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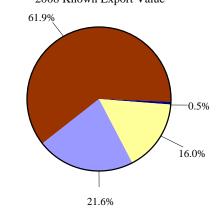
A Profile of U.S. Exporting Companies, 2007 - 2008

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Exporting Companies*, 2007 - 2008. This report provides information on identified companies and their known export value. Identified U.S. exporters are defined as companies that can be linked to export transactions. The known value is the value of export transactions linked to specific companies. The number of identified exporters increased by 7.5 percent in 2008. The known value increased by 11.0 percent.

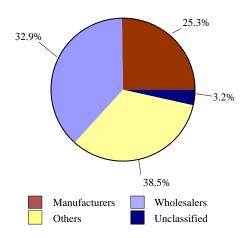
In 2008 the "identified U.S. exporters" accounted for \$1,148 billion in exports or almost 89 percent of the total value of exported goods (\$1,287 billion). In 2008 the number of identified U.S. exporters was 288.7 thousand, up from the revised 2007 estimate of 268.5 thousand. In 2007, the known value was revised to \$1,034 billion.

Because not all export shipments can be linked to specific companies, the number of exporters may be understated. Approximately 11 percent of both the 2007 and the 2008 total export value could not be linked to specific companies. This portion of the total export value includes exports by individuals, governments, low-value estimates, and documentation filed with missing, unknown, or incomplete company identifiers. Export values are taken from detailed export documentation used

Distribution of Identified Exports by Company Type
(company type based on the NAICS)
2008 Known Export Value



2008 Number of Identified Exporters



NOTE: All percentages given for company size are based on known value.

I	Table 1: Distribution	of Exports by Identified and Unidentified Exporters
		Details may not sum to total due to rounding)

	2008 Export Value	% of 2008 Value	2007 Export Value	% of 2007 Value
Total exports	1,287,443	100.0	1,162,479	100.0
Low-value estimates	29,982	2.3	26,913	2.3
US & foreign governments	1,889	0.1	1,580	0.1
Revisions	-12,694	-1.0	-134	<-0.1
Identified exporters* (known value)	1,147,669	89.1	1,034,046	89.0
Exported merchandise in both 2007 and 2008	1,110,750	86.3	1,002,413	86.2
Exported merchandise in only 2007 or only 2008	36,919	2.9	31,501	2.7
Unidentified exports	120,595	9.4	100,170	8.6

*Number of Identified Exporters

2008	2007	Exported in Both Years	Exported in 2008 Only	Exported in 2007 Only
288,747	268,526	183,624	105,123	84,898

^{*} Note: Percentages may not add up to 100.0 percent due to rounding

to compile the official U.S. trade statistics. Company size and type information are taken from administrative records and census or survey data on file with the Census Bureau.

The overall findings for 2008 and revised findings for 2007 are shown in Table 1, which shows the proportion of exports that were successfully matched to companies in the 2008 Business Register. The 2007 figures in this report are revised from data released in the 2006-2007 exporter profile. The revisions are based on the ability to match additional records.

Who Exports?

During 2008, 10 percent (28.2 thousand) of all identified exporters were multiple location companies; these companies accounted for 76 percent of the known export value (Exhibit 1a). In contrast, (260.5 thousand) single location companies, making up 90 percent of the exporting companies, contributed 24 percent of the known export value. Trade with related parties accounted for 36 percent of the known export value by

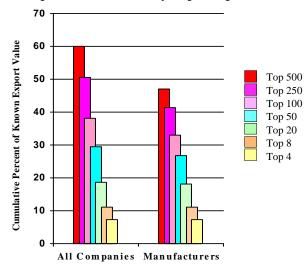
multiple location companies compared to 14 percent by single location companies (Exhibit 3a).

Exhibit 1a shows that manufacturers accounted for the largest portion of the 2008 known value, 62 percent with 25 percent of the identified exporters. "Other companies" and wholesalers accounted for 16 percent and 22 percent of the known export exporters value, respectively; unclassified accounted for the remainder. The "other companies" category includes manufacturers of prepackaged software and books: freight forwarders and other transportation warehousing firms, which often act as agents for the true exporter; business, engineering, and management services; oil and gas extraction companies; coal mining companies; communication services companies.

The number of multiple location companies decreased by nearly 3 percent in 2008. All company types increased; manufacturers increased by nearly 2 percent, wholesalers by 8 percent, "other companies" by just over 10 percent, and "unclassified companies" by just below 20 percent.

The number of multiple location companies with the number of employees unknown increased by

2008 Export Concentration by Top Companies



99 percent in 2008; of these, manufacturers rose by 38 percent, wholesalers by 141 percent, and "other companies" by 114 percent.

The 2008 Export Concentration by Top Companies shows the export concentration by percent of known export value. Of the known export value for 2008, 60 percent was accounted for by the top 500 companies. Over half of the total known export value was accounted for by the top 250 exporters. The top 100 manufacturers contributed nearly one-third of the total known export value and over one-half of all exports by manufacturers.

Among the company types, the top 50 manufacturers accounted for over 43 percent of the known export value of the manufacturing sector. The top 50 companies represented over 33 percent of the known export value for wholesalers and about 40 percent of the known value for "other companies" (Exhibit 2a).

Large-Sized Exporters

Large identified exporting companies (those employing 500 or more workers) were responsible for 69 percent of the known export value, but represented only 3 percent of all identified exporters (Exhibit 1a). Large companies also dominated manufacturers' exports, with 4 percent of manufacturing exporters (2,801 of 73,130)

accounting for 84 percent of manufacturing export value (\$596 billion of \$710 billion). Similarly, large wholesalers, who comprise less than 1 percent of the wholesalers who export, accounted for more than 38 percent of the value of known exports by wholesalers. Large companies in the "other" category represented just over 1 percent of the identified exporters and 53 percent of the known value in the "other" category. Roughly 39 percent of large manufacturers' export value was to related parties (Exhibit 3a).

Small- and Medium-Sized Exporters

Small- and medium-sized exporters (those employing fewer than 500 workers, including number of employees unknown) comprised over 97 percent of all identified exporters and accounted for 31 percent of the known export value. The following findings were extracted from Exhibit 1a:

- 96 percent of manufacturing exporters were small- or medium-sized companies; however they contributed over 16 percent of the sector's \$710 billion in exports.
- 99 percent of wholesalers were small- or medium-sized companies; they accounted for nearly 62 percent of the sector's \$248 billion in exports.
- Almost 97 percent of "other companies" were small- or medium-sized companies; they represented 47 percent of the sector's \$184 billion in exports.

Export Markets

The country groups used in the 2008 Profile have been revised from those used in earlier Profiles (Exhibits 5a, 5b, and 5c). Multiple countries were added to and removed from the Europe country group, the Euro Area, the European Union, and the Organization of Petroleum Exporting Countries (OPEC). Please refer to World Area Country Groupings for Exhibits 5a and 5b.

Most identified exporting companies (58 percent) traded with only one foreign country. A small percentage of companies, 0.4 percent, shipped to 50 or more countries; these companies accounted

for 49 percent of the known export value (Exhibit 4a).

In 2008 about 83 percent of all companies exported to at least one of the top 25 U.S. trading partners. The largest number of companies shipped to Canada, followed by Mexico, United Kingdom, Germany, and China (Exhibit 5a).

Exports by State

The Census Bureau releases data on exports by state based on the origin of movement (OM). The OM data series is based on where the goods began their journey to the port of export. Exhibit 6 shows the number of companies exporting from each state during 2007 and 2008 based upon the OM definition. (Note that the same company can be shown as exporting from multiple states.)

- In 2008, the top five states, based on the number of identified exporting companies, were California, Florida, New York, Texas, and Illinois. Exporters in these five states represented almost 41 percent of the total known export value.
- States/territories recording the largest increases in known export value in 2008 were Mississippi (42 percent), West Virginia (41 percent), Louisiana (38 percent), Wyoming (33 percent), and Utah (31 percent).

Comparison of 2007 and 2008 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 2007 to 2008. Below are a number of noteworthy year-to-year changes (Exhibits 1c and 5c):

- The number of identified exporting companies increased by 20,221 or 7.5 percent. The single location companies increased by 21,070 and the multiple location companies decreased by 849.
- The number of small- and medium-sized companies increased by nearly 8 percent from 261.4 thousand in 2007 to 281.7 thousand in

- 2008, while the number of large companies decreased by 0.3 percent from 7,102 to 7,079.
- The number of wholesalers increased by 8 percent from 88.0 thousand in 2007 to 95.0 thousand in 2008. Additionally, the number of manufacturers increased by 2 percent from 71.7 thousand in 2007 to 73.1 thousand in 2008.
- Among the top 25 U.S. trading partners, the United Arab Emirates (20 percent), Saudi Arabia (13 percent), Germany (11 percent), and Brazil (10 percent) showed the largest percentage increases in the number of identified exporting companies. There were no declines in the number of identified exporting companies for any of the top 25 U.S. trading partners between 2007 and 2008.

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. Also, users should not assume that the unidentified exporters reflected the same distribution of company types and sizes as the identified (known) exporters. **Comparisons** between the number of companies exporting in given categories or different years might be somewhat misleading due to differences in the percent of value we were able to match to specific companies. In addition, the more than 10 percent increase in total export value from \$1,163 billion in 2007 to \$1,287 billion in 2008 had an uncertain effect on the match rate.

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

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Technical Documentation

This section contains critical 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 result.

Exhibit 1a 2008 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.

Value in millions of dollars. Details	may not equal	totals due to	rounding.			•	•	
				Cum. % of		% of	Cum. % of	Cum. % of
<u>.</u>		% of	Cum. % of		Number of		Number of	Company
Company Type and	Known	Known	Known	Туре	Identified	Identified	Identified	Type
Employment Size	Value (1)	Value	Value	Value (2)	Exporters	Exporters	Exporters	Exporters (2)
All identified companies	1,147,669	100.0	100.0	100.0	288,747	100.0	100.0	100.0
no. employees unknown (3)	93,146	8.1	8.1	8.1	101,765	35.2	35.2	35.2
1 to 19 employees	81,787	7.1	15.2	15.2	112,220	38.9	74.1	74.1
20 to 49 employees	46,555	4.1	19.3	19.3	32,784	11.4	85.5	85.5
50 to 99 employees	35,163	3.1	22.4	22.4	16,955	5.9	91.3	91.3
100 to 249 employees	62,201	5.4	27.8	27.8	13,023	4.5	95.8	95.8
250 to 499 employees	40,798	3.6	31.3	31.3	4,921	1.7	97.5	97.5
500 or more employees	788,019	68.7	100.0	100.0	7,079	2.5	100.0	100.0
Manufacturers	710,027	61.9	61.9	100.0	73,130	25.3	25.3	100.0
no. employees unknown (3)	31,793	2.8	2.8	4.5	15,444	5.3	5.3	21.1
1 to 19 employees	6,404	0.6		5.4	23,241	8.0		52.9
20 to 49 employees	10,652	0.9	4.3	6.9	14,153	4.9	18.3	72.3
50 to 99 employees	13,518	1.2	5.4	8.8	8,418		21.2	83.8
100 to 249 employees	27,852	2.4	7.9	12.7	6,721	2.3		93.0
250 to 499 employees	24,263	2.1	10.0	16.1	2,352			96.2
500 or more employees	595,546	51.9	61.9	100.0		1.0		100.0
Wholesalers	248,195	21.6	21.6	100.0		32.9	32.9	100.0
no. employees unknown (3)	29,179	2.5	2.5	11.8	28,422		9.8	29.9
1 to 19 employees	53,379	4.7	7.2	33.3	48,221	16.7	26.5	80.6
20 to 49 employees	22,383	2.0	9.1	42.3	9,924	3.4	30.0	91.1
50 to 99 employees	15,783	1.4	10.5	48.6	4,165		31.4	95.5
100 to 249 employees	24,303	2.1	12.6		2,580		32.3	98.2
250 to 499 employees	8,690	0.8	13.4	61.9	909		32.6	99.1
500 or more employees	94,478	8.2	21.6	100.0		0.3	32.9	100.0
• •		16.0	16.0					100.0
Other companies (4)	183,659				,			
no. employees unknown (3)	27,153	2.4	2.4	14.8	,			44.0
1 to 19 employees	21,894	1.9	4.3	26.7	40,608	14.1 3.0	31.0 34.0	80.4 88.2
20 to 49 employees	13,462	1.2	5.4	34.0	8,674			
50 to 99 employees	5,818	0.5	6.0		4,349	1.5 1.3		92.1 95.5
100 to 249 employees	9,765	0.9	6.8	42.5 46.8	3,689			95.5 96.9
250 to 499 employees 500 or more employees	7,819 97,748	0.7 8.5	7.5 16.0	100.0	1,648 3,408		38.5	100.0
• •								
Unclassified companies	5,788	0.5	0.5	100.0	,		3.2	100.0
Multiple location companies	877,085	76.4	76.4	100.0	28,199	9.8	9.8	100.0
no. employees unknown (3)	419	0.0					0.1	1.2
1 to 19 employees	4,748	0.4						
20 to 49 employees	14,660	1.3		2.3				
50 to 99 employees	14,871	1.3	3.0					43.0
100 to 249 employees	36,595	3.2	6.2	8.1	6,260			65.2
250 to 499 employees	30,824	2.7	8.9					77.7
500 or more employees	774,968	67.5	76.4	100.0	6,301	2.2	9.8	
Manufacturers	622,106	54.2	54.2					100.0
no. employees unknown (3)	165	0.0						0.7
1 to 19 employees	184	0.0			243		0.1	3.2
20 to 49 employees	849	0.1	0.1	0.2	923			12.7
50 to 99 employees	3,308	0.3	0.4	0.7	1,542			28.6
100 to 249 employees	13,873	1.2	1.6					
250 to 499 employees	18,424	1.6						
500 or more employees	585,303	51.0	54.2	100.0	2,567	0.9	3.4	100.0

See footnotes at end of exhibit.

