,962          | 860                            | 58,365              | 44.9           | 66.5  | 71,598                  | 55.1           | 99.7  |
| <b>Other companies (4)</b>         | <b>267,404</b>   | <b>128,023</b>                 | <b>72,491</b>       | <b>27.1</b>    | <b>9.0</b>                                  | <b>194,913</b>          | <b>72.9</b>    | <b>97.2</b>                                 |
| no. employees unknown (3)          | 48,297           | 69,143                         | 10,492              | 21.7           | 7.5   | 37,805                  | 78.3           | 96.5  |
| 1 to 19 employees                  | 26,864           | 38,877                         | 2,669               | 9.9            | 6.6   | 24,195                  | 90.1           | 98.1  |
| 20 to 49 employees                 | 8,697            | 7,784                          | 1,725               | 19.8           | 10.9  | 6,972                   | 80.2           | 98.2  |
| 50 to 99 employees                 | 11,712           | 3,873                          | 765                 | 6.5            | 15.5  | 10,947                  | 93.5           | 97.8  |
| 100 to 249 employees               | 11,366           | 3,306                          | 2,534               | 22.3           | 18.9  | 8,833                   | 77.7           | 97.4  |
| 250 to 499 employees               | 9,034            | 1,504                          | 2,040               | 22.6           | 23.9  | 6,994                   | 77.4           | 97.1  |
| 500 or more employees              | 151,434          | 3,536                          | 52,266              | 34.5           | 39.0  | 99,168                  | 65.5           | 96.7  |
| <b>Multiple location companies</b> | <b>1,089,832</b> | <b>28,178</b>                  | <b>392,217</b>      | <b>36.0</b>    | <b>34.8</b>                                 | <b>697,616</b>          | <b>64.0</b>    | <b>98.7</b>                                 |
| no. employees unknown (3)          | 1,144            | 443                            | 125                 | 10.9           | 19.2  | 1,019                   | 89.1           | 98.2  |
| 1 to 19 employees                  | 4,974            | 2,586                          | 684                 | 13.8           | 13.1  | 4,290                   | 86.2           | 98.3  |
| 20 to 49 employees                 | 10,563           | 4,631                          | 1,707               | 16.2           | 17.2  | 8,856                   | 83.8           | 98.9  |
| 50 to 99 employees                 | 16,757           | 4,746                          | 2,442               | 14.6           | 24.3  | 14,315                  | 85.4           | 98.8  |
| 100 to 249 employees               | 54,419           | 6,122                          | 10,104              | 18.6           | 34.4  | 44,315                  | 81.4           | 98.9  |
| 250 to 499 employees               | 56,078           | 3,446                          | 17,891              | 31.9           | 46.1  | 38,187                  | 68.1           | 98.9  |
| 500 or more employees              | 945,897          | 6,204                          | 359,264             | 38.0           | 60.2  | 586,633                 | 62.0           | 98.3  |
| <b>Manufacturers</b>               | <b>730,201</b>   | <b>9,792</b>                   | <b>266,567</b>      | <b>36.5</b>    | <b>48.5</b>                                 | <b>463,635</b>          | <b>63.5</b>    | <b>99.7</b>                                 |
| no. employees unknown (3)          | 149              | 85                             | 24                  | 16.3           | 24.7  | 124                     | 83.7           | 98.8  |
| 1 to 19 employees                  | 308              | 286                            | 48                  | 15.4           | 14.0  | 261                     | 84.6           | 99.3  |
| 20 to 49 employees                 | 1,395            | 1,075                          | 154                 | 11.0           | 18.0  | 1,241                   | 89.0           | 99.5  |
| 50 to 99 employees                 | 4,309            | 1,665                          | 419                 | 9.7            | 27.1  | 3,890                   | 90.3           | 99.6  |
| 100 to 249 employees               | 17,672           | 2,706                          | 2,334               | 13.2           | 42.6  | 15,338                  | 86.8           | 99.6  |
| 250 to 499 employees               | 38,732           | 1,609                          | 14,444              | 37.3           | 60.7  | 24,288                  | 62.7           | 99.6  |
| 500 or more employees              | 667,637          | 2,366                          | 249,144             | 37.3           | 81.0  | 418,493                 | 62.7           | 99.9  |
| <b>Wholesalers</b>                 | <b>188,525</b>   | <b>8,554</b>                   | <b>68,330</b>       | <b>36.2</b>    | <b>29.8</b>                                 | <b>120,195</b>          | <b>63.8</b>    | <b>99.3</b>                                 |
