

U.S. Census Bureau News

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

FOR IMMEDIATE RELEASE
8:30 A.M. EDT Friday, April 5, 2013

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CB13-56

A Profile of U.S. Importing and Exporting Companies, 2010 - 2011

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2010 - 2011*. It provides information on identified companies and their known export or import value. Identified U.S. companies are defined as companies that can be linked to import or export transactions. The known value is the value of export or import transactions linked to specific companies. The increases in known export and import values correspond with the overall increase of trade in 2011; total export value increased by 15.8 percent and total import value increased by 15.4 percent. The number of identified exporters increased by 2.8 percent in 2011 and the known export value increased by 15.7 percent compared to 2010. The number of identified importers increased by 1.3 percent in 2011 and the known import value increased by 15.8 percent.

In 2011 the identified U.S. exporters accounted for \$1,320 billion in exports or 89.2 percent of the total value of exported goods (\$1,480 billion). In 2011 the number of identified U.S. exporters was 302.3 thousand, up from 294.0 thousand in 2010 (revised). In 2010, the known value was revised to \$1,140 billion.

Figure 1a: 2011 Export Value and Number of Exporters by Company Type (by NAICS)

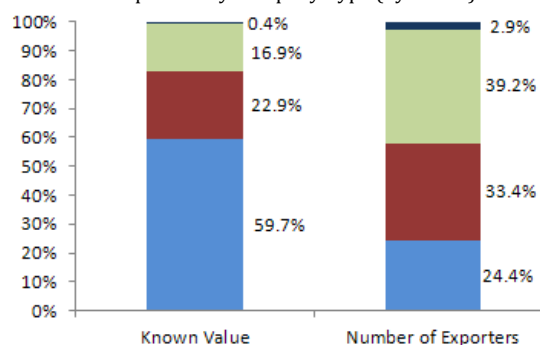
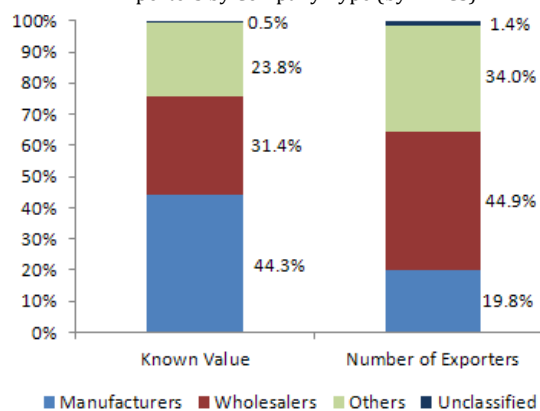


Figure 1b: 2011 Import Value and Number of Importers by Company Type (by NAICS)



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

In 2011 identified U.S. importers accounted for \$1,945 billion in imports or 88.1 percent of the total value of imported goods (\$2,208 billion). The number of identified U.S. importers was 184.0 thousand, up from 181.6 thousand in 2010 (revised).

Because not all shipments can be linked to specific companies, the number of exporters and importers may be understated. The total export value that could not be linked to specific companies totaled 10.8 percent in both 2011 and 2010. This portion of the total export value includes exports by individuals, governments, low-value estimates, and information filed with missing, unknown, or incomplete company identifiers. The total import value that could not be linked to specific companies totaled 11.9 percent in 2011 and 12.2 percent in 2010. This portion of the total import value includes imports by individuals, articles exported and returned (the condition was not advanced), low-value estimates, electricity and natural gas imports from Canada, and information filed with missing, unknown, or incomplete company identifiers. Export and import values are taken from the detailed transactions used 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 2011 and 2010 are shown in Table 1, which shows the proportion of exports and imports that were successfully matched to companies in the 2010 and 2011 Business Registers. The 2010 exporter figures in this report are revised from data released in the 2009-2010 exporter profile. The revisions are based on the ability to match additional export records by company name. Unlike exports, all import records have unique numeric importer identifiers, so additional matching by the company name is not performed. Therefore no revisions are made to imports. Please refer to the Methodology section of the *Technical Documentation* at the end of this report.

Who Exports and Imports?

During 2011, 8.7 percent (26.4 thousand) of all identified exporters were *multiple location*

companies; these companies accounted for 74.4 percent of the known export value (Exhibit 1a). In contrast, 275.8 thousand *single location companies* (making up 91.3 percent of the exporting companies) contributed 25.6 percent of the known export value.

In 2011, 9.7 percent of all identified importers were *multiple location companies*; these companies accounted for 76.6 percent of the known import value (Exhibit 1d). *Single location companies*, making up 90.3 percent of the importing companies, contributed 23.4 percent of the known import value.

Trade with related parties accounted for 35.4 percent of the known export value by *multiple location companies* compared to 16.5 percent by *single location companies* (Exhibit 3a).

Exhibit 1a shows that *manufacturers* accounted for the largest portion of the 2011 known value, 59.7 percent, with 24.4 percent of the identified exporters. *Wholesalers* accounted for 22.9 percent and *other companies* accounted for 16.9 percent of the known export value, respectively; *unclassified exporters* accounted for the remainder.

For imports, *manufacturers* accounted for the largest portion of 2011 known value, 44.3 percent with 19.8 percent of the known importers. *Wholesalers* accounted for 31.4 percent and *other companies* accounted for 23.8 percent of the known import value, respectively; *unclassified companies* accounted for the remainder of the known value.

The *other companies* category includes manufacturers of prepackaged software and books; brokers or 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 exporting companies* fell by 1.4 percent in 2011. All company types decreased. *Manufacturers* decreased by 2.9 percent, *wholesalers* by 0.6

percent, *other companies* by 0.7 percent and *unclassified companies* by 1.3 percent (Exhibit 1c).

The number of *multiple location importing companies* decreased by 1.3 percent in 2011. The number of *manufacturers* decreased 0.9 percent, *wholesalers* 1.4 percent, and *other companies* by 1.9 percent. *Unclassified companies* increased by 26.7 percent (Exhibit 1f).

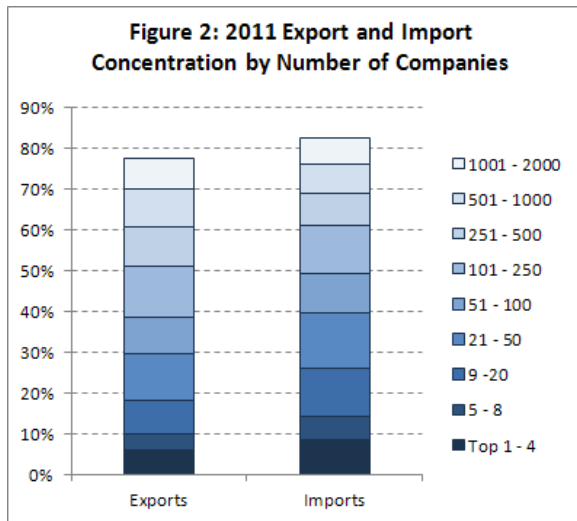


Figure 2 shows the concentration by percent of known export and import values. Of the known export value for 2011, 60.5 percent was accounted for by the top 500 companies. The top 250 companies accounted for 51.1 percent of the known export value. For imports, 68.9 percent of the known value was accounted for by the top 500 companies and 60.9 percent of the total known import value was accounted for by the top 250 importers.

For exports, the top 100 *manufacturers* contributed 32.6 percent of the total known export value and 54.7 percent of all exports by *manufacturers* (Exhibit 2a). For imports, the top 100 *manufacturers* contributed 30.3 percent of the total known import value and 68.5 of all imports by *manufacturers* (Exhibit 2c).

Among the company types, the top 50 *manufacturers* accounted for 44.3 percent of the known export value of the manufacturing sector. The top 50 companies represented 34.5 percent of the known export value for *wholesalers* and 41.1

percent of the known value for *other companies* (Exhibit 2a).

For imports, the top 50 importing *manufacturers* accounted for 58.9 percent of the known value of this sector. The top 50 companies represented 36.9 percent of the known import value for *wholesalers* and about 67.4 percent of the known value for *other companies* (Exhibit 2c).

Figure 3 shows the number of identified companies with both exports and imports. During 2011, 83,050 companies both exported and imported goods, 219,210 companies only exported goods, and 100,910 companies only imported goods. The companies that both exported and imported in 2011 accounted for 84.4 percent of the known export value and 92.5 percent of the known import value. Among companies that both imported and exported goods, 30.5 percent were *manufacturers*, 47.6 percent were *wholesalers*, and 21.4 percent were *other* (Exhibits 1a, 1d, and 1g).



Large-Sized Companies

Large identified companies (those employing 500 or more workers) were responsible for 66.7 percent of the known export value and 69.3 percent of known import value. They represented only 2.2 percent of all identified exporters and 2.8 percent of all known importers (Exhibits 1a and 1d).

Large companies dominated manufacturers' exports, with 3.3 percent of manufacturing exporters (2,453 of 73,861) accounting for 81.1 percent of manufacturing export value (\$639 billion of \$788 billion). Similarly, large wholesalers, who comprise 0.7 percent of the wholesalers who export, accounted for 37.9

percent of the value of known exports by wholesalers. Large companies in the “other” category represented 2.9 percent of the identified exporters in the “other” category, and 56.2 percent of the known value. Large manufacturers’ export value to related parties represented 31.1 percent of the manufacturers’ total known export value (Exhibit 3a).

Large companies comprised 6.1 percent of manufacturing importers (2,219 of 36,348) accounting for 86.0 percent of manufacturing import value (\$740 billion of \$861 billion). Large wholesalers, who comprise approximately 0.8 percent of the wholesalers who import, accounted for 44.2 percent of the value of known imports by wholesalers. (Exhibit 1d).

Large companies accounted for 5.4 percent of those that both exported and imported goods in 2011. These large companies represented 77.2 percent of the known export value and 74.5 percent of the known import value. (Exhibit 1g).

Small- and Medium-Sized Companies

Small- and medium-sized companies (those employing fewer than 500 workers, including number of employees unknown) comprised 97.8 percent of all identified exporters and 97.2 percent of all identified importers. They account for 33.3 percent and 30.7 percent of the known export and import value, respectively. The following findings were extracted from Exhibits 1a, 1d, 1g, and 7a:

- 96.7 percent of *manufacturing exporters* were small- and medium-sized companies and they contributed 18.9 percent of the sector’s \$788 billion in exports. 93.9 percent of *manufacturing importers* were small- and medium-sized; they accounted for 14.0 percent of the sector’s \$861 billion in imports.
- 99.3 percent of *exporting wholesalers* were small- and medium-sized companies; they accounted for 62.1 percent of the sector’s \$303 billion in exports. 99.2 percent of *wholesaler importers* were small- and medium-sized; they contributed 55.8 percent of the sector’s \$611 billion in imports.

- 97.1 percent of *other companies* with exports were small- and medium-sized companies. 96.4 percent of importing *other companies* were small- and medium-sized.
- Among companies that both exported and imported in 2011, small- and medium-sized companies accounted for 94.6 percent of such companies, accounting for 22.8 percent of the known export value and 25.5 percent of the known import value.
- Among 3-digit NAICS for wholesale industries, *Nondurable Goods Merchant Wholesalers* (NAICS 424) experienced the largest percent increase in export value by small- and medium-sized companies from 2010 to 2011 at 23.5 percent. For 3-digit manufacturing industry NAICS, *Petroleum & Coal Products Manufacturing* (NAICS 324) saw the largest percent increase in export value by small- and medium-sized companies at 85.7 percent.

Export and Import Markets

The country groups used in the 2011 Profile have been revised from those used in earlier Profiles (Exhibits 5a, 5b, 5c, 5d, 5e, 5f, 5g, and 5h). Please refer to the Technical Documentation for country grouping definitions.

Most identified companies exported to (58.2 percent) or imported from (60.3 percent) only one foreign country. A small percentage of exporters, 0.4 percent, shipped to 50 or more countries; these companies accounted for 48.8 percent of the known export value (Exhibit 4a). Less than 0.1 percent of importing companies imported from 50 or more countries, accounting for 21.5 percent of the known import value (Exhibit 4c).

