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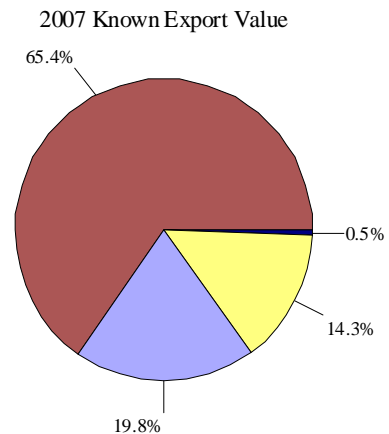
A Profile of U.S. Exporting Companies, 2006 - 2007

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Exporting Companies, 2006 - 2007*. 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 7.4 percent in 2007. The known value increased by 12.6 percent.

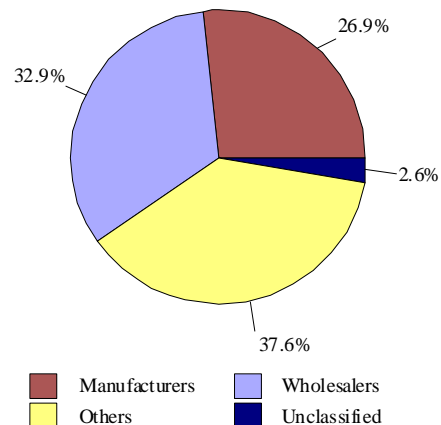
In 2007 the “identified U.S. exporters” accounted for \$1,031 billion in exports or almost 89 percent of the total value of exported goods (\$1,162 billion). In 2007 the number of identified U.S. exporters was 266.5 thousand, up from the revised 2006 estimate of 248.0 thousand. In 2006, the known value was revised to \$915.8 billion.

Because not all export shipments can be linked to specific companies, the number of exporters may be understated. Approximately 12 percent of the 2006 and 11 percent of the 2007 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)



2007 Number of Identified Exporters



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

Table 1: Distribution of Exports by Identified and Unidentified Exporters (Value in millions of dollars. Details may not sum to total due to rounding.)					
	2007 Export Value	% of 2007 Value	2006 Export Value	% of 2006 Value	
Total exports	1,162,479	100.0	1,036,635	100.0	
Low-value estimates	26,913	2.3	22,997	2.2	
US & foreign governments	1,580	0.1	1,672	0.2	
Revisions	-229	<-0.1	-508	<-0.1	
Identified exporters* (known value)	1,031,007	88.7	915,752	88.3	
Exported merchandise in both 2005 and 2006	969,686	83.4	884,558	85.3	
Exported merchandise in only 2005 or only 2006	61,321	5.3	30,938	3.0	
Unidentified exports	103,210	8.9	96,722	9.3	
*Number of Identified Exporters					
	2007	2006	Exported in Both Years	Exported in 2007 Only	Exported in 2006 Only
	266,457	247,985	166,689	99,768	81,284

* 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 2007 and revised findings for 2006 are shown in Table 1, which shows the proportion of exports that were successfully matched to companies in the 2007 Business Register. The 2006 figures in this report are revised from data released in the 2005-2006 exporter profile. The revisions are based on the ability to match additional records.

Who Exports?

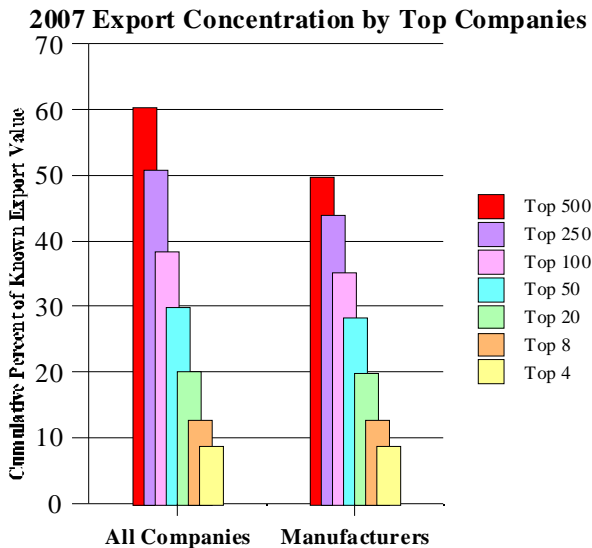
During 2007, 11 percent (29.0 thousand) of all identified exporters were multiple location companies; these companies accounted for almost 78 percent of the known export value (Exhibit 1a). In contrast, (237.5 thousand) single location companies, making up 89 percent of the exporting companies, contributed 22 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 15 percent by single location companies (Exhibit 3a).

Exhibit 1a shows that manufacturers accounted for the largest portion of the 2007 known value, 65 percent with 27 percent of the identified exporters. "Other companies" and wholesalers accounted for over 14 percent and 20 percent of the known export value, respectively; unclassified exporters accounted for the remainder. The "other companies" category includes manufacturers of prepackaged software and books; freight forwarders and other transportation and warehousing firms, which often act as agents for the true exporter; business, engineering, and management services; oil and gas extraction companies; coal mining companies; and communication services companies.

The number of multiple location companies increased by nearly 16 percent in 2007. All company types increased; manufacturers increased by more than 8 percent, wholesalers by more than 20 percent, "other companies" by over 20 percent, and "unclassified companies" by just over 1 percent. The number of multiple location

companies with the number of employees unknown declined by 52 percent in 2007; of these,



manufacturers dropped by 23 percent, wholesalers by 61 percent, and “other companies” by 58 percent.

The *2007 Export Concentration by Top Companies* shows the export concentration by percent of known export value. Of the known export value for 2007, 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 over 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 firms represented almost 32 percent of the known export value for wholesalers and about 36 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 70 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 (2,887 of 71,563)

accounting for 84 percent of manufacturing export value (\$569 billion of \$675 billion). Similarly, large wholesalers, who comprise less than 1 percent of the wholesalers who export, accounted for more than 37 percent of the value of known exports by wholesalers. Large companies in the “other” category represented over 3 percent of the identified exporters and almost 51 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 30 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 almost 16 percent of the sector's \$675 billion in exports.
- 99 percent of wholesalers were small- or medium-sized companies; they accounted for nearly 63 percent of the sector’s \$204 billion in exports.
- Almost 97 percent of “other companies” were small- or medium-sized companies; they represented 49 percent of the sector’s \$147 billion in exports.

Export Markets

The country groups used in the 2007 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 2007, about 84 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, the United Kingdom, Germany, and China, with China replacing Japan in the top five for the first time in 2007 (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 movement to the port of exit as reported on the export document. Exhibit 6 shows the number of companies exporting from each state during 2006 and 2007 based upon the OM definition. (Note that the same company can be shown as exporting from multiple states.)

- In 2007, 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 2007 were Montana (33 percent), Louisiana (29 percent), North Dakota (29 percent), Idaho (27 percent), and the Virgin Islands (27 percent).

Comparison of 2006 and 2007 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 2006 to 2007. Below are a number of noteworthy year-to-year changes (Exhibits 1c and 5c):

- The number of identified exporting companies increased by 18,472 or over 7 percent. The single location companies increased by 14,555 and the multiple location companies increased by 3,917.

- The number of small- and medium-sized companies increased by nearly 8 percent from 241.3 thousand in 2006 to 259.4 thousand in 2007, while the number of large companies increased by 5 percent from 6,723 to 7,076.
- The number of wholesalers increased by almost 6 percent from 82.9 thousand in 2006 to 87.7 thousand in 2007. Additionally, the number of manufacturers increased by 5 percent from 68.1 thousand in 2006 to 71.6 thousand in 2007.
- Among the top 25 U.S. trading partners, the United Arab Emirates (17 percent), India (13 percent), Brazil (13 percent), and Saudi Arabia (12 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 2006 and 2007.

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 12 percent increase in total export value from \$1,037 billion in 2006 to \$1,162 billion in 2007 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
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.

