

# U.S. Census Bureau News

U.S. Department of Commerce • Washington, D.C. 20230

**FOR IMMEDIATE RELEASE**  
**8:30 A.M. EDT Tuesday, April 13, 2010**

**For information contact:** (301) 763-3629  
*Jeffrey McHugh, Ryan Coleman or Andreeana Able*

**CB10-44**

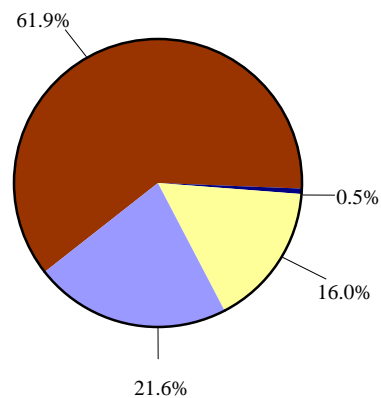
## **A Profile of U.S. Exporting Companies, 2007 - 2008**

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.

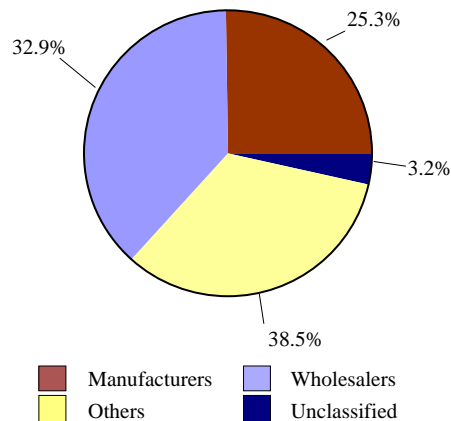
In 2008 the “identified U.S. exporters” accounted for \$1,148 billion in exports or almost 89 percent of the total value of exported goods (\$1,287 billion). In 2008 the number of identified U.S. exporters was 288.7 thousand, up from the revised 2007 estimate of 268.5 thousand. In 2007, the known value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

<b>Table 1: Distribution of Exports by Identified and Unidentified Exporters</b> (Value in millions of dollars. Details may not sum to total due to rounding.)					
	<b>2008 Export Value</b>	<b>% of 2008 Value</b>	<b>2007 Export Value</b>	<b>% of 2007 Value</b>	
<b>Total exports</b>	<b>1,287,443</b>	<b>100.0</b>	<b>1,162,479</b>	<b>100.0</b>	
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	
<b>Identified exporters* (known value)</b>	<b>1,147,669</b>	<b>89.1</b>	<b>1,034,046</b>	<b>89.0</b>	
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	
<b>Unidentified exports</b>	<b>120,595</b>	<b>9.4</b>	<b>100,170</b>	<b>8.6</b>	
<b>*Number of Identified Exporters</b>					
	<b>2008</b>	<b>2007</b>	<b>Exported in Both Years</b>	<b>Exported in 2008 Only</b>	<b>Exported in 2007 Only</b>
	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

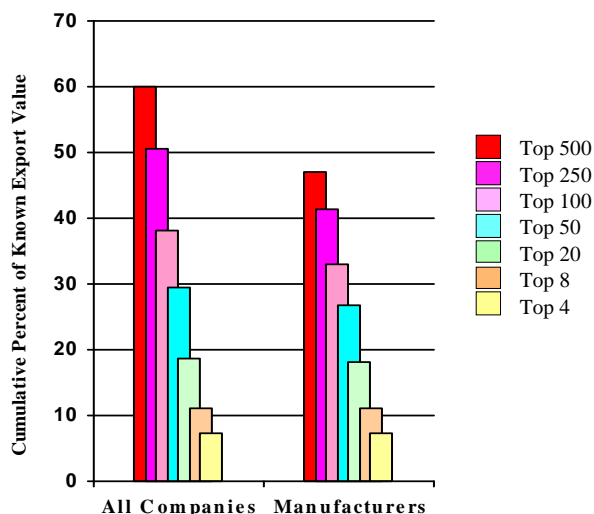
multiple location companies compared to 14 percent by single location companies (Exhibit 3a).

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 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 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>.

## ***TABLE OF CONTENTS***

<b>Exhibit 1a.</b>	2008 Exports by Company Type and Employment Size.....	6
<b>Exhibit 1b.</b>	2007 Exports by Company Type and Employment Size.....	8
<b>Exhibit 1c.</b>	Percent Change Between the 2007 and 2008 Results.....	10
<b>Exhibit 2a.</b>	Top Companies' Share of the 2008 Export Market by Company Type .....	12
<b>Exhibit 2b.</b>	Top Companies' Share of the 2007 Export Market by Company Type .....	13
<b>Exhibit 3a.</b>	2008 Exports to Related Parties by Company Type and Employment Size .....	14
<b>Exhibit 3b.</b>	2007 Exports to Related Parties by Company Type and Employment Size .....	16
<b>Exhibit 4a.</b>	2008 Exports by Company Type and Employment Size to Number of Partner Countries.....	18
<b>Exhibit 4b.</b>	2007 Exports by Company Type and Employment Size to Number of Partner Countries.....	19
<b>Exhibit 5a.</b>	2008 Exports by Company Employment Size to World Areas and Selected Countries.....	20
<b>Exhibit 5b.</b>	2007 Exports by Company Employment Size to World Areas and Selected Countries.....	22
<b>Exhibit 5c.</b>	Percent Change Between 2007 and 2008 Exports to World Areas and Selected Countries ...	24
<b>Exhibit 6a.</b>	2008 Exports by State of the Origin of Movement, Number of Exporting Companies, Value, and Percent Change Between the 2007 and 2008 Results.....	25
<b>Exhibit 6b.</b>	2007 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value.....	26