Exhibit 1a 2008 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.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	135,148	11.8	11.8	100.0	8,420	2.9	2.9	100.0
no. employees unknown (3)	115	0.0	0.0	0.1	130	0.0	0.0	1.5
1 to 19 employees	3,365	0.3	0.3	2.6		0.5	0.5	17.9
20 to 49 employees	6,267	0.5	0.8	7.2	1,986	0.7	1.2	41.5
50 to 99 employees	9,066	0.8	1.6	13.9	1,765	0.6	1.8	62.4
100 to 249 employees	16,208	1.4	3.1	25.9	1,649	0.6	2.4	82.0
250 to 499 employees	7,138	0.6	3.7	31.2	745	0.3	2.6	90.9
500 or more employees	92,989	8.1	11.8	100.0	770	0.3	2.9	100.0
Other companies (4)	119,126	10.4	10.4	100.0	9,917	3.4	3.4	100.0
no. employees unknown (3)	124	0.0	0.0	0.1	120	0.0	0.0	1.2
1 to 19 employees	1,149	0.1	0.1	1.1	1,046	0.4	0.4	11.8
20 to 49 employees	7,487	0.7	0.8	7.4	1,449	0.5	0.9	26.4
50 to 99 employees	2,461	0.2	1.0	9.4	1,388	0.5	1.4	40.4
100 to 249 employees	6,234	0.5	1.5	14.7	1,845	0.6		59.0
250 to 499 employees	5,236	0.5	2.0	19.0	1,139	0.4	2.4	70.5
500 or more employees	96,435	8.4	10.4	100.0	2,930	1.0	3.4	100.0
Unclassified companies	705	0.1	0.1	100.0	153	0.1	0.1	100.0
Single location companies	270,584	23.6	23.6	100.0	260,548	90.2	90.2	100.0
no. employees unknown (3)	92,728	8.1	8.1	34.3	101,437	35.1	35.1	38.9
1 to 19 employees	77,038	6.7	14.8	62.7	109,530	37.9	73.1	81.0
20 to 49 employees	31,895	2.8	17.6	74.5	,	9.8	82.9	91.9
50 to 99 employees	20,292	1.8	19.3	82.0	12,242	4.2	87.1	96.6
100 to 249 employees	25,606	2.2	21.6	91.5	,	2.3	89.5	99.2
250 to 499 employees	9,974	0.9	22.4	95.2	1,399	0.5	90.0	99.7
500 or more employees	13,052	1.1	23.6	100.0	778	0.3	90.2	100.0
Manufacturers	87,921	7.7	7.7	100.0	63,421	22.0	22.0	100.0
no. employees unknown (3)	31,628	2.8	2.8	36.0	15,379	5.3	5.3	24.2
1 to 19 employees	6,219	0.5	3.3	43.0	22,998	8.0	13.3	60.5
20 to 49 employees	9,803	0.9	4.2	54.2	13,230	4.6	17.9	81.4
50 to 99 employees	10,210	0.9	5.0	65.8	6,876	2.4	20.3	92.2
100 to 249 employees	13,979	1.2	6.3	81.7	3,978	1.4	21.6	98.5
250 to 499 employees	5,839	0.5	6.8	88.3	726	0.3	21.9	99.6
500 or more employees	10,243	0.9	7.7	100.0	234	0.1	22.0	100.0
Wholesalers	113,047	9.9	9.9	100.0	86,626	30.0	30.0	100.0
no. employees unknown (3)	29,064	2.5	2.5	25.7	28,292	9.8	9.8	32.7
1 to 19 employees	50,014	4.4	6.9	70.0	46,846	16.2	26.0	86.7
20 to 49 employees	16,116	1.4	8.3	84.2	7,938	2.7	28.8	95.9
50 to 99 employees	6,717	0.6	8.9	90.1	2,400	0.8	29.6	98.7
100 to 249 employees	8,096	0.7	9.6	97.3		0.3		99.7
250 to 499 employees	1,552	0.1	9.7	98.7	164	0.1	30.0	99.9
500 or more employees	1,489	0.1	9.9	100.0	55	0.0	30.0	100.0
Other companies (4)	64,533	5.6	5.6	100.0	101,379	35.1	35.1	100.0
no. employees unknown (3)	27,029	2.4	2.4	41.9	,	16.9	16.9	48.1
1 to 19 employees	20,745	1.8	4.2	74.0	,	13.7	30.6	87.2
20 to 49 employees	5,975	0.5	4.7	83.3		2.5	33.1	94.3
50 to 99 employees	3,357	0.3	5.0	88.5		1.0	34.1	97.2
100 to 249 employees	3,531	0.3	5.3		,	0.6		99.0
250 to 499 employees	2,583	0.2	5.5	98.0 100.0	509	0.2		99.5
500 or more employees Unclassified companies	1,313 5,083	0.1 0.4	5.6 0.4			0.2 3.2		100.0 100.0
Cholassinea companies	3,003	0.4	0.4	100.0	3,122	5.2	5.2	100.0

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

⁽²⁾ Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g., wholesalers with less than 50 employees account for 42.3 percent of the total wholesalers known value and 91.1 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 2008.

⁽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.

Exhibit 1b 2007 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.

Value III IIIIIIOIIS OI dollars. Details	I I I I I I I I I I I I I I I I I I I	totalo ado te	rounding.					
				Cum. % of		% of	Cum. % of	Cum. % of
		% of		Company	Number of	Number of		Company
Company Type and	Known	Known	Known	Type	Identified	Identified	Identified	Type
Employment Size	Value (1)	Value	Value	Value (2)	Exporters	Exporters	Exporters	Exporters (2)
All identified companies	1,034,046	100.0	100.0	100.0	268,526	100.0	100.0	100.0
no. employees unknown (3)	76,714	7.4	7.4	7.4	87,093	32.4	32.4	32.4
1 to 19 employees	71,538	6.9	14.3	14.3	107,643	40.1	72.5	72.5
20 to 49 employees	37,295	3.6		17.9	32,062	11.9	84.5	84.5
50 to 99 employees	32,969	3.2	21.1	21.1	16,840	6.3	90.7	90.7
100 to 249 employees	53,964	5.2	26.4	26.4	12,828	4.8	95.5	95.5
250 to 499 employees	41,662	4.0		30.4	4,958	1.8	97.4	97.4
500 or more employees	719,905	69.6	100.0	100.0	7,102	2.6	100.0	100.0
Manufacturers	675,290	65.3	65.3	100.0	71,738	26.7	26.7	100.0
no. employees unknown (3)	27,309	2.6	2.6	4.0	14,124	5.3	5.3	19.7
1 to 19 employees	6,329	0.6	3.3	5.0	22,851	8.5	13.8	51.5
20 to 49 employees	9,380	0.9	4.2	6.4	14,071	5.2	19.0	71.2
50 to 99 employees	12,382	1.2	5.4	8.2	8,483	3.2	22.2	83.0
100 to 249 employees	26,179	2.5	7.9	12.1	6,792	2.5	24.7	92.4
250 to 499 employees	24,734	2.4	10.3	15.7	2,523	0.9	25.6	96.0
500 or more employees	568,977	55.0	65.3	100.0	2,894	1.1	26.7	100.0
Wholesalers	204,561	19.8	19.8	100.0	88,025	32.8	32.8	100.0
no. employees unknown (3)	21,568	2.1	2.1	10.5	24,427	9.1	9.1	27.8
1 to 19 employees	46,688	4.5	6.6	33.4	46,003	17.1	26.2	80.0
20 to 49 employees	16,862	1.6	8.2	41.6	9,533	3.6	29.8	90.8
50 to 99 employees	14,701	1.4	9.7	48.8	3,976	1.5	31.3	95.4
100 to 249 employees	18,921	1.8	11.5	58.0	2,474	0.9	32.2	98.2
250 to 499 employees	9,908	1.0	12.4	62.9	829	0.3	32.5	99.1
500 or more employees	75,912	7.3	19.8	100.0	783	0.3	32.8	100.0
Other companies (4)	147,886	14.3	14.3	100.0	101,000	37.6	37.6	100.0
no. employees unknown (3)	22,164	2.1	2.1	15.0	41,107	15.3	15.3	40.7
1 to 19 employees	18,451	1.8	3.9	27.5	38,628	14.4	29.7	78.9
20 to 49 employees	11,001	1.1	5.0	34.9	8,426	3.1	32.8	87.3
50 to 99 employees	5,840	0.6	5.6	38.9	4,352	1.6	34.5	91.6
100 to 249 employees	8,640	0.8	6.4	44.7	3,522	1.3	35.8	95.1
250 to 499 employees	6,907	0.7	7.1	49.4	1,586	0.6	36.4	96.7
500 or more employees	74,882	7.2	14.3	100.0	3,379	1.3	37.6	100.0
Unclassified companies	6,309	0.6	0.6	100.0	7,763	2.9	2.9	100.0
Multiple location companies	801,305	77.5	77.5	100.0	29,048	10.8	10.8	100.0
no. employees unknown (3)	194	0.0	0.0	0.0		0.1		0.6
1 to 19 employees	4,280	0.4	0.4	0.6	3,025	1.1	1.2	11.0
20 to 49 employees	10,530	1.0	1.5	1.9	4,824	1.8	3.0	27.6
50 to 99 employees	13,304	1.3	2.7	3.5	4,879	1.8	4.8	44.4
100 to 249 employees	30,712	3.0	5.7	7.4	6,273	2.3	7.1	66.0
250 to 499 employees	31,533	3.0	8.8	11.3	3,562	1.3	8.5	78.2
500 or more employees	710,753	68.7	77.5	100.0	6,320	2.4	10.8	100.0
Manufacturers	599,044	57.9	57.9	100.0	10,402	3.9	3.9	100.0
no. employees unknown (3)	103	0.0	0.0	0.0	47	0.0	0.0	0.5
1 to 19 employees	296	0.0	0.0	0.1	321	0.1	0.1	3.5
20 to 49 employees	998	0.1	0.1	0.2	1,023	0.4	0.5	13.4
50 to 99 employees	3,513	0.3	0.5	0.8	1,683	0.6	1.1	29.6
100 to 249 employees	13,272	1.3	1.8	3.0	2,895	1.1	2.2	57.4
250 to 499 employees	18,402	1.8				0.7	2.9	
500 or more employees	562,461	54.4	57.9	100.0	2,667	1.0	3.9	100.0

See footnotes at end of exhibit.

Exhibit 1b 2007 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.

		% of	Cum. % of	Cum. % of Company	Number of	% of Number of	Cum. % of Number of	Cum. % of Company
Company Type and Employment Size	Known Value (1)	Known Value	Known Value	Type Value (2)	Identified Exporters	Identified Exporters	Identified Exporters	Type Exporters (2)
Multiple location companies					•	•	•	
Wholesalers	110,021	10.6	10.6	100.0	8,497	3.2	3.2	100.0
no. employees unknown (3)	64	0.0	0.0	0.1	54	0.0	0.0	0.6
1 to 19 employees	2,860	0.3	0.3	2.7	1,536	0.6	0.6	18.7
20 to 49 employees	4,455	0.4	0.7	6.7	2,161	0.8	1.4	44.1
50 to 99 employees	7,237	0.7	1.4	13.3	1,747	0.7	2.0	64.7
100 to 249 employees	12,326	1.2	2.6	24.5	1,590	0.6	2.6	83.4
250 to 499 employees	8,277	0.8	3.4	32.0	676	0.3	2.9	91.4
500 or more employees	74,802	7.2	10.6	100.0	733	0.3	3.2	100.0
Other companies (4)	91,641	8.9	8.9	100.0	9,969	3.7	3.7	100.0
no. employees unknown (3)	20	0.0	0.0	0.0	56	0.0	0.0	0.6
1 to 19 employees	1,081	0.1	0.1	1.2	1,124	0.4	0.4	11.8
20 to 49 employees	5,026	0.5	0.6	6.7	1,613	0.6	1.0	28.0
50 to 99 employees	2,510	0.2	0.8	9.4	1,425	0.5	1.6	42.3
100 to 249 employees	4,900	0.5	1.3	14.8	1,754	0.7	2.2	59.9
250 to 499 employees	4,742	0.5	1.8	19.9	1,107	0.4	2.6	71.0
500 or more employees	73,361	7.1	8.9	100.0	2,890	1.1	3.7	100.0
Unclassified companies	600	0.1	0.1	100.0	180	0.1	0.1	100.0
Single location companies	232,741	22.5	22.5	100.0	239,478	89.2	89.2	100.0
no. employees unknown (3)	76,520	7.4	7.4	32.9	86,928	32.4	32.4	36.3
1 to 19 employees	67,258	6.5	13.9	61.8	104,618	39.0	71.3	80.0
20 to 49 employees	26,765	2.6	16.5	73.3	27,238	10.1	81.5	91.4
50 to 99 employees	19,665	1.9	18.4	81.7	11,961	4.5	85.9	96.4
100 to 249 employees	23,252	2.2	20.6	91.7	6,555	2.4	88.4	99.1
250 to 499 employees	10,129	1.0	21.6	96.1	1,396	0.5	88.9	99.7
500 or more employees	9,152	0.9	22.5	100.0	782	0.3	89.2	100.0
Manufacturers	76,246	7.4	7.4	100.0	61,336	22.8	22.8	100.0
no. employees unknown (3)	27,206	2.6	2.6	35.7	14,077	5.2	5.2	23.0
1 to 19 employees	6,033	0.6	3.2	43.6	22,530	8.4	13.6	59.7
20 to 49 employees	8,382	8.0	4.0	54.6	13,048	4.9	18.5	81.0
50 to 99 employees	8,870	0.9	4.9	66.2	6,800	2.5	21.0	92.0
100 to 249 employees	12,907	1.2	6.1	83.1	3,897	1.5	22.5	98.4
250 to 499 employees	6,333	0.6	6.7	91.5	757	0.3	22.8	99.6
500 or more employees	6,516	0.6	7.4	100.0	227	0.1	22.8	100.0
Wholesalers	94,540	9.1	9.1	100.0	79,528	29.6	29.6	100.0
no. employees unknown (3)	21,503	2.1	2.1	22.7	24,373	9.1	9.1	30.6
1 to 19 employees	43,828	4.2	6.3	69.1	44,467	16.6		86.6
20 to 49 employees	12,408	1.2	7.5	82.2	7,372	2.7	28.4	95.8
50 to 99 employees	7,465	0.7	8.2	90.1	2,229	0.8	29.2	98.6
100 to 249 employees	6,596	0.6	8.9	97.1	884	0.3	29.5	99.7
250 to 499 employees	1,631	0.2 0.1	9.0 9.1	98.8	153 50	0.1 0.0	29.6	99.9 100.0
500 or more employees	1,110			100.0			29.6	
Other companies (4)	56,245	5.4	5.4		91,031	33.9		100.0
no. employees unknown (3)	22,144	2.1	2.1	39.4	41,051	15.3	15.3	45.1
1 to 19 employees	17,370	1.7	3.8		37,504	14.0	29.3	86.3
20 to 49 employees	5,976	0.6	4.4	80.9	6,813	2.5	31.8	93.8
50 to 99 employees	3,330	0.3	4.7	86.8	2,927	1.1	32.9	97.0
100 to 249 employees	3,740	0.4	5.1	93.4	1,768	0.7	33.5	98.9
250 to 499 employees	2,165	0.2	5.3	97.3	479		33.7	99.5
500 or more employees	1,521	0.1	5.4	100.0	489	0.2	33.9	100.0
Unclassified companies	5,709	0.6	0.6	100.0	7,583	2.8	2.8	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 41.6 percent of the total wholesalers known value and 90.8 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 2007.

⁽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.

Exhibit 1c Percent Difference Between the 2007 and 2008 Results

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.

value in minions of donars. Deta		Known	Value (1)	<u> </u>	Nun	ber of Iden	tified Expor	
Company Type and Employment Size	2007	2008	Net Difference	% Difference	2007	2008	Net Difference	% Difference
All identified companies no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	1,034,046 76,714 71,538 37,295 32,969 53,964 41,662 719,905	1,147,669 93,146 81,787 46,555 35,163 62,201 40,798 788,019	113,623 16,433 10,249 9,260 2,194 8,237 -864 68,114	21.4 14.3 24.8 6.7 15.3 -2.1	268,526 87,093 107,643 32,062 16,840 12,828 4,958 7,102	288,747 101,765 112,220 32,784 16,955 13,023 4,921 7,079	14,672 4,577 722 115 195 -37	7.5 16.8 4.3 2.3 0.7 1.5 -0.7
Manufacturers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	675,290 27,309 6,329 9,380 12,382 26,179 24,734 568,977	710,027 31,793 6,404 10,652 13,518 27,852 24,263 595,546	34,737 4,484 75 1,272 1,136 1,673 -472 26,569	16.4 1.2 13.6 9.2 6.4 -1.9	71,738 14,124 22,851 14,071 8,483 6,792 2,523 2,894	73,130 15,444 23,241 14,153 8,418 6,721 2,352 2,801	1,320 390 82 -65 -71	1.9 9.3 1.7 0.6 -0.8 -1.0 -6.8 -3.2
Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	204,561 21,568 46,688 16,862 14,701 18,921 9,908 75,912	248,195 29,179 53,379 22,383 15,783 24,303 8,690 94,478	43,635 7,611 6,691 5,521 1,081 5,382 -1,218 18,566	35.3 14.3 32.7 7.4 28.4 -12.3	88,025 24,427 46,003 9,533 3,976 2,474 829 783	95,046 28,422 48,221 9,924 4,165 2,580 909 825	3,995 2,218 391 189 106 80	8.0 16.4 4.8 4.1 4.8 4.3 9.7 5.4
Other companies (3) no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	147,886 22,164 18,451 11,001 5,840 8,640 6,907 74,882	183,659 27,153 21,894 13,462 5,818 9,765 7,819 97,748	35,772 4,989 3,443 2,461 -23 1,125 912 22,866	18.7 22.4 -0.4 13.0 13.2	101,000 41,107 38,628 8,426 4,352 3,522 1,586 3,379	111,296 48,920 40,608 8,674 4,349 3,689 1,648 3,408	7,813 1,980 248 -3 167 62	10.2 19.0 5.1 2.9 -0.1 4.7 3.9 0.9
Unclassified companies Multiple location companies no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	6,309 801,305 194 4,280 10,530 13,304 30,712 31,533 710,753	5,788 877,085 419 4,748 14,660 14,871 36,595 30,824 774,968		115.9 11.0 39.2 11.8 19.2 -2.2	7,763 29,048 165 3,025 4,824 4,879 6,273 3,562 6,320	9,275 28,199 328 2,690 4,385 4,713 6,260 3,522 6,301	-849 163 -335 -439 -166 -13	19.5 -2.9 98.8 -11.1 -9.1 -3.4 -0.2 -1.1 -0.3
Manufacturers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	599,044 103 296 998 3,513 13,272 18,402 562,461	622,106 165 184 849 3,308 13,873 18,424 585,303	-112 -149 -204 601 22	60.7 -37.7 -14.9 -5.8 4.5 0.1	10,402 47 321 1,023 1,683 2,895 1,766 2,667	9,709 65 243 923 1,542 2,743 1,626 2,567	18 -78 -100 -141 -152 -140	

See footnotes at end of exhibit.