In 2011, 81.3 percent of all exporting companies exported to at least one of the top 25 U.S. trading partners. The largest number of identified companies exported to Canada, followed by Mexico, the United Kingdom, Germany and Australia (Exhibit 5a). 90.3 percent of all importing companies imported from at least one of the top 25 trading partners. The largest number of identified companies imported from China,

followed by Taiwan, Germany, Italy and India (Exhibit 5d).

U.S. companies that both exported to and imported from Canada represented 71.2 percent of known export value to Canada in 2011 (\$153 billion of \$215 billion). Companies exporting to and importing from China represented 68.8 percent of known import value from China (\$259 billion of \$376 billion). In 2011, Canada, Mexico, China, Japan and the United Kingdom were the top 5 countries with the largest number of identified U.S. companies which both exported to and imported from the specific country (Exhibits 5a, 5d, and 5g).

Exports and Imports 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 as reported with the electronic export information. Similarly, import statistics by state are based on the state of destination (SD). This is the reported state, U.S. territory or U.S. possession where the merchandise is destined. Exhibit 6 shows the number of companies exporting from and importing to each state during 2010 and 2011 based upon these definitions. (Note that the same company can be shown as exporting from or importing to multiple states.) This is the first year which exports from small- and medium-sized companies by state is included in Exhibit 6a.

- In 2011, 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 43.3 percent of the total known export value. For importing companies, the top five states were California, New York, Florida, Texas, and New Jersey. Importers in these states accounted for 46.4 percent of the total known import value.
- States recording the largest increases in known export value in 2011 were West Virginia (42.3 percent), Utah (40.2 percent), New Mexico (37.5 percent), North Dakota (35.9 percent), and Nevada (35.3 percent). Oklahoma (80.8

percent), Utah (40.0 percent), Louisiana (35.6 percent), New Hampshire (34.9 percent), and South Carolina (31.7 percent) had the largest increases in known import value.

- In 2011, 72,039 small- and medium-sized companies exported from California. Florida was second with 57,381 small- and medium-sized companies exporting from that state. California also had the highest proportion of small- and medium-sized exporters, with 95.9 percent; followed by Florida with 95.3 percent; and New York with 94.4 percent.

Comparison of 2010 and 2011 Results

The relative proportions of exports and imports accounted for by *manufacturers*, *wholesalers*, and *other companies* based upon both number of companies and known value remained consistent from 2010 to 2011. Below are a number of noteworthy year-to-year changes (Exhibits 1c, 1f, 5c, and 5f):

- The known export value increased by 15.7 percent. The number of identified exporting companies increased by 8,272 (2.8 percent). Single location companies increased by 8,650 and multiple location companies decreased by 378.
- The known import value rose by 15.8 percent. The number of identified importing companies increased by 2,312 (1.3 percent). Single location companies increased by 2,539 and multiple location companies decreased by 227.
- The number of small- and medium-sized exporting companies increased by 2.8 percent, from 287.5 thousand in 2010 to 295.6 thousand in 2011, while the number of large companies increased by 2.7 percent, from 6,490 to 6,666.
- The number of exporting *wholesalers* rose by 3.1 percent from 98.1 thousand in 2010 to 101.1 thousand in 2011. Additionally, the number of exporting *manufacturers* increased by 2.1 percent from 72.3 thousand in 2010 to 73.9 thousand in 2011.

- The number of importing *wholesalers* increased 0.6 percent from 82,053 in 2010 to 82,522 in 2011. Additionally, the number of importing *manufacturers* increased 2.1 percent from 35.6 thousand in 2010 to 36.3 thousand in 2011.
- Of the top 25 U.S. export trading partners, all saw increases in the number of identified exporting companies between 2010 and 2011. Among the top 25 U.S. export trading partners, Australia (8.6 percent), Turkey (8.4 percent), Chile (8.1 percent), and the Netherlands (7.4 percent) showed the largest percentage increases in the number of identified exporting companies.
- Among the top 25 U.S. import trading partners, Saudi Arabia (8.3 percent), Canada (6.3 percent), the Netherlands (3.5 percent), and France (3.3 percent) showed the largest

percentage increases in the number of identified importing companies.

Some portion of these changes may reflect changes in the match rate rather than an actual change in the number of companies. 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 importers and exporters is most likely understated. Also, users should not assume that the unidentified companies reflected the same distribution of company types and sizes as the identified (known) exporters and importers. Comparisons between the number of companies importing and 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.

Table 1: Distribution of Exports and Imports by Identified and Unidentified Companies
(Value in millions of dollars. Details may not sum to total due to rounding.)

	2011 Value	% of 2011 Value	2010 Value	% of 2010 Value	
Total exports	1,480,432	100.0	1,278,263	100.0	
Low-value estimates	32,288	2.2	33,079	2.6	
US & foreign governments	61	<0.1	132	<0.1	
Identified exporters* (known value)	1,319,942	89.2	1,140,406	89.2	
Exported merchandise in both 2010 and 2011	1,285,194	86.8	1,096,380	85.8	
Exported merchandise in only 2010 or only 2011	34,748	2.3	44,026	3.4	
Unidentified exports	128,141	8.7	104,646	8.2	
Total Imports	2,207,824	100.0	1,913,160	100.0	
Low-value estimates	14,043	0.1	13,727	0.7	
Articles exported and returned, not advanced or improved in condition	41,515	1.9	38,504	2.0	
Identified importers* (known value)	1,945,307	88.1	1,679,522	87.8	
Imported merchandise in both 2010 and 2011	1,891,105	85.7	1,642,578	85.9	
Imported merchandise in only 2010 or only 2011	54,202	2.5	36,944	1.9	
Unidentified imports /1	206,958	9.4	181,407	9.5	
*Number of Identified Companies					
	2011	2010	Both Years	2011 Only	2010 Only
Exporters	302,260	293,988	199,237	103,023	94,751
Importers	183,960	181,648	130,872	53,088	50,776

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

/1 Includes Canadian electricity and natural gas imports

NOTICE

Effective with this release, the U.S. Census Bureau, Foreign Trade Division has added data on small- and medium-sized exporting companies by state to Exhibit 6a. To accommodate the additional columns in Exhibit 6a, data on the percent difference between 2010 and 2011 export results for small and medium sized companies were moved to a new exhibit, 6c.

Copies of the importer and exporter profile are available by calling (301)763-2311 or at <http://www.census.gov/foreign-trade/aip/index.html#profile>.

TABLE OF CONTENTS

Exhibit 1a.	2011 Exports by Company Type and Employment Size	11
Exhibit 1b.	2010 Exports by Company Type and Employment Size	13
Exhibit 1c.	Percent Difference Between the 2010 and 2011 Export Results	15
Exhibit 1d.	2011 Imports by Company Type and Employment Size	17
Exhibit 1e.	2010 Imports by Company Type and Employment Size	19
Exhibit 1f.	Percent Difference Between the 2010 and 2011 Import Results	21
Exhibit 1g.	2011 Exports and Imports by Company Type and Employment Size for Companies that both Export and Import.....	23
Exhibit 1h.	2010 Exports and Imports by Company Type and Employment Size for Companies that both Export and Import.....	25
Exhibit 2a.	Top Companies' Share of the 2011 Export Market by Company Type	27
Exhibit 2b.	Top Companies' Share of the 2010 Export Market by Company Type	28
Exhibit 2c.	Top Companies' Share of the 2011 Import Market by Company Type	29
Exhibit 2d.	Top Companies' Share of the 2010 Import Market by Company Type	30
Exhibit 3a.	2011 Exports to Related Parties by Company Type and Employment Size	31
Exhibit 3b.	2010 Exports to Related Parties by Company Type and Employment Size	33
Exhibit 4a.	2011 Exports by Company Type and Employment Size to Number of Partner Countries.....	35
Exhibit 4b.	2010 Exports by Company Type and Employment Size to Number of Partner Countries.....	36
Exhibit 4c.	2011 Imports by Company Type and Employment Size to Number of Partner Countries.....	37
Exhibit 4d.	2010 Imports by Company Type and Employment Size to Number of Partner Countries.....	38
Exhibit 5a.	2011 Exports by Company Employment Size to World Areas and Selected Countries.....	39
Exhibit 5b.	2010 Exports by Company Employment Size to World Areas and Selected Countries.....	40
Exhibit 5c.	Percent Difference Between 2010 and 2011 Exports to World Areas and Selected Countries	41
Exhibit 5d.	2011 Imports by Company Employment Size from World Areas and Selected Countries	42

Exhibit 5e.	2010 Imports by Company Employment Size from World Areas and Selected Countries	43
Exhibit 5f.	Percent Difference Between 2010 and 2011 Exports to World Areas and Selected Countries	44
Exhibit 5g.	2011 Exports and Imports for Selected Countries and World Areas by Employment Size, Only for Companies that both Imported from and Exported to Listed Countries and World Areas	45
Exhibit 5h.	2010 Exports and Imports for Selected Countries and World Areas by Employment Size, Only for Companies that both Imported from and Exported to Listed Countries and World Areas.....	46
Exhibit 6a.	2011 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value.....	49
Exhibit 6b.	2010 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value.....	50
Exhibit 6c.	Percent Difference Between 2010 and 2011 Exports from Small- and Medium- Sized Companies	51
Exhibit 6d.	2011 Imports by State of Destination, Number of Importing Companies, Value, and Percent Difference Between the 2010 and 2011 Results	52
Exhibit 6e.	2010 Imports by State of Destination, Number of Importing Companies, and Value	53
Exhibit 7a.	2011 Exports by 3-Digit North American Industry Classification System (NAICS) Code for Small and Medium Sized Companies	54
Exhibit 7b.	2010 Exports by 3-Digit North American Industry Classification System (NAICS) Code for Small and Medium Sized Companies	56