### ***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.

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)
<b>All identified companies</b>	<b>1,147,669</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>288,747</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
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
<b>Manufacturers</b>	<b>710,027</b>	<b>61.9</b>	<b>61.9</b>	<b>100.0</b>	<b>73,130</b>	<b>25.3</b>	<b>25.3</b>	<b>100.0</b>
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	3.3	5.4	23,241	8.0	13.4	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	2.9	21.2	83.8
100 to 249 employees	27,852	2.4	7.9	12.7	6,721	2.3	23.5	93.0
250 to 499 employees	24,263	2.1	10.0	16.1	2,352	0.8	24.4	96.2
500 or more employees	595,546	51.9	61.9	100.0	2,801	1.0	25.3	100.0
<b>Wholesalers</b>	<b>248,195</b>	<b>21.6</b>	<b>21.6</b>	<b>100.0</b>	<b>95,046</b>	<b>32.9</b>	<b>32.9</b>	<b>100.0</b>
no. employees unknown (3)	29,179	2.5	2.5	11.8	28,422	9.8	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	1.4	31.4	95.5
100 to 249 employees	24,303	2.1	12.6	58.4	2,580	0.9	32.3	98.2
250 to 499 employees	8,690	0.8	13.4	61.9	909	0.3	32.6	99.1
500 or more employees	94,478	8.2	21.6	100.0	825	0.3	32.9	100.0
<b>Other companies (4)</b>	<b>183,659</b>	<b>16.0</b>	<b>16.0</b>	<b>100.0</b>	<b>111,296</b>	<b>38.5</b>	<b>38.5</b>	<b>100.0</b>
no. employees unknown (3)	27,153	2.4	2.4	14.8	48,920	16.9	16.9	44.0
1 to 19 employees	21,894	1.9	4.3	26.7	40,608	14.1	31.0	80.4
20 to 49 employees	13,462	1.2	5.4	34.0	8,674	3.0	34.0	88.2
50 to 99 employees	5,818	0.5	6.0	37.2	4,349	1.5	35.5	92.1
100 to 249 employees	9,765	0.9	6.8	42.5	3,689	1.3	36.8	95.5
250 to 499 employees	7,819	0.7	7.5	46.8	1,648	0.6	37.4	96.9
500 or more employees	97,748	8.5	16.0	100.0	3,408	1.2	38.5	100.0
<b>Unclassified companies</b>	<b>5,788</b>	<b>0.5</b>	<b>0.5</b>	<b>100.0</b>	<b>9,275</b>	<b>3.2</b>	<b>3.2</b>	<b>100.0</b>
<b>Multiple location companies</b>	<b>877,085</b>	<b>76.4</b>	<b>76.4</b>	<b>100.0</b>	<b>28,199</b>	<b>9.8</b>	<b>9.8</b>	<b>100.0</b>
no. employees unknown (3)	419	0.0	0.0	0.0	328	0.1	0.1	1.2
1 to 19 employees	4,748	0.4	0.5	0.6	2,690	0.9	1.0	10.7
20 to 49 employees	14,660	1.3	1.7	2.3	4,385	1.5	2.6	26.3
50 to 99 employees	14,871	1.3	3.0	4.0	4,713	1.6	4.2	43.0
100 to 249 employees	36,595	3.2	6.2	8.1	6,260	2.2	6.4	65.2
250 to 499 employees	30,824	2.7	8.9	11.6	3,522	1.2	7.6	77.7
500 or more employees	774,968	67.5	76.4	100.0	6,301	2.2	9.8	100.0
<b>Manufacturers</b>	<b>622,106</b>	<b>54.2</b>	<b>54.2</b>	<b>100.0</b>	<b>9,709</b>	<b>3.4</b>	<b>3.4</b>	<b>100.0</b>
no. employees unknown (3)	165	0.0	0.0	0.0	65	0.0	0.0	0.7
1 to 19 employees	184	0.0	0.0	0.1	243	0.1	0.1	3.2
20 to 49 employees	849	0.1	0.1	0.2	923	0.3	0.4	12.7
50 to 99 employees	3,308	0.3	0.4	0.7	1,542	0.5	1.0	28.6
100 to 249 employees	13,873	1.2	1.6	3.0	2,743	0.9	1.9	56.8
250 to 499 employees	18,424	1.6	3.2	5.9	1,626	0.6	2.5	73.6
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.

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)
<b>Multiple location companies</b>								
<b>Wholesalers</b>	<b>135,148</b>	<b>11.8</b>	<b>11.8</b>	<b>100.0</b>	<b>8,420</b>	<b>2.9</b>	<b>2.9</b>	<b>100.0</b>
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	1,375	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
<b>Other companies (4)</b>	<b>119,126</b>	<b>10.4</b>	<b>10.4</b>	<b>100.0</b>	<b>9,917</b>	<b>3.4</b>	<b>3.4</b>	<b>100.0</b>
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	2.0	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
<b>Unclassified companies</b>	<b>705</b>	<b>0.1</b>	<b>0.1</b>	<b>100.0</b>	<b>153</b>	<b>0.1</b>	<b>0.1</b>	<b>100.0</b>
<b>Single location companies</b>	<b>270,584</b>	<b>23.6</b>	<b>23.6</b>	<b>100.0</b>	<b>260,548</b>	<b>90.2</b>	<b>90.2</b>	<b>100.0</b>
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	28,399	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	6,763	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
<b>Manufacturers</b>	<b>87,921</b>	<b>7.7</b>	<b>7.7</b>	<b>100.0</b>	<b>63,421</b>	<b>22.0</b>	<b>22.0</b>	<b>100.0</b>
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
<b>Wholesalers</b>	<b>113,047</b>	<b>9.9</b>	<b>9.9</b>	<b>100.0</b>	<b>86,626</b>	<b>30.0</b>	<b>30.0</b>	<b>100.0</b>
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	931	0.3	29.9	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
<b>Other companies (4)</b>	<b>64,533</b>	<b>5.6</b>	<b>5.6</b>	<b>100.0</b>	<b>101,379</b>	<b>35.1</b>	<b>35.1</b>	<b>100.0</b>
no. employees unknown (3)	27,029	2.4	2.4	41.9	48,800	16.9	16.9	48.1
1 to 19 employees	20,745	1.8	4.2	74.0	39,562	13.7	30.6	87.2
20 to 49 employees	5,975	0.5	4.7	83.3	7,225	2.5	33.1	94.3
50 to 99 employees	3,357	0.3	5.0	88.5	2,961	1.0	34.1	97.2
100 to 249 employees	3,531	0.3	5.3	94.0	1,844	0.6	34.8	99.0
250 to 499 employees	2,583	0.2	5.5	98.0	509	0.2	34.9	99.5
500 or more employees	1,313	0.1	5.6	100.0	478	0.2	35.1	100.0
<b>Unclassified companies</b>	<b>5,083</b>	<b>0.4</b>	<b>0.4</b>	<b>100.0</b>	<b>9,122</b>	<b>3.2</b>	<b>3.2</b>	<b>100.0</b>

(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.