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 Identified Exporters	Cum. % of Identified Exporters	Cum. % of Company Type Exporters (2)
All identified companies	1,031,007	100.0	100.0	100.0	266,457	100.0	100.0	100.0
no. employees unknown (3)	74,891	7.3	7.3	7.3	85,229	32.0	32.0	32.0
1 to 19 employees	71,248	6.9	14.2	14.2	107,550	40.4	72.3	72.3
20 to 49 employees	37,259	3.6	17.8	17.8	32,039	12.0	84.4	84.4
50 to 99 employees	32,897	3.2	21.0	21.0	16,815	6.3	90.7	90.7
100 to 249 employees	53,882	5.2	26.2	26.2	12,806	4.8	95.5	95.5
250 to 499 employees	41,507	4.0	30.2	30.2	4,942	1.9	97.3	97.3
500 or more employees	719,322	69.8	100.0	100.0	7,076	2.7	100.0	100.0
Manufacturers	674,603	65.4	65.4	100.0	71,563	26.9	26.9	100.0
no. employees unknown (3)	27,189	2.6	2.6	4.0	14,003	5.3	5.3	19.6
1 to 19 employees	6,320	0.6	3.3	5.0	22,832	8.6	13.8	51.5
20 to 49 employees	9,369	0.9	4.2	6.4	14,063	5.3	19.1	71.1
50 to 99 employees	12,349	1.2	5.4	8.2	8,472	3.2	22.3	83.0
100 to 249 employees	26,141	2.5	7.9	12.1	6,790	2.5	24.8	92.5
250 to 499 employees	24,692	2.4	10.3	15.7	2,516	0.9	25.8	96.0
500 or more employees	568,545	55.1	65.4	100.0	2,887	1.1	26.9	100.0
Wholesalers	204,114	19.8	19.8	100.0	87,669	32.9	32.9	100.0
no. employees unknown (3)	21,454	2.1	2.1	10.5	24,112	9.0	9.0	27.5
1 to 19 employees	46,485	4.5	6.6	33.3	45,978	17.3	26.3	79.9
20 to 49 employees	16,850	1.6	8.2	41.5	9,528	3.6	29.9	90.8
50 to 99 employees	14,677	1.4	9.6	48.7	3,973	1.5	31.4	95.3
100 to 249 employees	18,907	1.8	11.5	58.0	2,470	0.9	32.3	98.2
250 to 499 employees	9,900	1.0	12.4	62.8	827	0.3	32.6	99.1
500 or more employees	75,842	7.4	19.8	100.0	781	0.3	32.9	100.0
Other companies (4)	147,073	14.3	14.3	100.0	100,087	37.6	37.6	100.0
no. employees unknown (3)	21,664	2.1	2.1	14.7	40,301	15.1	15.1	40.3
1 to 19 employees	18,375	1.8	3.9	27.2	38,581	14.5	29.6	78.8
20 to 49 employees	10,989	1.1	4.9	34.7	8,416	3.2	32.8	87.2
50 to 99 employees	5,826	0.6	5.5	38.7	4,342	1.6	34.4	91.6
100 to 249 employees	8,611	0.8	6.3	44.5	3,506	1.3	35.7	95.1
250 to 499 employees	6,802	0.7	7.0	49.1	1,579	0.6	36.3	96.6
500 or more employees	74,806	7.3	14.3	100.0	3,362	1.3	37.6	100.0
Unclassified companies	5,215	0.5	0.5	100.0	7,138	2.7	2.7	100.0
Multiple location companies	800,445	77.6	77.6	100.0	28,959	10.9	10.9	100.0
no. employees unknown (3)	189	0.0	0.0	0.0	162	0.1	0.1	0.6
1 to 19 employees	4,269	0.4	0.4	0.6	3,021	1.1	1.2	11.0
20 to 49 employees	10,518	1.0	1.5	1.9	4,816	1.8	3.0	27.6
50 to 99 employees	13,263	1.3	2.7	3.5	4,862	1.8	4.8	44.4
100 to 249 employees	30,653	3.0	5.7	7.4	6,257	2.3	7.2	66.0
250 to 499 employees	31,381	3.0	8.8	11.3	3,547	1.3	8.5	78.3
500 or more employees	710,172	68.9	77.6	100.0	6,294	2.4	10.9	100.0
Manufacturers	598,536	58.1	58.1	100.0	10,377	3.9	3.9	100.0
no. employees unknown (3)	102	0.0	0.0	0.0	46	0.0	0.0	0.4
1 to 19 employees	296	0.0	0.0	0.1	321	0.1	0.1	3.5
20 to 49 employees	994	0.1	0.1	0.2	1,020	0.4	0.5	13.4
50 to 99 employees	3,503	0.3	0.5	0.8	1,677	0.6	1.1	29.5
100 to 249 employees	13,250	1.3	1.8	3.0	2,893	1.1	2.2	57.4
250 to 499 employees	18,362	1.8	3.5	6.1	1,760	0.7	2.9	74.4
500 or more employees	562,030	54.5	58.1	100.0	2,660	1.0	3.9	100.0

See footnotes at end of exhibit.

Exhibit 1a
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.

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	109,898	10.7	10.7	100.0	8,482	3.2	3.2	100.0
no. employees unknown (3)	60	0.0	0.0	0.1	53	0.0	0.0	0.6
1 to 19 employees	2,855	0.3	0.3	2.7	1,532	0.6	0.6	18.7
20 to 49 employees	4,451	0.4	0.7	6.7	2,160	0.8	1.4	44.2
50 to 99 employees	7,215	0.7	1.4	13.3	1,745	0.7	2.1	64.7
100 to 249 employees	12,316	1.2	2.6	24.5	1,587	0.6	2.7	83.4
250 to 499 employees	8,269	0.8	3.4	32.0	674	0.3	2.9	91.4
500 or more employees	74,732	7.2	10.7	100.0	731	0.3	3.2	100.0
Other companies (4)	91,415	8.9	8.9	100.0	9,921	3.7	3.7	100.0
no. employees unknown (3)	20	0.0	0.0	0.0	55	0.0	0.0	0.6
1 to 19 employees	1,077	0.1	0.1	1.2	1,124	0.4	0.4	11.9
20 to 49 employees	5,022	0.5	0.6	6.7	1,609	0.6	1.0	28.1
50 to 99 employees	2,501	0.2	0.8	9.4	1,417	0.5	1.6	42.4
100 to 249 employees	4,873	0.5	1.3	14.8	1,743	0.7	2.2	60.0
250 to 499 employees	4,637	0.4	1.8	19.8	1,100	0.4	2.6	71.0
500 or more employees	73,285	7.1	8.9	100.0	2,873	1.1	3.7	100.0
Unclassified companies	596	0.1	0.1	100.0	179	0.1	0.1	100.0
Single location companies	230,561	22.4	22.4	100.0	237,498	89.1	89.1	100.0
no. employees unknown (3)	74,702	7.2	7.2	32.4	85,067	31.9	31.9	35.8
1 to 19 employees	66,979	6.5	13.7	61.5	104,529	39.2	71.2	79.8
20 to 49 employees	26,741	2.6	16.3	73.0	27,223	10.2	81.4	91.3
50 to 99 employees	19,634	1.9	18.2	81.6	11,953	4.5	85.9	96.3
100 to 249 employees	23,229	2.3	20.5	91.6	6,549	2.5	88.3	99.1
250 to 499 employees	10,126	1.0	21.5	96.0	1,395	0.5	88.8	99.7
500 or more employees	9,151	0.9	22.4	100.0	782	0.3	89.1	100.0
Manufacturers	76,067	7.4	7.4	100.0	61,186	23.0	23.0	100.0
no. employees unknown (3)	27,086	2.6	2.6	35.6	13,957	5.2	5.2	22.8
1 to 19 employees	6,024	0.6	3.2	43.5	22,511	8.4	13.7	59.6
20 to 49 employees	8,375	0.8	4.0	54.5	13,043	4.9	18.6	80.9
50 to 99 employees	8,846	0.9	4.9	66.2	6,795	2.6	21.1	92.0
100 to 249 employees	12,891	1.3	6.1	83.1	3,897	1.5	22.6	98.4
250 to 499 employees	6,330	0.6	6.7	91.4	756	0.3	22.9	99.6
500 or more employees	6,515	0.6	7.4	100.0	227	0.1	23.0	100.0
Wholesalers	94,216	9.1	9.1	100.0	79,187	29.7	29.7	100.0
no. employees unknown (3)	21,394	2.1	2.1	22.7	24,059	9.0	9.0	30.4
1 to 19 employees	43,630	4.2	6.3	69.0	44,446	16.7	25.7	86.5
20 to 49 employees	12,399	1.2	7.5	82.2	7,368	2.8	28.5	95.8
50 to 99 employees	7,462	0.7	8.2	90.1	2,228	0.8	29.3	98.6
100 to 249 employees	6,591	0.6	8.9	97.1	883	0.3	29.6	99.7
250 to 499 employees	1,631	0.2	9.0	98.8	153	0.1	29.7	99.9
500 or more employees	1,110	0.1	9.1	100.0	50	0.0	29.7	100.0
Other companies (4)	55,659	5.4	5.4	100.0	90,166	33.8	33.8	100.0
no. employees unknown (3)	21,644	2.1	2.1	38.9	40,246	15.1	15.1	44.6
1 to 19 employees	17,298	1.7	3.8	70.0	37,457	14.1	29.2	86.2
20 to 49 employees	5,967	0.6	4.4	80.7	6,807	2.6	31.7	93.7
50 to 99 employees	3,325	0.3	4.7	86.7	2,925	1.1	32.8	97.0
100 to 249 employees	3,738	0.4	5.0	93.4	1,763	0.7	33.5	98.9
250 to 499 employees	2,165	0.2	5.3	97.3	479	0.2	33.7	99.5
500 or more employees	1,521	0.1	5.4	100.0	489	0.2	33.8	100.0
Unclassified companies	4,619	0.4	0.4	100.0	6,959	2.6	2.6	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 41.5 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 1b
2006 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Identified Exporters	Cum. % of Identified Exporters	Cum. % of Company Type Exporters (2)
All identified companies	915,752	100.0	100.0	100.0	247,985	100.0	100.0	100.0
no. employees unknown (3)	64,504	7.0	7.0	7.0	77,207	31.1	31.1	31.1
1 to 19 employees	62,190	6.8	13.8	13.8	101,714	41.0	72.1	72.1
20 to 49 employees	30,939	3.4	17.2	17.2	30,312	12.2	84.4	84.4
50 to 99 employees	27,687	3.0	20.2	20.2	15,637	6.3	90.7	90.7
100 to 249 employees	44,537	4.9	25.1	25.1	11,891	4.8	95.5	95.5
250 to 499 employees	36,244	4.0	29.1	29.1	4,501	1.8	97.3	97.3
500 or more employees	649,650	70.9	100.0	100.0	6,723	2.7	100.0	100.0
Manufacturers	580,999	63.4	63.4	100.0	68,148	27.5	27.5	100.0
no. employees unknown (3)	22,330	2.4	2.4	3.8	13,020	5.3	5.3	19.1
1 to 19 employees	5,855	0.6	3.1	4.9	21,766	8.8	14.0	51.0
20 to 49 employees	8,372	0.9	4.0	6.3	13,700	5.5	19.6	71.1
50 to 99 employees	10,753	1.2	5.2	8.1	8,112	3.3	22.8	83.1
100 to 249 employees	23,252	2.5	7.7	12.1	6,390	2.6	25.4	92.4
250 to 499 employees	20,974	2.3	10.0	15.8	2,370	1.0	26.4	95.9
500 or more employees	489,462	53.4	63.4	100.0	2,790	1.1	27.5	100.0
Wholesalers	203,924	22.3	22.3	100.0	82,904	33.4	33.4	100.0
no. employees unknown (3)	20,137	2.2	2.2	9.9	22,292	9.0	9.0	26.9
1 to 19 employees	39,136	4.3	6.5	29.1	44,116	17.8	26.8	80.1
20 to 49 employees	13,626	1.5	8.0	35.7	8,992	3.6	30.4	90.9
50 to 99 employees	12,370	1.4	9.3	41.8	3,688	1.5	31.9	95.4
100 to 249 employees	14,877	1.6	10.9	49.1	2,270	0.9	32.8	98.1
250 to 499 employees	9,313	1.0	12.0	53.7	766	0.3	33.1	99.1
500 or more employees	94,465	10.3	22.3	100.0	780	0.3	33.4	100.0
Other companies (4)	124,537	13.6	13.6	100.0	89,655	36.2	36.2	100.0
no. employees unknown (3)	18,162	2.0	2.0	14.6	34,971	14.1	14.1	39.0
1 to 19 employees	16,664	1.8	3.8	28.0	35,655	14.4	28.5	78.8
20 to 49 employees	8,814	1.0	4.8	35.0	7,588	3.1	31.5	87.2
50 to 99 employees	4,281	0.5	5.2	38.5	3,810	1.5	33.1	91.5
100 to 249 employees	5,961	0.7	5.9	43.3	3,191	1.3	34.4	95.0
250 to 499 employees	5,769	0.6	6.5	47.9	1,342	0.5	34.9	96.5
500 or more employees	64,886	7.1	13.6	100.0	3,098	1.2	36.2	100.0
Unclassified companies	6,293	0.7	0.7	100.0	7,278	2.9	2.9	100.0
Multiple location companies	718,931	78.5	78.5	100.0	25,042	10.1	10.1	100.0
no. employees unknown (3)	894	0.1	0.1	0.1	338	0.1	0.1	1.3
1 to 19 employees	3,602	0.4	0.5	0.6	2,213	0.9	1.0	10.2
20 to 49 employees	7,144	0.8	1.3	1.6	3,682	1.5	2.5	24.9
50 to 99 employees	10,803	1.2	2.5	3.1	4,015	1.6	4.1	40.9
100 to 249 employees	26,894	2.9	5.4	6.9	5,577	2.2	6.4	63.2
250 to 499 employees	27,779	3.0	8.4	10.7	3,204	1.3	7.7	76.0
500 or more employees	641,815	70.1	78.5	100.0	6,013	2.4	10.1	100.0
Manufacturers	515,444	56.3	56.3	100.0	9,581	3.9	3.9	100.0
no. employees unknown (3)	110	0.0	0.0	0.0	60	0.0	0.0	0.6
1 to 19 employees	134	0.0	0.0	0.0	287	0.1	0.1	3.6
20 to 49 employees	607	0.1	0.1	0.2	865	0.3	0.5	12.7
50 to 99 employees	3,060	0.3	0.4	0.8	1,479	0.6	1.1	28.1
100 to 249 employees	11,854	1.3	1.7	3.1	2,626	1.1	2.1	55.5
250 to 499 employees	15,782	1.7	3.4	6.1	1,675	0.7	2.8	73.0
500 or more employees	483,896	52.8	56.3	100.0	2,589	1.0	3.9	100.0