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
2011 Exports by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	% 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)
All identified companies	1,319,942	100.0	100.0	100.0	302,260	100.0	100.0	100.0
no. employees unknown (3)	127,424	9.7	9.7	9.7	117,646	38.9	38.9	38.9
1 to 19 employees	95,301	7.2	16.9	16.9	114,468	37.9	76.8	76.8
20 to 49 employees	47,225	3.6	20.5	20.5	31,655	10.5	87.3	87.3
50 to 99 employees	49,554	3.8	24.2	24.2	15,727	5.2	92.5	92.5
100 to 249 employees	70,901	5.4	29.6	29.6	11,688	3.9	96.3	96.3
250 to 499 employees	49,694	3.8	33.3	33.3	4,410	1.5	97.8	97.8
500 or more employees	879,843	66.7	100.0	100.0	6,666	2.2	100.0	100.0
Manufacturers	787,785	59.7	59.7	100.0	73,861	24.4	24.4	100.0
no. employees unknown (3)	43,889	3.3	3.3	5.6	17,086	5.7	5.7	23.1
1 to 19 employees	8,168	0.6	3.9	6.6	24,578	8.1	13.8	56.4
20 to 49 employees	13,157	1.0	4.9	8.3	13,906	4.6	18.4	75.2
50 to 99 employees	21,780	1.7	6.6	11.0	7,806	2.6	21.0	85.8
100 to 249 employees	31,759	2.4	9.0	15.1	5,905	2.0	22.9	93.8
250 to 499 employees	29,810	2.3	11.3	18.9	2,127	0.7	23.6	96.7
500 or more employees	639,222	48.4	59.7	100.0	2,453	0.8	24.4	100.0
Wholesalers	302,763	22.9	22.9	100.0	101,084	33.4	33.4	100.0
no. employees unknown (3)	40,188	3.0	3.0	13.3	34,383	11.4	11.4	34.0
1 to 19 employees	64,084	4.9	7.9	34.4	49,188	16.3	27.6	82.7
20 to 49 employees	24,528	1.9	9.8	42.5	9,634	3.2	30.8	92.2
50 to 99 employees	16,295	1.2	11.0	47.9	3,894	1.3	32.1	96.1
100 to 249 employees	30,393	2.3	13.3	58.0	2,429	0.8	32.9	98.5
250 to 499 employees	12,590	1.0	14.2	62.1	804	0.3	33.2	99.3
500 or more employees	114,686	8.7	22.9	100.0	752	0.2	33.4	100.0
Other companies (4)	223,558	16.9	16.9	100.0	118,548	39.2	39.2	100.0
no. employees unknown (3)	38,781	2.9	D	D	57,680	19.1	19.1	48.7
1 to 19 employees	22,930	1.7	D	D	40,568	13.4	32.5	82.9
20 to 49 employees	9,482	0.7	D	D	8,090	2.7	35.2	89.7
50 to 99 employees	D	D	D	D	4,003	1.3	36.5	93.1
100 to 249 employees	D	D	D	D	3,316	1.1	37.6	95.9
250 to 499 employees	7,081	0.5	D	D	1,462	0.5	38.1	97.1
500 or more employees	125,673	9.5	D	D	3,429	1.1	39.2	100.0
Unclassified companies	5,835	0.4	0.4	100.0	8,767	2.9	2.9	100.0
Multiple location companies	981,964	74.4	74.4	100.0	26,439	8.7	8.7	100.0
no. employees unknown (3)	812	0.1	0.1	0.1	437	0.1	0.1	1.7
1 to 19 employees	4,718	0.4	0.4	0.6	2,655	0.9	1.0	11.7
20 to 49 employees	8,886	0.7	1.1	1.5	4,161	1.4	2.4	27.4
50 to 99 employees	18,331	1.4	2.5	3.3	4,346	1.4	3.8	43.9
100 to 249 employees	41,516	3.1	5.6	7.6	5,757	1.9	5.7	65.6
250 to 499 employees	38,798	2.9	8.6	11.5	3,145	1.0	6.8	77.5
500 or more employees	868,902	65.8	74.4	100.0	5,938	2.0	8.7	100.0
Manufacturers	676,184	51.2	51.2	100.0	9,086	3.0	3.0	100.0
no. employees unknown (3)	124	0.0	0.0	0.0	61	0.0	0.0	0.7
1 to 19 employees	154	0.0	0.0	0.0	288	0.1	0.1	3.8
20 to 49 employees	1,714	0.1	0.2	0.3	946	0.3	0.4	14.3
50 to 99 employees	3,849	0.3	0.4	0.9	1,495	0.5	0.9	30.7
100 to 249 employees	15,538	1.2	1.6	3.2	2,529	0.8	1.8	58.5
250 to 499 employees	23,505	1.8	3.4	6.6	1,485	0.5	2.3	74.9
500 or more employees	631,299	47.8	51.2	100.0	2,282	0.8	3.0	100.0
Wholesalers	161,882	12.3	12.3	100.0	7,881	2.6	2.6	100.0
no. employees unknown (3)	184	0.0	0.0	0.1	197	0.1	0.1	2.5
1 to 19 employees	3,496	0.3	0.3	2.3	1,358	0.4	0.5	19.7
20 to 49 employees	4,779	0.4	0.6	5.2	1,900	0.6	1.1	43.8
50 to 99 employees	8,066	0.6	1.3	10.2	1,564	0.5	1.7	63.7
100 to 249 employees	21,591	1.6	2.9	23.5	1,513	0.5	2.2	82.9
250 to 499 employees	10,715	0.8	3.7	30.2	640	0.2	2.4	91.0
500 or more employees	113,051	8.6	12.3	100.0	709	0.2	2.6	100.0

Exhibit 1a
2011 Exports by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	% 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)
Other companies (4)	142,609	10.8	10.8	100.0	9,318	3.1	3.1	100.0
no. employees unknown (3)	456	0.0	D	D	162	0.1	0.1	1.7
1 to 19 employees	970	0.1	D	D	982	0.3	0.4	12.3
20 to 49 employees	2,336	0.2	D	D	1,295	0.4	0.8	26.2
50 to 99 employees	D	D	D	D	1,270	0.4	1.2	39.8
100 to 249 employees	4,247	0.3	D	D	1,684	0.6	1.8	57.9
250 to 499 employees	4,366	0.3	D	D	1,007	0.3	2.1	68.7
500 or more employees	D	D	D	D	2,918	1.0	3.1	100.0
Unclassified companies	1,289	0.1	0.1	100.0	154	0.1	0.1	100.0
Single location companies	337,978	25.6	25.6	100.0	275,821	91.3	91.3	100.0
no. employees unknown (3)	126,612	9.6	9.6	37.5	117,209	38.8	38.8	42.5
1 to 19 employees	90,583	6.9	16.5	64.3	111,813	37.0	75.8	83.0
20 to 49 employees	38,339	2.9	19.4	75.6	27,494	9.1	84.9	93.0
50 to 99 employees	31,223	2.4	21.7	84.8	11,381	3.8	88.6	97.1
100 to 249 employees	29,385	2.2	24.0	93.5	5,931	2.0	90.6	99.3
250 to 499 employees	10,896	0.8	24.8	96.8	1,265	0.4	91.0	99.7
500 or more employees	10,941	0.8	25.6	100.0	728	0.2	91.3	100.0
Manufacturers	111,602	8.5	8.5	100.0	64,775	21.4	21.4	100.0
no. employees unknown (3)	43,765	3.3	3.3	39.2	17,025	5.6	5.6	26.3
1 to 19 employees	8,014	0.6	3.9	46.4	24,290	8.0	13.7	63.8
20 to 49 employees	11,443	0.9	4.8	56.6	12,960	4.3	18.0	83.8
50 to 99 employees	17,931	1.4	6.1	72.7	6,311	2.1	20.0	93.5
100 to 249 employees	16,221	1.2	7.4	87.3	3,376	1.1	21.2	98.7
250 to 499 employees	6,305	0.5	7.9	92.9	642	0.2	21.4	99.7
500 or more employees	7,923	0.6	8.5	100.0	171	0.1	21.4	100.0
Wholesalers	140,882	10.7	10.7	100.0	93,203	30.8	30.8	100.0
no. employees unknown (3)	40,004	3.0	3.0	28.4	34,186	11.3	11.3	36.7
1 to 19 employees	60,588	4.6	7.6	71.4	47,830	15.8	27.1	88.0
20 to 49 employees	19,749	1.5	9.1	85.4	7,734	2.6	29.7	96.3
50 to 99 employees	8,229	0.6	9.7	91.3	2,330	0.8	30.5	98.8
100 to 249 employees	8,802	0.7	10.4	97.5	916	0.3	30.8	99.8
250 to 499 employees	1,875	0.1	10.5	98.8	164	0.1	30.8	100.0
500 or more employees	1,635	0.1	10.7	100.0	43	0.0	30.8	100.0
Other companies (4)	80,949	6.1	6.1	100.0	109,230	36.1	36.1	100.0
no. employees unknown (3)	38,324	2.9	D	D	57,518	19.0	19.0	52.7
1 to 19 employees	21,960	1.7	D	D	39,586	13.1	32.1	88.9
20 to 49 employees	7,146	0.5	D	D	6,795	2.2	34.4	95.1
50 to 99 employees	D	D	D	D	2,733	0.9	35.3	97.6
100 to 249 employees	D	D	D	D	1,632	0.5	35.8	99.1
250 to 499 employees	2,715	0.2	D	D	455	0.2	36.0	99.5
500 or more employees	D	D	D	D	511	0.2	36.1	100.0
Unclassified companies	4,546	0.3	0.3	100.0	8,613	2.8	2.8	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g., wholesalers with less than 50 employees account for 42.5 percent of the total wholesalers known value and 92.2 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 2011.

(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.

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

Exhibit 1b
2010 Exports by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	% 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)
All identified companies	1,140,406	100.0	100.0	100.0	293,988	100.0	100.0	100.0
no. employees unknown (3)	107,851	9.5	9.5	9.5	112,846	38.4	38.4	38.4
1 to 19 employees	82,739	7.3	16.7	16.7	112,572	38.3	76.7	76.7
20 to 49 employees	45,037	3.9	20.7	20.7	30,984	10.5	87.2	87.2
50 to 99 employees	43,710	3.8	24.5	24.5	15,179	5.2	92.4	92.4
100 to 249 employees	59,349	5.2	29.7	29.7	11,581	3.9	96.3	96.3
250 to 499 employees	46,254	4.1	33.8	33.8	4,336	1.5	97.8	97.8
500 or more employees	755,466	66.2	100.0	100.0	6,490	2.2	100.0	100.0
Manufacturers	684,284	60.0	60.0	100.0	72,311	24.6	24.6	100.0
no. employees unknown (3)	32,912	2.9	2.9	4.8	16,305	5.5	5.5	22.5
1 to 19 employees	7,367	0.6	3.5	5.9	24,478	8.3	13.9	56.4
20 to 49 employees	11,447	1.0	4.5	7.6	13,636	4.6	18.5	75.3
50 to 99 employees	18,642	1.6	6.2	10.3	7,525	2.6	21.1	85.7
100 to 249 employees	28,110	2.5	8.6	14.4	5,892	2.0	23.1	93.8
250 to 499 employees	28,912	2.5	11.2	18.6	2,094	0.7	23.8	96.7
500 or more employees	556,895	48.8	60.0	100.0	2,381	0.8	24.6	100.0
Wholesalers	268,803	23.6	23.6	100.0	98,082	33.4	33.4	100.0
no. employees unknown (3)	39,735	3.5	3.5	14.8	32,704	11.1	11.1	33.3
1 to 19 employees	53,725	4.7	8.2	34.8	48,358	16.4	27.6	82.6
20 to 49 employees	21,500	1.9	10.1	42.8	9,406	3.2	30.8	92.2
50 to 99 employees	18,271	1.6	11.7	49.6	3,714	1.3	32.0	96.0
100 to 249 employees	23,536	2.1	13.7	58.3	2,382	0.8	32.8	98.5
250 to 499 employees	9,979	0.9	14.6	62.0	807	0.3	33.1	99.3
500 or more employees	102,057	8.9	23.6	100.0	711	0.2	33.4	100.0
Other companies (4)	181,190	15.9	15.9	100.0	114,776	39.0	39.0	100.0
no. employees unknown (3)	D	D	D	D	55,313	18.8	18.8	48.2
1 to 19 employees	D	D	D	D	39,589	13.5	32.3	82.7
20 to 49 employees	12,030	1.1	D	D	7,915	2.7	35.0	89.6
50 to 99 employees	D	D	D	D	3,916	1.3	36.3	93.0
100 to 249 employees	7,611	0.7	D	D	3,261	1.1	37.4	95.8
250 to 499 employees	7,193	0.6	D	D	1,413	0.5	37.9	97.1
500 or more employees	96,347	8.4	D	D	3,369	1.1	39.0	100.0
Unclassified companies	6,129	0.5	0.5	100.0	8,819	3.0	3.0	100.0
Multiple location companies	850,470	74.6	74.6	100.0	26,817	9.1	9.1	100.0
no. employees unknown (3)	542	0.0	0.0	0.1	467	0.2	0.2	1.7
1 to 19 employees	4,345	0.4	0.4	0.6	2,735	0.9	1.1	11.9
20 to 49 employees	12,194	1.1	1.5	2.0	4,363	1.5	2.6	28.2
50 to 99 employees	18,156	1.6	3.1	4.1	4,480	1.5	4.1	44.9
100 to 249 employees	36,098	3.2	6.3	8.4	5,847	2.0	6.1	66.7
250 to 499 employees	35,015	3.1	9.3	12.5	3,146	1.1	7.2	78.5
500 or more employees	744,120	65.3	74.6	100.0	5,779	2.0	9.1	100.0
Manufacturers	589,271	51.7	51.7	100.0	9,354	3.2	3.2	100.0
no. employees unknown (3)	99	0.0	0.0	0.0	79	0.0	0.0	0.8
1 to 19 employees	175	0.0	0.0	0.0	324	0.1	0.1	4.3
20 to 49 employees	1,190	0.1	0.1	0.2	1,011	0.3	0.5	15.1
50 to 99 employees	3,574	0.3	0.4	0.9	1,650	0.6	1.0	32.8
100 to 249 employees	13,903	1.2	1.7	3.2	2,590	0.9	1.9	60.4
250 to 499 employees	22,165	1.9	3.6	7.0	1,496	0.5	2.4	76.4
500 or more employees	548,164	48.1	51.7	100.0	2,204	0.7	3.2	100.0
Wholesalers	145,742	12.8	12.8	100.0	7,927	2.7	2.7	100.0
no. employees unknown (3)	187	0.0	0.0	0.1	208	0.1	0.1	2.6
1 to 19 employees	3,169	0.3	0.3	2.3	1,372	0.5	0.5	19.9
20 to 49 employees	4,850	0.4	0.7	5.6	1,927	0.7	1.2	44.2
50 to 99 employees	11,171	1.0	1.7	13.3	1,572	0.5	1.7	64.1
100 to 249 employees	17,678	1.6	3.2	25.4	1,533	0.5	2.2	83.4
250 to 499 employees	8,113	0.7	4.0	31.0	644	0.2	2.5	91.5
500 or more employees	100,574	8.8	12.8	100.0	671	0.2	2.7	100.0