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)
<b>All identified companies</b>	<b>1,034,046</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>268,526</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
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	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	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
<b>Manufacturers</b>	<b>675,290</b>	<b>65.3</b>	<b>65.3</b>	<b>100.0</b>	<b>71,738</b>	<b>26.7</b>	<b>26.7</b>	<b>100.0</b>
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
<b>Wholesalers</b>	<b>204,561</b>	<b>19.8</b>	<b>19.8</b>	<b>100.0</b>	<b>88,025</b>	<b>32.8</b>	<b>32.8</b>	<b>100.0</b>
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
<b>Other companies (4)</b>	<b>147,886</b>	<b>14.3</b>	<b>14.3</b>	<b>100.0</b>	<b>101,000</b>	<b>37.6</b>	<b>37.6</b>	<b>100.0</b>
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
<b>Unclassified companies</b>	<b>6,309</b>	<b>0.6</b>	<b>0.6</b>	<b>100.0</b>	<b>7,763</b>	<b>2.9</b>	<b>2.9</b>	<b>100.0</b>
<b>Multiple location companies</b>	<b>801,305</b>	<b>77.5</b>	<b>77.5</b>	<b>100.0</b>	<b>29,048</b>	<b>10.8</b>	<b>10.8</b>	<b>100.0</b>
no. employees unknown (3)	194	0.0	0.0	0.0	165	0.1	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
<b>Manufacturers</b>	<b>599,044</b>	<b>57.9</b>	<b>57.9</b>	<b>100.0</b>	<b>10,402</b>	<b>3.9</b>	<b>3.9</b>	<b>100.0</b>
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	3.5	6.1	1,766	0.7	2.9	74.4
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.

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)
<b>Multiple location companies</b>								
<b>Wholesalers</b>	<b>110,021</b>	<b>10.6</b>	<b>10.6</b>	<b>100.0</b>	<b>8,497</b>	<b>3.2</b>	<b>3.2</b>	<b>100.0</b>
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
<b>Other companies (4)</b>	<b>91,641</b>	<b>8.9</b>	<b>8.9</b>	<b>100.0</b>	<b>9,969</b>	<b>3.7</b>	<b>3.7</b>	<b>100.0</b>
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
<b>Unclassified companies</b>	<b>600</b>	<b>0.1</b>	<b>0.1</b>	<b>100.0</b>	<b>180</b>	<b>0.1</b>	<b>0.1</b>	<b>100.0</b>
<b>Single location companies</b>	<b>232,741</b>	<b>22.5</b>	<b>22.5</b>	<b>100.0</b>	<b>239,478</b>	<b>89.2</b>	<b>89.2</b>	<b>100.0</b>
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
<b>Manufacturers</b>	<b>76,246</b>	<b>7.4</b>	<b>7.4</b>	<b>100.0</b>	<b>61,336</b>	<b>22.8</b>	<b>22.8</b>	<b>100.0</b>
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	0.8	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
<b>Wholesalers</b>	<b>94,540</b>	<b>9.1</b>	<b>9.1</b>	<b>100.0</b>	<b>79,528</b>	<b>29.6</b>	<b>29.6</b>	<b>100.0</b>
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	25.6	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	9.0	98.8	153	0.1	29.6	99.9
500 or more employees	1,110	0.1	9.1	100.0	50	0.0	29.6	100.0
<b>Other companies (4)</b>	<b>56,245</b>	<b>5.4</b>	<b>5.4</b>	<b>100.0</b>	<b>91,031</b>	<b>33.9</b>	<b>33.9</b>	<b>100.0</b>
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	70.3	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	0.2	33.7	99.5
500 or more employees	1,521	0.1	5.4	100.0	489	0.2	33.9	100.0
<b>Unclassified companies</b>	<b>5,709</b>	<b>0.6</b>	<b>0.6</b>	<b>100.0</b>	<b>7,583</b>	<b>2.8</b>	<b>2.8</b>	<b>100.0</b>

(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.