Exhibit 1c Percent Difference Between the 2007 and 2008 Results - 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 Multiple location companies Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	2007	Known \	/alue (1) Net		Ni	ımber of Iden	tified Exporte	rs
Multiple location companies Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees		2008	Net		Number of Identified Exporters			
Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees				% Difference	2007	2008	Net Difference	% Difference
Wholesalers no. employees unknown (2) 1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees								
1 to 19 employees 20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	110,021	135,148	25,127	22.8	8,497	8,420	-77	-0.9
20 to 49 employees 50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	64	115	51	78.7	54	130	76	140.7
50 to 99 employees 100 to 249 employees 250 to 499 employees 500 or more employees	2,860	3,365	505	17.6	1,536	1,375	-161	-10.5
100 to 249 employees 250 to 499 employees 500 or more employees	4,455	6,267	1,813	40.7	2,161	1,986	-175	-8.1
250 to 499 employees 500 or more employees	7,237	9,066	1,829	25.3	1,747	1,765	18	1.0
500 or more employees	12,326	16,208	3,882	31.5	1,590	1,649	59	3.7
	8,277	7,138	-1,139	-13.8	676	745	69	10.2
Other comments (0)	74,802	92,989	18,187	24.3	733	770	37	5.0
Other companies (3)	91,641	119,126	27,485	30.0	9,969	9,917	-52	-0.5
no. employees unknown (2)	20	124	104	511.5	56	120	64	114.3
1 to 19 employees	1,081	1,149	68	6.3	1,124	1,046	-78	-6.9
20 to 49 employees	5,026	7,487	2,461 -49	49.0	1,613	1,449	-164	-10.2
50 to 99 employees 100 to 249 employees	2,510 4,900	2,461 6,234	-49 1,333	-2.0 27.2	1,425 1,754	1,388 1,845	-37 91	-2.6 5.2
250 to 499 employees	4,742	5,236	494	10.4	1,107	1,139	32	2.9
500 or more employees	73,361	96,435	23,074	31.5	2,890	2,930	40	1.4
Unclassified companies	600	705	105	17.5	180	153	-27	-15.0
Single location companies	232,741	270,584	37,844	16.3	239,478	260,548	21,070	8.8
no. employees unknown (2)	76,520	92,728	16,208	21.2	86,928	101,437	14,509	16.7
1 to 19 employees	67,258	77,038	9,780	14.5	104,618	109,530	4,912	4.7
20 to 49 employees	26,765	31,895	5,130	19.2	27,238	28,399	1,161	4.3
50 to 99 employees	19,665	20,292	627	3.2	11,961	12,242	281	2.3
100 to 249 employees	23,252	25,606	2,354	10.1	6,555	6,763	208	3.2
250 to 499 employees 500 or more employees	10,129 9,152	9,974 13,052	-155 3,900	-1.5 42.6	1,396 782	1,399 778	3 -4	0.2 -0.5
Manufacturers	76,246	87,921	11,675	15.3	61,336	63,421	2,085	3.4
no. employees unknown (2)	27,206	31,628	4,422	16.3	14,077	15,379	1,302	9.2
1 to 19 employees	6,033	6,219	187	3.1	22,530	22,998	468	2.1
20 to 49 employees	8,382	9,803	1,421	17.0	13,048	13,230	182	1.4
50 to 99 employees	8,870	10,210	1,340	15.1	6,800	6,876	76	1.1
100 to 249 employees	12,907	13,979	1,072	8.3	3,897	3,978	81	2.1
250 to 499 employees	6,333	5,839	-494	-7.8	757	726	-31	-4.1
500 or more employees Wholesalers	6,516	10,243	3,727	57.2	227	234	7	3.1
	94,540	113,047 29,064	18,507	19.6 35.2	79,528	86,626 28,292	7,098 3,919	8.9 16.1
no. employees unknown (2) 1 to 19 employees	21,503 43,828	50,014	7,560 6,186	35.2 14.1	24,373 44,467	46,846	2,379	5.4
20 to 49 employees	12,408	16,116	3,708	29.9	7,372	7,938	2,379 566	7.7
50 to 99 employees	7,465	6,717	-748	-10.0	2,229	2,400	171	7.7
100 to 249 employees	6,596	8,096	1,500	22.7	884	931	47	5.3
250 to 499 employees	1,631	1,552	-79	-4.8	153	164	11	7.2
500 or more employees	1,110	1,489	379	34.1	50	55	5	10.0
Other companies (3)	56,245	64,533	8,287	14.7	91,031	101,379	10,348	11.4
no. employees unknown (2)	22,144	27,029	4,885	22.1	41,051	48,800	7,749	18.9
1 to 19 employees	17,370	20,745	3,375	19.4	37,504	39,562	2,058	5.5
20 to 49 employees 50 to 99 employees	5,976 3,330	5,975 3,357	0 27	0.0 0.8	6,813 2,927	7,225 2,961	412 34	6.0 1.2
100 to 249 employees	3,330	3,531	-209	-5.6	2,927 1,768	2,961 1,844	34 76	4.3
250 to 499 employees	2,165	2,583	418	19.3	479	509	30	6.3
500 or more employees	1,521	1,313	-208	-13.7	489	478	-11	-2.2
Unclassified companies	5,709	5,083	-626	-11.0	7,583	9,122	1,539	20.3

⁽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 2007 or 2008.

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

Exhibit 2a Top Companies' Share of the 2008 Export Market by Company Type

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 millione of deliare. Betails may no		<u> </u>		% of	% Change 2007-2008		
Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	Company Type Value (2)	Number of Identified Exporters	Known Value	
All identified companies	288,747	1,147,669	100.0	100.0	7.5	11.0	
Top 4 companies	4	83,654	7.3	7.3	-	-5.8	
Top 8 companies	8	129,067	11.2	11.2	-	-0.6	
Top 20 companies	20	213,249	18.6	18.6	-	3.1	
Top 50 companies	50	337,995	29.5	29.5	-	9.5	
Top 100 companies	100	436,254	38.0	38.0	-	10.4	
Top 250 companies	250	580,363	50.6	50.6	-	10.7	
Top 500 companies	500	689,974	60.1	60.1	-	11.0	
Top 1000 companies	1,000	794,220	69.2	69.2	-	11.2	
Top 2000 companies	2,000	884,514	77.1	77.1	-	11.0	
Manufacturers	73,130	710,027	61.9	100.0	1.9	5.1	
Top 4 companies	4	83,654	7.3	11.8	-	-5.8	
Top 8 companies	8	128,550	11.2	18.1	-	-1.0	
Top 20 companies	20	207,499	18.1	29.2	-	1.4	
Top 50 companies	50	306,355	26.7	43.1	-	4.9	
Top 100 companies	100	379,274	33.0	53.4	-	4.6	
Top 250 companies	250	474,072	41.3	66.8	-	4.9	
Top 500 companies	500	540,401	47.1	76.1	-	5.4	
Top 1000 companies	1,000	595,091	51.9	83.8	-	5.3	
Top 2000 companies	2,000	636,621	55.5	89.7	-	5.2	
Wholesalers	95,046	248,195	21.6	100.0	8.0	21.3	
Top 4 companies	4	26,675	2.3	10.7	-	34.6	
Top 8 companies	8	38,837	3.4	15.6	-	33.8	
Top 20 companies	20	57,813	5.0	23.3	-	33.2	
Top 50 companies	50	82,227	7.2	33.1	-	27.8	
Top 100 companies	100	104,550	9.1	42.1	-	26.3	
Top 250 companies	250	133,989	11.7	54.0	-	24.4	
Top 500 companies	500	155,579	13.6	62.7	-	23.4	
Top 1000 companies	1,000	175,837	15.3	70.8	-	22.8	
Top 2000 companies	2,000	194,574	17.0	78.4	-	21.9	
Other companies (3)	111,296	183,659	16.0	100.0	10.2	24.2	
Top 4 companies	4	21,866	1.9	11.9	-	76.7	
Top 8 companies	8	32,217	2.8	17.5	-	62.0	
Top 20 companies	20	50,480	4.4	27.5	-	47.3	
Top 50 companies	50	74,031	6.5	40.3	-	38.8	
Top 100 companies	100	92,632	8.1	50.4	-	36.0	
Top 250 companies	250	114,894	10.0	62.6	-	31.2	
Top 500 companies	500	130,563	11.4	71.1	-	28.6	
Top 1000 companies	1,000	144,317	12.6	78.6	-	26.4	
Top 2000 companies	2,000	156,147	13.6	85.0	-	25.3	
Unclassified companies	9,275	5,788	0.5	100.0	19.5	-8.3	

⁽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 10.7 percent of the total value for all wholesalers.

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

Exhibit 2b Top Companies' Share of the 2007 Export Market by Company Type

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.

	t equal totals due to rou	- Lang		
	Number of Identified			% of Company Type
Company Type	Exporters	Known Value (1)	% of Known Value	Value (2)
All identified companies	268,526	1,034,046	100.0	100.0
Top 4 companies	4	88,757	8.6	8.6
Top 8 companies	8	129,857	12.6	12.6
Top 20 companies	20	206,762	20.0	20.0
Top 50 companies	50	308,732	29.9	29.9
Top 100 companies	100	395,170	38.2	38.2
Top 250 companies	250	524,378	50.7	50.7
Top 500 companies	500	621,645	60.1	60.1
Top 1000 companies	1,000	713,970	69.0	69.0
Top 2000 companies	2,000	797,011	77.1	77.1
Manufacturers	71,738	675,290	65.3	100.0
Top 4 companies	4	88,757	8.6	13.1
Top 8 companies	8	129,857	12.6	19.2
Top 20 companies	20	204,727	19.8	30.3
Top 50 companies	50	292,063	28.2	43.2
Top 100 companies	100	362,668	35.1	53.7
Top 250 companies	250	451,947	43.7	66.9
Top 500 companies	500	512,611	49.6	75.9
Top 1000 companies	1,000	565,183	54.7	83.7
Top 2000 companies	2,000	605,163	58.5	89.6
Wholesalers	88,025	204,561	19.8	100.0
Top 4 companies	4	19,812	1.9	9.7
Top 8 companies	8	29,025	2.8	14.2
Top 20 companies	20	43,398	4.2	21.2
Top 50 companies	50	64,320	6.2	31.4
Top 100 companies	100	82,767	8.0	40.5
Top 250 companies	250	107,701	10.4	52.6
Top 500 companies	500	126,112	12.2	61.7
Top 1000 companies	1,000	143,244	13.9	70.0
Top 2000 companies	2,000	159,566	15.4	78.0
Other companies (3)	101,000	147,886	14.3	100.0
Top 4 companies	4	12,375	1.2	8.4
Top 8 companies	8	19,891	1.9	13.5
Top 20 companies	20	34,276	3.3	23.2
Top 50 companies	50	53,354	5.2	36.1
Top 100 companies	100	68,128	6.6	46.1
Top 250 companies	250	87,572	8.5	59.2
Top 500 companies	500	101,523	9.8	68.6
Top 1000 companies	1,000	114,173	11.0	77.2
Top 2000 companies	2,000	124,603	12.1	84.3
Unclassified companies	7,763	6,309	0.6	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 9.7 percent of the total value for all wholesalers.

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

Exhibit 3a 2008 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.