Exhibit 1b
2010 Exports by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	% 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)
Other companies (4)	114,599	10.0	10.0	100.0	9,380	3.2	3.2	100.0
no. employees unknown (3)	D	D	D	D	170	0.1	0.1	1.8
1 to 19 employees	D	D	D	D	1,013	0.3	0.4	12.6
20 to 49 employees	D	D	D	D	1,400	0.5	0.9	27.5
50 to 99 employees	D	D	D	D	1,239	0.4	1.3	40.7
100 to 249 employees	4,425	0.4	D	D	1,688	0.6	1.9	58.7
250 to 499 employees	D	D	D	D	992	0.3	2.2	69.3
500 or more employees	95,214	8.3	D	D	2,878	1.0	3.2	100.0
Unclassified companies	859	0.1	0.1	100.0	156	0.1	0.1	100.0
Single location companies	289,936	25.4	25.4	100.0	267,171	90.9	90.9	100.0
no. employees unknown (3)	107,309	9.4	9.4	37.0	112,379	38.2	38.2	42.1
1 to 19 employees	78,394	6.9	16.3	64.0	109,837	37.4	75.6	83.2
20 to 49 employees	32,843	2.9	19.2	75.4	26,621	9.1	84.6	93.1
50 to 99 employees	25,554	2.2	21.4	84.2	10,699	3.6	88.3	97.1
100 to 249 employees	23,251	2.0	23.4	92.2	5,734	2.0	90.2	99.3
250 to 499 employees	11,239	1.0	24.4	96.1	1,190	0.4	90.6	99.7
500 or more employees	11,347	1.0	25.4	100.0	711	0.2	90.9	100.0
Manufacturers	95,013	8.3	8.3	100.0	62,957	21.4	21.4	100.0
no. employees unknown (3)	32,813	2.9	2.9	34.5	16,226	5.5	5.5	25.8
1 to 19 employees	7,193	0.6	3.5	42.1	24,154	8.2	13.7	64.1
20 to 49 employees	10,256	0.9	4.4	52.9	12,625	4.3	18.0	84.2
50 to 99 employees	15,067	1.3	5.7	68.8	5,875	2.0	20.0	93.5
100 to 249 employees	14,207	1.2	7.0	83.7	3,302	1.1	21.2	98.8
250 to 499 employees	6,746	0.6	7.6	90.8	598	0.2	21.4	99.7
500 or more employees	8,731	0.8	8.3	100.0	177	0.1	21.4	100.0
Wholesalers	123,061	10.8	10.8	100.0	90,155	30.7	30.7	100.0
no. employees unknown (3)	39,548	3.5	3.5	32.1	32,496	11.1	11.1	36.0
1 to 19 employees	50,556	4.4	7.9	73.2	46,986	16.0	27.0	88.2
20 to 49 employees	16,650	1.5	9.4	86.7	7,479	2.5	29.6	96.5
50 to 99 employees	7,100	0.6	10.0	92.5	2,142	0.7	30.3	98.8
100 to 249 employees	5,858	0.5	10.5	97.3	849	0.3	30.6	99.8
250 to 499 employees	1,867	0.2	10.7	98.8	163	0.1	30.7	100.0
500 or more employees	1,483	0.1	10.8	100.0	40	0.0	30.7	100.0
Other companies (4)	66,592	5.8	5.8	100.0	105,396	35.9	35.9	100.0
no. employees unknown (3)	29,704	2.6	D	D	55,143	18.8	18.8	52.3
1 to 19 employees	D	D	D	D	38,576	13.1	31.9	88.9
20 to 49 employees	D	D	D	D	6,515	2.2	34.1	95.1
50 to 99 employees	D	D	D	D	2,677	0.9	35.0	97.6
100 to 249 employees	3,186	0.3	D	D	1,573	0.5	35.5	99.1
250 to 499 employees	D	D	D	D	421	0.1	35.7	99.5
500 or more employees	1,133	0.1	D	D	491	0.2	35.9	100.0
Unclassified companies	5,270	0.5	0.5	100.0	8,663	2.9	2.9	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g., wholesalers with less than 50 employees account for 42.8 percent of the total wholesalers known value and 92.2 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 2010.

(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.

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

Exhibit 1c
Percent Difference Between the 2010 and 2011 Export Results

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2010	2011	Net Difference	% Difference	2010	2011	Net Difference	% Difference
All identified companies	1,140,406	1,319,942	179,536	15.7	293,988	302,260	8,272	2.8
no. employees unknown (2)	107,851	127,424	19,574	18.1	112,846	117,646	4,800	4.3
1 to 19 employees	82,739	95,301	12,562	15.2	112,572	114,468	1,896	1.7
20 to 49 employees	45,037	47,225	2,187	4.9	30,984	31,655	671	2.2
50 to 99 employees	43,710	49,554	5,844	13.4	15,179	15,727	548	3.6
100 to 249 employees	59,349	70,901	11,552	19.5	11,581	11,688	107	0.9
250 to 499 employees	46,254	49,694	3,440	7.4	4,336	4,410	74	1.7
500 or more employees	755,466	879,843	124,377	16.5	6,490	6,666	176	2.7
Manufacturers	684,284	787,785	103,502	15.1	72,311	73,861	1,550	2.1
no. employees unknown (2)	32,912	43,889	10,977	33.4	16,305	17,086	781	4.8
1 to 19 employees	7,367	8,168	801	10.9	24,478	24,578	100	0.4
20 to 49 employees	11,447	13,157	1,710	14.9	13,636	13,906	270	2.0
50 to 99 employees	18,642	21,780	3,138	16.8	7,525	7,806	281	3.7
100 to 249 employees	28,110	31,759	3,649	13.0	5,892	5,905	13	0.2
250 to 499 employees	28,912	29,810	899	3.1	2,094	2,127	33	1.6
500 or more employees	556,895	639,222	82,327	14.8	2,381	2,453	72	3.0
Wholesalers	268,803	302,763	33,960	12.6	98,082	101,084	3,002	3.1
no. employees unknown (2)	39,735	40,188	453	1.1	32,704	34,383	1,679	5.1
1 to 19 employees	53,725	64,084	10,359	19.3	48,358	49,188	830	1.7
20 to 49 employees	21,500	24,528	3,028	14.1	9,406	9,634	228	2.4
50 to 99 employees	18,271	16,295	-1,975	-10.8	3,714	3,894	180	4.8
100 to 249 employees	23,536	30,393	6,857	29.1	2,382	2,429	47	2.0
250 to 499 employees	9,979	12,590	2,610	26.2	807	804	-3	-0.4
500 or more employees	102,057	114,686	12,629	12.4	711	752	41	5.8
Other companies (3)	181,190	223,558	42,368	23.4	114,776	118,548	3,772	3.3
no. employees unknown (2)	D	38,781	D	D	55,313	57,680	2,367	4.3
1 to 19 employees	D	22,930	D	D	39,589	40,568	979	2.5
20 to 49 employees	12,030	9,482	-2,548	-21.2	7,915	8,090	175	2.2
50 to 99 employees	D	D	D	D	3,916	4,003	87	2.2
100 to 249 employees	7,611	D	D	D	3,261	3,316	55	1.7
250 to 499 employees	7,193	7,081	-112	-1.6	1,413	1,462	49	3.5
500 or more employees	96,347	125,673	29,326	30.4	3,369	3,429	60	1.8
Unclassified companies	6,129	5,835	-294	-4.8	8,819	8,767	-52	-0.6
Multiple location companies	850,470	981,964	131,493	15.5	26,817	26,439	-378	-1.4
no. employees unknown (2)	542	812	270	49.9	467	437	-30	-6.4
1 to 19 employees	4,345	4,718	373	8.6	2,735	2,655	-80	-2.9
20 to 49 employees	12,194	8,886	-3,308	-27.1	4,363	4,161	-202	-4.6
50 to 99 employees	18,156	18,331	174	1.0	4,480	4,346	-134	-3.0
100 to 249 employees	36,098	41,516	5,418	15.0	5,847	5,757	-90	-1.5
250 to 499 employees	35,015	38,798	3,783	10.8	3,146	3,145	-1	0.0
500 or more employees	744,120	868,902	124,783	16.8	5,779	5,938	159	2.8
Manufacturers	589,271	676,184	86,913	14.7	9,354	9,086	-268	-2.9
no. employees unknown (2)	99	124	25	25.1	79	61	-18	-22.8
1 to 19 employees	175	154	-21	-11.8	324	288	-36	-11.1
20 to 49 employees	1,190	1,714	524	44.0	1,011	946	-65	-6.4
50 to 99 employees	3,574	3,849	274	7.7	1,650	1,495	-155	-9.4
100 to 249 employees	13,903	15,538	1,635	11.8	2,590	2,529	-61	-2.4
250 to 499 employees	22,165	23,505	1,340	6.0	1,496	1,485	-11	-0.7
500 or more employees	548,164	631,299	83,136	15.2	2,204	2,282	78	3.5
Wholesalers	145,742	161,882	16,140	11.1	7,927	7,881	-46	-0.6
no. employees unknown (2)	187	184	-3	-1.7	208	197	-11	-5.3
1 to 19 employees	3,169	3,496	327	10.3	1,372	1,358	-14	-1.0
20 to 49 employees	4,850	4,779	-72	-1.5	1,927	1,900	-27	-1.4
50 to 99 employees	11,171	8,066	-3,104	-27.8	1,572	1,564	-8	-0.5
100 to 249 employees	17,678	21,591	3,912	22.1	1,533	1,513	-20	-1.3
250 to 499 employees	8,113	10,715	2,602	32.1	644	640	-4	-0.6
500 or more employees	100,574	113,051	12,477	12.4	671	709	38	5.7