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2007	2008	Net Difference	% Difference	2007	2008	Net Difference	% Difference
<b>All identified companies</b>	<b>1,034,046</b>	<b>1,147,669</b>	<b>113,623</b>	<b>11.0</b>	<b>268,526</b>	<b>288,747</b>	<b>20,221</b>	<b>7.5</b>
no. employees unknown (2)	76,714	93,146	16,433	21.4	87,093	101,765	14,672	16.8
1 to 19 employees	71,538	81,787	10,249	14.3	107,643	112,220	4,577	4.3
20 to 49 employees	37,295	46,555	9,260	24.8	32,062	32,784	722	2.3
50 to 99 employees	32,969	35,163	2,194	6.7	16,840	16,955	115	0.7
100 to 249 employees	53,964	62,201	8,237	15.3	12,828	13,023	195	1.5
250 to 499 employees	41,662	40,798	-864	-2.1	4,958	4,921	-37	-0.7
500 or more employees	719,905	788,019	68,114	9.5	7,102	7,079	-23	-0.3
<b>Manufacturers</b>	<b>675,290</b>	<b>710,027</b>	<b>34,737</b>	<b>5.1</b>	<b>71,738</b>	<b>73,130</b>	<b>1,392</b>	<b>1.9</b>
no. employees unknown (2)	27,309	31,793	4,484	16.4	14,124	15,444	1,320	9.3
1 to 19 employees	6,329	6,404	75	1.2	22,851	23,241	390	1.7
20 to 49 employees	9,380	10,652	1,272	13.6	14,071	14,153	82	0.6
50 to 99 employees	12,382	13,518	1,136	9.2	8,483	8,418	-65	-0.8
100 to 249 employees	26,179	27,852	1,673	6.4	6,792	6,721	-71	-1.0
250 to 499 employees	24,734	24,263	-472	-1.9	2,523	2,352	-171	-6.8
500 or more employees	568,977	595,546	26,569	4.7	2,894	2,801	-93	-3.2
<b>Wholesalers</b>	<b>204,561</b>	<b>248,195</b>	<b>43,635</b>	<b>21.3</b>	<b>88,025</b>	<b>95,046</b>	<b>7,021</b>	<b>8.0</b>
no. employees unknown (2)	21,568	29,179	7,611	35.3	24,427	28,422	3,995	16.4
1 to 19 employees	46,688	53,379	6,691	14.3	46,003	48,221	2,218	4.8
20 to 49 employees	16,862	22,383	5,521	32.7	9,533	9,924	391	4.1
50 to 99 employees	14,701	15,783	1,081	7.4	3,976	4,165	189	4.8
100 to 249 employees	18,921	24,303	5,382	28.4	2,474	2,580	106	4.3
250 to 499 employees	9,908	8,690	-1,218	-12.3	829	909	80	9.7
500 or more employees	75,912	94,478	18,566	24.5	783	825	42	5.4
<b>Other companies (3)</b>	<b>147,886</b>	<b>183,659</b>	<b>35,772</b>	<b>24.2</b>	<b>101,000</b>	<b>111,296</b>	<b>10,296</b>	<b>10.2</b>
no. employees unknown (2)	22,164	27,153	4,989	22.5	41,107	48,920	7,813	19.0
1 to 19 employees	18,451	21,894	3,443	18.7	38,628	40,608	1,980	5.1
20 to 49 employees	11,001	13,462	2,461	22.4	8,426	8,674	248	2.9
50 to 99 employees	5,840	5,818	-23	-0.4	4,352	4,349	-3	-0.1
100 to 249 employees	8,640	9,765	1,125	13.0	3,522	3,689	167	4.7
250 to 499 employees	6,907	7,819	912	13.2	1,586	1,648	62	3.9
500 or more employees	74,882	97,748	22,866	30.5	3,379	3,408	29	0.9
<b>Unclassified companies</b>	<b>6,309</b>	<b>5,788</b>	<b>-521</b>	<b>-8.3</b>	<b>7,763</b>	<b>9,275</b>	<b>1,512</b>	<b>19.5</b>
<b>Multiple location companies</b>	<b>801,305</b>	<b>877,085</b>	<b>75,780</b>	<b>9.5</b>	<b>29,048</b>	<b>28,199</b>	<b>-849</b>	<b>-2.9</b>
no. employees unknown (2)	194	419	225	115.9	165	328	163	98.8
1 to 19 employees	4,280	4,748	469	11.0	3,025	2,690	-335	-11.1
20 to 49 employees	10,530	14,660	4,130	39.2	4,824	4,385	-439	-9.1
50 to 99 employees	13,304	14,871	1,567	11.8	4,879	4,713	-166	-3.4
100 to 249 employees	30,712	36,595	5,883	19.2	6,273	6,260	-13	-0.2
250 to 499 employees	31,533	30,824	-709	-2.2	3,562	3,522	-40	-1.1
500 or more employees	710,753	774,968	64,214	9.0	6,320	6,301	-19	-0.3
<b>Manufacturers</b>	<b>599,044</b>	<b>622,106</b>	<b>23,062</b>	<b>3.8</b>	<b>10,402</b>	<b>9,709</b>	<b>-693</b>	<b>-6.7</b>
no. employees unknown (2)	103	165	62	60.7	47	65	18	38.3
1 to 19 employees	296	184	-112	-37.7	321	243	-78	-24.3
20 to 49 employees	998	849	-149	-14.9	1,023	923	-100	-9.8
50 to 99 employees	3,513	3,308	-204	-5.8	1,683	1,542	-141	-8.4
100 to 249 employees	13,272	13,873	601	4.5	2,895	2,743	-152	-5.3
250 to 499 employees	18,402	18,424	22	0.1	1,766	1,626	-140	-7.9
500 or more employees	562,461	585,303	22,842	4.1	2,667	2,567	-100	-3.7

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.

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			
	2007	2008	Net Difference	% Difference	2007	2008	Net Difference	% Difference
<b>Multiple location companies</b>								
<b>Wholesalers</b>	<b>110,021</b>	<b>135,148</b>	<b>25,127</b>	<b>22.8</b>	<b>8,497</b>	<b>8,420</b>	<b>-77</b>	<b>-0.9</b>
no. employees unknown (2)	64	115	51	78.7	54	130	76	140.7
1 to 19 employees	2,860	3,365	505	17.6	1,536	1,375	-161	-10.5
20 to 49 employees	4,455	6,267	1,813	40.7	2,161	1,986	-175	-8.1
50 to 99 employees	7,237	9,066	1,829	25.3	1,747	1,765	18	1.0
100 to 249 employees	12,326	16,208	3,882	31.5	1,590	1,649	59	3.7
250 to 499 employees	8,277	7,138	-1,139	-13.8	676	745	69	10.2
500 or more employees	74,802	92,989	18,187	24.3	733	770	37	5.0
<b>Other companies (3)</b>	<b>91,641</b>	<b>119,126</b>	<b>27,485</b>	<b>30.0</b>	<b>9,969</b>	<b>9,917</b>	<b>-52</b>	<b>-0.5</b>
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	49.0	1,613	1,449	-164	-10.2
50 to 99 employees	2,510	2,461	-49	-2.0	1,425	1,388	-37	-2.6
100 to 249 employees	4,900	6,234	1,333	27.2	1,754	1,845	91	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
<b>Unclassified companies</b>	<b>600</b>	<b>705</b>	<b>105</b>	<b>17.5</b>	<b>180</b>	<b>153</b>	<b>-27</b>	<b>-15.0</b>
<b>Single location companies</b>	<b>232,741</b>	<b>270,584</b>	<b>37,844</b>	<b>16.3</b>	<b>239,478</b>	<b>260,548</b>	<b>21,070</b>	<b>8.8</b>
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	10,129	9,974	-155	-1.5	1,396	1,399	3	0.2
500 or more employees	9,152	13,052	3,900	42.6	782	778	-4	-0.5
<b>Manufacturers</b>	<b>76,246</b>	<b>87,921</b>	<b>11,675</b>	<b>15.3</b>	<b>61,336</b>	<b>63,421</b>	<b>2,085</b>	<b>3.4</b>
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	6,516	10,243	3,727	57.2	227	234	7	3.1
<b>Wholesalers</b>	<b>94,540</b>	<b>113,047</b>	<b>18,507</b>	<b>19.6</b>	<b>79,528</b>	<b>86,626</b>	<b>7,098</b>	<b>8.9</b>
no. employees unknown (2)	21,503	29,064	7,560	35.2	24,373	28,292	3,919	16.1
1 to 19 employees	43,828	50,014	6,186	14.1	44,467	46,846	2,379	5.4
20 to 49 employees	12,408	16,116	3,708	29.9	7,372	7,938	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
<b>Other companies (3)</b>	<b>56,245</b>	<b>64,533</b>	<b>8,287</b>	<b>14.7</b>	<b>91,031</b>	<b>101,379</b>	<b>10,348</b>	<b>11.4</b>
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	5,976	5,975	0	0.0	6,813	7,225	412	6.0
50 to 99 employees	3,330	3,357	27	0.8	2,927	2,961	34	1.2
100 to 249 employees	3,740	3,531	-209	-5.6	1,768	1,844	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
<b>Unclassified companies</b>	<b>5,709</b>	<b>5,083</b>	<b>-626</b>	<b>-11.0</b>	<b>7,583</b>	<b>9,122</b>	<b>1,539</b>	<b>20.3</b>