See footnotes at end of exhibit.

Exhibit 1b
2006 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	123,871	13.5	13.5	100.0	7,042	2.8	2.8	100.0
no. employees unknown (3)	187	0.0	0.0	0.2	136	0.1	0.1	1.9
1 to 19 employees	2,070	0.2	0.2	1.8	1,099	0.4	0.5	17.5
20 to 49 employees	3,039	0.3	0.6	4.3	1,638	0.7	1.2	40.8
50 to 99 employees	6,165	0.7	1.3	9.3	1,433	0.6	1.7	61.1
100 to 249 employees	11,278	1.2	2.5	18.4	1,401	0.6	2.3	81.0
250 to 499 employees	7,887	0.9	3.3	24.7	602	0.2	2.5	89.6
500 or more employees	93,245	10.2	13.5	100.0	733	0.3	2.8	100.0
Other companies (4)	77,143	8.4	8.4	100.0	8,242	3.3	3.3	100.0
no. employees unknown (3)	506	0.1	0.1	0.7	130	0.1	0.1	1.6
1 to 19 employees	895	0.1	0.2	1.8	812	0.3	0.4	11.4
20 to 49 employees	3,369	0.4	0.5	6.2	1,152	0.5	0.8	25.4
50 to 99 employees	1,294	0.1	0.7	7.9	1,080	0.4	1.3	38.5
100 to 249 employees	3,318	0.4	1.0	12.2	1,513	0.6	1.9	56.9
250 to 499 employees	3,923	0.4	1.5	17.2	911	0.4	2.3	67.9
500 or more employees	63,838	7.0	8.4	100.0	2,644	1.1	3.3	100.0
Unclassified companies	2,473	0.3	0.3	100.0	177	0.1	0.1	100.0
Single location companies	196,821	21.5	21.5	100.0	222,943	89.9	89.9	100.0
no. employees unknown (3)	63,610	6.9	6.9	32.3	76,869	31.0	31.0	34.5
1 to 19 employees	58,589	6.4	13.3	62.1	99,501	40.1	71.1	79.1
20 to 49 employees	23,796	2.6	15.9	74.2	26,630	10.7	81.9	91.1
50 to 99 employees	16,885	1.8	17.8	82.8	11,622	4.7	86.5	96.3
100 to 249 employees	17,643	1.9	19.7	91.7	6,314	2.5	89.1	99.1
250 to 499 employees	8,465	0.9	20.6	96.0	1,297	0.5	89.6	99.7
500 or more employees	7,835	0.9	21.5	100.0	710	0.3	89.9	100.0
Manufacturers	65,555	7.2	7.2	100.0	58,567	23.6	23.6	100.0
no. employees unknown (3)	22,220	2.4	2.4	33.9	12,960	5.2	5.2	22.1
1 to 19 employees	5,721	0.6	3.1	42.6	21,479	8.7	13.9	58.8
20 to 49 employees	7,765	0.8	3.9	54.5	12,835	5.2	19.1	80.7
50 to 99 employees	7,693	0.8	4.7	66.2	6,633	2.7	21.7	92.0
100 to 249 employees	11,398	1.2	6.0	83.6	3,764	1.5	23.3	98.5
250 to 499 employees	5,192	0.6	6.6	91.5	695	0.3	23.5	99.7
500 or more employees	5,566	0.6	7.2	100.0	201	0.1	23.6	100.0
Wholesalers	80,053	8.7	8.7	100.0	75,862	30.6	30.6	100.0
no. employees unknown (3)	19,950	2.2	2.2	24.9	22,156	8.9	8.9	29.2
1 to 19 employees	37,066	4.0	6.2	71.2	43,017	17.3	26.3	85.9
20 to 49 employees	10,586	1.2	7.4	84.4	7,354	3.0	29.2	95.6
50 to 99 employees	6,205	0.7	8.1	92.2	2,255	0.9	30.2	98.6
100 to 249 employees	3,599	0.4	8.5	96.7	869	0.4	30.5	99.7
250 to 499 employees	1,426	0.2	8.6	98.5	164	0.1	30.6	99.9
500 or more employees	1,220	0.1	8.7	100.0	47	0.0	30.6	100.0
Other companies (4)	47,394	5.2	5.2	100.0	81,413	32.8	32.8	100.0
no. employees unknown (3)	17,657	1.9	1.9	37.3	34,841	14.0	14.0	42.8
1 to 19 employees	15,770	1.7	3.7	70.5	34,843	14.1	28.1	85.6
20 to 49 employees	5,444	0.6	4.2	82.0	6,436	2.6	30.7	93.5
50 to 99 employees	2,987	0.3	4.6	88.3	2,730	1.1	31.8	96.9
100 to 249 employees	2,642	0.3	4.9	93.9	1,678	0.7	32.5	98.9
250 to 499 employees	1,846	0.2	5.1	97.8	431	0.2	32.6	99.4
500 or more employees	1,049	0.1	5.2	100.0	454	0.2	32.8	100.0
Unclassified companies	3,820	0.4	0.4	100.0	7,101	2.9	2.9	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 35.7 percent of the total wholesalers known value and 90.9 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2006.