Exhibit 1c
Percent Difference Between the 2010 and 2011 Export Results

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2010	2011	Net Difference	% Difference	2010	2011	Net Difference	% Difference
Other companies (3)	114,599	142,609	28,011	24.4	9,380	9,318	-62	-0.7
no. employees unknown (2)	D	456	D	D	170	162	-8	-4.7
1 to 19 employees	D	970	D	D	1,013	982	-31	-3.1
20 to 49 employees	D	2,336	D	D	1,400	1,295	-105	-7.5
50 to 99 employees	D	D	D	D	1,239	1,270	31	2.5
100 to 249 employees	4,425	4,247	-177	-4.0	1,688	1,684	-4	-0.2
250 to 499 employees	D	4,366	D	D	992	1,007	15	1.5
500 or more employees	95,214	D	D	D	2,878	2,918	40	1.4
Unclassified companies	859	1,289	430	50.0	156	154	-2	-1.3
Single location companies	289,936	337,978	48,042	16.6	267,171	275,821	8,650	3.2
no. employees unknown (2)	107,309	126,612	19,303	18.0	112,379	117,209	4,830	4.3
1 to 19 employees	78,394	90,583	12,189	15.5	109,837	111,813	1,976	1.8
20 to 49 employees	32,843	38,339	5,495	16.7	26,621	27,494	873	3.3
50 to 99 employees	25,554	31,223	5,669	22.2	10,699	11,381	682	6.4
100 to 249 employees	23,251	29,385	6,134	26.4	5,734	5,931	197	3.4
250 to 499 employees	11,239	10,896	-343	-3.1	1,190	1,265	75	6.3
500 or more employees	11,347	10,941	-406	-3.6	711	728	17	2.4
Manufacturers	95,013	111,602	16,588	17.5	62,957	64,775	1,818	2.9
no. employees unknown (2)	32,813	43,765	10,952	33.4	16,226	17,025	799	4.9
1 to 19 employees	7,193	8,014	822	11.4	24,154	24,290	136	0.6
20 to 49 employees	10,256	11,443	1,186	11.6	12,625	12,960	335	2.7
50 to 99 employees	15,067	17,931	2,864	19.0	5,875	6,311	436	7.4
100 to 249 employees	14,207	16,221	2,014	14.2	3,302	3,376	74	2.2
250 to 499 employees	6,746	6,305	-441	-6.5	598	642	44	7.4
500 or more employees	8,731	7,923	-808	-9.3	177	171	-6	-3.4
Wholesalers	123,061	140,882	17,820	14.5	90,155	93,203	3,048	3.4
no. employees unknown (2)	39,548	40,004	456	1.2	32,496	34,186	1,690	5.2
1 to 19 employees	50,556	60,588	10,031	19.8	46,986	47,830	844	1.8
20 to 49 employees	16,650	19,749	3,099	18.6	7,479	7,734	255	3.4
50 to 99 employees	7,100	8,229	1,129	15.9	2,142	2,330	188	8.8
100 to 249 employees	5,858	8,802	2,944	50.3	849	916	67	7.9
250 to 499 employees	1,867	1,875	8	0.4	163	164	1	0.6
500 or more employees	1,483	1,635	152	10.3	40	43	3	7.5
Other companies (3)	66,592	80,949	14,357	21.6	105,396	109,230	3,834	3.6
no. employees unknown (2)	29,704	38,324	8,620	29.0	55,143	57,518	2,375	4.3
1 to 19 employees	D	21,960	D	D	38,576	39,586	1,010	2.6
20 to 49 employees	D	7,146	D	D	6,515	6,795	280	4.3
50 to 99 employees	D	D	D	D	2,677	2,733	56	2.1
100 to 249 employees	3,186	D	D	D	1,573	1,632	59	3.8
250 to 499 employees	D	2,715	D	D	421	455	34	8.1
500 or more employees	1,133	D	D	D	491	511	20	4.1
Unclassified companies	5,270	4,546	-724	-13.7	8,663	8,613	-50	-0.6

(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 2010 or 2011.

(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

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

Exhibit 1d
2011 Imports by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Importers	% of Number of Identified Importers	Cum. % of Number of Identified Importers	Cum. % of Company Type Importers (2)
All identified companies	1,945,307	100.0	100.0	100.0	183,960	100.0	100.0	100.0
no. employees unknown (3)	133,310	6.9	6.9	6.9	60,418	32.8	32.8	32.8
1 to 19 employees	125,129	6.4	13.3	13.3	78,404	42.6	75.5	75.5
20 to 49 employees	77,394	4.0	17.3	17.3	18,976	10.3	85.8	85.8
50 to 99 employees	65,897	3.4	20.7	20.7	9,750	5.3	91.1	91.1
100 to 249 employees	119,215	6.1	26.8	26.8	7,974	4.3	95.4	95.4
250 to 499 employees	76,472	3.9	30.7	30.7	3,298	1.8	97.2	97.2
500 or more employees	1,347,889	69.3	100.0	100.0	5,140	2.8	100.0	100.0
Manufacturers	860,875	44.3	44.3	100.0	36,348	19.8	19.8	100.0
no. employees unknown (3)	38,751	2.0	2.0	4.5	7,004	3.8	3.8	19.3
1 to 19 employees	7,137	0.4	2.4	5.3	10,360	5.6	9.4	47.8
20 to 49 employees	10,091	0.5	2.9	6.5	6,479	3.5	13.0	65.6
50 to 99 employees	14,995	0.8	3.6	8.2	4,465	2.4	15.4	77.9
100 to 249 employees	24,353	1.3	4.9	11.1	4,087	2.2	17.6	89.1
250 to 499 employees	25,438	1.3	6.2	14.0	1,734	0.9	18.6	93.9
500 or more employees	740,110	38.0	44.3	100.0	2,219	1.2	19.8	100.0
Wholesalers	610,767	31.4	31.4	100.0	82,522	44.9	44.9	100.0
no. employees unknown (3)	50,182	2.6	2.6	8.2	26,275	14.3	14.3	31.8
1 to 19 employees	98,665	5.1	7.7	24.4	42,782	23.3	37.5	83.7
20 to 49 employees	59,193	3.0	10.7	34.1	7,407	4.0	41.6	92.7
50 to 99 employees	43,192	2.2	12.9	41.1	2,901	1.6	43.1	96.2
100 to 249 employees	56,764	2.9	15.8	50.4	1,840	1.0	44.1	98.4
250 to 499 employees	32,872	1.7	17.5	55.8	645	0.4	44.5	99.2
500 or more employees	269,898	13.9	31.4	100.0	672	0.4	44.9	100.0
Other companies (4)	463,095	23.8	23.8	100.0	62,474	34.0	34.0	100.0
no. employees unknown (3)	34,663	1.8	D	D	24,653	13.4	13.4	39.5
1 to 19 employees	19,260	1.0	D	D	25,217	13.7	27.1	79.8
20 to 49 employees	8,080	0.4	D	D	5,078	2.8	29.9	88.0
50 to 99 employees	D	D	D	D	2,372	1.3	31.2	91.8
100 to 249 employees	37,865	1.9	D	D	2,020	1.1	32.3	95.0
250 to 499 employees	D	D	D	D	909	0.5	32.8	96.4
500 or more employees	D	D	D	D	2,225	1.2	34.0	100.0
Unclassified companies	10,570	0.5	0.5	100.0	2,616	1.4	1.4	100.0
Multiple location companies	1,491,020	76.6	76.6	100.0	17,807	9.7	9.7	100.0
no. employees unknown (3)	1,705	0.1	0.1	0.1	195	0.1	0.1	1.1
1 to 19 employees	7,380	0.4	0.5	0.6	1,683	0.9	1.0	10.5
20 to 49 employees	17,047	0.9	1.3	1.8	2,546	1.4	2.4	24.8
50 to 99 employees	22,872	1.2	2.5	3.3	2,660	1.4	3.9	39.8
100 to 249 employees	55,506	2.9	5.4	7.0	3,838	2.1	5.9	61.3
250 to 499 employees	58,623	3.0	8.4	10.9	2,311	1.3	7.2	74.3
500 or more employees	1,327,888	68.3	76.6	100.0	4,574	2.5	9.7	100.0
Manufacturers	759,397	39.0	39.0	100.0	6,683	3.6	3.6	100.0
no. employees unknown (3)	59	0.0	0.0	0.0	24	0.0	0.0	0.4
1 to 19 employees	142	0.0	0.0	0.0	140	0.1	0.1	2.5
20 to 49 employees	913	0.0	0.1	0.1	507	0.3	0.4	10.0
50 to 99 employees	3,163	0.2	0.2	0.6	924	0.5	0.9	23.9
100 to 249 employees	12,873	0.7	0.9	2.3	1,809	1.0	1.9	50.9
250 to 499 employees	17,595	0.9	1.8	4.6	1,209	0.7	2.5	69.0
500 or more employees	724,652	37.3	39.0	100.0	2,070	1.1	3.6	100.0
Wholesalers	365,555	18.8	18.8	100.0	5,459	3.0	3.0	100.0
no. employees unknown (3)	D	D	D	D	104	0.1	0.1	1.9
1 to 19 employees	5,745	0.3	D	D	952	0.5	0.6	19.3
20 to 49 employees	13,953	0.7	D	D	1,257	0.7	1.3	42.4
50 to 99 employees	17,391	0.9	D	D	983	0.5	1.8	60.4
100 to 249 employees	D	D	D	D	1,029	0.6	2.4	79.2
250 to 499 employees	23,756	1.2	D	D	502	0.3	2.6	88.4
500 or more employees	267,338	13.7	D	D	632	0.3	3.0	100.0

Exhibit 1d
2011 Imports by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Importers	% of Number of Identified Importers	Cum. % of Number of Identified Importers	Cum. % of Company Type Importers (2)
Other companies (4)	365,245	18.8	18.8	100.0	5,570	3.0	3.0	100.0
no. employees unknown (3)	D	D	D	D	55	0.0	0.0	1.0
1 to 19 employees	1,463	0.1	D	D	586	0.3	0.3	11.5
20 to 49 employees	D	D	D	D	772	0.4	0.8	25.4
50 to 99 employees	D	D	D	D	741	0.4	1.2	38.7
100 to 249 employees	D	D	D	D	975	0.5	1.7	56.2
250 to 499 employees	D	D	D	D	590	0.3	2.0	66.8
500 or more employees	D	D	D	D	1,851	1.0	3.0	100.0
Unclassified companies	823	0.0	0.0	100.0	95	0.1	0.1	100.0
Single location companies	454,287	23.4	23.4	100.0	166,153	90.3	90.3	100.0
no. employees unknown (3)	131,605	6.8	6.8	29.0	60,223	32.7	32.7	36.2
1 to 19 employees	117,749	6.1	12.8	54.9	76,721	41.7	74.4	82.4
20 to 49 employees	60,347	3.1	15.9	68.2	16,430	8.9	83.4	92.3
50 to 99 employees	43,025	2.2	18.1	77.6	7,090	3.9	87.2	96.6
100 to 249 employees	63,709	3.3	21.4	91.7	4,136	2.2	89.5	99.1
250 to 499 employees	17,849	0.9	22.3	95.6	987	0.5	90.0	99.7
500 or more employees	20,001	1.0	23.4	100.0	566	0.3	90.3	100.0
Manufacturers	101,479	5.2	5.2	100.0	29,665	16.1	16.1	100.0
no. employees unknown (3)	38,692	2.0	2.0	38.1	6,980	3.8	3.8	23.5
1 to 19 employees	6,994	0.4	2.3	45.0	10,220	5.6	9.3	58.0
20 to 49 employees	9,178	0.5	2.8	54.1	5,972	3.2	12.6	78.1
50 to 99 employees	11,833	0.6	3.4	65.7	3,541	1.9	14.5	90.0
100 to 249 employees	11,480	0.6	4.0	77.0	2,278	1.2	15.8	97.7
250 to 499 employees	7,843	0.4	4.4	84.8	525	0.3	16.0	99.5
500 or more employees	15,459	0.8	5.2	100.0	149	0.1	16.1	100.0
Wholesalers	245,212	12.6	12.6	100.0	77,063	41.9	41.9	100.0
no. employees unknown (3)	D	D	D	D	26,171	14.2	14.2	34.0
1 to 19 employees	92,920	4.8	D	D	41,830	22.7	37.0	88.2
20 to 49 employees	45,240	2.3	D	D	6,150	3.3	40.3	96.2
50 to 99 employees	25,801	1.3	D	D	1,918	1.0	41.4	98.7
100 to 249 employees	D	D	D	D	811	0.4	41.8	99.8
250 to 499 employees	9,116	0.5	D	D	143	0.1	41.9	99.9
500 or more employees	2,560	0.1	D	D	40	0.0	41.9	100.0
Other companies (4)	97,850	5.0	5.0	100.0	56,904	30.9	30.9	100.0
no. employees unknown (3)	D	D	D	D	24,598	13.4	13.4	43.2
1 to 19 employees	17,797	0.9	D	D	24,631	13.4	26.8	86.5
20 to 49 employees	D	D	D	D	4,306	2.3	29.1	94.1
50 to 99 employees	5,391	0.3	D	D	1,631	0.9	30.0	96.9
100 to 249 employees	D	D	D	D	1,045	0.6	30.6	98.8
250 to 499 employees	890	0.0	D	D	319	0.2	30.7	99.3
500 or more employees	1,983	0.1	D	D	374	0.2	30.9	100.0
Unclassified companies	9,747	0.5	0.5	100.0	2,521	1.4	1.4	100.0

(1) Known value is defined as the portion of U.S. total general imports 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 34.1 percent of the total wholesalers known value and 92.7 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 2011.