(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 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 2007-2008	
					Number of Identified Exporters	Known Value
<b>All identified companies</b>	<b>288,747</b>	<b>1,147,669</b>	<b>100.0</b>	<b>100.0</b>	<b>7.5</b>	<b>11.0</b>
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
<b>Manufacturers</b>	<b>73,130</b>	<b>710,027</b>	<b>61.9</b>	<b>100.0</b>	<b>1.9</b>	<b>5.1</b>
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
<b>Wholesalers</b>	<b>95,046</b>	<b>248,195</b>	<b>21.6</b>	<b>100.0</b>	<b>8.0</b>	<b>21.3</b>
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
<b>Other companies (3)</b>	<b>111,296</b>	<b>183,659</b>	<b>16.0</b>	<b>100.0</b>	<b>10.2</b>	<b>24.2</b>
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
<b>Unclassified companies</b>	<b>9,275</b>	<b>5,788</b>	<b>0.5</b>	<b>100.0</b>	<b>19.5</b>	<b>-8.3</b>

(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.

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)
<b>All identified companies</b>	<b>268,526</b>	<b>1,034,046</b>	<b>100.0</b>	<b>100.0</b>
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
<b>Manufacturers</b>	<b>71,738</b>	<b>675,290</b>	<b>65.3</b>	<b>100.0</b>
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
<b>Wholesalers</b>	<b>88,025</b>	<b>204,561</b>	<b>19.8</b>	<b>100.0</b>
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
<b>Other companies (3)</b>	<b>101,000</b>	<b>147,886</b>	<b>14.3</b>	<b>100.0</b>
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
<b>Unclassified companies</b>	<b>7,763</b>	<b>6,309</b>	<b>0.6</b>	<b>100.0</b>

(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 - 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)
<b>Multiple location companies</b>											
<b>Other companies (4)</b>	<b>119,126</b>	<b>9,917</b>	<b>37,628</b>	<b>31.6</b>	<b>22.4</b>	<b>81,314</b>	<b>68.3</b>	<b>97.7</b>	<b>184</b>	<b>0.2</b>	<b>1.1</b>
no. employees unknown (3)	124	120	28	22.2	13.3 (5)	96	(5) 77.8	94.2	(D)	(D)	3.3
1 to 19 employees	1,149	1,046	177	15.4	9.2	972	84.6	98.3	0	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	0.8
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 (5)	4,489	(5) 72	97.5	(D)	(D)	1.0
250 to 499 employees	5,236	1,139	1,265	24.2	22.6	3,971	75.8	97.5	1	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	0.1	1.9
<b>Unclassified companies</b>	<b>705</b>	<b>153</b>	<b>86</b>	<b>12.2</b>	<b>22.2</b>	<b>620</b>	<b>87.8</b>	<b>97.4</b>	<b>0</b>	<b>0.0</b>	<b>0.0</b>
<b>Single location companies</b>	<b>270,584</b>	<b>260,548</b>	<b>38,668</b>	<b>14.3</b>	<b>10.2</b>	<b>231,626</b>	<b>85.6</b>	<b>98.2</b>	<b>291</b>	<b>0.1</b>	<b>0.7</b>
no. employees unknown (3)	92,728	101,437	17,976	19.4	8.7 (5)	74,752	(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	0.8
20 to 49 employees	31,895	28,399	2,399	7.5	13.2	29,478	92.4	99.0	18	0.1	0.8
50 to 99 employees	20,292	12,242	2,049	10.1	19.8 (5)	18,234	(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 (5)	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
<b>Manufacturers</b>	<b>87,921</b>	<b>63,421</b>	<b>16,981</b>	<b>19.3</b>	<b>13.7</b>	<b>70,905</b>	<b>80.6</b>	<b>99.0</b>	<b>36</b>	<b>0.0</b>	<b>0.5</b>
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
<b>Wholesalers</b>	<b>113,047</b>	<b>86,626</b>	<b>12,364</b>	<b>10.9</b>	<b>11.1</b>	<b>100,556</b>	<b>89.0</b>	<b>98.8</b>	<b>127</b>	<b>0.1</b>	<b>1.0</b>
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
<b>Other companies (4)</b>	<b>64,533</b>	<b>101,379</b>	<b>8,274</b>	<b>12.8</b>	<b>7.5</b>	<b>56,131</b>	<b>87.0</b>	<b>97.4</b>	<b>128</b>	<b>0.2</b>	<b>0.6</b>
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	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 (5)	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	0	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
<b>Unclassified companies</b>	<b>5,083</b>	<b>9,122</b>	<b>1,049</b>	<b>20.6</b>	<b>7.9</b>	<b>4,034</b>	<b>79.4</b>	<b>96.1</b>	<b>0</b>	<b>0.0</b>	<b>0.0</b>