			Relat	ed Party	Trade	Non-F	Related Part	v Trade	No	n-Report	ed
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	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)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	1,147,669		349,892	30.5		796,584			, , , , , , , , , , , , , , , , , , ,	0.1	0.8
no. employees unknown (3)	93,146	, , , , , , , , , , , , , , , , , , ,	18,076	19.4		74,989			82	0.1	0.4
1 to 19 employees	81,787	112,220	6,421	7.9 8.0		75,22° 42,772				0.2 0.1	0.8 0.8
20 to 49 employees 50 to 99 employees	46,555 35,163	32,784 16,955	3,733 4,879	13.9	20.9	30,012			272	0.1	0.8
100 to 249 employees	62,201	13,023	10,606	17.1	29.2	51,379			216	0.3	1.4
250 to 499 employees	40,798	4,921	7,201	17.7	40.5	33,583			13	0.0	1.8
500 or more employees	788,019	7,079	298,976	37.9	55.4	488,628	62.0	98.7	415	0.1	5.5
Manufacturers	710,027	73,130	248,948	35.1	18.3	460,890	64.9	99.1	190	0.0	0.9
no. employees unknown (3)	31,793	15,444	8,181	25.7	14.5	23,607			4	0.0	0.4
1 to 19 employees	6,404	23,241	744	11.6	7.2	5,656			3	0.0	0.4
20 to 49 employees	10,652	14,153	588	5.5	13.2	10,060			4	0.0	0.5
50 to 99 employees 100 to 249 employees	13,518 27,852	8,418 6,721	1,455 3,872	10.8 13.9	22.3 34.6	12,057 23,965			7 15	0.1 0.1	0.8 1.5
250 to 499 employees	24,263	2,352	4,116	17.0	51.9	20,136				0.0	2.0
500 or more employees	595,546	2,801	229,992	38.6		365,408			145	0.0	9.1
Wholesalers	248,195	95,046	53,907	21.7	12.7	193,596	78.0	98.9	692	0.3	1.1
no. employees unknown (3)	29.179	28,422	4,374	15.0		24,795			10	0.0	0.5
1 to 19 employees	53,379	48,221	3,592	6.7	10.4	49,702			86	0.2	1.1
20 to 49 employees	22,383	9,924	1,848	8.3	17.5	20,529	91.7		6	0.0	1.4
50 to 99 employees	15,783	4,165	2,666	16.9			` '		(D)	(D)	1.6
100 to 249 employees	24,303	2,580	4,457	18.3		. ,	` '		(D)	(D)	2.2
250 to 499 employees 500 or more employees	8,690 94,478	909 825	1,575 35,396	18.1 37.5	43.9 65.8	7,114 58,925			2 158	0.0 0.2	2.9 9.3
• •											
Other companies (4) no. employees unknown (3)	183,659 27,153	111,296 48,920	45,902 4,472	25.0 16.5		137,445 22,613			312 68	0.2 0.3	0.6 0.5
1 to 19 employees	21,133	40,608	2,055	9.4	6.6	19,783			56	0.3	0.5
20 to 49 employees	13,462	8,674	1,289	9.6		12,133			40	0.3	0.7
50 to 99 employees	5,818	4,349	738	12.7	13.1	(5) 5,080	(5) 87.3	97.9	(D)	(D)	0.5
100 to 249 employees	9,765	3,689	2,256	23.1	16.9		` '		(D)	(D)	0.8
250 to 499 employees	7,819	1,648	1,509	19.3	22.5	6,310			1	0.0	0.9
500 or more employees	97,748	3,408	33,584	34.4		64,052				0.1	1.7
Unclassified companies	5,788	9,275	1,135	19.6		4,653	80.4	96.1	0	0.0	0.0
Multiple location companies	877,085	28,199	311,224	35.5		564,958			903	0.1	2.4
no. employees unknown (3)	419	328	100	23.8	23.8	` '	` '		(D)	(D)	1.5
1 to 19 employees 20 to 49 employees	4,748 14,660	2,690 4,385	651 1,334	13.7 9.1	13.5 16.1	4,097 13,295			0 32	0.0 0.2	0.5 0.8
50 to 99 employees	14,871	4,713	2,831	19.0					(D)	(D)	1.0
100 to 249 employees	36,595	6,260	5,460	14.9		30,935	` '		201	0.5	1.9
250 to 499 employees	30,824	3,522	5,548	18.0					(D)	(D)	2.0
500 or more employees	774,968	6,301	295,301	38.1	58.2	479,252	61.8	98.8	415	0.1	6.1
Manufacturers	622,106		231,967	37.3		389,985			154	0.0	3.9
no. employees unknown (3)	165	65	37	22.3		128				0.0	0.0
1 to 19 employees 20 to 49 employees	184 849	243 923	66 81	36.0 9.6		118 767				0.0 0.1	0.8 1.0
50 to 99 employees	3,308		311	9.4						0.0	1.0
100 to 249 employees	13,873	2,743	1,639	11.8		(5) 12,234				(D)	2.2
250 to 499 employees	18,424	1,626	3,085	16.7	56.2			99.8	(D)	(D)	2.4
500 or more employees	585,303	2,567	226,748	38.7	78.3	358,410	61.2	100.0	145	0.0	9.8
Wholesalers	135,148	8,420	41,543	30.7	29.1	93,040			565	0.4	2.2
no. employees unknown (3)	115	130	32	28.2		82				0.0	0.8
1 to 19 employees	3,365	1,375	380 682	11.3	15.6 18.8	2,984				0.0 0.0	0.7
20 to 49 employees 50 to 99 employees	6,267 9,066	1,986 1,765	1,979	10.9 21.8	26.2	5,588 (5) 7,088				0.0 (D)	0.8 1.2
100 to 249 employees	16,208		2,056	12.7	31.7				` '	(D)	2.5
250 to 499 employees	7,138		1,196	16.8		5,940	` '		2	0.0	2.7
500 or more employees	92,989	770	35,218	37.9	67.3	57,613	62.0	99.6	157	0.2	9.7

See footnotes at end of exhibit.

Exhibit 3a 2008 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.

value in millions of dollars. Details			le to rounding.										
			Relat	ed Party	Trade		Non-Re	alater	l Party	Trade	No	n-Report	ed
			reat	-4 . 41.19	% of Row		.,,,,,,,,,,	c		% of Row		vepo.v	% of Row
					Number of					Number of			Number of
		Number of		% of	Identified					Identified		% of	Identified
Company Type and	Known	Identified	Known	Row	Exporters	k	Cnown	% of	Row	Exporters	Known	Row	Exporters
Employment Size	Value (1)	Exporters	Value (1)	Value	(2)		alue (1)		lue	(2)	Value (1)	Value	(2)
Multiple location companies								************					
Other companies (4)	119,126	9,917	37,628	31.6	22.4		81,314		68.3	97.7	184	0.2	1.1
no. employees unknown (3)	124	120	28	22.2	13.3		96	(5)	77.8	94.2	(D)	(D)	3.3
1 to 19 employees	1,149	1,046	177	15.4	9.2	(5)	972	(5)	84.6	98.3	(D)	0.0	0.1
20 to 49 employees	7,487	1,449	563	7.5	11.3		6,893		92.1	98.0	31	0.4	0.1
50 to 99 employees	2,461	1,388	520	21.1	15.6		1,931		78.5	97.9	10	0.4	0.6
100 to 249 employees	6.234	1,845	1,745	28.0	18.8		4,489	(5)	70.3	97.5	(D)	(D)	1.0
250 to 499 employees	5,236	1,139	1,265	24.2	22.6	٠,	3,971	(5)	75.8	97.5	(D)	0.0	1.1
500 or more employees	96,435	2,930	33,331	34.6	38.6		62,991		65.3	97.5	112	0.0	1.1
Unclassified companies	705	2,950 153	86	12.2	22.2		620		87.8	97.4	0	0.0	0.0
•										_	-		
Single location companies	270,584	260,548	38,668	14.3	10.2		231,626		85.6	98.2	291	0.1	0.7
no. employees unknown (3)	92,728	101,437	17,976	19.4	8.7	٠,	,	(5)	80.6	97.5	(D)	(D)	0.4
1 to 19 employees	77,038	109,530	5,770	7.5	8.3		71,124		92.3	98.6	145	0.2	8.0
20 to 49 employees	31,895	28,399	2,399	7.5	13.2		29,478		92.4	99.0	18	0.1	8.0
50 to 99 employees	20,292	12,242	2,049	10.1	19.8	(5)		(5)	89.9	99.0	(D)	(D)	0.9
100 to 249 employees	25,606	6,763	5,146	20.1	27.2		20,445		79.8	98.8	15	0.1	1.0
250 to 499 employees	9,974	1,399	1,653	16.6	34.9		8,320	(5)	83.4	98.1	(D)	(D)	1.3
500 or more employees	13,052	778	3,675	28.2	33.2		9,376		71.8	98.5	1	0.0	1.0
Manufacturers	87,921	63,421	16,981	19.3	13.7		70,905		80.6	99.0	36	0.0	0.5
no. employees unknown (3)	31,628	15,379	8,144	25.8	14.4		23,479		74.2	98.3	4	0.0	0.4
1 to 19 employees	6,219	22,998	678	10.9	7.1		5,538		89.0	99.1	3	0.0	0.4
20 to 49 employees	9,803	13,230	506	5.2	12.9		9,293		94.8	99.3	4	0.0	0.5
50 to 99 employees	10,210	6,876	1,144	11.2	20.9		9,059		88.7	99.4	7	0.1	0.7
100 to 249 employees	13,979	3,978	2,233	16.0	31.1	(5)	11,745	(5)	84	99.4	(D)	(D)	1.0
250 to 499 employees	5,839	726	1,031	17.7	42.4	(5)	4,808	(5)	82.3	99.0	(D)	(D)	1.2
500 or more employees	10,243	234	3,244	31.7	61.1		6,998		68.3	99.1	0	0.0	1.7
Wholesalers	113,047	86,626	12,364	10.9	11.1		100,556		89.0	98.8	127	0.1	1.0
no. employees unknown (3)	29,064	28,292	4,341	14.9	8.6		24,713		85.0	98.4	10	0.0	0.5
1 to 19 employees	50,014	46,846	3,211	6.4	10.3		46,717		93.4	98.9	85	0.2	1.1
20 to 49 employees	16,116	7,938	1,167	7.2	17.2		14,944		92.7	99.4	5	0.0	1.5
50 to 99 employees	6,717	2,400	687	10.2	26.6		6,004		89.4	99.4	26	0.4	1.9
100 to 249 employees	8,096	931	2,401	29.7	35.0		5,693		70.3	99.1	1	0.0	1.6
250 to 499 employees	1,552	164	379	24.4	40.2		1,174		75.6	99.4	0	0.0	3.7
500 or more employees	1,489	55	177	11.9	45.5		1,312		88.1	98.2	0	0.0	3.6
Other companies (4)	64,533	101,379	8,274	12.8	7.5		56,131		87.0	97.4	128	0.2	0.6
no. employees unknown (3)	27,029	48,800	4,444	16.4	7.1	(5)	22,584	(5)	83.6	97.0	(D)	(D)	0.5
1 to 19 employees	20,745	39,562	1,878	9.1	6.5	ĺ .	18,811		90.7	97.9	56	0.3	0.7
20 to 49 employees	5,975	7,225	726	12.1	9.5		5,240		87.7	97.8	10	0.2	0.7
50 to 99 employees	3,357	2,961	218	6.5	11.9	(5)	3,139	(5)	93.5	97.9	(D)	(D)	0.4
100 to 249 employees	3,531	1,844	511	14.5	15.0		3,020	(5)	85.5	97.5	(D)	(D)	0.6
250 to 499 employees	2,583	509	244	9.4	22.4		2,339		90.5	96.3	Ò	0.0	0.6
500 or more employees	1,313	478	253	19.2	18.4		1,060		80.8	98.1	0	0.0	0.4
Unclassified companies	5,083	9,122	1,049	20.6	7.9		4,034		79.4	96.1	0	0.0	0.0

⁽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 2008.

⁽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.

Exhibit 3b 2007 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.

Value in millions of dollars. Details i	may not equ	ai totais due	due to rounding.						<u>.</u>		
			Relat	ed Party		Non-R	elated Party		No	n-Report	
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	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)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	1,034,046	268,526	323,433	31.3	12.2	708,458	68.5	98.3	2,155	0.2	1.5
no. employees unknown (3)	76,714	87,093	16,305	21.3	8.3	60,300	78.6		108	0.1	0.9
1 to 19 employees	71,538	107,643	5,681	7.9	8.0	65,592	91.7	98.4	264	0.4	1.3
20 to 49 employees 50 to 99 employees	37,295 32,969	32,062 16,840	3,910 4,632	10.5 14.1	13.1 19.5	33,198 27,902	89.0 84.6	99.0 98.9	187 435	0.5 1.3	1.3 1.6
100 to 249 employees	53,964	12,828	8,942	16.6	28.5	44,839	83.1	98.9	183	0.3	2.5
250 to 499 employees	41,662	4,958	6,518	15.6	39.8	35,088	84.2	99.0	56	0.1	3.4
500 or more employees	719,905	7,102	277,444	38.5	54.6	441,540	61.3	98.8	921	0.1	8.6
Manufacturers	675,290	71,738	243,872	36.1	17.9	430,738	63.8	99.1	680	0.1	1.7
no. employees unknown (3)	27,309	14,124	8,880	32.5	14.0	18,417	67.4	98.2	12	0.0	0.8
1 to 19 employees	6,329	22,851	802	12.7	7.0	5,510		99.0	17	0.3	0.7
20 to 49 employees 50 to 99 employees	9,380 12,382	14,071 8,483	743 1,343	7.9 10.8	12.9 20.6	8,629 11,031	92.0 89.1	99.4 99.3	8 8	0.1 0.1	0.9 1.4
100 to 249 employees	26,179	6,792	4,030	15.4	33.1	22,134	84.5	99.5	16	0.1	2.7
250 to 499 employees	24,734	2,523	4,368	17.7	49.4	20,321	82.2	99.5	46	0.2	3.8
500 or more employees	568,977	2,894	223,706	39.3	76.2	344,696	60.6	99.8	575	0.1	14.0
Wholesalers	204,561	88,025	44,377	21.7	12.1	159,268	77.9	98.8	915	0.4	1.7
no. employees unknown (3)	21,568	24,427	2,810	13.0	7.9			98.4	(D)	(D)	0.8
1 to 19 employees	46,688	46,003	2,734	5.9	9.8	43,807	93.8	98.9	147	0.3	1.7
20 to 49 employees 50 to 99 employees	16,862 14,701	9,533 3,976	1,133 2,283	6.7 15.5	16.3 24.2	15,694 12,022	93.1 81.8	99.3 99.3	35 396	0.2 2.7	2.0 2.8
100 to 249 employees	18,921	2,474	2,203	14.8	32.8			99.4	(D)	(D)	3.6
250 to 499 employees	9,908	829	1,476	14.9	43.4	8,429	85.1	99.9	3	0.0	4.8
500 or more employees	75,912	783	31,132	41.0	63.3	44,554	58.7	99.1	226	0.3	11.9
Other companies (4)	147,886	101,000	34,042	23.0	8.7	113,287	76.6	97.3	558	0.4	1.3
no. employees unknown (3)	22,164	41,107	3,546	16.0	6.8	18,549	83.7	96.8	70	0.3	1.2
1 to 19 employees	18,451	38,628	2,130	11.5		(5) 16,321	(5) 88.5	97.5	(D)	(D)	1.3
20 to 49 employees 50 to 99 employees	11,001 5,840	8,426 4,352	2,023 987	18.4 16.9	9.9 13.1	8,834 (5) 4,854	80.3 (5) 83.1	97.8 97.7	144 (D)	1.3 (D)	1.0 0.9
100 to 249 employees	8,640	3,522	2,080	24.1	16.8			97.5	(D)	(D)	1.3
250 to 499 employees	6,907	1,586	670	9.7	23.0	6,229	90.2	97.8	8	0.1	2.0
500 or more employees	74,882	3,379	22,605	30.2	34.7	52,157	69.7	97.8	119	0.2	3.3
Unclassified companies	6,309	7,763	1,143	18.1	7.4	5,164	81.9	97.2	2	0.0	0.3
Multiple location companies	801,305	29,048	288,798	36.0	32.0	510,990	63.8	98.8	1,518	0.2	3.8
no. employees unknown (3)	194	165	32	16.7	21.2	. ,	(5) 83.3	97.6	(D)	(D)	1.2
1 to 19 employees	4,280	3,025	702	16.4	11.8		` '		(D) 82	(D) 0.8	1.0 1.2
20 to 49 employees 50 to 99 employees	10,530 13,304	4,824 4,879	1,114 2,314	10.6 17.4	16.4 21.7	9,333 10,719		96.4	62 271	2.0	1.2
100 to 249 employees	30,712	6,273	4,550	14.8	30.9	25,995			167	0.5	3.0
250 to 499 employees	31,533	3,562	5,179	16.4	41.5	26,313	83.4	99.0	41	0.1	3.8
500 or more employees	710,753	6,320	274,907	38.7	57.6	434,928	61.2	98.9	918	0.1	9.3
Manufacturers	599,044	10,402	227,523	38.0	45.9	370,909		99.6	612	0.1	6.0
no. employees unknown (3)	103	47	17	16.6			` '	100.0	(D)	(D)	2.1
1 to 19 employees 20 to 49 employees	296 998	321 1,023	48 203	16.3 20.4	12.5 18.5	. ,	` '	99.4 99.2	(D) 1	(D) 0.1	0.6 1.3
50 to 99 employees	3,513	1,683	369	10.5	27.3	3,143		99.7	1	0.0	2.1
100 to 249 employees	13,272	2,895	1,924	14.5	37.4	11,343			5	0.0	3.6
250 to 499 employees	18,402	1,766	3,361	18.3	52.0	15,009			31	0.2	4.2
500 or more employees	562,461	2,667	221,601	39.4	77.6	340,287	60.5	99.8	574	0.1	14.6
Wholesalers	110,021	8,497	35,505	32.3	26.9	,	67.2		554	0.5	3.3
no. employees unknown (3) 1 to 19 employees	64 2,860	54 1,536	13 442	20.1 15.5	20.4 14.1	(5) 51 2,416	` '	96.3 98.8	(D) 2	(D) 0.1	1.9 1.0
20 to 49 employees	4,455		308	6.9	17.6				2	0.1	1.6
50 to 99 employees	7,237	1,747	1,318	18.2	23.2				(D)	(D)	2.5
100 to 249 employees	12,326		1,178	9.6	32.1	(5) 11,147	(5) 90.4		(D)	(D)	3.7
250 to 499 employees	8,277	676	1,220	14.7						0.0	4.9
500 or more employees	74,802	733	31,026	41.5	63.8	(5) 43,777	(5) 58.5	99.5	(D)	(D)	12.4

See footnotes at end of exhibit.