(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 2006 and 2007 Results

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

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2006	2007	Net Difference	% Difference	2006	2007	Net Difference	% Difference
All identified companies	915,752	1,031,007	115,254	12.6	247,985	266,457	18,472	7.4
no. employees unknown (2)	64,504	74,891	10,387	16.1	77,207	85,229	8,022	10.4
1 to 19 employees	62,190	71,248	9,058	14.6	101,714	107,550	5,836	5.7
20 to 49 employees	30,939	37,259	6,320	20.4	30,312	32,039	1,727	5.7
50 to 99 employees	27,687	32,897	5,210	18.8	15,637	16,815	1,178	7.5
100 to 249 employees	44,537	53,882	9,345	21.0	11,891	12,806	915	7.7
250 to 499 employees	36,244	41,507	5,263	14.5	4,501	4,942	441	9.8
500 or more employees	649,650	719,322	69,672	10.7	6,723	7,076	353	5.3
Manufacturers	580,999	674,603	93,605	16.1	68,148	71,563	3,415	5.0
no. employees unknown (2)	22,330	27,189	4,858	21.8	13,020	14,003	983	7.5
1 to 19 employees	5,855	6,320	465	7.9	21,766	22,832	1,066	4.9
20 to 49 employees	8,372	9,369	997	11.9	13,700	14,063	363	2.6
50 to 99 employees	10,753	12,349	1,596	14.8	8,112	8,472	360	4.4
100 to 249 employees	23,252	26,141	2,889	12.4	6,390	6,790	400	6.3
250 to 499 employees	20,974	24,692	3,718	17.7	2,370	2,516	146	6.2
500 or more employees	489,462	568,545	79,083	16.2	2,790	2,887	97	3.5
Wholesalers	203,924	204,114	191	0.1	82,904	87,669	4,765	5.7
no. employees unknown (2)	20,137	21,454	1,316	6.5	22,292	24,112	1,820	8.2
1 to 19 employees	39,136	46,485	7,349	18.8	44,116	45,978	1,862	4.2
20 to 49 employees	13,626	16,850	3,225	23.7	8,992	9,528	536	6.0
50 to 99 employees	12,370	14,677	2,307	18.7	3,688	3,973	285	7.7
100 to 249 employees	14,877	18,907	4,030	27.1	2,270	2,470	200	8.8
250 to 499 employees	9,313	9,900	588	6.3	766	827	61	8.0
500 or more employees	94,465	75,842	-18,623	-19.7	780	781	1	0.1
Other companies (3)	124,537	147,073	22,536	18.1	89,655	100,087	10,432	11.6
no. employees unknown (2)	18,162	21,664	3,502	19.3	34,971	40,301	5,330	15.2
1 to 19 employees	16,664	18,375	1,710	10.3	35,655	38,581	2,926	8.2
20 to 49 employees	8,814	10,989	2,175	24.7	7,588	8,416	828	10.9
50 to 99 employees	4,281	5,826	1,545	36.1	3,810	4,342	532	14.0
100 to 249 employees	5,961	8,611	2,651	44.5	3,191	3,506	315	9.9
250 to 499 employees	5,769	6,802	1,033	17.9	1,342	1,579	237	17.7
500 or more employees	64,886	74,806	9,920	15.3	3,098	3,362	264	8.5
Unclassified companies	6,293	5,215	-1,077	-17.1	7,278	7,138	-140	-1.9
Multiple location companies	718,931	800,445	81,514	11.3	25,042	28,959	3,917	15.6
no. employees unknown (2)	894	189	-705	-78.8	338	162	-176	-52.1
1 to 19 employees	3,602	4,269	667	18.5	2,213	3,021	808	36.5
20 to 49 employees	7,144	10,518	3,375	47.2	3,682	4,816	1,134	30.8
50 to 99 employees	10,803	13,263	2,460	22.8	4,015	4,862	847	21.1
100 to 249 employees	26,894	30,653	3,759	14.0	5,577	6,257	680	12.2
250 to 499 employees	27,779	31,381	3,602	13.0	3,204	3,547	343	10.7
500 or more employees	641,815	710,172	68,356	10.7	6,013	6,294	281	4.7
Manufacturers	515,444	598,536	83,093	16.1	9,581	10,377	796	8.3
no. employees unknown (2)	110	102	-8	-7.2	60	46	-14	-23.3
1 to 19 employees	134	296	161	120.2	287	321	34	11.8
20 to 49 employees	607	994	387	63.7	865	1,020	155	17.9
50 to 99 employees	3,060	3,503	442	14.5	1,479	1,677	198	13.4
100 to 249 employees	11,854	13,250	1,396	11.8	2,626	2,893	267	10.2
250 to 499 employees	15,782	18,362	2,580	16.3	1,675	1,760	85	5.1
500 or more employees	483,896	562,030	78,134	16.1	2,589	2,660	71	2.7

See footnotes at end of exhibit.

**Exhibit 1c
Percent Difference Between the 2006 and 2007 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.

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2006	2007	Net Difference	% Difference	2006	2007	Net Difference	% Difference
Multiple location companies								
Wholesalers	123,871	109,898	-13,973	-11.3	7,042	8,482	1,440	20.4
no. employees unknown (2)	187	60	-127	-68.1	136	53	-83	-61.0
1 to 19 employees	2,070	2,855	785	37.9	1,099	1,532	433	39.4
20 to 49 employees	3,039	4,451	1,412	46.4	1,638	2,160	522	31.9
50 to 99 employees	6,165	7,215	1,050	17.0	1,433	1,745	312	21.8
100 to 249 employees	11,278	12,316	1,038	9.2	1,401	1,587	186	13.3
250 to 499 employees	7,887	8,269	383	4.9	602	674	72	12.0
500 or more employees	93,245	74,732	-18,513	-19.9	733	731	-2	-0.3
Other companies (3)	77,143	91,415	14,271	18.5	8,242	9,921	1,679	20.4
no. employees unknown (2)	506	20	-486	-96.0	130	55	-75	-57.7
1 to 19 employees	895	1,077	182	20.4	812	1,124	312	38.4
20 to 49 employees	3,369	5,022	1,652	49.0	1,152	1,609	457	39.7
50 to 99 employees	1,294	2,501	1,207	93.2	1,080	1,417	337	31.2
100 to 249 employees	3,318	4,873	1,555	46.8	1,513	1,743	230	15.2
250 to 499 employees	3,923	4,637	714	18.2	911	1,100	189	20.7
500 or more employees	63,838	73,285	9,447	14.8	2,644	2,873	229	8.7
Unclassified companies	2,473	596	-1,877	-75.9	177	179	2	1.1
Single location companies	196,821	230,561	33,740	17.1	222,943	237,498	14,555	6.5
no. employees unknown (2)	63,610	74,702	11,092	17.4	76,869	85,067	8,198	10.7
1 to 19 employees	58,589	66,979	8,390	14.3	99,501	104,529	5,028	5.1
20 to 49 employees	23,796	26,741	2,945	12.4	26,630	27,223	593	2.2
50 to 99 employees	16,885	19,634	2,749	16.3	11,622	11,953	331	2.8
100 to 249 employees	17,643	23,229	5,586	31.7	6,314	6,549	235	3.7
250 to 499 employees	8,465	10,126	1,662	19.6	1,297	1,395	98	7.6
500 or more employees	7,835	9,151	1,315	16.8	710	782	72	10.1
Manufacturers	65,555	76,067	10,512	16.0	58,567	61,186	2,619	4.5
no. employees unknown (2)	22,220	27,086	4,866	21.9	12,960	13,957	997	7.7
1 to 19 employees	5,721	6,024	303	5.3	21,479	22,511	1,032	4.8
20 to 49 employees	7,765	8,375	610	7.9	12,835	13,043	208	1.6
50 to 99 employees	7,693	8,846	1,154	15.0	6,633	6,795	162	2.4
100 to 249 employees	11,398	12,891	1,492	13.1	3,764	3,897	133	3.5
250 to 499 employees	5,192	6,330	1,138	21.9	695	756	61	8.8
500 or more employees	5,566	6,515	949	17.1	201	227	26	12.9
Wholesalers	80,053	94,216	14,164	17.7	75,862	79,187	3,325	4.4
no. employees unknown (2)	19,950	21,394	1,444	7.2	22,156	24,059	1,903	8.6
1 to 19 employees	37,066	43,630	6,564	17.7	43,017	44,446	1,429	3.3
20 to 49 employees	10,586	12,399	1,813	17.1	7,354	7,368	14	0.2
50 to 99 employees	6,205	7,462	1,257	20.3	2,255	2,228	-27	-1.2
100 to 249 employees	3,599	6,591	2,992	83.1	869	883	14	1.6
250 to 499 employees	1,426	1,631	205	14.4	164	153	-11	-6.7
500 or more employees	1,220	1,110	-110	-9.0	47	50	3	6.4
Other companies (3)	47,394	55,659	8,265	17.4	81,413	90,166	8,753	10.8
no. employees unknown (2)	17,657	21,644	3,988	22.6	34,841	40,246	5,405	15.5
1 to 19 employees	15,770	17,298	1,528	9.7	34,843	37,457	2,614	7.5
20 to 49 employees	5,444	5,967	523	9.6	6,436	6,807	371	5.8
50 to 99 employees	2,987	3,325	338	11.3	2,730	2,925	195	7.1
100 to 249 employees	2,642	3,738	1,096	41.5	1,678	1,763	85	5.1
250 to 499 employees	1,846	2,165	319	17.3	431	479	48	11.1
500 or more employees	1,049	1,521	473	45.1	454	489	35	7.7
Unclassified companies	3,820	4,619	799	20.9	7,101	6,959	-142	-2.0

(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 2006 or 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.

Exhibit 2a
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.