(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 - 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)
<b>Multiple location companies</b>	<b>91,641</b>	<b>9,969</b>	<b>25,696</b>	<b>28.0</b>	<b>22.0</b>	<b>65,592</b>	<b>71.6</b>	<b>97.6</b>	<b>352</b>	<b>0.4</b>	<b>1.9</b>
<b>Other companies (4)</b>											
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
<b>Unclassified companies</b>	<b>600</b>	<b>180</b>	<b>73</b>	<b>12.2</b>	<b>24.4</b>	<b>527</b>	<b>87.8</b>	<b>99.4</b>	<b>0</b>	<b>0.0</b>	<b>1.1</b>
<b>Single location companies</b>	<b>232,741</b>	<b>239,478</b>	<b>34,636</b>	<b>14.9</b>	<b>9.8</b>	<b>197,468</b>	<b>84.8</b>	<b>98.2</b>	<b>637</b>	<b>0.3</b>	<b>1.2</b>
no. employees unknown (3)	76,520	86,928	16,273	21.3	8.3 (5)	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
<b>Manufacturers</b>	<b>76,246</b>	<b>61,336</b>	<b>16,349</b>	<b>21.4</b>	<b>13.1</b>	<b>59,829</b>	<b>78.5</b>	<b>99.0</b>	<b>68</b>	<b>0.1</b>	<b>0.9</b>
no. employees unknown (3)	27,206	14,077	8,863	32.6	13.9 (5)	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
<b>Wholesalers</b>	<b>94,540</b>	<b>79,528</b>	<b>8,872</b>	<b>9.4</b>	<b>10.5</b>	<b>85,307</b>	<b>90.2</b>	<b>98.8</b>	<b>361</b>	<b>0.4</b>	<b>1.5</b>
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	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
<b>Other companies (4)</b>	<b>56,245</b>	<b>91,031</b>	<b>8,345</b>	<b>14.8</b>	<b>7.2</b>	<b>47,694</b>	<b>84.8</b>	<b>97.2</b>	<b>205</b>	<b>0.4</b>	<b>1.2</b>
no. employees unknown (3)	22,144	41,051	(D)	(D)	6.8 (5)	22,074	(5) 99.7	96.8	70	0.3	1.2
1 to 19 employees	17,370	37,504	(D)	(D)	6.3 (5)	17,306	(5) 99.6	97.5	64	0.4	1.3
20 to 49 employees	5,976	6,813	1,432	24.0	9.1	4,479	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
<b>Unclassified companies</b>	<b>5,709</b>	<b>7,583</b>	<b>1,070</b>	<b>18.7</b>	<b>7.0</b>	<b>4,637</b>	<b>81.2</b>	<b>97.2</b>	<b>2</b>	<b>0.0</b>	<b>0.3</b>

(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.

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
<b>All identified companies</b>	<b>1,147,669</b>	<b>288,747</b>	<b>4.7</b>	<b>58.0</b>	<b>6.4</b>	<b>25.3</b>	<b>6.7</b>	<b>9.0</b>	<b>15.4</b>	<b>5.8</b>	<b>18.1</b>	<b>1.5</b>	<b>48.7</b>	<b>0.4</b>
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
<b>Manufacturers</b>	<b>710,027</b>	<b>73,130</b>	<b>1.3</b>	<b>42.7</b>	<b>3.1</b>	<b>29.1</b>	<b>3.4</b>	<b>13.2</b>	<b>11.3</b>	<b>10.6</b>	<b>17.1</b>	<b>3.3</b>	<b>63.8</b>	<b>1.1</b>
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
<b>Wholesalers</b>	<b>248,195</b>	<b>95,046</b>	<b>7.6</b>	<b>51.5</b>	<b>11.9</b>	<b>30.0</b>	<b>12.8</b>	<b>10.7</b>	<b>22.8</b>	<b>6.2</b>	<b>20.0</b>	<b>1.3</b>	<b>24.8</b>	<b>0.2</b>
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	909	1.8	21.5	5.3	24.3	8.2	16.4	32.3	23.9	42.6	11.8	9.7	2.2
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
<b>Other companies (3)</b>	<b>183,659</b>	<b>111,296</b>	<b>12.8</b>	<b>71.7</b>	<b>11.7</b>	<b>19.7</b>	<b>11.1</b>	<b>5.2</b>	<b>20.9</b>	<b>2.7</b>	<b>19.7</b>	<b>0.6</b>	<b>23.8</b>	<b>0.1</b>
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	8,674	16.9	62.1	15.1	23.8	7.6	8.2	47.9	5.1	12.3	0.7	(D)	0.0
50 to 99 employees	5,818	4,349	16.6	61.3	22.3	24.5	16.9	7.4	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	18.8	8.3	43.0	7.4	13.8	2.1	3.3	0.3
250 to 499 employees	7,819	1,648	8.0	52.4	9.3	26.9	23.6	8.6	34.4	7.9	(4) 24.7	3.6	(D)	0.5
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
<b>Unclassified companies</b>	<b>5,788</b>	<b>9,275</b>	<b>23.2</b>	<b>81.2</b>	<b>15.4</b>	<b>14.3</b>	<b>15.2</b>	<b>3.0</b>	<b>27.3</b>	<b>1.3</b>	<b>7.7</b>	<b>0.2</b>	<b>11.1</b>	<b>0.0</b>

(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.