Exhibit 3b 2007 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.

			de to rounding.			Non-Related Party Trade				Nan Banadad			
			Relat	ed Party			Non-Re	elated	l Party		No	n-Report	
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	K	(nown alue (1)		Row	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
Multiple location companies													
Other companies (4)	91,641	9,969	25,696	28.0	22.0		65,592		71.6	97.6	352	0.4	1.9
no. employees unknown (3)	20	56	(D)	(D)	12.5	(5)	20	(5)	100	96.4	0	0.0	0.0
1 to 19 employees	1,081	1,124	(D)	(D)	8.3	(5)	1,082	(5)	100	98.7	(D)	(D)	1.1
20 to 49 employees	5,026	1,613	591	11.8	13.3		4,355		86.7	97.0	80	1.6	0.6
50 to 99 employees	2,510	1,425	609	24.2	13.6	(5)	1,902	(5)	75.8	97.8	(D)	(D)	0.8
100 to 249 employees	4,900	1,754	1,424	29.1	19.0	(5)	3,476	(5)	70.9	97.1	(D)	(D)	1.5
250 to 499 employees	4,742	1,107	594	12.5	23.6		4,141		87.3	97.7	7	0.2	2.3
500 or more employees	73,361	2,890	22,279	30.4	37.8		50,963		69.5	97.8	119	0.2	3.6
Unclassified companies	600	180	73	12.2	24.4		527		87.8	99.4	0	0.0	1.1
Single location companies	232,741	239,478	34,636	14.9	9.8		197,468		84.8	98.2	637	0.3	1.2
no. employees unknown (3)	76,520	86,928	16,273	21.3	8.3		60,246	(5)	78.7	97.5	(D)	(D)	0.9
1 to 19 employees	67,258	104,618	4,980	7.4	7.9	(5)	62,279	(5)	92.6	98.4	(D)	(D)	1.3
20 to 49 employees	26,765	27,238	2,796	10.4	12.5		23,864		89.2	99.1	104	0.4	1.3
50 to 99 employees	19,665	11,961	2,318	11.8	18.6		17,183		87.4	98.8	164	0.8	1.5
100 to 249 employees	23,252	6,555	4,392	18.9	26.3		18,844		81.0	99.1	16	0.1	1.9
250 to 499 employees	10,129	1,396	1,339	13.2	35.5		8,775		86.6	99.0	15	0.2	2.4
500 or more employees	9,152	782	2,538	27.7	30.8		6,611		72.2	98.1	3	0.0	3.3
Manufacturers	76,246	61,336	16,349	21.4	13.1		59,829		78.5	99.0	68	0.1	0.9
no. employees unknown (3)	27,206	14,077	8,863	32.6	13.9	٠,	18,343	(5)	67.4	98.2	(D)	(D)	0.8
1 to 19 employees	6,033	22,530	754	12.5	6.9	(5)	5,279	(5)	87.5	99.0	(D)	(D)	0.7
20 to 49 employees	8,382	13,048	539	6.4	12.4		7,835		93.5	99.5	7	0.1	0.9
50 to 99 employees	8,870	6,800	974	11.0	19.0		7,888		88.9	99.2	7	0.1	1.3
100 to 249 employees	12,907	3,897	2,106	16.3	29.9		10,791		83.6	99.5	10	0.1	2.0
250 to 499 employees	6,333	757	1,007	15.9	43.2		5,311		83.9	99.3	14	0.2	2.9
500 or more employees	6,516	227	2,106	32.3	59.5		4,410		67.7	100.0	1	0.0	7.0
Wholesalers	94,540	79,528	8,872	9.4	10.5		85,307		90.2	98.8	361	0.4	1.5
no. employees unknown (3)	21,503	24,373	2,797	13.0	7.9		18,680		86.9	98.4	26	0.1	0.8
1 to 19 employees	43,828	44,467	2,292	5.2	9.6		41,391		94.4	98.9	144	0.3	1.7
20 to 49 employees	12,408	7,372	825	6.7	15.9		11,549		93.1	99.4	33	0.3	2.1
50 to 99 employees	7,465	2,229	966	12.9	25.1	(5)	6,499	(5)	87.1	99.3	(D)	(D)	3.0
100 to 249 employees	6,596	884	1,630	24.7	33.9		4,963		75.3	99.2	3	0.0	3.3
250 to 499 employees 500 or more employees	1,631 1,110	153 50	256 106	15.7 9.6	43.1 56.0	(5)	1,375 1,004	(5)	84.3 90.4	100.0 94.0	0 (D)	0.0 (D)	4.6 4.0
Other companies (4)	56,245	91,031	8,345	14.8	7.2	(5)	47,694	(5)	84.8	97.2	205	0.4	1.2
no. employees unknown (3)	22,144	41,051	(D)	(D)		(5)	-	(5)	99.7	96.8	70	0.4	1.2
1 to 19 employees	17,370	37,504	(D) (D)	(D)		` '	17,306	(5)	99.6	97.5	64	0.3	1.3
20 to 49 employees	5,976	6,813	1,432	24.0	9.1	(0)	4,479	(0)	75.0	98.0	64	1.1	1.1
50 to 99 employees	3,330	2,927	378	11.4	12.8		2,949		88.6	97.6	3	0.1	0.9
100 to 249 employees	3,740	1,768	656	17.6	14.5		3,080		82.4	97.9	3	0.1	1.0
250 to 499 employees	2,165	479	77	3.5	21.5		2,088		96.4	98.1	0	0.0	1.0
500 or more employees	1,521	489	326	21.4	16.0		1,195		78.5	97.8	1	0.0	1.4
Unclassified companies	5,709	7,583	1,070	18.7	7.0		4,637		81.2	97.2	2	0.0	0.3

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

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

⁽³⁾ Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2007.

⁽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.

Exhibit 4a 2008 Exports by Company Type and Employment Size to Number of Partner Countries

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.

	, , , ,		Number of Countries to Which Company Exports											
			1 Co	untry	2-4 Co	untries	5-9 Co	untries	10-24 C	ountries	25-49 C	ountries	50+ Co	untries
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,147,669	288,747	4.7	58.0	6.4	25.3	6.7	9.0	15.4	5.8	18.1	1.5	48.7	0.4
no. employees unknown(2)	93,146	101,765	19.8	72.5	18.7	19.5	14.4	4.9	28.5	2.6	13.0	0.4	5.6	0.1
1 to 19 employees	81,787	112,220	21.6	57.9	28.2	28.4	24.1	9.2	20.2	4.1	5.3	0.4	0.6	0.0
20 to 49 employees	46,555	32,784	12.4	44.3	16.2	30.4	16.0	13.8	39.2	9.8	14.7	1.7	1.5	0.1
50 to 99 employees	35,163	16,955	7.9	38.7	17.0	30.2	15.3	14.6	31.7	12.8	21.3	3.4	6.8	0.3
100 to 249 employees	62,201	13,023	4.3	34.3	8.4	27.3	17.9	15.4	46.2	16.5	17.7	5.7	5.5	0.9
250 to 499 employees	40,798	4,921	3.9	29.9	8.8	24.9	12.9	14.0	29.4	18.7	33.9	10.2	11.1	2.3
500 or more employees	788,019	7,079	0.6	24.8	1.4	20.2	1.9	12.2	8.0	17.0	19.3	14.9	68.8	10.8
Manufacturers	710,027	73,130	1.3	42.7	3.1	29.1	3.4	13.2	11.3	10.6	17.1	3.3	63.8	1.1
no. employees unknown(2)	31,793	15,444	8.6	56.4	14.2	26.0	16.1	9.5	39.2	6.8	12.1	1.1	9.7	0.2
1 to 19 employees	6,404	23,241	25.1	52.1	30.0	30.7	22.5	11.4	18.8	5.4	3.5	0.4	0.2	0.0
20 to 49 employees	10,652	14,153	9.6	39.7	19.6	31.8	18.0	15.2	43.2	11.4	8.0	1.8	1.5	0.1
50 to 99 employees	13,518	8,418	8.7	30.7	19.0	32.3	18.5	17.2	34.6	15.3	13.5	4.1	5.8	0.4
100 to 249 employees	27,852	6,721	4.2	23.4	11.5	29.3	13.7	18.3	39.3	20.2	23.7	7.7	7.5	1.1
250 to 499 employees	24,263	2,352	3.3	17.2	9.9	23.8	11.1	16.8	26.8	24.4	37.1	14.2	11.8	3.6
500 or more employees	595,546	2,801	0.2	7.0	0.9	14.3	1.1	12.0	6.6	23.1	16.6	23.6	74.6	20.0
Wholesalers	248,195	95,046	7.6	51.5	11.9	30.0	12.8	10.7	22.8	6.2	20.0	1.3	24.8	0.2
no. employees unknown(2)	29,179	28,422	21.3	66.2	21.0	24.4	13.3	6.1	26.1	2.8	15.0	0.5	3.4	0.0
1 to 19 employees	53,379	48,221	17.1	50.5	27.7	32.8	26.9	11.1	22.0	5.1	5.9	0.5	0.4	0.0
20 to 49 employees	22,383	9,924	11.0	35.2	15.3	34.0	20.1	16.8	32.1	11.7	19.2	2.2	2.3	0.2
50 to 99 employees	15,783	4,165	4.0	31.5	13.2	31.7	11.9	17.1	32.2	14.9	31.6	4.4	7.1	0.4
100 to 249 employees	24,303	2,580	1.2	28.0	4.5	27.6	22.5	17.9	55.0	19.6	12.7	5.9	4.2	1.0
250 to 499 employees	8,690		1.8	21.5	5.3	24.3	8.2		32.3	23.9	42.6		9.7	
500 or more employees	94,478	825	0.1	11.4	1.7	14.2	1.0	14.5	9.3	23.0	27.6	22.7	60.3	14.2
Other companies (3)	183,659	111,296	12.8	71.7	11.7	19.7	11.1	5.2	20.9	2.7	19.7	0.6	23.8	0.1
no. employees unknown(2)	27,153	48,920	30.5	79.6	22.2	15.6	13.0	3.2	19.0	1.4	12.9	0.2	2.3	0.0
1 to 19 employees	21,894	40,608	31.2	69.9	29.2	21.9	17.8	5.8	16.2	2.1	4.4	0.2	1.3	0.0
20 to 49 employees	13,462	,	16.9	-	15.1		7.6	_	47.9	5.1	12.3	_	(D)	
50 to 99 employees	5,818	,	16.6	61.3	22.3	24.5	16.9		24.1	5.8	(4) 20.0	0.9	(D)	0.1
100 to 249 employees	9,765	3,689	12.1	58.3	9.1	23.5			43.0	7.4		2.1	3.3	
250 to 499 employees	7,819	,	8.0		9.3				34.4	7.9	` '	3.6	(D)	
500 or more employees	97,748	3,408	3.5	42.2	4.2	26.4	7.5	11.9	15.2	10.7	27.5	6.1	42.1	2.6
Unclassified companies	5,788	9,275	23.2	81.2	15.4	14.3	15.2	3.0	27.3	1.3	7.7	0.2	11.1	0.0

⁽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 2008.

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

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

Exhibit 4b 2007 Exports by Company Type and Employment Size to Number of Partner Countries

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.

			Number of Countries to Which Company Exports											
			1 Co	untry	2-4 Co	untries		untries		ountries		ountries	50+ Co	untries
Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,034,046	268,526	4.7	57.9	6.4	25.5	6.6	8.9	15.1	5.8	18.1	1.5	49.1	0.4
no. employees unknown(2)	76,714	87,093	21.7	72.8	16.7	19.3	16.7	5.0	23.7	2.5	15.5	0.4	5.8	0.1
1 to 19 employees	71,538	107,643	23.0	58.8	28.7	28.4	23.2	8.7	18.9	3.8	5.7	0.4	0.5	0.0
20 to 49 employees	37,295	32,062	12.9	44.8	17.3	30.8	16.8	13.3	37.4	9.6	14.2	1.5	1.5	0.1
50 to 99 employees	32,969	16,840	7.5	40.2	16.9	29.2	19.5	15.1	35.8	12.1	16.2	3.2	4.0	0.3
100 to 249 employees	53,964	12,828	5.2	34.4	10.3	28.0	15.0	15.1	45.9	16.3	18.3	5.4	5.3	0.8
250 to 499 employees	41,662	4,958	2.9	29.4	9.8	25.0	11.3	14.7	33.5	19.2	33.7	9.9	8.8	1.8
500 or more employees	719,905	7,102	0.5	26.0	1.6	20.3	1.9	12.2	8.4	16.4	19.0	15.1	68.7	10.0
Manufacturers	675,290	71,738	1.4	43.0	3.1	29.3	3.7	13.0	10.9	10.4	17.1	3.3	63.7	1.0
no. employees unknown(2)	27,309	14,124	10.4	57.3	12.5	25.4	18.8	9.3	26.6	6.5	20.6	1.1	11.3	0.2
1 to 19 employees	6,329	22,851	27.9	52.9	28.6	30.8	20.1	10.9	20.2	5.0	(4) 3.2	0.4	(D)	0.0
20 to 49 employees	9,380	14,071	11.4	39.5	23.1	33.0	19.9	14.5	36.0	11.2	(4) 9.5	1.7	(D)	0.1
50 to 99 employees	12,382	8,483	7.8	33.0	16.7	31.0	22.8	17.3	33.3	14.4	14.4	3.9	5.0	0.4
100 to 249 employees	26,179	6,792	4.3	23.4	13.5	30.4	13.7	18.0	40.8	20.1	22.6	7.1	5.1	1.0
250 to 499 employees	24,734	2,523	2.6	17.4	9.5	24.5	12.5	17.6	29.7	24.5	35.1	13.5	10.5	2.5
500 or more employees	568,977	2,894	0.2	8.5	1.0	14.3	1.3	12.8	7.0	22.3	16.2	23.9	74.3	18.2
Wholesalers	204,561	88,025	8.0	52.0	12.2	30.3	12.8	10.3	24.4	6.0	19.2	1.2	23.5	0.2
no. employees unknown(2)	21,568	24,427	24.2	67.4	19.3	23.7	15.8	5.9	27.1	2.5	10.7	0.4	2.8	0.0
1 to 19 employees	46,688	46,003	17.6	51.3	29.0	33.2	26.2	10.3	20.6	4.7	6.2	0.5	0.3	0.0
20 to 49 employees	16,862	9,533	11.0	36.7	15.9		17.6		32.5	11.6	20.2	1.8	2.8	
50 to 99 employees	14,701	3,976	3.6	32.1	12.8	32.1	19.5	17.4	41.7	14.3	18.1	3.8	4.3	0.3
100 to 249 employees	18,921	2,474	1.2	27.5	5.4	29.9	13.1	16.9	59.8		16.2	6.0	4.2	0.8
250 to 499 employees	9,908	829	1.4	21.6	5.1	25.3	5.9	15.8	37.5		42.3	11.9	7.8	2.1
500 or more employees	75,912	783	0.2	11.4	1.4	17.0	2.1	14.9	10.3	22.2	27.3	22.0	58.7	12.5
Other companies (3)	147,886	101,000	14.1		13.2		10.7		20.9		21.8		19.4	0.1
no. employees unknown(2)	22,164	41,107	32.2		20.3		13.8		16.1	1.4	16.4	_	1.2	
1 to 19 employees	18,451	38,628	34.7		28.2	-	16.8		13.9	-	5.3	-	1.1	0.0
20 to 49 employees	11,001	8,426	17.1	62.7	14.4		12.9		46.0		(4) 9.5		(D)	0.0
50 to 99 employees	5,840	4,352	16.5		27.1	23.2	12.6		26.5		(4) 17.2		(D)	0.1
100 to 249 employees	8,640	3,522	16.8		11.4		21.6	_	31.5		10.1		8.7	0.4
250 to 499 employees	6,907	1,586	6.1		17.5		14.9		41.8		16.6	_	3.1	0.6
500 or more employees	74,882	3,379	3.5	44.0	5.9	26.0	6.1	11.1	16.7	10.3	31.6	6.1	36.3	2.5
Unclassified companies	6,309	7,763	23.7	77.8	14.0	16.6	22.1	3.7	25.3	1.6	5.6	0.2	9.3	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 2007.