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

Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)	% Change 2006-2007	
					Number of Identified Exporters	Known Value
All identified companies	266,457	1,031,007	100.0	100.0	7.4	12.6
Top 4 companies	4	88,743	8.6	8.6	-	3.7
Top 8 companies	8	129,838	12.6	12.6	-	6.5
Top 20 companies	20	206,733	20.1	20.1	-	9.3
Top 50 companies	50	308,675	29.9	29.9	-	10.8
Top 100 companies	100	395,069	38.3	38.3	-	9.7
Top 250 companies	250	524,207	50.8	50.8	-	10.0
Top 500 companies	500	621,229	60.3	60.3	-	10.3
Top 1000 companies	1,000	713,285	69.2	69.2	-	10.6
Top 2000 companies	2,000	795,950	77.2	77.2	-	11.0
Manufacturers	71,563	674,603	65.4	100.0	5.0	16.1
Top 4 companies	4	88,743	8.6	13.2	-	3.7
Top 8 companies	8	129,838	12.6	19.2	-	8.7
Top 20 companies	20	204,699	19.9	30.3	-	16.1
Top 50 companies	50	292,002	28.3	43.3	-	16.3
Top 100 companies	100	362,567	35.2	53.7	-	15.1
Top 250 companies	250	451,778	43.8	67.0	-	15.3
Top 500 companies	500	512,376	49.7	76.0	-	15.4
Top 1000 companies	1,000	564,871	54.8	83.7	-	15.7
Top 2000 companies	2,000	604,751	58.7	89.6	-	15.8
Wholesalers	87,669	204,114	19.8	100.0	5.7	0.1
Top 4 companies	4	19,811	1.9	9.7	-	-28.4
Top 8 companies	8	29,024	2.8	14.2	-	-27.5
Top 20 companies	20	43,394	4.2	21.3	-	-23.9
Top 50 companies	50	64,308	6.2	31.5	-	-17.0
Top 100 companies	100	82,748	8.0	40.5	-	-14.4
Top 250 companies	250	107,609	10.4	52.7	-	-10.5
Top 500 companies	500	125,949	12.2	61.7	-	-7.7
Top 1000 companies	1,000	143,008	13.9	70.1	-	-5.6
Top 2000 companies	2,000	159,310	15.5	78.0	-	-3.8
Other companies (3)	100,087	147,073	14.3	100.0	11.6	18.1
Top 4 companies	4	12,375	1.2	8.4	-	18.6
Top 8 companies	8	19,891	1.9	13.5	-	15.8
Top 20 companies	20	34,270	3.3	23.3	-	14.1
Top 50 companies	50	53,327	5.2	36.3	-	15.7
Top 100 companies	100	68,077	6.6	46.3	-	15.2
Top 250 companies	250	87,516	8.5	59.5	-	15.0
Top 500 companies	500	101,422	9.8	69.0	-	15.1
Top 1000 companies	1,000	113,974	11.1	77.5	-	16.4
Top 2000 companies	2,000	124,285	12.1	84.5	-	16.9
Unclassified companies	7,138	5,215	0.5	100.0	-1.9	-17.1

(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 2b
Top Companies' Share of the 2006 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 millions of dollars. Details may not equal totals due to rounding.

Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	247,985	915,752	100.0	100.0
Top 4 companies	4	85,573	9.3	9.3
Top 8 companies	8	121,878	13.3	13.3
Top 20 companies	20	189,215	20.7	20.7
Top 50 companies	50	278,604	30.4	30.4
Top 100 companies	100	360,159	39.3	39.3
Top 250 companies	250	476,641	52.0	52.0
Top 500 companies	500	563,380	61.5	61.5
Top 1000 companies	1,000	644,885	70.4	70.4
Top 2000 companies	2,000	716,920	78.3	78.3
Manufacturers	68,148	580,999	63.4	100.0
Top 4 companies	4	85,573	9.3	14.7
Top 8 companies	8	119,473	13.0	20.6
Top 20 companies	20	176,258	19.2	30.3
Top 50 companies	50	251,133	27.4	43.2
Top 100 companies	100	315,098	34.4	54.2
Top 250 companies	250	391,846	42.8	67.4
Top 500 companies	500	443,910	48.5	76.4
Top 1000 companies	1,000	488,088	53.3	84.0
Top 2000 companies	2,000	522,423	57.0	89.9
Wholesalers	82,904	203,924	22.3	100.0
Top 4 companies	4	27,682	3.0	13.6
Top 8 companies	8	40,049	4.4	19.6
Top 20 companies	20	57,031	6.2	28.0
Top 50 companies	50	77,448	8.5	38.0
Top 100 companies	100	96,702	10.6	47.4
Top 250 companies	250	120,196	13.1	58.9
Top 500 companies	500	136,496	14.9	66.9
Top 1000 companies	1,000	151,490	16.5	74.3
Top 2000 companies	2,000	165,641	18.1	81.2
Other companies (3)	89,655	124,537	13.6	100.0
Top 4 companies	4	10,431	1.1	8.4
Top 8 companies	8	17,175	1.9	13.8
Top 20 companies	20	30,033	3.3	24.1
Top 50 companies	50	46,094	5.0	37.0
Top 100 companies	100	59,113	6.5	47.5
Top 250 companies	250	76,127	8.3	61.1
Top 500 companies	500	88,144	9.6	70.8
Top 1000 companies	1,000	97,941	10.7	78.6
Top 2000 companies	2,000	106,314	11.6	85.4
Unclassified companies	7,278	6,293	0.7	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 13.6 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
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.

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			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)
Multiple location companies											
Other companies (4)	91,415	9,921	25,652	28.1	21.9	65,411	71.6	97.6	352	0.4	1.9
no. employees unknown (3)	20	55	(D)	(D)	12.7	(5) 20	(5) 100.0	96.4	(D)	(D)	0.0
1 to 19 employees	1,077	1,124	(D)	(D)	8.1	(5) 1,077	(5) 100.0	98.7	(D)	(D)	1.1
20 to 49 employees	5,022	1,609	591	11.8	13.3	4,351	86.6	96.9	80	1.6	0.6
50 to 99 employees	2,501	1,417	606	24.2	13.5	(5) 1,895	(5) 75.8	97.8	(D)	(D)	0.8
100 to 249 employees	4,873	1,743	1,417	29.1	18.4	(5) 3,455	(5) 70.9	97.3	(D)	(D)	1.5
250 to 499 employees	4,637	1,100	594	12.8	23.7	4,036	87.0	97.6	7	0.2	2.4
500 or more employees	73,285	2,873	22,247	30.4	37.8	50,919	69.5	97.7	119	0.2	3.6
Unclassified companies	596	179	73	12.2	24.6	523	87.8	99.4	0	0.0	1.1
Single location companies	230,561	237,498	34,458	14.9	9.8	195,487	84.8	98.2	616	0.3	1.2
no. employees unknown (3)	74,702	85,067	16,104	21.6	8.3	(5) 58,597	(5) 78.4	97.5	(D)	(D)	0.9
1 to 19 employees	66,979	104,529	4,975	7.4	7.8	(5) 62,004	(5) 92.6	98.4	(D)	(D)	1.3
20 to 49 employees	26,741	27,223	2,796	10.5	12.5	(5) 23,945	(5) 89.6	99.1	(D)	(D)	1.3
50 to 99 employees	19,634	11,953	2,318	11.8	18.6	17,152	87.4	98.8	164	0.8	1.5
100 to 249 employees	23,229	6,549	4,389	18.9	26.3	18,824	81.0	99.1	16	0.1	1.9
250 to 499 employees	10,126	1,395	1,339	13.2	35.6	8,772	86.6	99.0	15	0.2	2.4
500 or more employees	9,151	782	2,538	27.7	30.8	6,610	72.2	98.1	3	0.0	3.3
Manufacturers	76,067	61,186	16,317	21.5	13.1	59,681	78.5	99.0	68	0.1	0.9
no. employees unknown (3)	27,086	13,957	8,834	32.6	13.9	(5) 18,252	(5) 67.4	98.2	(D)	(D)	0.8
1 to 19 employees	6,024	22,511	753	12.5	6.9	(5) 5,271	(5) 87.5	99.0	(D)	(D)	0.7
20 to 49 employees	8,375	13,043	539	6.4	12.4	7,829	93.5	99.5	7	0.1	0.9
50 to 99 employees	8,846	6,795	974	11.0	19.0	7,865	88.9	99.2	7	0.1	1.3
100 to 249 employees	12,891	3,897	2,104	16.3	29.9	10,776	83.6	99.5	10	0.1	2.0
250 to 499 employees	6,330	756	1,007	15.9	43.3	5,309	83.9	99.3	14	0.2	2.9
500 or more employees	6,515	227	2,106	32.3	59.5	4,409	67.7	100.0	1	0.0	7.0
Wholesalers	94,216	79,187	8,863	9.4	10.5	84,994	90.2	98.8	360	0.4	1.5
no. employees unknown (3)	21,394	24,059	2,792	13.0	7.9	(5) 18,602	(5) 87.0	98.4	(D)	(D)	0.8
1 to 19 employees	43,630	44,446	2,291	5.3	9.6	41,195	94.4	98.9	144	0.3	1.7
20 to 49 employees	12,399	7,368	825	6.7	15.9	11,541	93.1	99.4	33	0.3	2.1
50 to 99 employees	7,462	2,228	966	12.9	25.0	(5) 6,496	(5) 87.1	99.3	(D)	(D)	3.0
100 to 249 employees	6,591	883	1,628	24.7	34.0	4,960	75.3	99.2	3	0.0	3.3
250 to 499 employees	1,631	153	256	15.7	43.1	1,375	84.3	100.0	0	0.0	4.6
500 or more employees	1,110	50	106	9.6	56.0	(5) 1,004	(5) 90.4	94.0	(D)	(D)	4.0
Other companies (4)	55,659	90,166	8,255	14.8	7.2	47,218	84.8	97.2	186	0.3	1.2
no. employees unknown (3)	21,644	40,246	(D)	(D)	6.8	(5) 21,644	(5) 100.0	96.8	(D)	(D)	1.2
1 to 19 employees	17,298	37,457	(D)	(D)	6.3	(5) 17,298	(5) 100.0	97.5	(D)	(D)	1.3
20 to 49 employees	5,967	6,807	1,432	24.0	9.1	4,471	74.9	97.9	64	1.1	1.1
50 to 99 employees	3,325	2,925	378	11.4	12.8	2,944	88.5	97.6	3	0.1	0.9
100 to 249 employees	3,738	1,763	656	17.6	14.5	3,078	82.3	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	4,619	6,959	1,024	22.2	6.7	3,594	77.8	97.1	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 100.0 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 3b
2006 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 may not equal totals due to rounding