(4) Includes manufacturing companies of prepackaged software and books, brokers, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

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

Exhibit 1e
2010 Imports by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Importers	% of Number of Identified Importers	Cum. % of Number of Identified Importers	Cum. % of Company Type Importers (2)
All identified companies	1,679,522	100.0	100.0	100.0	181,648	100.0	100.0	100.0
no. employees unknown (3)	123,616	7.4	7.4	7.4	59,886	33.0	33.0	33.0
1 to 19 employees	112,664	6.7	14.1	14.1	77,796	42.8	75.8	75.8
20 to 49 employees	71,093	4.2	18.3	18.3	18,487	10.2	86.0	86.0
50 to 99 employees	58,075	3.5	21.8	21.8	9,472	5.2	91.2	91.2
100 to 249 employees	96,080	5.7	27.5	27.5	7,820	4.3	95.5	95.5
250 to 499 employees	69,812	4.2	31.6	31.6	3,174	1.7	97.2	97.2
500 or more employees	1,148,183	68.4	100.0	100.0	5,013	2.8	100.0	100.0
Manufacturers	758,612	45.2	45.2	100.0	35,603	19.6	19.6	100.0
no. employees unknown (3)	33,905	2.0	2.0	4.5	6,663	3.7	3.7	18.7
1 to 19 employees	6,259	0.4	2.4	5.3	10,341	5.7	9.4	47.8
20 to 49 employees	8,728	0.5	2.9	6.4	6,354	3.5	12.9	65.6
50 to 99 employees	13,147	0.8	3.7	8.2	4,368	2.4	15.3	77.9
100 to 249 employees	21,020	1.3	4.9	10.9	4,073	2.2	17.5	89.3
250 to 499 employees	21,149	1.3	6.2	13.7	1,659	0.9	18.4	94.0
500 or more employees	654,404	39.0	45.2	100.0	2,145	1.2	19.6	100.0
Wholesalers	551,151	32.8	32.8	100.0	82,053	45.2	45.2	100.0
no. employees unknown (3)	49,625	3.0	3.0	9.0	26,301	14.5	14.5	32.1
1 to 19 employees	88,348	5.3	8.2	25.0	42,591	23.4	37.9	84.0
20 to 49 employees	52,024	3.1	11.3	34.5	7,296	4.0	41.9	92.9
50 to 99 employees	39,077	2.3	13.6	41.6	2,811	1.5	43.5	96.3
100 to 249 employees	47,099	2.8	16.4	50.1	1,784	1.0	44.5	98.5
250 to 499 employees	33,317	2.0	18.4	56.2	630	0.3	44.8	99.2
500 or more employees	241,661	14.4	32.8	100.0	640	0.4	45.2	100.0
Other companies (4)	360,591	21.5	21.5	100.0	61,250	33.7	33.7	100.0
no. employees unknown (3)	31,287	1.9	1.9	8.7	24,309	13.4	13.4	39.7
1 to 19 employees	18,027	1.1	2.9	13.7	24,813	13.7	27.0	80.2
20 to 49 employees	10,316	0.6	3.6	16.5	4,822	2.7	29.7	88.1
50 to 99 employees	5,809	0.3	3.9	18.1	2,276	1.3	30.9	91.8
100 to 249 employees	27,696	1.6	5.5	25.8	1,941	1.1	32.0	95.0
250 to 499 employees	15,344	0.9	6.5	30.1	875	0.5	32.5	96.4
500 or more employees	252,112	15.0	21.5	100.0	2,214	1.2	33.7	100.0
Unclassified companies	9,169	0.5	0.5	100.0	2,742	1.5	1.5	100.0
Multiple location companies	1,279,707	76.2	76.2	100.0	18,034	9.9	9.9	100.0
no. employees unknown (3)	431	0.0	0.0	0.0	176	0.1	0.1	1.0
1 to 19 employees	6,729	0.4	0.4	0.6	1,791	1.0	1.1	10.9
20 to 49 employees	19,695	1.2	1.6	2.1	2,665	1.5	2.5	25.7
50 to 99 employees	22,014	1.3	2.9	3.8	2,775	1.5	4.1	41.1
100 to 249 employees	42,560	2.5	5.4	7.1	3,887	2.1	6.2	62.6
250 to 499 employees	58,215	3.5	8.9	11.7	2,287	1.3	7.5	75.3
500 or more employees	1,130,064	67.3	76.2	100.0	4,453	2.5	9.9	100.0
Manufacturers	671,892	40.0	40.0	100.0	6,743	3.7	3.7	100.0
no. employees unknown (3)	49	0.0	0.0	0.0	31	0.0	0.0	0.5
1 to 19 employees	243	0.0	0.0	0.0	167	0.1	0.1	2.9
20 to 49 employees	788	0.0	0.1	0.2	512	0.3	0.4	10.5
50 to 99 employees	2,950	0.2	0.2	0.6	996	0.5	0.9	25.3
100 to 249 employees	11,217	0.7	0.9	2.3	1,858	1.0	2.0	52.9
250 to 499 employees	16,525	1.0	1.9	4.7	1,185	0.7	2.6	70.4
500 or more employees	640,120	38.1	40.0	100.0	1,994	1.1	3.7	100.0
Wholesalers	329,916	19.6	19.6	100.0	5,536	3.0	3.0	100.0
no. employees unknown (3)	260	0.0	0.0	0.1	88	0.0	0.0	1.6
1 to 19 employees	5,295	0.3	0.3	1.7	970	0.5	0.6	19.1
20 to 49 employees	14,261	0.8	1.2	6.0	1,318	0.7	1.3	42.9
50 to 99 employees	16,730	1.0	2.2	11.1	1,026	0.6	1.9	61.5
100 to 249 employees	26,195	1.6	3.7	19.0	1,032	0.6	2.4	80.1
250 to 499 employees	27,162	1.6	5.4	27.3	497	0.3	2.7	89.1
500 or more employees	240,012	14.3	19.6	100.0	605	0.3	3.0	100.0

Exhibit 1e
2010 Imports by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Importers	% of Identified Importers	Cum. % of Identified Importers	Cum. % of Company Type Importers (2)
Other companies (4)	277,567	16.5	16.5	100.0	5,680	3.1	3.1	100.0
no. employees unknown (3)	D	D	D	D	56	0.0	0.0	1.0
1 to 19 employees	D	D	D	D	648	0.4	0.4	12.4
20 to 49 employees	4,621	0.3	D	D	824	0.5	0.8	26.9
50 to 99 employees	D	D	D	D	739	0.4	1.2	39.9
100 to 249 employees	4,883	0.3	D	D	977	0.5	1.8	57.1
250 to 499 employees	14,526	0.9	D	D	595	0.3	2.1	67.6
500 or more employees	249,925	14.9	D	D	1,841	1.0	3.1	100.0
Unclassified companies	333	0.0	0.0	100.0	75	0.0	0.0	100.0
Single location companies	399,815	23.8	23.8	100.0	163,614	90.1	90.1	100.0
no. employees unknown (3)	123,184	7.3	7.3	30.8	59,710	32.9	32.9	36.5
1 to 19 employees	105,935	6.3	13.6	57.3	76,005	41.8	74.7	82.9
20 to 49 employees	51,398	3.1	16.7	70.2	15,822	8.7	83.4	92.6
50 to 99 employees	36,062	2.1	18.8	79.2	6,697	3.7	87.1	96.7
100 to 249 employees	53,520	3.2	22.0	92.6	3,933	2.2	89.3	99.1
250 to 499 employees	11,597	0.7	22.7	95.5	887	0.5	89.8	99.7
500 or more employees	18,119	1.1	23.8	100.0	560	0.3	90.1	100.0
Manufacturers	86,719	5.2	5.2	100.0	28,860	15.9	15.9	100.0
no. employees unknown (3)	33,856	2.0	2.0	39.0	6,632	3.7	3.7	23.0
1 to 19 employees	6,015	0.4	2.4	46.0	10,174	5.6	9.3	58.2
20 to 49 employees	7,940	0.5	2.8	55.1	5,842	3.2	12.5	78.5
50 to 99 employees	10,198	0.6	3.5	66.9	3,372	1.9	14.3	90.2
100 to 249 employees	9,803	0.6	4.0	78.2	2,215	1.2	15.5	97.8
250 to 499 employees	4,624	0.3	4.3	83.5	474	0.3	15.8	99.5
500 or more employees	14,284	0.9	5.2	100.0	151	0.1	15.9	100.0
Wholesalers	221,235	13.2	13.2	100.0	76,517	42.1	42.1	100.0
no. employees unknown (3)	49,365	2.9	2.9	22.3	26,213	14.4	14.4	34.3
1 to 19 employees	83,053	4.9	7.9	59.9	41,621	22.9	37.3	88.7
20 to 49 employees	37,763	2.2	10.1	76.9	5,978	3.3	40.6	96.5
50 to 99 employees	22,346	1.3	11.5	87.0	1,785	1.0	41.6	98.8
100 to 249 employees	20,905	1.2	12.7	96.5	752	0.4	42.0	99.8
250 to 499 employees	6,154	0.4	13.1	99.3	133	0.1	42.1	100.0
500 or more employees	1,649	0.1	13.2	100.0	35	0.0	42.1	100.0
Other companies (4)	83,024	4.9	4.9	100.0	55,570	30.6	30.6	100.0
no. employees unknown (3)	D	D	D	D	24,253	13.4	13.4	43.6
1 to 19 employees	D	D	D	D	24,165	13.3	26.7	87.1
20 to 49 employees	5,695	0.3	D	D	3,998	2.2	28.9	94.3
50 to 99 employees	D	D	D	D	1,537	0.8	29.7	97.1
100 to 249 employees	22,812	1.4	D	D	964	0.5	30.2	98.8
250 to 499 employees	819	0.0	D	D	280	0.2	30.4	99.3
500 or more employees	2,186	0.1	D	D	373	0.2	30.6	100.0
Unclassified companies	8,836	0.5	0.5	100.0	2,667	1.5	1.5	100.0

(1) Known value is defined as the portion of U.S. total general imports 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 34.5 percent of the total wholesalers known value and 92.9 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2010.

(4) Includes manufacturing companies of prepackaged software and books, brokers, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