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

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

Exhibit 5a 2008 Exports by Company Employment Size to World Areas and Selected Countries

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.

				Unknown employ		1-19 em	nlovoce	20-40 ***	nplovees	50.00 ^~	nplovees	100-240 -	mplovees	250-400 -	mplovees	500	nployees
			Number of	employ	Number of	1-19 em	Number of	20-49 en	Number of	50-99 en	Number of	100-249 6	Number of	250-499 e	Number of	200+ en	Number of
		Known	Identified	Known	Identified	Known	Identified	Known	Identified	Known	Identified	Known	Identified	Known	Identified	Known	Identified
Country of Destination	Total Value	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters
All countries	1,287,443	1,147,669	288,747	93,146	101,765	81,787	112,220	46,555	32,784	35,163	16,955	62,201	13,023	40,798	4,921	788,019	7,079
Top 25 countries	1,072,398	944,225	238,768	72,919	75,631	60,583	94,904	36,263	29,420	27,782	15,446	51,090	12,026	33,006	4,619	662,582	6,722
Canada	261,150	199,799	97,619	10,266	19,134	8,689	38,565	6,547	15,446	6,162	8,837	9,324	7,476	8,655	3,115	150,156	5,046
Mexico	151,539	136,633	50,243	13,118	13,130	7,262	15,394	4,548	7,195	4,115	4,646	7,306	4,397	4,581	1,986	95,702	3,495
China	71,457	67,890	30,394	4,986	6,889	6,019	8,824	2,644	4,575	1,840	3,038	5,495	3,002	2,480	1,414	44,426	2,652
Japan	66,579	62,469	27,646	3,537	6,040	4,659	8,682	1,889	3,865	2,159	2,508	5,153	2,629	2,183	1,278	42,889	2,644
Germany	54,732	50,109	36,430	3,366	8,456	2,305	11,574	1,499	5,308	1,026	3,458	2,703	3,262	2,028	1,498	37,183	2,874
United Kingdom	53,775	49,313	45,101	3,878	9,703	3,054	14,963	4,194	7,142	1,857	4,348	2,254	3,834	1,832	1,777	32,243	3,334
Netherlands	40,223	38,503	19,279	4,819	4,027	1,677	5,509	933	2,880	968	1,950	2,015	1,901	957	957	27,133	2,055
Korea, South	34,807	31,782	20,788	2,658	4,420	3,053	6,278	797	2,903	809	1,931	2,899	2,006	941	1,007	20,626	2,243
Brazil	32,910	31,027	16,820	2,906	3,830	1,909	4,336	848	2,286	717	1,595	1,106	1,774	869	919	22,673	2,080
France	29,187	27,388	21,007	1,646	4,129	1,565	6,387	601	3,192	915	2,091	880	2,031	944	1,001	20,837	2,176
Belgium	29,026	27,316	12,494	2,545	2,423	2,000	3,417	543	1,710	512	1,246	866	1,281	587	703	20,263	1,714
Singapore	28,810	27,102	20,779	1,575	4,204	769	5,792	509	3,202	505	2,160	1,145	2,159	731	1,062	21,867	2,200
Taiwan	25,279	23,561	17,719	1,376	3,463	1,348	5,123	810	2,624	470	1,766	1,652	1,763	848	908	17,057	2,072
Australia	22,457	19,896	29,459	2,230	5,870	805	9,180	712	4,733	581	2,971	992	2,749	835		13,741	2,609
Switzerland	22,023	16,218	12,022	825	2,105	1,595	3,656	3,257	1,837	453	1,195	321	1,124	334	584	9,433	1,521
Hong Kong	21,633	19,840	24,275	1,971	5,393	3,422	7,709	1,316	3,442	913	2,249	1,111	2,219	739	1,045	10,368	2,218
India	18,667	17,443	16,869	2,969	3,524	1,314	4,763	692	2,378	604	1,615	1,022	1,697	507	861	10,335	2,031
United Arab Emirates	15,749	14,397	15,634	1,302	3,920	1,413	4,668	1,003	2,014	363	1,311	330	1,316	314	716	9,672	1,689
Italy	15,479	14,274	20,201	1,158	4,077	856	5,960	538	3,136	652	2,065	895	1,910	645	943	9,530	2,110
Israel	14,486	11,453	14,932	1,010	2,932	1,820	4,310	275	2,200	381	1,541	756	1,472	303	758	6,908	1,719
Malaysia	12,963	11,812	11,139	571	2,064	370	2,707	312	1,721	250	1,176	414	1,249	376	663	9,518	1,559
Venezuela	12,611	11,841	10,181	1,684	3,122	2,233	3,012	384	886	216	625	835	756	175	466	6,312	1,314
Saudi Arabia	12,478	11,354	9,797	931	2,250	952	2,588	441	1,223	186	908	549	920	452	545	7,843	
Spain	12,283	11,617	14,737	667	2,672	895	4,331	502	2,263	510	1,465	520	1,455	451	787	8,073	1,764
Chile	12,094	11,188	12,181	923	2,555	601	3,224	467	1,601	618	1,145	546	1,235	239	681	7,795	1,740
All other countries	215,045	203,444	126,082	20,228	42,318	21,204	44,901	10,292	15,299	7,381	8,653	11,111	7,177	7,792	2,964	125,437	4,770
North America	412,688	336,431	129,550	23,384	30,898	15,950	49,932	11,095	19,428	10,277	10,973	16,630	9,097	13,236	3,649	245,858	5,573
Europe	328,287	296,683	111,646	24,974	32,328	20,549	40,828	14,448	15,057	8,896	8,572	14,572	7,112	9,829	2,938	203,414	4,811
Euro Area	202,417	187,950	77,896	15,916	20,751	10,837	27,525	5,382	11,017	5,050	6,525	8,638	5,638	6,194	2,389	135,933	4,051
European Union	274,510	252,571	103,538	21,454	29,051	15,413	37,667	10,171	14,302	7,484	8,202	11,983	6,819	8,818		177,249	4,663
Africa	28,639	25,702	26,414	2,386	7,868	2,989	7,628	907	3,296	1,315	2,110	1,116	2,103	1,049	1,060	15,940	2,349
OECD - Europe	846,155	730,650	212,488	54,609	63,223	42,115	84,129	28,502	27,720	22,130	14,750	38,851	11,618	26,686	4,493	517,758	6,555
Pacific Rim Countries	301,271	280,365	97,488	19,979	26,383	21,664	36,431	10,278	13,604	7,894	7,634	19,824	6,425	9,676	2,677	191,049	4,334
Asia - Near East	56,775	49,623	37,717	4,327	10,054	5,162	12,110	2,047	5,167	1,191	3,251	2,359	2,938	1,356	1,450	33,182	2,747
Asia - NICS	110,530	102,285	53,867	7,580	13,304	8,592	18,817	3,432	7,766	2,697	4,624	6,807	4,185	3,259	1,835	69,918	3,336
Asia - South	21,921	19,945	20,070	3,210	4,431	1,573	5,866	835	2,807	726	1,856	1,184	1,922	726	975	11,690	2,213
ASEAN	68,151	63,619	37,052	3,945	8,481	3,123	11,560	2,802	5,612	1,401	3,581	3,164	3,353	1,948	1,539	47,236	2,926
APEC	753,122	652,889	196,134	46,798	56,723	41,069	77,956	23,255	26,052	19,791	13,892	38,359	11,038	23,994	4,250	459,623	6,223
South/Central America	137,845	126,769	76,934	13,877	24,454	12,801	26,261	6,116	9,388	4,447	5,583	5,665	5,101	4,442	2,252	79,421	3,895
20 Latin Amer. Republics	272,637	249,089	92,684	25,573	29,842	17,899	31,155	9,826	11,659	7,972	6,971	12,159	6,186	8,331	2,622	167,329	4,249
Cent. Am. Common Market	18,805	17,167	18,916	2,079	4,842	1,478	5,821	1,083	2,215	641	1,543	617	1,625	1,132	876	10,137	1,994
LACTA	040.057	040.000	70.50-	04.074	04.740	45.400	00.00=	70/0	40.070	0.000	0.000	44.000	5010	0.500	0.405	450.000	4.000
LAFTA NATO Allies	240,657 529,350	219,880 446,208	79,567 166,299	21,974 30,674	24,712 44,302	15,122 23,731	26,295 65,338	7,913 16,688	10,273 23,290	6,890 13,515	6,200 12,781	11,032 21,487	5,642 10,339	6,568 17,096	2,425 4,091	150,380 323,017	4,020 6,158
OPEC	66,987	61,374	40,930	6,267	12.994	7.346	13,148	3,198	4.760	1,529	2,995	2,724	2,834	1,474	1,411	38,836	

⁽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 2008.

Exhibit 5a

2008 Exports by Company Employment Size to World Areas and Selected Countries - Continued

World Area Country Groupings (2008):

North America -

Canada, Mexico.

Europe -

Albania, Andorra, Armenia, Austria, Azerbaijan, Belarus, Belgium, Bosnia-Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Germany, Georgia, Gibraltar, Greece, Hungary, Iceland, Ireland, Italy, Kazakhstan, Kosovo, Kyrgyzstan, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta and Gozo, Macedonia, Moldova, Monaco, Montenegro, Netherlands, Norway, Poland, Portugal, Romania, Russia, San Marino, Serbia, Slovakia, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, Tajikistan, Turkmenistan, Ukraine, United Kingdom, Uzbekistan, Vatican City.

Euro Area -

Austria, Belgium, Cyprus, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Malta, Netherlands, Portugal, Slovenia, Spain,

European Union -

Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

Africa -

Algeria, Angola, Benin, Botswana, British Indian Ocean Territories, Burkina, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo (Brazzaville), Congo (Kinshasa), Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, French Southern and Antarctic Lands, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Ivory Coast, Kenya, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Morocco, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, St. Helena, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe.

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

Austria, Australia, Belgium, Canada, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Iceland, Ireland,

Italy, Japan, Korea(South), Luxembourg, Mexico, Netherlands, New Zealand, Norway, Poland, Portugal, Slovakia, Spain, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries -

Australia, Brunei, China, Hong Kong, Indonesia, Japan, Korea (South), 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) -

Hong Kong, Korea(South), Singapore, Taiwan.

Asia - South -

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

Association of South East Asian Nations (ASEAN) -

Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

Asia - Pacific Economic Cooperation (APEC) -

Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Korea(South), Malaysia, Mexico, New Zealand, Papua New Guinea, Peru, Philippines, Russia, Singapore, Taiwan, Thailand, Vietnam.

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, Uruquay, Venezuela.

Central American Common Market -

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

Latin American Free Trade Association (LAFTA) -

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

NATO Allies -

Belgium, Bulgaria, Canada, Czech Republic, Denmark, Estonia, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Turkey, United Kingdom.

OPEC -

Algeria, Angola, Indonesia, Iran, Irag, Kuwait, Libva, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela,

Exhibit 5b 2007 Exports by Company Employment Size to World Areas and Selected Countries

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.

				Unknown	*********** *												
				employ		1-19 em	•	20-49 en	nployees	50-99 en	nployees	100-249 e	mployees	250-499 e	mployees	500+ em	nployees
		Known	Number of Identified	Known	Number of Identified	Known	Number of Identified	Known	Number of Identified	Known	Number of Identified	Known	Number of Identified	Known	Number of Identified	Known	Number of Identified
Country of Destination	Total Value	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters
All countries	1,162,479	1,034,046	268,526	76,714	87,093	71,538	107,643	37,295	32,062	32,969	16,840	53,964	12,828	41,662		719,905	l .
Top 25 countries	974,961	866,221	225,143	60,796	66,212	53,416	91,341	29,915	28,923	26,545	15,406	43,449	11,847	34,811	,	617,288	
•		•	,	,	,		•		,	•	,	•	· ·	,	,	•	, i
Canada Mexico	249,013 136,541	196,511 122,445	96,384 46.031	9,013 9,990	17,875 11,214	8,034 6,377	38,265 14,212	5,618 3,948	15,398 6,743	5,654 3.850	9,028 4,327	8,887 6,358	7,456 4,125	8,765 4,971	3,188 1,997	150,539 86,950	5,174 3,413
China	65,238	62,114	28,711	4,653	6,055	6,516	8,421	3,946 1,819	4,314	1,805	4,327 2,846	3,482	2,991	3,144	1,997	40,696	2,660
lapan	62,665	59,475	27,181	3,343	5,515	4,427	8,669	1,857	3,911	2,690	2,621	3,068	2,549	3,094	1,292	40,090	2,624
Jnited Kingdom	50,296	45,069	43,849	3,562	8,887	3,022	14,555	2,863	7,032	1,639	4,389	2,295	3,851	2,049		29,638	3,305
Germany	49,652	46,691	32,860	2,953	6,749	1,794	10,406	2,082	5,104	1,006	3,235	2,544	3,089	1,777	1,466	34,535	2,811
Korea, South	34,703	32,241	20,332	2,065	4,000	2,718	6,213	924	2,914	902	1,953	3,291	1,996	961	1,003	21,379	2,253
Netherlands	32,986	31,587	18,016	5,158	3,436	1,214	5,098	737	2,720	1,111	1,910	1,539	1,845	954	965	20,874	2,042
rance	27,407	25,533	19,521	1,481	3,573	876	5,729	545	3,077	814	2,054	926	1,955	883	996	20,008	2,137
aiwan	26,359	25,253	17,255	1,417	3,138	1,368	4,943	531	2,647	614	1,782	1,517	1,774	1,056	948	18,751	2,023
Singapore	26,284	24,487	19,752	1,421	3,734	723	5,522	518	3,137	408	2,059	748	2,085	623	1,029	20,044	2,186
Belgium	25,292	23,946	11,692	2,733	2,139	1,499	3,153	350	1,618	417	1,198	789	1,241	726		17,432	1,657
Brazil	24,628	23,289	15,244	1,848	3,119	1,445	3,945	698	2,106	493	1,544	1,252	1,611	665	910	16,888	2,009
long Kong Justralia	20,121 19,205	18,666 16,935	23,307 27,421	1,790 1,450	4,735 5,160	2,861 889	7,461 8,505	1,092 535	3,452 4,400	856 496	2,209 2,835	1,108 823	2,147 2,646	1,018 685	1,096 1,312	9,941 12,058	2,207 2,563
		16,164	1		1		-		2,278						-		
ndia witzerland	17,592 17.040	13,615	15,696 11,202	985 804	3,086 1,820	1,336 1,363	4,473 3,268	746 1,871	2,278 1,736	455 458	1,515 1,170	798 356	1,576 1,125	516 265	815 605	11,327 8,498	1,953 1,478
aly	14,141	13,135	19,001	923	3.398	804	5,200 5,645	527	2.972	553	2,018	776	1,123	629	947	8,922	2.084
srael	13,019	10,265	14,097	850	2,456	1,520	4,082	326	2,160	383	1,469	491	1,441	337	774	6,357	1,715
Malaysia	11,680	11,275	10,488	543	1,771	383	2,570	335	1,573	228	1,125	443	1,228	423	653	8,920	1,568
Inited Arab Emirates	11,609	10,649	13,039	970	2,920	941	3,832	767	1,738	215	1,153	363	1,184	212	661	7,181	1,551
audi Arabia	10,399	9,527	8,656	683	1,777	822	2,300	344	1,112	159	863	541	864	333		6,645	
enezuela	10,199	9,493	9,478	1,147	2,601	1,591	2,828	282	885	703	612	230	766	119	466	5,421	1,320
Spain	9,879	9,206	13,940	588	2,401	704	3,955	412	2,173	481	1,492	524	1,460	399	769	6,099	1,690
reland	9,011	8,649	8,716	424	1,379	190	2,008	186	1,346	154	1,067	296	1,018	206	531	7,192	1,367
All other countries	187,518	167,825	112,159	15,917	34,121	18,122	41,179	7,379	14,292	6,424	8,089	10,515	6,890	6,851	,	102,617	4,640
North America	385,555	318,956	125,382	19,003	28,024	14,411	48,839	9,567	19,136	9,504	10,971	15,246	8,995	13,736		237,489	5,682
urope	286,485	261,354	103,129	22,836	27,169	16,469	38,232	11,324	14,668	8,858	8,410	12,615	6,976	9,968	2,962	179,284	4,712
Euro Area European Union	180,563 247,343	168,528 226,845	70,877 95,135	15,129 19,894	17,074 24,273	8,077 12,139	25,183 35,047	5,258 8,754	10,540 13,801	4,847 7,060	6,281 7,963	7,896 11,083	5,497 6,665	6,111 8,896	2,368 2,842	121,211 159,018	3,934 4,544
turopean Union Africa	23,664	21,508	95,135 22,955	1,679	5,906	2,694	35,047 6,777	8,75 4 807	2,988	7,060 855	2,012	1,316	1,968	645	1,052	13,512	2,252
DECD - Europe	749,224	652.680	199.284	45.760	54.944	35.690	80,202	23,331	26.964	20.989	14,659	33,628	11.400	27.295	4,527	465.987	6.588
Pacific Rim Countries	281,447	264,750	92,968	17,772	23,570	20,864	35,290	8,184	13,291	8,344	7,561	15,514	6,337	11,524	2,667	182,548	4,252
Asia - Near East	46,332	39,846	33,247	3,409	7,904	3,935	10,692	1,779	4,775	933	3,001	2,065	2,814	1,196		26,529	2,650
Asia - NICS	107,467	100,647	51,812	6,694	11,824	7,670	18,275	3,065	7,765	2,780	4,651	6,665	4,158	3,657	1,848	70,115	3,291
Asia - South	20,829	18,838	18,582	1,223	3,797	1,604	5,537	848	2,653	604	1,739	1,034	1,795	670	928	12,856	2,133
ASEAN	60,560	57,266	34,638	3,504	7,350	2,722	10,860	1,902	5,415	1,240	3,395	2,717	3,267	1,910	1,528	43,272	2,823
APEC	696,919	611,247	187,971	39,365	51,175	38,297	75,798	19,005	25,590	19,028	13,877	32,335	10,915	26,252	4,305	436,965	6,311
South/Central America	107,528	97,943	69,550	9,925	20,305	10,599	24,252	4,179	8,764	3,483	5,361	5,469	4,835	3,449	2,246	60,839	3,787
20 Latin Amer. Republics	230,616	209,043	84,287	18,682	24,986	15,045	28,941	7,533	11,035	6,746	6,653	10,994	5,861	7,846	2,634	142,196	4,177
Cent. Am. Common Market	16,322	14,780	17,662	1,610	4,281	1,457	5,452	678	2,113	532	1,466	871	1,535	840	868	8,793	
AFTA	203,305	184,346	72,209	16,038	20,619	12,520	24,300	6,346	9,677	5,929	5,917	9,299	5,317	6,612	2,428	127,602	3,951
NATO Allies OPEC	486,439 49,640	415,159 43,935	158,740 32,223	28,294 4,212	39,244 8.971	19,997 4.986	63,171 10,306	14,168 2.094	22,950 3.961	12,878 1,655	12,831 2,578	19,790 2,026	10,214 2,536	17,338 1.170	4,143 1,304	302,694 27,792	