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			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)
Multiple location companies											
Other companies (4)	77,143	8,242	21,735	28.2	24.1	55,193	71.5	97.5	215	0.3	2.6
no. employees unknown (3)	506	130	(5) 53	(5) 10.3	16.2	453	89.7	96.2	(D)	(D)	0.8
1 to 19 employees	895	812	(5) 209	(5) 23.4	12.2	686	76.6	97.9	(D)	(D)	1.6
20 to 49 employees	3,369	1,152	477	14.2	13.8	2,890	85.8	97.1	3	0.1	1.0
50 to 99 employees	1,294	1,080	139	10.7	14.8	1,154	89.1	97.8	1	0.1	1.4
100 to 249 employees	3,318	1,513	645	19.4	20.4	2,665	80.3	97.6	8	0.2	2.0
250 to 499 employees	3,923	911	801	20.4	23.2	3,120	79.5	97.5	2	0.1	2.5
500 or more employees	63,838	2,644	19,464	30.5	38.8	44,226	69.3	97.4	148	0.2	4.6
Unclassified companies	2,473	177	641	25.9	32.8	1,547	62.6	96.0	284	11.5	13.0
Single location companies	196,821	222,943	31,435	16.0	10.3	164,632	83.6	97.9	755	0.4	1.8
no. employees unknown (3)	63,610	76,869	15,071	23.7	8.9	(5) 48,539	(5) 76.3	97.2	(D)	(D)	1.3
1 to 19 employees	58,589	99,501	6,303	10.8	8.2	(5) 52,286	(5) 89.2	98.1	(D)	(D)	1.9
20 to 49 employees	23,796	26,630	2,008	8.4	13.1	21,686	91.1	98.8	101	0.4	1.8
50 to 99 employees	16,885	11,622	1,566	9.3	18.8	15,257	90.4	98.7	62	0.4	2.2
100 to 249 employees	17,643	6,314	3,970	22.5	26.0	13,651	77.4	98.8	22	0.1	2.7
250 to 499 employees	8,465	1,297	935	11.1	37.8	7,502	88.6	97.5	27	0.3	4.2
500 or more employees	7,835	710	1,581	20.2	29.0	6,246	79.7	98.2	8	0.1	3.9
Manufacturers	65,555	58,567	13,117	20.0	13.3	52,326	79.8	98.9	112	0.2	1.4
no. employees unknown (3)	22,220	12,960	6,733	30.3	14.7	(5) 15,487	(5) 69.7	98.1	(D)	(D)	1.0
1 to 19 employees	5,721	21,479	769	13.5	7.2	(5) 4,951	(5) 86.5	99.0	(D)	(D)	1.0
20 to 49 employees	7,765	12,835	616	7.9	12.3	7,140	91.9	99.2	10	0.1	1.4
50 to 99 employees	7,693	6,633	733	9.5	19.1	6,948	90.3	99.2	12	0.2	2.0
100 to 249 employees	11,398	3,764	2,354	20.7	29.0	9,027	79.2	99.4	17	0.2	2.7
250 to 499 employees	5,192	695	658	12.7	44.5	4,510	86.9	98.7	24	0.5	4.9
500 or more employees	5,566	201	1,254	22.5	48.8	4,309	77.4	99.0	2	0.0	7.5
Wholesalers	80,053	75,862	10,225	12.8	11.1	69,431	86.7	98.6	397	0.5	2.1
no. employees unknown (3)	19,950	22,156	4,099	20.5	8.7	(5) 15,851	(5) 79.5	98.2	(D)	(D)	1.2
1 to 19 employees	37,066	43,017	2,930	7.9	10.1	33,836	91.3	98.7	300	0.8	2.2
20 to 49 employees	10,586	7,354	791	7.5	17.0	9,772	92.3	99.1	23	0.2	3.0
50 to 99 employees	6,205	2,255	616	9.9	24.4	(5) 5,588	(5) 90.1	99.1	(D)	(D)	3.1
100 to 249 employees	3,599	869	1,388	38.6	32.7	2,207	61.3	99.2	3	0.1	4.7
250 to 499 employees	1,426	164	211	14.8	43.3	1,215	85.2	98.8	1	0.0	5.5
500 or more employees	1,220	47	191	15.6	57.4	(5) 1,029	(5) 84.4	95.7	(D)	(D)	14.9
Other companies (4)	47,394	81,413	7,157	15.1	7.7	39,992	84.4	96.7	245	0.5	1.9
no. employees unknown (3)	17,657	34,841	(5) 3,353	(5) 19.0	7.2	14,304	81.0	96.3	(D)	(D)	1.7
1 to 19 employees	15,770	34,843	(5) 2,699	(5) 17.1	6.6	13,070	82.9	97.0	(D)	(D)	2.1
20 to 49 employees	5,444	6,436	601	11.0	10.1	4,774	87.7	97.5	69	1.3	1.4
50 to 99 employees	2,987	2,730	217	7.3	13.6	2,745	91.9	97.2	24	0.8	1.7
100 to 249 employees	2,642	1,678	228	8.6	15.9	2,412	91.3	97.3	2	0.1	1.8
250 to 499 employees	1,846	431	67	3.6	25.5	1,777	96.3	95.1	2	0.1	2.6
500 or more employees	1,049	454	136	13.0	17.8	909	86.7	98.0	3	0.3	1.3
Unclassified companies	3,820	7,101	935	24.5	7.2	2,884	75.5	96.9	1	0.0	0.6

(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 100.0 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 2006.

(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
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.

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of 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	1,031,007	266,457	4.6	57.8	6.4	25.5	6.6	9.0	15.1	5.8	18.1	1.5	49.2	0.4
no. employees unknown(2)	74,891	85,229	21.5	72.8	16.7	19.2	16.6	5.0	24.1	2.6	15.8	0.4	5.3	0.1
1 to 19 employees	71,248	107,550	22.9	58.7	28.6	28.4	23.3	8.7	19.0	3.8	5.7	0.4	0.5	0.0
20 to 49 employees	37,259	32,039	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	32,897	16,815	7.4	40.1	17.0	29.3	19.4	15.1	35.9	12.1	16.3	3.2	4.1	0.3
100 to 249 employees	53,882	12,806	5.2	34.3	10.3	28.1	15.0	15.1	45.9	16.4	18.3	5.4	5.4	0.8
250 to 499 employees	41,507	4,942	2.9	29.2	9.6	25.1	11.3	14.8	33.5	19.2	33.8	9.9	8.9	1.8
500 or more employees	719,322	7,076	0.5	25.8	1.6	20.3	1.9	12.3	8.4	16.5	19.0	15.1	68.7	10.0
Manufacturers	674,603	71,563	1.4	42.9	3.1	29.3	3.7	13.1	10.9	10.5	17.1	3.3	63.8	1.0
no. employees unknown(2)	27,189	14,003	10.2	57.2	12.5	25.5	18.8	9.4	26.6	6.6	20.6	1.1	11.3	0.2
1 to 19 employees	6,320	22,832	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	9,369	14,063	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	12,349	8,472	7.6	32.9	16.7	31.0	22.9	17.3	33.4	14.5	14.4	3.9	5.0	0.4
100 to 249 employees	26,141	6,790	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	24,692	2,516	2.6	17.2	9.5	24.6	12.5	17.6	29.7	24.5	35.1	13.5	10.6	2.5
500 or more employees	568,545	2,887	0.2	8.3	1.0	14.4	1.3	12.9	7.0	22.3	16.2	24.0	74.3	18.2
Wholesalers	204,114	87,669	7.9	51.9	12.1	30.3	12.8	10.3	24.5	6.0	19.2	1.2	23.5	0.2
no. employees unknown(2)	21,454	24,112	24.0	67.3	19.3	23.7	15.9	5.9	27.2	2.6	10.7	0.4	2.8	0.0
1 to 19 employees	46,485	45,978	17.6	51.3	28.7	33.2	26.3	10.3	20.7	4.7	6.3	0.5	0.3	0.0
20 to 49 employees	16,850	9,528	11.0	36.7	15.9	33.8	17.6	15.8	32.6	11.6	20.2	1.8	2.8	0.2
50 to 99 employees	14,677	3,973	3.6	32.1	13.0	32.1	19.2	17.4	41.7	14.2	18.1	3.8	4.3	0.3
100 to 249 employees	18,907	2,470	1.2	27.4	5.4	29.9	13.1	16.9	59.8	19.0	16.2	6.0	4.2	0.8
250 to 499 employees	9,900	827	1.4	21.4	5.1	25.4	5.9	15.8	37.5	23.3	42.3	12.0	7.8	2.1
500 or more employees	75,842	781	0.2	11.1	1.4	17.0	2.1	15.0	10.3	22.3	27.3	22.0	58.8	12.5
Other companies (3)	147,073	100,087	13.9	72.0	13.1	19.3	10.7	5.2	21.0	2.7	22.0	0.6	19.3	0.1
no. employees unknown(2)	21,664	40,301	31.7	80.3	20.2	15.0	13.7	3.1	16.3	1.4	16.7	0.2	1.2	0.0
1 to 19 employees	18,375	38,581	34.5	71.0	28.3	21.3	16.9	5.4	14.0	2.0	5.3	0.2	1.1	0.0
20 to 49 employees	10,989	8,416	17.0	62.7	14.4	23.7	12.9	8.4	46.0	4.6	(4) 9.6	0.7	(D)	0.0
50 to 99 employees	5,826	4,342	16.4	61.5	27.1	23.2	12.6	8.5	26.6	5.6	(4) 17.3	1.2	(D)	0.1
100 to 249 employees	8,611	3,506	16.5	60.0	11.5	22.5	21.7	8.2	31.6	7.2	10.1	1.7	8.7	0.4
250 to 499 employees	6,802	1,579	6.2	51.9	16.6	25.8	15.1	9.8	42.1	8.8	16.8	3.2	3.1	0.6
500 or more employees	74,806	3,362	3.4	43.9	5.9	25.9	6.1	11.2	16.7	10.3	31.8	6.2	36.0	2.5
Unclassified companies	5,215	7,138	26.3	78.8	14.3	15.9	21.2	3.4	29.5	1.6	6.0	0.2	2.8	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 4b
2006 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.