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
<b>All identified companies</b>	<b>1,034,046</b>	<b>268,526</b>	<b>4.7</b>	<b>57.9</b>	<b>6.4</b>	<b>25.5</b>	<b>6.6</b>	<b>8.9</b>	<b>15.1</b>	<b>5.8</b>	<b>18.1</b>	<b>1.5</b>	<b>49.1</b>	<b>0.4</b>
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
<b>Manufacturers</b>	<b>675,290</b>	<b>71,738</b>	<b>1.4</b>	<b>43.0</b>	<b>3.1</b>	<b>29.3</b>	<b>3.7</b>	<b>13.0</b>	<b>10.9</b>	<b>10.4</b>	<b>17.1</b>	<b>3.3</b>	<b>63.7</b>	<b>1.0</b>
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
<b>Wholesalers</b>	<b>204,561</b>	<b>88,025</b>	<b>8.0</b>	<b>52.0</b>	<b>12.2</b>	<b>30.3</b>	<b>12.8</b>	<b>10.3</b>	<b>24.4</b>	<b>6.0</b>	<b>19.2</b>	<b>1.2</b>	<b>23.5</b>	<b>0.2</b>
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	33.8	17.6	15.8	32.5	11.6	20.2	1.8	2.8	0.2
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	19.0	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	23.3	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
<b>Other companies (3)</b>	<b>147,886</b>	<b>101,000</b>	<b>14.1</b>	<b>72.1</b>	<b>13.2</b>	<b>19.3</b>	<b>10.7</b>	<b>5.2</b>	<b>20.9</b>	<b>2.7</b>	<b>21.8</b>	<b>0.6</b>	<b>19.4</b>	<b>0.1</b>
no. employees unknown(2)	22,164	41,107	32.2	80.2	20.3	15.0	13.8	3.1	16.1	1.4	16.4	0.2	1.2	0.0
1 to 19 employees	18,451	38,628	34.7	71.1	28.2	21.3	16.8	5.4	13.9	2.0	5.3	0.2	1.1	0.0
20 to 49 employees	11,001	8,426	17.1	62.7	14.4	23.7	12.9	8.4	46.0	4.6	(4) 9.5	0.7	(D)	0.0
50 to 99 employees	5,840	4,352	16.5	61.6	27.1	23.2	12.6	8.5	26.5	5.5	(4) 17.2	1.1	(D)	0.1
100 to 249 employees	8,640	3,522	16.8	60.2	11.4	22.4	21.6	8.1	31.5	7.2	10.1	1.7	8.7	0.4
250 to 499 employees	6,907	1,586	6.1	52.0	17.5	25.8	14.9	9.7	41.8	8.8	16.6	3.2	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
<b>Unclassified companies</b>	<b>6,309</b>	<b>7,763</b>	<b>23.7</b>	<b>77.8</b>	<b>14.0</b>	<b>16.6</b>	<b>22.1</b>	<b>3.7</b>	<b>25.3</b>	<b>1.6</b>	<b>5.6</b>	<b>0.2</b>	<b>9.3</b>	<b>0.1</b>

(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 - 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, 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**  
**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 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 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
<b>All countries</b>	<b>124,964</b>	<b>10.7</b>	<b>113,623</b>	<b>11.0</b>	<b>20,221</b>	<b>7.5</b>
<b>Top 25 countries</b>	<b>97,436</b>	<b>10.0</b>	<b>78,004</b>	<b>9.0</b>	<b>13,625</b>	<b>6.1</b>
Canada	12,136	4.9	3,288	1.7	1,235	1.3
Mexico	14,997	11.0	14,188	11.6	4,212	9.2
China	6,219	9.5	5,776	9.3	1,683	5.9
Japan	3,914	6.2	2,995	5.0	465	1.7
Germany	5,080	10.2	3,418	7.3	3,570	10.9
United Kingdom	3,479	6.9	4,244	9.4	1,252	2.9
Netherlands	7,237	21.9	6,916	21.9	1,263	7.0
Korea, South	104	0.3	-459	-1.4	456	2.2
Brazil	8,282	33.6	7,738	33.2	1,576	10.3
France	1,780	6.5	1,855	7.3	1,486	7.6
Belgium	3,735	14.8	3,370	14.1	802	6.9
Singapore	2,525	9.6	2,615	10.7	1,027	5.2
Taiwan	-1,079	-4.1	-1,692	-6.7	464	2.7
Australia	3,252	16.9	2,962	17.5	2,038	7.4
Switzerland	4,984	29.2	2,603	19.1	820	7.3
Hong Kong	1,513	7.5	1,174	6.3	968	4.2
India	1,074	6.1	1,279	7.9	1,173	7.5
United Arab Emirates	4,139	35.7	3,748	35.2	2,595	19.9
Italy	1,337	9.5	1,139	8.7	1,200	6.3
Israel	1,468	11.3	1,188	11.6	835	5.9
Malaysia	1,283	11.0	537	4.8	651	6.2
Venezuela	2,412	23.6	2,348	24.7	703	7.4
Saudi Arabia	2,079	20.0	1,827	19.2	1,141	13.2
Spain	2,404	24.3	2,411	26.2	797	5.7
Chile	3,783	45.5	3,687	49.2	1,120	10.1
<b>All other countries</b>	<b>27,527</b>	<b>14.7</b>	<b>35,619</b>	<b>21.2</b>	<b>13,923</b>	<b>12.4</b>
North America	27,134	7.0	17,476	5.5	4,168	3.3
Europe	41,802	14.6	35,328	13.5	8,517	8.3
Euro Area	21,855	12.1	19,422	11.5	7,019	9.9
European Union	27,166	11.0	25,726	11.3	8,403	8.8
Africa	4,974	21.0	4,194	19.5	3,459	15.1
OECD - Europe	96,931	12.9	77,971	11.9	13,204	6.6
Pacific Rim Countries	19,824	7.0	15,615	5.9	4,520	4.9
Asia - Near East	10,443	22.5	9,777	24.5	4,470	13.4
Asia - NICS	3,063	2.9	1,637	1.6	2,055	4.0
Asia - South	1,093	5.2	1,106	5.9	1,488	8.0
ASEAN	7,591	12.5	6,353	11.1	2,414	7.0
APEC	56,204	8.1	41,642	6.8	8,163	4.3
South/Central America	30,316	28.2	28,826	29.4	7,384	10.6
20 Latin Amer. Republics	42,021	18.2	40,046	19.2	8,397	10.0
Cent. Am. Common Market	2,483	15.2	2,387	16.1	1,254	7.1
LAFTA	37,352	18.4	35,533	19.3	7,358	10.2
NATO Allies	42,912	8.8	31,049	7.5	7,559	4.8
OPEC	17,347	34.9	17,439	39.7	8,707	27.0