| no. employees unknown (3)          | 255              | 164                            | 24                  | 9.5            | 15.9  | 230                     | 90.5           | 99.4  |
| 1 to 19 employees                  | 3,465            | 1,334                          | 424                 | 12.2           | 14.4  | 3,041                   | 87.8           | 98.9  |
| 20 to 49 employees                 | 6,937            | 2,087                          | 682                 | 9.8            | 19.8  | 6,255                   | 90.2           | 99.5  |
| 50 to 99 employees                 | 7,637            | 1,706                          | 1,590               | 20.8           | 27.3  | 6,047                   | 79.2           | 99.1  |
| 100 to 249 employees               | 30,172           | 1,701                          | 5,993               | 19.9           | 34.2  | 24,179                  | 80.1           | 99.5  |
| 250 to 499 employees               | 11,891           | 755                            | 1,618               | 13.6           | 43.8  | 10,274                  | 86.4           | 99.6  |
| 500 or more employees              | 128,169          | 807                            | 58,000              | 45.3           | 66.4  | 70,169                  | 54.7           | 99.8  |

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| Company Type and Employment Size | Known Value (1) | Number of Identified Exporters | Related Party Trade |                |   | Non-Related Party Trade |                |   |
|----------------------------------|-----------------|--------------------------------|---------------------|----------------|---|-------------------------|----------------|---|
|                                  |                 |                                | Known Value (1)     | % of Row Value | % of Row Number of Identified Exporters (2) | Known Value (1)         | % of Row Value | % of Row Number of Identified Exporters (2) |
| <b>Other companies (4)</b>       | <b>171,106</b>  | <b>9,832</b>                   | <b>57,320</b>       | <b>33.5</b>    | <b>25.4</b>                                 | <b>113,786</b>          | <b>66.5</b>    | <b>97.2</b>                                 |
| no. employees unknown (3)        | 741             | 194                            | 76                  | 10.3           | 19.6  | 664                     | 89.7           | 96.9  |
| 1 to 19 employees                | 1,201           | 966                            | 212                 | 17.7           | 11.0  | 989                     | 82.3           | 97.3  |
| 20 to 49 employees               | 2,231           | 1,469                          | 871                 | 39.0           | 12.9  | 1,360                   | 61.0           | 97.6  |
| 50 to 99 employees               | 4,812           | 1,375                          | 434                 | 9.0            | 17.0  | 4,378                   | 91.0           | 97.5  |
| 100 to 249 employees             | 6,575           | 1,715                          | 1,777               | 27.0           | 21.5  | 4,798                   | 73.0           | 97.3  |
| 250 to 499 employees             | 5,455           | 1,082                          | 1,829               | 33.5           | 25.8  | 3,626                   | 66.5           | 97.2  |
| 500 or more employees            | 150,091         | 3,031                          | 52,120              | 34.7           | 42.2  | 97,971                  | 65.3           | 96.7  |
| <b>Single location companies</b> | <b>357,444</b>  | <b>277,035</b>                 | <b>65,741</b>       | <b>18.4</b>    | <b>10.1</b>                                 | <b>291,703</b>          | <b>81.6</b>    | <b>98.1</b>                                 |
| no. employees unknown (3)        | 133,095         | 121,356                        | 34,263              | 25.7           | 8.3   | 98,831                  | 74.3           | 97.2  |
| 1 to 19 employees                | 87,128          | 109,614                        | 6,919               | 7.9            | 8.2   | 80,210                  | 92.1           | 98.7  |
| 20 to 49 employees               | 37,573          | 26,950                         | 2,812               | 7.5            | 14.4  | 34,761                  | 92.5           | 99.1  |
| 50 to 99 employees               | 31,947          | 10,969                         | 4,141               | 13.0           | 21.8  | 27,806                  | 87.0           | 99.1  |
| 100 to 249 employees             | 39,807          | 6,114                          | 10,073              | 25.3           | 30.1  | 29,733                  | 74.7           | 98.9  |
| 250 to 499 employees             | 12,681          | 1,268                          | 1,613               | 12.7           | 39.5  | 11,068                  | 87.3           | 98.3  |