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
All identified companies	915,752	247,985	4.6	58.5	6.4	25.2	6.8	8.9	13.4	5.6	18.6	1.4	50.3	0.4
no. employees unknown(2)	64,504	77,207	20.6	73.0	17.3	19.0	18.4	5.0	22.0	2.6	16.9	0.4	4.8	0.1
1 to 19 employees	62,190	101,714	24.3	60.0	29.2	27.9	20.4	8.4	19.2	3.5	6.4	0.3	0.5	0.0
20 to 49 employees	30,939	30,312	11.9	46.0	19.9	30.2	22.6	13.3	25.9	9.0	17.5	1.4	2.2	0.1
50 to 99 employees	27,687	15,637	8.4	41.0	15.0	29.4	18.4	14.8	40.5	11.9	15.1	2.8	2.5	0.2
100 to 249 employees	44,537	11,891	4.9	35.3	11.2	28.2	13.7	14.8	47.0	15.9	18.7	5.2	4.6	0.7
250 to 499 employees	36,244	4,501	4.4	30.4	9.0	24.6	12.1	15.8	32.3	18.2	33.5	9.5	8.6	1.5
500 or more employees	649,650	6,723	0.6	26.0	1.7	20.9	2.3	12.0	6.9	16.1	19.3	15.1	69.3	9.9
Manufacturers	580,999	68,148	1.6	44.0	3.1	28.9	4.2	13.0	10.1	10.1	17.4	3.1	63.6	0.9
no. employees unknown(2)	22,330	13,020	10.5	57.2	12.7	25.5	23.2	9.6	21.7	6.3	23.8	1.2	8.3	0.2
1 to 19 employees	5,855	21,766	27.9	54.2	27.6	30.2	21.9	10.6	20.4	4.7	2.1	0.3	(D)	0.0
20 to 49 employees	8,372	13,700	12.6	41.8	22.8	31.5	22.9	14.5	32.7	10.6	9.1	1.5	(D)	0.0
50 to 99 employees	10,753	8,112	9.3	33.8	17.6	31.6	20.2	16.9	35.6	14.3	13.7	3.2	3.6	0.2
100 to 249 employees	23,252	6,390	4.7	25.4	11.6	29.9	15.7	18.0	40.3	19.1	22.4	6.7	5.3	0.9
250 to 499 employees	20,974	2,370	5.0	17.6	9.2	24.7	15.3	19.0	35.1	23.9	28.9	12.9	6.4	1.8
500 or more employees	489,462	2,790	0.2	8.5	1.1	15.9	1.5	12.1	6.0	22.0	16.8	23.9	74.5	17.6
Wholesalers	203,924	82,904	6.9	53.2	11.0	29.9	10.4	10.0	20.3	5.6	19.3	1.2	32.1	0.2
no. employees unknown(2)	20,137	22,292	21.4	67.9	20.0	23.2	17.8	5.8	20.9	2.6	17.6	0.3	2.4	0.0
1 to 19 employees	39,136	44,116	19.1	52.8	30.9	32.6	22.4	9.8	20.9	4.3	6.3	0.5	0.4	0.0
20 to 49 employees	13,626	8,992	9.3	37.9	18.6	33.8	22.4	15.9	28.3	10.5	16.7	1.8	4.7	0.1
50 to 99 employees	12,370	3,688	4.4	34.8	10.8	31.5	14.5	16.9	50.3	13.1	18.9	3.5	1.2	0.3
100 to 249 employees	14,877	2,270	1.8	29.4	8.0	29.9	8.2	15.9	62.7	18.2	14.6	5.7	4.7	0.8
250 to 499 employees	9,313	766	1.5	25.7	4.4	24.2	7.9	18.0	25.5	19.7	54.8	10.7	5.9	1.7
500 or more employees	94,465	780	0.1	14.0	0.8	17.1	2.1	13.2	7.7	21.2	22.8	21.5	66.4	13.1
Other companies (3)	124,537	89,655	14.0	72.7	13.5	19.0	12.2	5.1	17.2	2.6	(4) 43.1	0.5	(D)	0.1
no. employees unknown(2)	18,162	34,971	30.3	80.8	19.4	14.6	13.7	3.0	24.3	1.4	10.3	0.2	2.0	0.0
1 to 19 employees	16,664	35,655	35.9	72.3	26.6	20.6	15.8	5.2	15.3	1.7	5.5	0.2	0.9	0.0
20 to 49 employees	8,814	7,588	15.5	63.1	19.6	23.6	22.2	8.1	15.4	4.5	(4) 27.4	0.6	--	--
50 to 99 employees	4,281	3,810	17.3	62.0	21.5	22.7	21.5	8.4	26.7	5.6	(4) 13.0	1.1	(D)	0.1
100 to 249 employees	5,961	3,191	11.4	59.1	14.2	23.5	20.2	7.7	37.3	7.7	15.2	1.8	1.7	0.3
250 to 499 employees	5,769	1,342	7.3	55.1	15.0	25.0	7.0	8.6	34.0	7.5	15.6	2.8	21.1	1.0
500 or more employees	64,886	3,098	4.2	44.5	6.8	26.1	8.6	11.6	12.0	9.7	32.9	5.6	35.5	2.4
Unclassified companies	6,293	7,278	22.9	79.4	21.0	15.3	16.0	3.6	18.3	1.4	(4) 21.8	0.3	(D)	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 2006.

(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
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, Uruguay, 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, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela.

Exhibit 5b
2006 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2006):

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, Netherlands, Norway, Poland, Portugal, Romania, Russia, San Marino, Serbia and Montenegro, 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, Spain.

European Union -

Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, 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, Uruguay, 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, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela.

Exhibit 5c
Percent Difference Between 2006 and 2007 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 not equal totals due to rounding.

Country of Destination	Total Value		Known Value (1)		Number of Identified Exporters	
	Net Difference	% Difference	Net Difference	% Difference	Net Difference	% Difference
All countries	125,845	12.1	115,254	12.6	18,472	7.4
Top 25 countries	90,979	10.3	84,435	10.8	14,408	6.9
Canada	18,357	8.0	12,925	7.1	6,357	7.1
Mexico	2,374	1.8	3,900	3.3	1,397	3.1
China	10,014	18.1	9,887	19.0	2,689	10.4
Japan	3,016	5.1	3,343	6.0	359	1.3
United Kingdom	4,903	10.8	4,093	10.0	3,942	9.9
Germany	8,333	20.2	8,908	23.6	3,252	11.0
Republic of Korea	2,248	6.9	2,509	8.4	1,055	5.5
Netherlands	1,884	6.1	2,145	7.3	1,552	9.5
France	3,190	13.2	3,030	13.5	1,753	9.9
Taiwan	3,335	14.5	3,598	16.6	429	2.6
Singapore	1,601	6.5	1,841	8.1	1,361	7.4
Belgium	3,945	18.5	3,740	18.5	990	9.3
Brazil	5,401	28.1	5,135	28.4	1,698	12.6
Hong Kong	2,342	13.2	2,473	15.3	1,429	6.6
Australia	1,423	8.0	1,268	8.1	2,744	11.2
India	7,501	74.3	6,709	71.0	1,839	13.3
Switzerland	2,664	18.5	645	5.0	970	9.5
Italy	1,575	12.5	1,618	14.1	1,559	9.0
Israel	2,054	18.7	2,245	28.0	1,237	9.6
Malaysia	-870	-6.9	-784	-6.5	963	10.1
United Arab Emirates	-312	-2.6	-582	-5.2	1,906	17.2
Saudi Arabia	2,591	33.2	2,547	36.6	901	11.7
Venezuela	1,188	13.2	1,113	13.3	226	2.5
Spain	2,474	33.4	2,437	36.1	1,390	11.1
Ireland	495	5.8	712	9.0	804	10.2
All other countries	34,865	22.8	30,819	22.6	10,893	10.8
North America	20,732	5.7	16,825	5.6	6,924	5.9
Europe	41,097	16.7	36,700	16.4	9,313	10.0
Euro Area	24,611	15.8	24,389	16.9	6,317	9.8
European Union	32,543	15.2	30,670	15.7	8,687	10.1
Africa	4,661	24.5	4,112	23.8	2,692	13.4
OECD - Europe	60,621	8.8	53,445	8.9	12,406	6.7
Pacific Rim Countries	24,386	9.5	25,483	10.7	5,517	6.3
Asia - Near East	7,185	18.4	6,763	20.5	3,447	11.6
Asia - NICS	9,526	9.7	10,421	11.6	2,611	5.3
Asia - South	7,745	59.2	6,955	58.6	2,018	12.2
ASEAN	3,241	5.7	3,493	6.5	2,825	8.9
APEC	51,547	8.0	48,426	8.6	10,934	6.2
South/Central America	18,515	20.8	16,870	21.0	6,784	10.9
20 Latin Amer. Republics	19,208	9.1	19,399	10.3	6,139	7.9
Cent. Am. Common Market	2,066	14.5	1,916	15.1	2,083	13.4
LAFTA	15,365	8.2	16,003	9.5	4,568	6.8
NATO Allies	51,170	11.8	43,689	11.8	12,148	8.3
OPEC	7,458	17.7	6,727	18.1	3,200	11.1

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

Exhibit 6a
2007 Exports by State of the Origin of Movement, Number of Exporting Companies,
Value, and Percent Difference Between the 2006 and 2007 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.