(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. 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 2007-2008		
							Total Value	Known Value	Number of Identified Exporters
<b>United States</b>	<b>1,287,443</b>	<b>100.0</b>	<b>1,147,669</b>	<b>100.0</b>	<b>288,747</b>	<b>100.0</b>	<b>10.7</b>	<b>11.0</b>	<b>7.5</b>
Alabama	15,846	1.2	14,458	1.3	3,845	1.3	9.9	6.8	5.8
Alaska	3,569	0.3	2,896	0.3	648	0.2	-8.4	-18.4	-11.8
Arizona	19,742	1.5	18,156	1.6	7,298	2.5	2.9	1.8	7.9
Arkansas	5,779	0.4	5,362	0.5	2,124	0.7	18.4	19.9	4.2
California	144,813	11.2	131,835	11.5	70,024	24.3	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	5,994	2.1	11.6	8.5	4.1
Delaware	4,894	0.4	4,542	0.4	1,382	0.5	22.8	19.2	14.8
Florida	54,272	4.2	49,150	4.3	55,269	19.1	21.1	27.5	13.8
Georgia	27,509	2.1	25,414	2.2	13,873	4.8	17.9	19.5	11.0
Hawaii	964	0.1	583	0.1	830	0.3	72.0	21.4	6.4
Idaho	4,988	0.4	4,550	0.4	1,716	0.6	6.0	0.4	10.2
Illinois	53,445	4.2	49,791	4.3	22,066	7.6	9.7	9.0	5.6
Indiana	26,507	2.1	24,543	2.1	7,959	2.8	2.4	0.4	3.2
Iowa	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	4,315	1.5	-2.7	-3.9	2.4
Louisiana	41,927	3.3	40,833	3.6	3,941	1.4	38.0	37.9	7.1
Maine	3,011	0.2	2,666	0.2	2,182	0.8	9.8	11.4	3.3
Maryland	11,379	0.9	10,323	0.9	6,144	2.1	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	40,673	3.5	14,364	5.0	1.1	-1.2	4.2
Minnesota	19,159	1.5	17,889	1.6	8,146	2.8	6.5	6.0	6.0
Mississippi	7,301	0.6	6,866	0.6	1,829	0.6	41.2	42.2	7.5
Missouri	12,834	1.0	11,982	1.0	5,748	2.0	-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	0.9	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	0.4	7.6	9.2	-10.4
New York	79,596	6.2	63,147	5.5	40,379	14.0	14.8	10.2	8.4
North Carolina	25,076	1.9	23,143	2.0	10,011	3.5	7.4	6.5	5.2
North Dakota	2,760	0.2	2,289	0.2	1,868	0.6	35.7	28.1	10.1
Ohio	45,488	3.5	41,142	3.6	15,967	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	0.1	1,073	0.4	9.2	15.9	0.8
Tennessee	23,237	1.8	21,410	1.9	6,766	2.3	6.5	6.4	4.4
Texas	192,144	14.9	176,822	15.4	36,455	12.6	14.3	14.2	10.5
Utah	10,294	0.8	9,606	0.8	3,013	1.0	31.8	31.0	6.4
Vermont	3,596	0.3	3,424	0.3	1,316	0.5	4.7	4.7	0.1
Virginia	18,933	1.5	16,941	1.5	7,617	2.6	12.1	14.1	7.8
Washington	66,885	5.2	63,228	5.5	11,822	4.1	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	8,168	2.8	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	0.0	881	0.3	10.4	15.8	2.7
Puerto Rico	19,964	1.6	19,520	1.7	1,729	0.6	10.5	10.1	6.4
Virgin Islands	2,763	0.2	(D)	(D)	135	0.0	(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.

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
<b>United States</b>	<b>1,162,479</b>	<b>100.0</b>	<b>1,034,046</b>	<b>100.0</b>	<b>268,526</b>	<b>100.0</b>
Alabama	14,421	1.2	13,537	1.3	3,633	1.4
Alaska	3,895	0.3	3,548	0.3	735	0.3
Arizona	19,186	1.7	17,831	1.7	6,761	2.5
Arkansas	4,880	0.4	4,473	0.4	2,038	0.8
California	134,152	11.5	124,277	12.0	65,950	24.6
Colorado	7,350	0.6	6,913	0.7	5,033	1.9
Connecticut	13,719	1.2	13,069	1.3	5,760	2.1
Delaware	3,986	0.3	3,810	0.4	1,204	0.4
Florida	44,832	3.9	38,538	3.7	48,559	18.1
Georgia	23,342	2.0	21,263	2.1	12,502	4.7
Hawaii	560	0.0	481	0.0	780	0.3
Idaho	4,704	0.4	4,532	0.4	1,557	0.6
Illinois	48,730	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	2,876	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	2,393	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	16,873	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	1,020	0.1	1,387	0.5
Nebraska	4,256	0.4	4,049	0.4	1,819	0.7
Nevada	5,713	0.5	4,883	0.5	2,394	0.9
New Hampshire	2,910	0.3	2,648	0.3	2,511	0.9
New Jersey	30,463	2.6	26,834	2.6	19,414	7.2
New Mexico	2,583	0.2	2,415	0.2	1,412	0.5
New York	69,334	6.0	57,323	5.5	37,248	13.9
North Carolina	23,347	2.0	21,735	2.1	9,518	3.5
North Dakota	2,033	0.2	1,787	0.2	1,697	0.6
Ohio	42,382	3.6	39,462	3.8	15,342	5.7
Oklahoma	4,538	0.4	4,020	0.4	2,938	1.1
Oregon	16,515	1.4	15,653	1.5	5,547	2.1
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
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)	102	0.0
Unallocated (3)	42,753	3.7	(D)	(D)	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](http://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](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.

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.