| 500 or more employees            | 15,214          | 764                            | 5,921               | 38.9           | 33.8  | 9,294                   | 61.1           | 97.6  |
| <b>Manufacturers</b>             | <b>118,665</b>  | <b>64,455</b>                  | <b>28,261</b>       | <b>23.8</b>    | <b>13.4</b>                                 | <b>90,404</b>           | <b>76.2</b>    | <b>99.0</b>                                 |
| no. employees unknown (3)        | 44,314          | 17,347                         | 13,358              | 30.1           | 11.9  | 30,956                  | 69.9           | 98.4  |
| 1 to 19 employees                | 8,469           | 23,704                         | 1,040               | 12.3           | 7.2   | 7,429                   | 87.7           | 99.1  |
| 20 to 49 employees               | 10,160          | 12,743                         | 831                 | 8.2            | 13.4  | 9,329                   | 91.8           | 99.3  |
| 50 to 99 employees               | 12,896          | 6,207                          | 1,112               | 8.6            | 22.9  | 11,784                  | 91.4           | 99.4  |
| 100 to 249 employees             | 23,506          | 3,564                          | 5,405               | 23.0           | 34.8  | 18,102                  | 77.0           | 99.3  |
| 250 to 499 employees             | 7,241           | 684                            | 1,106               | 15.3           | 50.0  | 6,135                   | 84.7           | 99.1  |
| 500 or more employees            | 12,078          | 206                            | 5,409               | 44.8           | 59.2  | 6,668                   | 55.2           | 99.0  |
| <b>Wholesalers</b>               | <b>142,482</b>  | <b>94,389</b>                  | <b>22,309</b>       | <b>15.7</b>    | <b>10.8</b>                                 | <b>120,173</b>          | <b>84.3</b>    | <b>98.7</b>                                 |
| no. employees unknown (3)        | 41,224          | 35,060                         | 10,490              | 25             | 8   | 30,734                  | 74.6           | 98.1  |
| 1 to 19 employees                | 52,996          | 47,999                         | 3,422               | 6.5            | 10.0  | 49,574                  | 93.5           | 99.0  |
| 20 to 49 employees               | 20,947          | 7,892                          | 1,126               | 5.4            | 19.3  | 19,820                  | 94.6           | 99.5  |
| 50 to 99 employees               | 12,151          | 2,264                          | 2,698               | 22.2           | 26.5  | 9,453                   | 77.8           | 99.6  |
| 100 to 249 employees             | 11,509          | 959                            | 3,912               | 34.0           | 35.7  | 7,597                   | 66.0           | 99.6  |
| 250 to 499 employees             | 1,861           | 162                            | 296                 | 15.9           | 48.1  | 1,565                   | 84.1           | 99.4  |
| 500 or more employees            | 1,793           | 53                             | 365                 | 20.3           | 67.9  | 1,428                   | 79.7           | 98.1  |
| <b>Other companies (4)</b>       | <b>96,298</b>   | <b>118,191</b>                 | <b>15,171</b>       | <b>15.8</b>    | <b>7.7</b>                                  | <b>81,127</b>           | <b>84.2</b>    | <b>97.2</b>                                 |
| no. employees unknown (3)        | 47,556          | 68,949                         | 10,415              | 21.9           | 7.5   | 37,141                  | 78.1           | 96.5  |
| 1 to 19 employees                | 25,663          | 37,911                         | 2,457               | 9.6            | 6.5   | 23,206                  | 90.4           | 98.1  |
| 20 to 49 employees               | 6,466           | 6,315                          | 854                 | 13.2           | 10.5  | 5,612                   | 86.8           | 98.4  |
| 50 to 99 employees               | 6,900           | 2,498                          | 331                 | 4.8            | 14.7  | 6,569                   | 95.2           | 98.0  |
| 100 to 249 employees             | 4,792           | 1,591                          | 757                 | 15.8           | 16.2  | 4,035                   | 84.2           | 97.5  |
| 250 to 499 employees             | 3,579           | 422                            | 211                 | 5.9            | 19.2  | 3,368                   | 94.1           | 96.7  |
| 500 or more employees            | 1,343           | 505                            | 147                 | 10.9           | 19.8  | 1,197                   | 89.1           | 97.0  |

(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 import from 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 2014.

(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 companies; and companies for which an industry could not be determined.

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