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	% Difference 2006-2007		
							Total Value	Known Value	Number of Identified Exporters
United States	1,162,479	100.0	1,031,007	100.0	266,457	100.0	12.1	12.6	7.4
Alabama	14,421	1.2	13,526	1.3	3,606	1.4	3.9	4.7	12.9
Alaska	3,895	0.3	3,547	0.3	733	0.3	-3.7	-7.7	-0.9
Arizona	19,186	1.7	17,808	1.7	6,715	2.5	4.9	9.5	9.0
Arkansas	4,880	0.4	4,448	0.4	2,028	0.8	14.4	15.1	1.6
California	134,152	11.5	123,955	12.0	65,418	24.6	5.0	7.2	6.4
Colorado	7,350	0.6	6,907	0.7	4,998	1.9	-7.6	-6.0	4.1
Connecticut	13,719	1.2	12,579	1.2	5,700	2.1	12.1	13.3	5.6
Delaware	3,986	0.3	3,799	0.4	1,189	0.4	2.5	2.3	7.9
Florida	44,832	3.9	38,417	3.7	48,275	18.1	16.3	11.8	11.7
Georgia	23,342	2.0	21,184	2.1	12,380	4.6	16.3	16.6	13.0
Hawaii	560	0.0	480	0.0	776	0.3	-20.6	-25.7	4.3
Idaho	4,704	0.4	4,530	0.4	1,540	0.6	26.4	26.6	13.7
Illinois	48,730	4.2	45,635	4.4	20,741	7.8	15.8	16.6	8.1
Indiana	25,878	2.2	24,357	2.4	7,641	2.9	14.4	15.1	10.8
Iowa	9,614	0.8	9,067	0.9	2,851	1.1	14.3	15.3	7.5
Kansas	10,246	0.9	9,789	0.9	2,803	1.1	18.8	20.5	7.2
Kentucky	19,616	1.7	18,526	1.8	4,169	1.6	13.8	14.5	7.7
Louisiana	30,375	2.6	29,581	2.9	3,661	1.4	29.2	29.4	9.4
Maine	2,742	0.2	2,386	0.2	2,083	0.8	4.4	8.7	13.3
Maryland	8,946	0.8	7,924	0.8	5,613	2.1	17.7	18.9	11.1
Massachusetts	25,285	2.2	23,958	2.3	10,611	4.0	5.1	6.1	5.1
Michigan	44,371	3.8	41,064	4.0	13,659	5.1	9.8	9.5	7.7
Minnesota	17,993	1.5	16,818	1.6	7,617	2.9	10.3	11.7	9.1
Mississippi	5,170	0.4	4,820	0.5	1,687	0.6	10.6	9.8	3.9
Missouri	13,417	1.2	12,620	1.2	5,625	2.1	5.0	5.8	10.4
Montana	1,131	0.1	1,018	0.1	1,370	0.5	27.6	32.5	24.3
Nebraska	4,256	0.4	4,037	0.4	1,805	0.7	17.4	18.4	9.1
Nevada	5,713	0.5	4,784	0.5	2,373	0.9	4.0	-4.3	11.7
New Hampshire	2,910	0.3	2,620	0.3	2,475	0.9	3.5	6.1	9.1
New Jersey	30,463	2.6	26,739	2.6	19,232	7.2	12.8	10.2	8.9
New Mexico	2,583	0.2	2,408	0.2	1,398	0.5	-10.7	-9.5	-11.1
New York	69,334	6.0	57,134	5.5	36,952	13.9	20.9	17.2	7.0
North Carolina	23,347	2.0	21,643	2.1	9,426	3.5	10.0	10.9	8.4
North Dakota	2,033	0.2	1,763	0.2	1,678	0.6	34.8	28.8	28.2
Ohio	42,382	3.6	39,387	3.8	15,196	5.7	12.0	12.9	6.1
Oklahoma	4,538	0.4	4,006	0.4	2,909	1.1	3.7	8.3	9.4
Oregon	16,515	1.4	15,627	1.5	5,496	2.1	8.0	9.0	7.4
Pennsylvania	29,127	2.5	26,734	2.6	14,418	5.4	10.6	12.8	6.7
Rhode Island	1,647	0.1	1,462	0.1	1,740	0.7	7.5	17.0	5.9
South Carolina	16,560	1.4	15,662	1.5	5,305	2.0	21.6	22.0	9.4
South Dakota	1,506	0.1	1,275	0.1	1,053	0.4	27.1	26.2	19.4
Tennessee	21,815	1.9	20,071	1.9	6,418	2.4	-0.9	-2.6	10.5
Texas	168,164	14.5	154,509	15.0	32,669	12.3	11.4	13.3	8.0
Utah	7,812	0.7	7,319	0.7	2,807	1.1	14.9	18.1	7.5
Vermont	3,435	0.3	3,266	0.3	1,305	0.5	-10.0	-11.1	11.7
Virginia	16,885	1.5	14,823	1.4	7,013	2.6	19.7	20.8	12.4
Washington	66,258	5.7	63,361	6.1	11,198	4.2	24.8	23.1	11.2
West Virginia	3,972	0.3	3,821	0.4	974	0.4	23.2	24.2	16.2
Wisconsin	19,186	1.7	17,895	1.7	7,784	2.9	11.7	12.8	6.5
Wyoming	802	0.1	724	0.1	393	0.1	-3.4	-7.5	7.1
District of Columbia	1,083	0.1	448	0.0	852	0.3	4.1	0.2	12.1
Puerto Rico	18,063	1.6	17,723	1.7	1,617	0.6	18.9	18.0	22.2
Virgin Islands	797	0.1	(D)	(D)	102	0.0	27.8	26.6	0.0
Unallocated (3)	42,753	3.7	(D)	(D)	3,539	1.3	10.7	-3.5	-18.9

(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
2006 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.

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Identified Exporters (2)	% of Number of Identified Exporters
United States	1,036,635	100.0	915,752	100.0	247,985	100.0
Alabama	13,878	1.3	12,921	1.4	3,194	1.3
Alaska	4,044	0.4	3,843	0.4	740	0.3
Arizona	18,287	1.8	16,261	1.8	6,161	2.5
Arkansas	4,265	0.4	3,863	0.4	1,997	0.8
California	127,746	12.3	115,624	12.6	61,460	24.8
Colorado	7,956	0.8	7,350	0.8	4,803	1.9
Connecticut	12,238	1.2	11,100	1.2	5,396	2.2
Delaware	3,889	0.4	3,712	0.4	1,102	0.4
Florida	38,545	3.7	34,376	3.8	43,212	17.4
Georgia	20,073	1.9	18,161	2.0	10,957	4.4
Hawaii	706	0.1	645	0.1	744	0.3
Idaho	3,721	0.4	3,578	0.4	1,354	0.5
Illinois	42,085	4.1	39,144	4.3	19,188	7.7
Indiana	22,620	2.2	21,156	2.3	6,894	2.8
Iowa	8,410	0.8	7,865	0.9	2,652	1.1
Kansas	8,626	0.8	8,127	0.9	2,614	1.1
Kentucky	17,232	1.7	16,178	1.8	3,870	1.6
Louisiana	23,503	2.3	22,853	2.5	3,345	1.3
Maine	2,627	0.3	2,196	0.2	1,838	0.7
Maryland	7,598	0.7	6,664	0.7	5,053	2.0
Massachusetts	24,047	2.3	22,578	2.5	10,099	4.1
Michigan	40,405	3.9	37,499	4.1	12,687	5.1
Minnesota	16,309	1.6	15,057	1.6	6,980	2.8
Mississippi	4,674	0.5	4,389	0.5	1,624	0.7
Missouri	12,776	1.2	11,934	1.3	5,096	2.1
Montana	887	0.1	769	0.1	1,102	0.4
Nebraska	3,625	0.3	3,411	0.4	1,655	0.7
Nevada	5,493	0.5	5,001	0.5	2,124	0.9
New Hampshire	2,811	0.3	2,471	0.3	2,268	0.9
New Jersey	27,002	2.6	24,262	2.6	17,653	7.1
New Mexico	2,892	0.3	2,661	0.3	1,572	0.6
New York	57,369	5.5	48,758	5.3	34,520	13.9
North Carolina	21,218	2.0	19,510	2.1	8,696	3.5
North Dakota	1,509	0.1	1,368	0.1	1,309	0.5
Ohio	37,833	3.6	34,877	3.8	14,328	5.8
Oklahoma	4,375	0.4	3,699	0.4	2,660	1.1
Oregon	15,288	1.5	14,339	1.6	5,117	2.1
Pennsylvania	26,334	2.5	23,691	2.6	13,516	5.5
Rhode Island	1,531	0.1	1,250	0.1	1,643	0.7
South Carolina	13,615	1.3	12,837	1.4	4,847	2.0
South Dakota	1,185	0.1	1,010	0.1	882	0.4
Tennessee	22,020	2.1	20,611	2.3	5,807	2.3
Texas	150,888	14.6	136,422	14.9	30,253	12.2
Utah	6,798	0.7	6,199	0.7	2,611	1.1
Vermont	3,817	0.4	3,674	0.4	1,168	0.5
Virginia	14,104	1.4	12,271	1.3	6,241	2.5
Washington	53,075	5.1	51,456	5.6	10,068	4.1
West Virginia	3,225	0.3	3,076	0.3	838	0.3
Wisconsin	17,169	1.7	15,859	1.7	7,306	2.9
Wyoming	830	0.1	782	0.1	367	0.1
District of Columbia	1,040	0.1	447	0.0	760	0.3
Puerto Rico	15,196	1.5	15,021	1.6	1,323	0.5
Virgin Islands	624	0.1	605	0.1	102	0.0
Unallocated (3)	38,623	3.7	2,339	0.3	4,363	1.8

(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/press.html#prior

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.

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

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

Company Size. Company sizes are based on employment: small (less than 100 employees 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 re-exports of foreign merchandise. Several different values are given:

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

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

Unidentified Value: The valued transactions that were not linked to a specific company. Note that these shipments might have been exported either by identified companies or by other companies not identified in the linking process.