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

Exhibit 1f
Percent Difference Between the 2010 and 2011 Import Results

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

Company Type and Employment Size	Known Value (1)				Number of Identified Importers			
	2010	2011	Net Difference	% Difference	2010	2011	Net Difference	% Difference
All identified companies	1,679,522	1,945,307	265,784	15.8	181,648	183,960	2,312	1.3
no. employees unknown (2)	123,616	133,310	9,695	7.8	59,886	60,418	532	0.9
1 to 19 employees	112,664	125,129	12,465	11.1	77,796	78,404	608	0.8
20 to 49 employees	71,093	77,394	6,301	8.9	18,487	18,976	489	2.6
50 to 99 employees	58,075	65,897	7,822	13.5	9,472	9,750	278	2.9
100 to 249 employees	96,080	119,215	23,135	24.1	7,820	7,974	154	2.0
250 to 499 employees	69,812	76,472	6,660	9.5	3,174	3,298	124	3.9
500 or more employees	1,148,183	1,347,889	199,706	17.4	5,013	5,140	127	2.5
Manufacturers	758,612	860,875	102,264	13.5	35,603	36,348	745	2.1
no. employees unknown (2)	33,905	38,751	4,846	14.3	6,663	7,004	341	5.1
1 to 19 employees	6,259	7,137	878	14.0	10,341	10,360	19	0.2
20 to 49 employees	8,728	10,091	1,363	15.6	6,354	6,479	125	2.0
50 to 99 employees	13,147	14,995	1,848	14.1	4,368	4,465	97	2.2
100 to 249 employees	21,020	24,353	3,333	15.9	4,073	4,087	14	0.3
250 to 499 employees	21,149	25,438	4,289	20.3	1,659	1,734	75	4.5
500 or more employees	654,404	740,110	85,706	13.1	2,145	2,219	74	3.4
Wholesalers	551,151	610,767	59,615	10.8	82,053	82,522	469	0.6
no. employees unknown (2)	49,625	50,182	556	1.1	26,301	26,275	-26	-0.1
1 to 19 employees	88,348	98,665	10,317	11.7	42,591	42,782	191	0.4
20 to 49 employees	52,024	59,193	7,170	13.8	7,296	7,407	111	1.5
50 to 99 employees	39,077	43,192	4,115	10.5	2,811	2,901	90	3.2
100 to 249 employees	47,099	56,764	9,664	20.5	1,784	1,840	56	3.1
250 to 499 employees	33,317	32,872	-444	-1.3	630	645	15	2.4
500 or more employees	241,661	269,898	28,237	11.7	640	672	32	5.0
Other companies (3)	360,591	463,095	102,504	28.4	61,250	62,474	1,224	2.0
no. employees unknown (2)	31,287	34,663	3,375	10.8	24,309	24,653	344	1.4
1 to 19 employees	18,027	19,260	1,233	6.8	24,813	25,217	404	1.6
20 to 49 employees	10,316	8,080	-2,236	-21.7	4,822	5,078	256	5.3
50 to 99 employees	5,809	D	D	D	2,276	2,372	96	4.2
100 to 249 employees	27,696	37,865	10,169	36.7	1,941	2,020	79	4.1
250 to 499 employees	15,344	D	D	D	875	909	34	3.9
500 or more employees	252,112	D	D	D	2,214	2,225	11	0.5
Unclassified companies	9,169	10,570	1,401	15.3	2,742	2,616	-126	-4.6
Multiple location companies	1,279,707	1,491,020	211,312	16.5	18,034	17,807	-227	-1.3
no. employees unknown (2)	431	1,705	1,273	295.3	176	195	19	10.8
1 to 19 employees	6,729	7,380	651	9.7	1,791	1,683	-108	-6.0
20 to 49 employees	19,695	17,047	-2,648	-13.4	2,665	2,546	-119	-4.5
50 to 99 employees	22,014	22,872	858	3.9	2,775	2,660	-115	-4.1
100 to 249 employees	42,560	55,506	12,946	30.4	3,887	3,838	-49	-1.3
250 to 499 employees	58,215	58,623	408	0.7	2,287	2,311	24	1.0
500 or more employees	1,130,064	1,327,888	197,824	17.5	4,453	4,574	121	2.7
Manufacturers	671,892	759,397	87,504	13	6,743	6,683	-60	-1
no. employees unknown (2)	49	59	10	20.8	31	24	-7	-22.6
1 to 19 employees	243	142	-101	-41.5	167	140	-27	-16.2
20 to 49 employees	788	913	125	15.9	512	507	-5	-1.0
50 to 99 employees	2,950	3,163	213	7.2	996	924	-72	-7.2
100 to 249 employees	11,217	12,873	1,656	14.8	1,858	1,809	-49	-2.6
250 to 499 employees	16,525	17,595	1,070	6.5	1,185	1,209	24	2.0
500 or more employees	640,120	724,652	84,531	13.2	1,994	2,070	76	3.8
Wholesalers	329,916	365,555	35,639	11	5,536	5,459	-77	-1
no. employees unknown (2)	260	D	D	D	88	104	16	18.2
1 to 19 employees	5,295	5,745	450	8.5	970	952	-18	-1.9
20 to 49 employees	14,261	13,953	-308	-2.2	1,318	1,257	-61	-4.6
50 to 99 employees	16,730	17,391	660	3.9	1,026	983	-43	-4.2
100 to 249 employees	26,195	D	D	D	1,032	1,029	-3	-0.3
250 to 499 employees	27,162	23,756	-3,406	-12.5	497	502	5	1.0
500 or more employees	240,012	267,338	27,326	11.4	605	632	27	4.5

Exhibit 1f
Percent Difference Between the 2010 and 2011 Import Results

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

Company Type and Employment Size	Known Value (1)				Number of Identified Importers			
	2010	2011	Net Difference	% Difference	2010	2011	Net Difference	% Difference
Other companies (3)	277,567	365,245	87,679	32	5,680	5,570	-110	-2
no. employees unknown (2)	D	D	D	D	56	55	-1	-1.8
1 to 19 employees	D	1,463	D	D	648	586	-62	-9.6
20 to 49 employees	4,621	D	D	D	824	772	-52	-6.3
50 to 99 employees	D	D	D	D	739	741	2	0.3
100 to 249 employees	4,883	D	D	D	977	975	-2	-0.2
250 to 499 employees	14,526	D	D	D	595	590	-5	-0.8
500 or more employees	249,925	D	D	D	1,841	1,851	10	0.5
Unclassified companies	333	823	490	147.4	75	95	20	26.7
Single location companies	399,815	454,287	54,472	14	163,614	166,153	2,539	2
no. employees unknown (2)	123,184	131,605	8,421	6.8	59,710	60,223	513	0.9
1 to 19 employees	105,935	117,749	11,814	11.2	76,005	76,721	716	0.9
20 to 49 employees	51,398	60,347	8,949	17.4	15,822	16,430	608	3.8
50 to 99 employees	36,062	43,025	6,963	19.3	6,697	7,090	393	5.9
100 to 249 employees	53,520	63,709	10,189	19.0	3,933	4,136	203	5.2
250 to 499 employees	11,597	17,849	6,252	53.9	887	987	100	11.3
500 or more employees	18,119	20,001	1,882	10.4	560	566	6	1.1
Manufacturers	86,719	101,479	14,759	17	28,860	29,665	805	3
no. employees unknown (2)	33,856	38,692	4,836	14.3	6,632	6,980	348	5.2
1 to 19 employees	6,015	6,994	979	16.3	10,174	10,220	46	0.5
20 to 49 employees	7,940	9,178	1,238	15.6	5,842	5,972	130	2.2
50 to 99 employees	10,198	11,833	1,635	16.0	3,372	3,541	169	5.0
100 to 249 employees	9,803	11,480	1,677	17.1	2,215	2,278	63	2.8
250 to 499 employees	4,624	7,843	3,219	69.6	474	525	51	10.8
500 or more employees	14,284	15,459	1,175	8.2	151	149	-2	-1.3
Wholesalers	221,235	245,212	23,976	11	76,517	77,063	546	1
no. employees unknown (2)	49,365	D	D	D	26,213	26,171	-42	-0.2
1 to 19 employees	83,053	92,920	9,867	11.9	41,621	41,830	209	0.5
20 to 49 employees	37,763	45,240	7,477	19.8	5,978	6,150	172	2.9
50 to 99 employees	22,346	25,801	3,455	15.5	1,785	1,918	133	7.5
100 to 249 employees	20,905	D	D	D	752	811	59	7.8
250 to 499 employees	6,154	9,116	2,962	48.1	133	143	10	7.5
500 or more employees	1,649	2,560	911	55.3	35	40	5	14.3
Other companies (3)	83,024	97,850	14,825	18	55,570	56,904	1,334	2
no. employees unknown (2)	D	D	D	D	24,253	24,598	345	1.4
1 to 19 employees	D	17,797	D	D	24,165	24,631	466	1.9
20 to 49 employees	5,695	D	D	D	3,998	4,306	308	7.7
50 to 99 employees	D	5,391	D	D	1,537	1,631	94	6.1
100 to 249 employees	22,812	D	D	D	964	1,045	81	8.4
250 to 499 employees	819	890	72	8.8	280	319	39	13.9
500 or more employees	2,186	1,983	-204	-9.3	373	374	1	0.3
Unclassified companies	8,836	9,747	911	10.3	2,667	2,521	-146	-5.5

(1) Known value is defined as the portion of U.S. total general imports 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 2010 or 2011.

(3) Includes manufacturing companies of prepackaged software and books, brokers, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

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

Exhibit 1g
2011 Exports and Imports by Company Type and Employment Size
for Companies that both Export and Import

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

Company Type and Employment Size	Number of Identified Companies	Known Value for Companies that Both Imported and Exported (1)			
		Exports	% of Known Export Value	Imports	% of Known Import Value
All identified companies	83,050	1,114,344	100.0	1,800,010	100.0
no. employees unknown (2)	13,179	46,265	4.2	80,200	4.5
1 to 19 employees	35,898	38,759	3.5	89,212	5.0
20 to 49 employees	13,020	30,545	2.7	66,266	3.7
50 to 99 employees	7,384	40,206	3.6	61,853	3.4
100 to 249 employees	6,361	54,429	4.9	D	D
250 to 499 employees	2,748	43,391	3.9	D	D
500 or more employees	4,460	860,750	77.2	1,340,996	74.5
Manufacturers	25,301	741,218	66.5	852,047	47.3
no. employees unknown (2)	2,875	23,265	2.1	34,121	1.9
1 to 19 employees	5,923	3,734	0.3	5,572	0.3
20 to 49 employees	5,075	7,221	0.6	9,385	0.5
50 to 99 employees	3,857	17,421	1.6	14,324	0.8
100 to 249 employees	3,746	26,601	2.4	23,720	1.3
250 to 499 employees	1,643	28,004	2.5	25,167	1.4
500 or more employees	2,182	634,972	57.0	739,758	41.1
Wholesalers	39,534	218,116	19.6	548,039	30.4
no. employees unknown (2)	6,184	13,479	1.2	28,966	1.6
1 to 19 employees	22,487	27,980	2.5	72,430	4.0
20 to 49 employees	5,705	18,089	1.6	50,320	2.8
50 to 99 employees	2,387	13,850	1.2	40,629	2.3
100 to 249 employees	1,563	22,112	2.0	55,534	3.1
250 to 499 employees	577	9,506	0.9	31,487	1.7
500 or more employees	631	113,100	10.1	268,673	14.9
Other companies (3)	17,800	154,037	13.8	396,810	22.0
no. employees unknown (2)	3,754	9,155	0.8	14,821	0.8
1 to 19 employees	7,481	D	D	11,163	0.6
20 to 49 employees	2,232	D	D	D	D
50 to 99 employees	1,137	D	D	D	D
100 to 249 employees	1,038	5,611	0.5	D	D
250 to 499 employees	524	5,681	0.5	17,587	1.0
500 or more employees	1,634	112,444	10.1	D	D
Unclassified companies	415	974	0.1	3,114	0.2
Multiple location companies	14,184	942,178	84.5	1,475,515	82.0
no. employees unknown (2)	129	313	0.0	1,670	0.1
1 to 19 employees	957	2,214	0.2	6,639	0.4
20 to 49 employees	1,775	6,708	0.6	12,877	0.7
50 to 99 employees	2,070	15,339	1.4	21,665	1.2
100 to 249 employees	3,172	32,875	3.0	54,505	3.0
250 to 499 employees	1,973	34,069	3.1	56,835	3.2
500 or more employees	4,108	850,660	76.3	1,321,323	73.4
Manufacturers	6,308	667,634	59.9	758,472	42.1
no. employees unknown (2)	20	107	0.0	D	D
1 to 19 employees	100	102	0.0	D	D
20 to 49 employees	438	851	0.1	859	0.0
50 to 99 employees	839	3,171	0.3	2,965	0.2
100 to 249 employees	1,700	13,333	1.2	12,670	0.7
250 to 499 employees	1,166	22,451	2.0	17,468	1.0
500 or more employees	2,045	627,620	56.3	724,335	40.2
Wholesalers	4,514	148,603	13.3	357,648	19.9
no. employees unknown (2)	69	D	D	666	0.0
1 to 19 employees	648	1,628	0.1	5,332	0.3
20 to 49 employees	1,003	3,997	0.4	10,163	0.6
50 to 99 employees	848	6,934	0.6	16,563	0.9
100 to 249 employees	894	16,470	1.5	36,220	2.0
250 to 499 employees	455	7,916	0.7	22,452	1.2
500 or more employees	597	D	D	266,251	14.8

Exhibit 1g
2011 Exports and Imports by Company Type and Employment Size
for Companies that both Export and Import