⁽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 2007.

Exhibit 5b

2007 Exports by Company Employment Size to World Areas and Selected Countries - Continued

World Area Country Groupings (2007):

North America -

Canada, Mexico.

Europe -

Albania, Andorra, Armenia, Austria, Azerbaijan, Belarus, Belgium, Bosnia-Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Germany Georgia, Gibraltar, Greece, Hungary, Iceland, Ireland, Italy, Kazakhstan, Kyrgyzstan, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Macedonia, Moldova, Monaco, Montenegro, Netherlands, Norway, Poland, Portugal, Romania, Russia, San Marino, Serbia, Slovakia, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, Tajikistan, Turkmenistan, Ukraine, United Kingdom, Uzbekistan, Vatican City.

Euro Area -

Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Slovenia, Spain,

European Union -

Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

Africa -

Algeria, Angola, Benin, Botswana, British Indian Ocean Territories, Burkina, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo (Brazzaville), Congo (Kinshasa), Cote d' Ivoire, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, French Southern and Antarctic Lands, Gabon, Gambia, Ghana, Guinea, Guinea, Bissau, Kenya, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Morocco, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, St. Helena, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe.

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

Austria, Australia, Belgium, Canada, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Japan, Korea, Luxembourg, Mexico, Netherlands, New Zealand, Norway, Poland, Portugal, Slovakia, Spain, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries -

Australia, Brunei, China, Hong Kong, Indonesia, Japan, 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) -

Hong Kong, Korea, Singapore, Taiwan.

Asia - South -

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

Association of South East Asian Nations (ASEAN) -

Brunei, Burma (Myanmar), Cambodia, Indonesia, Laos, Malaysia, Philippines, Singapore, Thailand, Vietnam.

Asia - Pacific Economic Cooperation (APEC) -

Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Korea, Malaysia, Mexico, New Zealand, Papua New Guinea, Peru, Philippines, Russia, Singapore, Thailand, Taiwan, Vietnam.

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, Uruquay, Venezuela.

Central American Common Market -

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

Latin American Free Trade Association (LAFTA) -

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

NATO Allies -

Belgium, Bulgaria, Canada, Czech Republic, Denmark, Estonia, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Turkey, United Kingdom.

OPEC -

Algeria, Angola, Indonesia, Iran, Irag, Kuwait, Libva, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela,

Exhibit 5c Percent Difference Between 2007 and 2008 Exports to World Areas and Selected Countries

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				Value (4)		f Identified
	Net	Value	Net	Value (1)	Net Expo	orters
Country of Destination	Difference	% Difference	Difference	% Difference	Difference	% Difference
All countries	124,964	10.7	113,623	11.0	20,221	7.5
Top 25 countries	97,436	10.0	78,004	9.0	13,625	6.1
Canada	12,136	4.9	3,288	1.7	1,235	1.3
Mexico	14,997		14,188		4,212	
China	6,219		5,776		1,683	
Japan	3,914		2,995		465	
Germany	5,080		3,418		3,570	
United Kingdom	3,479		4,244		1,252	
Netherlands	7,237		6,916		1,263	
Korea, South	104		-459		456	
Brazil	8,282		7,738		1,576	
France	1,780	6.5	1,855	7.3	1,486	7.6
Belgium	3,735		3,370		802	
Singapore	2,525		2,615		1,027	
Taiwan	-1,079		-1,692		464	
Australia	3,252		2,962		2,038	
Switzerland	4,984	29.2	2,603	19.1	820	7.3
Hong Kong	1,513		1,174		968	
India	1,074		1,279		1,173	
United Arab Emirates	4,139		3,748		2,595	
Italy	1,337		1,139		1,200	
Israel	1,468	11.3	1,188	11.6	835	5.9
Malaysia	1,283		537	4.8	651	
Venezuela	2,412		2,348		703	
Saudi Arabia	2,079		1,827		1,141	
Spain	2,404		2,411		797	
Chile	3,783		3,687		1,120	
All other countries	27,527		35,619		13,923	
North America	27,134		17,476		4,168	
Europe	41,802		35,328		8,517	
Euro Area	21,855		19,422 25,726		7,019 8,403	
European Union Africa	27,166 4,974		4,194		3,459	
OECD - Europe	96,931		77,971		13,204	
Pacific Rim Countries	19,824		15,615		4,520	
Asia - Near East Asia - NICS	10,443 3,063		9,777 1,637		4,470 2,055	
Asia - South	1,093		1,106		1,488	
	·					
ASEAN	7,591		6,353		2,414	
APEC South/Central America	56,204 30,316		41,642 28,826		8,163 7,384	
20 Latin Amer. Republics	42,021		40,046		8,397	
Cent. Am. Common Market	2,483		2,387		1,254	
	·					
LAFTA NATO Allies	37,352 42,912		35,533 31,049		7,358 7,559	
OPEC	17,347		17,439		8,707	

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

Exhibit 6a

2008 Exports by State of the Origin of Movement, Number of Exporting Companies, Value, and Percent Difference Between the 2007 and 2008 Results

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				3			% Dit	fference 2007-	2008
State of the		% of Total	Known	% of Known	Number of Identified	% of Number of Identified		Known	Number of Identified
Origin of Movement	Total Value	Value	Value (1)	Value	Exporters (2)	Exporters	Total Value	Value	Exporters
United States	1,287,443	100.0	1,147,669	100.0	288,747	100.0	10.7	11.0	7.5
Alabama	15,846	1.2	14,458	1.3	3,845		9.9	6.8	5.8
Alaska	3,569	0.3	2,896	0.3			-8.4	-18.4	-11.8
Arizona Arkansas	19,742 5,779	1.5 0.4	18,156 5,362	1.6 0.5	7,298 2,124		2.9 18.4	1.8 19.9	7.9 4.2
California	144,813	11.2	131,835	11.5	70,024		7.9	6.1	6.2
Colorado	7,668	0.6	7,135	0.6	5,335	1.8	4.3	3.2	6.0
Connecticut	15,313	1.2	14,174	1.2	· · · · · · · · · · · · · · · · · · ·		11.6	8.5	4.1
Delaware	4,894	0.4	4,542	0.4	1,382		22.8	19.2	14.8
Florida	54,272	4.2	49,150	4.3	· · · · · · · · · · · · · · · · · · ·		21.1	27.5	13.8
Georgia	27,509	2.1	25,414	2.2	13,873		17.9	19.5	11.0
Hawaii Idaho	964 4,988	0.1 0.4	583 4,550	0.1 0.4	830 1,716		72.0 6.0	21.4 0.4	6.4 10.2
Illinois	53,445	4.2	49,791	4.3	22,066		9.7	9.0	5.6
Indiana	26,507	2.1	24,543	2.1	7,959		2.4	0.4	3.2
lowa	12,093	0.9	11,338	1.0	3,131	1.1	25.8	24.9	8.9
Kansas	12,475	1.0	11,964	1.0	3,056	1.1	21.8	22.1	8.0
Kentucky	19,089	1.5	17,829	1.6	,	1.5	-2.7	-3.9	2.4
Louisiana	41,927	3.3	40,833	3.6	· ·	1.4	38.0	37.9	7.1
Maine	3,011	0.2	2,666	0.2			9.8	11.4	3.3
Maryland	11,379	0.9	10,323	0.9			27.2	29.5	8.5
Massachusetts	28,293	2.2	26,942	2.3	10,907	3.8	11.9	12.3	1.9
Michigan	44,871	3.5 1.5	40,673 17,889	3.5	14,364 8,146	5.0 2.8	1.1 6.5	-1.2 6.0	4.2 6.0
Minnesota Mississippi	19,159 7,301	0.6	6,866	1.6 0.6	1,829		41.2	42.2	7.5
Missouri	12,834	1.0	11,982	1.0	· ·		-4.3	-5.6	1.4
Montana	1,390	0.1	1,216	0.1	1,600	0.6	22.9	19.2	15.4
Nebraska	5,409	0.4	5,159	0.4	1,881	0.7	27.1	27.4	3.4
Nevada	6,119	0.5	5,694	0.5	2,537	0.9	7.1	16.6	6.0
New Hampshire	3,746	0.3	3,432	0.3	2,598		28.7	29.6	3.5
New Jersey	35,479	2.8	30,567	2.7	20,997	7.3	16.5	13.9	8.2
New Mexico	2,780	0.2	2,636	0.2	1,265		7.6	9.2	-10.4
New York	79,596	6.2	63,147	5.5	40,379		14.8	10.2	8.4
North Carolina North Dakota	25,076 2,760	1.9 0.2	23,143 2,289	2.0 0.2	10,011 1,868	3.5 0.6	7.4 35.7	6.5 28.1	5.2 10.1
Ohio	45,488	3.5	41,142	3.6	-	5.5	7.3	4.3	4.1
Oklahoma	5,058	0.4	4,543	0.4	3,016	1.0	11.5	13.0	2.7
Oregon	19,363	1.5	18,208	1.6	5,794	2.0	17.2	16.3	4.5
Pennsylvania	34,448	2.7	31,478	2.7	15,259	5.3	18.3	17.4	5.0
Rhode Island	1,977	0.2	1,744	0.2	1,821	0.6	20.0	19.1	4.1
South Carolina	19,832	1.5	18,666	1.6	5,793	2.0	19.8	19.0	8.4
South Dakota	1,645	0.1	1,483		· ·		9.2	15.9	0.8
Tennessee Texas	23,237 192,144	1.8	21,410 176,822		6,766 36,455		6.5	6.4	4.4
Utah	192,144	14.9 0.8	9,606	15.4 0.8			14.3 31.8	14.2 31.0	10.5 6.4
Vermont	3,596	0.3	3,424	0.3	-		4.7	4.7	0.1
Virginia	18,933	1.5	16,941	1.5			12.1	14.1	7.8
Washington	66,885	5.2	63,228	5.5	· ·		0.9	-0.3	4.5
West Virginia	5,631	0.4	5,397	0.5	1,012	0.4	41.8	41.2	3.3
Wisconsin	20,553	1.6	18,806	1.6	-		7.1	5.0	4.0
Wyoming	1,081	0.1	968	0.1	411	0.1	34.8	33.4	4.1
District of Columbia	1,196	0.1	519				10.4	15.8	2.7
Puerto Rico	19,964	1.6	19,520		1,729		10.5	10.1	6.4
Virgin Islands	2,763	0.2	(D)	(D)			(D)	(D)	32.4
Unallocated (3)	33,262	2.6	(D)	(D)	2,270	0.8	(D)	(D)	-36.1

⁽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.

Exhibit 6b 2007 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value

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.

United States 1,162,479 100.0 1,034,046 100.0 268,526 100.0 Alabama 14,421 1.2 1,33,527 1.3 3,633 1.4 Alaska 3,895 0.3 3,548 0.3 735 0.3 Arbonas 19,186 1.7 17,7831 1.7 6,761 2.5 Arbamas 4,880 0.4 4,473 0.4 2,038 0.8 Collorado 7,350 0.6 6,613 0.7 5,033 1.9 Conneclicut 13,719 1.2 13,069 1.3 5,760 2.1 Eleware 3,966 0.3 3,810 0.4 1,244 0.4 Florida 44,832 3.9 38,538 3.7 48,559 1.1 Florida 44,832 3.9 38,538 3.7 48,559 1.1 Ibavaii 560 0.0 481 0.0 7,90 1.5 16,57 0.6 Ilindiso	State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Identified Exporters (2)	% of Number of Identified Exporters
Alaska 3,856 0.3 3,548 0.3 755 0.3 Arkanasa 4,880 0.4 4,473 0.4 2,038 0.8 Arkanasa 4,880 0.4 4,473 0.4 2,038 0.8 Colorado 7,550 0.6 6,913 0.7 5,033 1.9 Colorado 7,350 0.6 6,913 0.7 5,033 1.9 Colorado 7,350 0.6 6,913 0.7 5,033 1.9 Florida 44,832 3.9 38,538 3.7 46,559 18.1 Georgia 23,342 2.0 21,263 2.1 12,502 4.7 Hemaii 560 0.0 481 0.0 700 0.2 4.7 Hemaii 4,00 4,673 4.2 4,532 0.4 2,557 0.6 Illinois 48,730 4.2 4,532 0.4 2,557 0.6 Illinois 48,730	United States	1,162,479	100.0	1,034,046	100.0	268,526	100.0
Alaska 3,856 0.3 3,548 0.3 755 0.3 Arkanasa 4,880 0.4 4,473 0.4 2,038 0.8 Arkanasa 4,880 0.4 4,473 0.4 2,038 0.8 Colorado 7,550 0.6 6,913 0.7 5,033 1.9 Colorado 7,350 0.6 6,913 0.7 5,033 1.9 Colorado 7,350 0.6 6,913 0.7 5,033 1.9 Florida 44,832 3.9 38,538 3.7 46,559 18.1 Georgia 23,342 2.0 21,263 2.1 12,502 4.7 Hemaii 560 0.0 481 0.0 700 0.2 4.7 Hemaii 4,00 4,673 4.2 4,532 0.4 2,557 0.6 Illinois 48,730 4.2 4,532 0.4 2,557 0.6 Illinois 48,730	Alabama	14,421	1.2	13,537	1.3	3,633	1.4
Akanasa (4,880 (0.4 4.473 (0.4 2,038 (0.8 0.8 6,959) (24.6 Colorado (7,350 (0.8 6,913) (0.7 5,033 (1.9 0.9 1.3 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0	Alaska	· ·		·		· ·	
California 134,152 11.5 124,277 12.0 56,990 24.6 Colorado 7,350 0.6 6,913 0.7 5,033 1.9 Connecticut 13,710 1.2 13,080 0.7 5,033 1.9 Connecticut 13,710 1.2 13,080 0.4 1.3 Ceregia 23,342 2.0 38,538 3.7 48,560 18.1 Ceorgia 23,342 2.0 21,263 2.1 12,502 4.7 Ceorgia 44,432 3.9 38,538 3.7 48,560 18.1 Ceorgia 560 0.0 481 0.0 760 0.3 Idaho 4,704 0.4 4,532 0.4 1,557 0.6 Illinois 43,730 42 45,689 4.4 20,897 7.8 Indiana 28,578 2.2 24,437 2.4 7,714 2.9 Indiana 28,578 2.2 24,437 2.4 7,714 2.9 Iowa 9,614 0.8 9,078 0.9 2,830 1.1 Kansas 10,246 0.9 9,796 0.9 2,830 1.1 Kansas 10,246 0.9 9,796 0.9 2,830 1.1 Louisiana 30,375 2.6 29,607 2.9 3,680 1.4 Maine 2,742 0.2 2,933 0.2 2,113 0.8 Maryland 8,946 0.8 7,974 0.8 5,665 2.1 Massachusetts 25,286 2.2 23,991 2.3 10,705 4.0 Michigan 44,371 3.8 41,172 4.0 13,787 5.1 Minnesota 17,993 1.5 16,873 1.6 7,877 5.1 Minnesota 11,311 0.1 1,020 0.1 1,387 0.5 Mississipi 5,170 0.4 4,829 0.5 1,701 0.6 Mississipi 5,170 0.4 4,82	Arizona	19,186	1.7	17,831	1.7	6,761	2.5
Colorado	Arkansas	4,880	0.4	4,473	0.4	2,038	0.8
Connecticut 13,719 1.2 13,069 1.3 5,760 2.1 10elaware 3,966 0.3 3,810 0.4 1,204 0.4 1704 0.4	California	134,152	11.5	124,277	12.0	65,950	24.6
Delaware	Colorado	7,350	0.6	6,913	0.7	5,033	1.9
Delaware	Connecticut	· ·	1.2	·	1.3	· ·	2.1
Florida	Delaware	· ·		·	0.4	1,204	0.4
Georgia 23,342 20 21,263 2.1 12,502 4.7 Hawaii 560 0.0 461 0.0 780 0.3 Idaho 4,704 0.4 4,532 0.4 1,557 0.6 Illinois 48,730 4.2 45,669 4.4 20,897 7.8 Illinois 25,578 2.2 2,44,37 2.4 7,714 2.9 Iowa 9,614 0.8 9,078 0.9 2,876 1.1 Kentucky 19,616 1.7 18,550 1.8 4,213 1.6 Louisiana 30,375 2.6 29,607 2.9 3,680 1.4 Maine 2,742 0.2 2,333 0.2 2,113 0.8 Maryland 8,946 0.8 7,974 0.8 5,665 2.1 Massachusetts 25,285 2.2 23,991 2.3 10,705 4.0 Michigan 44,371 3.8 41,172 4.0 13,787 5.1 Minnesota 17,993 1.5 16,673 1.6 7,687 2.9 Mississippi 5,170 0.4 4,829 0.5 1,701 0.6 Missouri 13,417 1.2 12,692 1.2 5,669 2.1 Montana 1,131 0.1 1,000 0.1 1,387 0.5 Nebraska 4,256 0.4 4,049 0.4 1,819 0.7 Nerw Hampshire 2,210 0.3 2,648 0.3 2,511 0.9 New Mexico 2,583 0.2 2,415 0.2 1,412 0.5 New Mexico 4,282 0.6 2,543 0.0 1,412 0.5 New Mexico 1,283 0.0 1,515 1.4 1,560 1.5 5,347 2.1 North Dakota 4,538 0.4 4,000 0.4 2,398 1.1 North Carolina 23,347 0.0 2,1735 2.1 9,518 3.5 North Carolina 1,660 0.1 1,660 1.5 5,344 2.0 North Carolina 1,660 0.1 1,660 1.5 5,344 2.0 North Carolina 1,660 0.1 1,660 1.5 5,347 2.1 North Robota 1,660 0.1 1,660 1.5 5,347 2.1 North Carolina 1,660 0.1 1,660 1.5 5,347 2.4 North Marking 1,660 0.1 1,660 0.1 1,796 0.4 North Okota 1,660 0.1 1,	Florida	· ·	3.9	·	3.7	· ·	18.1
Idaho	Georgia				2.1	· ·	4.7
idaho 4,704 0.4 4,532 0.4 1,557 0.6 Illians 28,780 4.2 45,689 4.4 20,897 7.8 Indiana 25,878 2.2 24,437 2.4 7,714 2.9 Iowa 9,614 0.8 9,078 0.9 2,830 1.1 Kansas 10,246 0.9 9,796 0.9 2,830 1.1 Kentucky 19,616 1.7 18,550 1.8 4,213 1.6 Louisiana 30,375 2.6 29,607 2.9 3,680 1.4 Maine 2,742 0.2 2,333 0.2 2,113 0.8 Mayland 8,946 0.8 7,974 0.8 5,666 2.1 Mischigan 44,371 3.8 41,172 4.0 13,787 5.1 Michigan 44,371 3.8 41,172 4.0 13,787 5.1 Mississippi 5,170 0.4	Hawaii	560	0.0	481	0.0	780	0.3
Illinois							
Indiana 25,878 2.2 24,437 2.4 7,714 2.9 10wa 9,614 0.8 9,078 0.9 2,876 1.1				·		· ·	
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Pennsylvania 29,127 2.5 26,820 2.6 14,534 5.4 Rhode Island 1,647 0.1 1,464 0.1 1,749 0.7 South Carolina 16,560 1.4 15,680 1.5 5,344 2.0 South Dakota 1,506 0.1 1,280 0.1 1,064 0.4 Tennessee 21,815 1.9 20,123 1.9 6,478 2.4 Texas 168,164 14.5 154,837 15.0 32,994 12.3 Utah 7,812 0.7 7,332 0.7 2,832 1.1 Vermont 3,435 0.3 3,270 0.3 1,315 0.5 Virginia 16,885 1.5 14,851 1.4 7,067 2.6 Washington 66,258 5.7 63,393 6.1 11,314 4.2 West Virginia 3,972 0.3 3,821 0.4 980 0.4 Wyoming 802				·		· ·	
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Tennessee 21,815 1.9 20,123 1.9 6,478 2.4 Texas 168,164 14.5 154,837 15.0 32,994 12.3 Utah 7,812 0.7 7,332 0.7 2,832 1.1 Vermont 3,435 0.3 3,270 0.3 1,315 0.5 Virginia 16,885 1.5 14,851 1.4 7,067 2.6 Washington 66,258 5.7 63,393 6.1 11,314 4.2 West Virginia 3,972 0.3 3,821 0.4 980 0.4 Wisconsin 19,186 1.7 17,916 1.7 7,852 2.9 Wyoming 802 0.1 726 0.1 395 0.1 District of Columbia 1,083 0.1 448 0.0 858 0.3 Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0	South Carolina	16,560	1.4	15,680	1.5	5,344	2.0
Tennessee 21,815 1.9 20,123 1.9 6,478 2.4 Texas 168,164 14.5 154,837 15.0 32,994 12.3 Utah 7,812 0.7 7,332 0.7 2,832 1.1 Vermont 3,435 0.3 3,270 0.3 1,315 0.5 Virginia 16,885 1.5 14,851 1.4 7,067 2.6 Washington 66,258 5.7 63,393 6.1 11,314 4.2 West Virginia 3,972 0.3 3,821 0.4 980 0.4 Wisconsin 19,186 1.7 17,916 1.7 7,852 2.9 Wyoming 802 0.1 726 0.1 395 0.1 District of Columbia 1,083 0.1 448 0.0 858 0.3 Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0	South Dakota	1.506	0.1	1.280	0.1	1.064	0.4
Texas 168,164 14.5 154,837 15.0 32,994 12.3 Utah 7,812 0.7 7,332 0.7 2,832 1.1 Vermont 3,435 0.3 3,270 0.3 1,315 0.5 Virginia 16,885 1.5 14,851 1.4 7,067 2.6 Washington 66,258 5.7 63,393 6.1 11,314 4.2 West Virginia 3,972 0.3 3,821 0.4 980 0.4 Wisconsin 19,186 1.7 17,916 1.7 7,852 2.9 Wyoming 802 0.1 726 0.1 395 0.1 District of Columbia 1,083 0.1 448 0.0 858 0.3 Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0.1 (D) (D) (D) 0.0	Tennessee						
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Washington 66,258 5.7 63,393 6.1 11,314 4.2 West Virginia 3,972 0.3 3,821 0.4 980 0.4 Wisconsin 19,186 1.7 17,916 1.7 7,852 2.9 Wyoming 802 0.1 726 0.1 395 0.1 District of Columbia 1,083 0.1 448 0.0 858 0.3 Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0.1 (D) (D) (D) 102 0.0	Vermont	3,435	0.3	3,270	0.3	1,315	0.5
Washington 66,258 5.7 63,393 6.1 11,314 4.2 West Virginia 3,972 0.3 3,821 0.4 980 0.4 Wisconsin 19,186 1.7 17,916 1.7 7,852 2.9 Wyoming 802 0.1 726 0.1 395 0.1 District of Columbia 1,083 0.1 448 0.0 858 0.3 Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0.1 (D) (D) (D) 102 0.0	Virginia	16,885	1.5	14,851	1.4	7,067	2.6
West Virginia 3,972 0.3 3,821 0.4 980 0.4 Wisconsin 19,186 1.7 17,916 1.7 7,852 2.9 Wyoming 802 0.1 726 0.1 395 0.1 District of Columbia 1,083 0.1 448 0.0 858 0.3 Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0.1 (D) (D) (D) 102 0.0	•			·			
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Wyoming 802 0.1 726 0.1 395 0.1 District of Columbia 1,083 0.1 448 0.0 858 0.3 Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0.1 (D) (D) 102 0.0	•			·			
Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0.1 (D) (D) 102 0.0	Wyoming			·		· ·	
Puerto Rico 18,063 1.6 17,730 1.7 1,625 0.6 Virgin Islands 797 0.1 (D) (D) 102 0.0	District of Columbia	1.083	0.1	448	0.0	858	0.3
Virgin Islands 797 0.1 (D) 102 0.0		· ·					
				·		· ·	
	Unallocated (3)	42.753	3.7			3.550	1.3

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

⁽²⁾ Detail may not sum to 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 critical 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.

Overview

This report is a continuing series of reports profiling U.S. exporters. The first report, A Profile of United States Exporters: Initial Findings from the Exporter Data Base, was released by the International Trade Administration in September 1993. That report was based on Census Bureau data compiled both from the 1987 Economic Census and from documents filed for export clearances during 1987 and used a methodology not employed in succeeding reports. Subsequent reports, covering 1992 through present, 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 Exhibits, which will be available on their Web site later this year. Users will be notified on the ITA Web site (www.ita.doc.gov) when this information is available.

Effective with the 1997/1998 report, companies are classified according to the North American Industry Classification System (NAICS) instead of the Standard Industrial Classification (SIC) system. There are 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. This profile, based on new and revised data, uses the same methodology as previous years.

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

The exhibits in this report include detailed breakdowns based upon the number of employees of the identified exporting companies. In presenting these results, companies are classified as small (less than 100 employees including number of employees unknown), medium (100 to 499 employees), and large (500 or more employees). Exhibit 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 statistical and prior years' export values that could be linked to specific exporters--the "known value." In addition, the source of the administrative records, the Business Register, was restructured starting with 2002 data. For explanations of the methods used in tabulating the information as well as non-sampling errors and other limitations of the export data in this report, see the *Methodology* section below. 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, not as the source of their analyses.

Sources of Information

The 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. Beginning with data year 2002, the Business Register database was completely restructured to include additional information. Due to these changes and problems with our prior methodology, the matching routines used to create the Exporter Profile were updated. Despite the limitations within the Business Register, we are able to maintain consistency with our prior Profiles' matching routines.

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, based on export value, are presented in Table 1 under *Distribution of Exports by Identified and Unidentified Exporters*, at the beginning of this 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. The data continues to be subject to non-sampling errors in data reporting (of the basic export trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all exporting companies). For an explanation of non-sampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the FT 900 U.S. International Trade in Goods and Services, or call (301)763-2227 to request a copy of the release. One can also obtain this information from the web at the following address:

http://www.census.gov/foreign-trade/Press-Release/current press release/explain.pdf

The characteristics of exporting companies in this report 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 or exporters entering/dropping out of the export market. Table 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, as well as the value attributable to exporters that exported in both years.

Data by State

The data contained in Exhibits 6a and 6b are based on the Origin of Movement (OM) State - Based on Origin State. The U.S. state of origin is the 2-character postal code for the state in which the goods begin their journey to the port of export. This field allowed the compilation of the Origin of Movement - Based on Origin State Series. The OM series based on origin state has been available since 1987 and is intended to reflect the transportation origin of exports. For more complete information on the state data series, refer to the notice at: http/www/census.gov/foreign-trade/aip/elom.html.

Definitions of Terms

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

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

<u>Identified Companies</u>: 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."

<u>Unclassified Companies</u>: 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 including number of employees unknown), medium (100 - 499 employees), and large (500 or more employees).

Company Type. Company types are based on the North American Industry Classification System (NAICS) and are broken out into manufacturers, wholesalers, and all other companies. Those companies for which a valid NAICS code is not available are placed in the *unclassified* grouping.

Employment. Employment includes all employees, full-time or part-time, reported on a firm's payroll during specific payroll periods.

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 reexports of foreign merchandise. Several different values are given:

<u>Total export value</u>: The total value includes all transactions whether or not linked to specific companies.

<u>Known value</u>: The value of transactions linked to specific companies. All percentages given for company size and types are based on known value.

<u>Unidentified Value</u>: 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.