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

Company Type and Employment Size	Number of Identified Companies	Known Value for Companies that Both Imported and Exported (1)			
		Exports	% of Known Export Value	Imports	% of Known Import Value
Other companies (3)	3,311	125,300	11.2	358,588	19.9
no. employees unknown (2)	33	D	D	D	D
1 to 19 employees	206	D	D	D	D
20 to 49 employees	326	D	D	D	D
50 to 99 employees	380	D	D	D	D
100 to 249 employees	564	2,967	0.3	D	D
250 to 499 employees	348	3,501	0.3	D	D
500 or more employees	1,454	D	D	D	D
Unclassified companies	51	641	0.1	807	0.0
Single location companies	68,866	172,167	15.5	324,496	18.0
no. employees unknown (2)	13,050	45,952	4.1	78,530	4.4
1 to 19 employees	34,941	36,545	3.3	82,573	4.6
20 to 49 employees	11,245	23,837	2.1	53,388	3.0
50 to 99 employees	5,314	24,867	2.2	40,188	2.2
100 to 249 employees	3,189	21,553	1.9	D	D
250 to 499 employees	775	9,322	0.8	D	D
500 or more employees	352	10,090	0.9	19,673	1.1
Manufacturers	18,993	73,584	6.6	93,575	5.2
no. employees unknown (2)	2,855	23,157	2.1	D	D
1 to 19 employees	5,823	3,632	0.3	D	D
20 to 49 employees	4,637	6,371	0.6	8,527	0.5
50 to 99 employees	3,018	14,250	1.3	11,360	0.6
100 to 249 employees	2,046	13,268	1.2	11,049	0.6
250 to 499 employees	477	5,553	0.5	7,699	0.4
500 or more employees	137	7,352	0.7	15,422	0.9
Wholesalers	35,020	69,513	6.2	190,391	10.6
no. employees unknown (2)	6,115	D	D	28,299	1.6
1 to 19 employees	21,839	26,352	2.4	67,098	3.7
20 to 49 employees	4,702	14,091	1.3	40,158	2.2
50 to 99 employees	1,539	6,915	0.6	24,066	1.3
100 to 249 employees	669	5,642	0.5	19,314	1.1
250 to 499 employees	122	1,589	0.1	9,036	0.5
500 or more employees	34	D	D	2,421	0.1
Other companies (3)	14,489	28,737	2.6	38,223	2.1
no. employees unknown (2)	3,721	D	D	D	D
1 to 19 employees	7,275	6,560	0.6	D	D
20 to 49 employees	1,906	3,375	0.3	4,704	0.3
50 to 99 employees	757	3,702	0.3	4,763	0.3
100 to 249 employees	474	2,643	0.2	D	D
250 to 499 employees	176	2,180	0.2	D	D
500 or more employees	180	D	D	D	D
Unclassified companies	364	333	0.0	2,307	0.1

(1) Known value is defined as the portion of U.S. total exports or U.S. total general imports 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 2011.

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

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

Exhibit 1h
2010 Exports and Imports by Company Type and Employment Size
for Companies that both Export and Import

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

Company Type and Employment Size	Number of Identified Companies	Known Value for Companies that Both Imported and Exported (1)			
		Exports	% of Known Export Value	Imports	% of Known Import Value
All identified companies	80,659	969,548	100.0	1,580,596	100.0
no. employees unknown (2)	12,656	42,593	4.4	78,209	4.9
1 to 19 employees	35,092	32,626	3.4	80,410	5.1
20 to 49 employees	12,591	30,982	3.2	63,612	4.0
50 to 99 employees	7,124	35,492	3.7	54,690	3.5
100 to 249 employees	6,236	48,573	5.0	93,045	5.9
250 to 499 employees	2,653	41,728	4.3	67,976	4.3
500 or more employees	4,307	737,554	76.1	1,142,653	72.3
Manufacturers	24,605	644,156	66.4	749,360	47.4
no. employees unknown (2)	2,687	16,109	1.7	29,496	1.9
1 to 19 employees	5,823	D	D	4,631	0.3
20 to 49 employees	4,937	6,400	0.7	8,163	0.5
50 to 99 employees	3,747	D	D	12,740	0.8
100 to 249 employees	3,715	23,701	2.4	20,536	1.3
250 to 499 employees	1,589	26,978	2.8	20,917	1.3
500 or more employees	2,107	553,008	57.0	652,876	41.3
Wholesalers	38,604	200,438	20.7	497,213	31.5
no. employees unknown (2)	6,015	17,625	1.8	29,878	1.9
1 to 19 employees	22,054	22,205	2.3	64,466	4.1
20 to 49 employees	5,559	15,799	1.6	47,541	3.0
50 to 99 employees	2,311	16,157	1.7	36,885	2.3
100 to 249 employees	1,509	19,433	2.0	45,673	2.9
250 to 499 employees	565	8,946	0.9	32,155	2.0
500 or more employees	591	100,273	10.3	240,615	15.2
Other companies (3)	17,037	123,685	12.8	327,912	20.7
no. employees unknown (2)	3,598	D	D	13,071	0.8
1 to 19 employees	7,201	D	D	11,300	0.7
20 to 49 employees	2,086	D	D	7,883	0.5
50 to 99 employees	1,059	D	D	D	D
100 to 249 employees	999	D	D	26,574	1.7
250 to 499 employees	495	D	D	D	D
500 or more employees	1,599	84,172	8.7	D	D
Unclassified companies	413	1,270	0.1	6,112	0.4
Multiple location companies	14,168	817,933	84.4	1,268,642	80.3
no. employees unknown (2)	113	264	0.0	393	0.0
1 to 19 employees	953	2,170	0.2	5,914	0.4
20 to 49 employees	1,849	10,630	1.1	18,115	1.1
50 to 99 employees	2,155	15,356	1.6	20,987	1.3
100 to 249 employees	3,193	30,481	3.1	41,509	2.6
250 to 499 employees	1,947	31,875	3.3	56,734	3.6
500 or more employees	3,958	727,157	75.0	1,124,990	71.2
Manufacturers	6,347	581,753	60.0	669,995	42.4
no. employees unknown (2)	26	D	D	47	0.0
1 to 19 employees	122	D	D	213	0.0
20 to 49 employees	431	D	D	752	0.0
50 to 99 employees	917	D	D	2,906	0.2
100 to 249 employees	1,738	12,149	1.3	10,994	0.7
250 to 499 employees	1,147	D	D	D	D
500 or more employees	1,966	545,057	56.2	D	D
Wholesalers	4,509	137,306	14.2	325,484	20.6
no. employees unknown (2)	61	133	0.0	233	0.0
1 to 19 employees	638	1,509	0.2	4,800	0.3
20 to 49 employees	1,033	4,284	0.4	13,521	0.9
50 to 99 employees	867	10,012	1.0	15,981	1.0
100 to 249 employees	898	15,308	1.6	25,691	1.6
250 to 499 employees	448	7,229	0.7	26,168	1.7
500 or more employees	564	98,831	10.2	239,091	15.1

Exhibit 1h
2010 Exports and Imports by Company Type and Employment Size
for Companies that both Export and Import

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

Company Type and Employment Size	Number of Identified Companies	Known Value for Companies that Both Imported and Exported (1)			
		Exports	% of Known Export Value	Imports	% of Known Import Value
Other companies (3)	3,270	D	D	272,837	17.3
no. employees unknown (2)	25	D	D	D	D
1 to 19 employees	191	D	D	D	D
20 to 49 employees	377	D	D	D	D
50 to 99 employees	366	D	D	D	D
100 to 249 employees	544	D	D	D	D
250 to 499 employees	348	D	D	D	D
500 or more employees	1,419	D	D	D	D
Unclassified companies	42	D	D	325	0.0
Single location companies	66,491	151,615	15.6	311,954	19.7
no. employees unknown (2)	12,543	42,329	4.4	77,816	4.9
1 to 19 employees	34,139	30,457	3.1	74,496	4.7
20 to 49 employees	10,742	20,352	2.1	45,497	2.9
50 to 99 employees	4,969	20,136	2.1	33,703	2.1
100 to 249 employees	3,043	18,092	1.9	51,536	3.3
250 to 499 employees	706	9,852	1.0	11,242	0.7
500 or more employees	349	10,397	1.1	17,664	1.1
Manufacturers	18,258	62,402	6.4	79,364	5.0
no. employees unknown (2)	2,661	D	D	29,449	1.9
1 to 19 employees	5,701	D	D	4,418	0.3
20 to 49 employees	4,506	D	D	7,411	0.5
50 to 99 employees	2,830	D	D	9,834	0.6
100 to 249 employees	1,977	11,552	1.2	9,542	0.6
250 to 499 employees	442	D	D	D	D
500 or more employees	141	7,951	0.8	D	D
Wholesalers	34,095	63,131	6.5	171,729	10.9
no. employees unknown (2)	5,954	17,492	1.8	29,645	1.9
1 to 19 employees	21,416	20,696	2.1	59,666	3.8
20 to 49 employees	4,526	11,515	1.2	34,020	2.2
50 to 99 employees	1,444	6,145	0.6	20,905	1.3
100 to 249 employees	611	4,124	0.4	19,982	1.3
250 to 499 employees	117	1,717	0.2	5,988	0.4
500 or more employees	27	1,442	0.1	1,523	0.1
Other companies (3)	13,767	D	D	55,075	3.5
no. employees unknown (2)	3,573	D	D	D	D
1 to 19 employees	7,010	D	D	D	D
20 to 49 employees	1,709	D	D	D	D
50 to 99 employees	693	D	D	D	D
100 to 249 employees	455	2,416	0.2	D	D
250 to 499 employees	147	D	D	783	0.0
500 or more employees	180	D	D	D	D
Unclassified companies	371	D	D	5,787	0.4

(1) Known value is defined as the portion of U.S. total exports or U.S. total general imports 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 2010

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

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

Exhibit 2a
Top Companies' Share of the 2011 Export Market
by Company Type

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

Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)	% Change 2010-2011	
					Number of Identified Exporters	Known Value
All identified companies	302,260	1,319,942	100.0	100.0	2.8	15.7
Top 4 companies	4	79,482	6.0	6.0	-	16.5
Top 8 companies	8	129,311	9.8	9.8	-	15.8
Top 20 companies	20	237,347	18.0	18.0	-	19.2
Top 50 companies	50	390,371	29.6	29.6	-	18.1
Top 100 companies	100	508,390	38.5	38.5	-	18.3
Top 250 companies	250	674,310	51.1	51.1	-	18.4
Top 500 companies	500	799,023	60.5	60.5	-	17.7
Top 1000 companies	1,000	919,600	69.7	69.7	-	17.3
Top 2000 companies	2,000	1,022,875	77.5	77.5	-	16.7
Manufacturers	73,861	787,785	59.7	100.0	2.1	15.1
Top 4 companies	4	79,482	6.0	10.1	-	16.5
Top 8 companies	8	129,311	9.8	16.4	-	15.8
Top 20 companies	20	236,449	17.9	30.0	-	21.9
Top 50 companies	50	348,988	26.4	44.3	-	19.8
Top 100 companies	100	430,695	32.6	54.7	-	18.4
Top 250 companies	250	532,926	40.4	67.6	-	17.2
Top 500 companies	500	603,852	45.7	76.7	-	16.5
Top 1000 companies	1,000	662,640	50.2	84.1	-	16.0
Top 2000 companies	2,000	707,099	53.6	89.8	-	15.6
Wholesalers	101,084	302,763	22.9	100.0	3.1	12.6
Top 4 companies	4	25,078	1.9	8.3	-	-11.1
Top 8 companies	8	43,552	3.3	14.4	-	-5.3
Top 20 companies	20	73,355	5.6	24.2	-	2.4
Top 50 companies	50	104,548	7.9	34.5	-	7.1
Top 100 companies	100	130,664	9.9	43.2	-	9.2
Top 250 companies	250	167,720	12.7	55.4	-	11.3
Top 500 companies	500	193,534	14.7	63.9	-	11.4
Top 1000 companies	1,000	217,818	16.5	71.9	-	11.7
Top 2000 companies	2,000	239,680	18.2	79.2	-	11.8
Other companies (3)	118,548	223,558	16.9	100.0	3.3	23.4
Top 4 companies	4	24,576	1.9	11.0	-	23.6
Top 8 companies	8	38,797	2.9	17.4	-	35.6
Top 20 companies	20	62,772	4.8	28.1	-	41.6
Top 50 companies	50	91,887	7.0	41.1	-	37.1
Top 100 companies	100	115,705	8.8	51.8	-	33.6
Top 250 companies	250	144,852	11.0	64.8	-	29.7
Top 500 companies	500	164,003	12.4	73.4	-	27.3
Top 1000 companies	1,000	180,268	13.7	80.6	-	26.0
Top 2000 companies	2,000	193,497	14.7	86.6	-	25.2
Unclassified companies	8,767	5,835	0.4	100.0	-0.6	-4.8

(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 8.3 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.

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

Exhibit 2b
Top Companies' Share of the 2010 Export Market
by Company Type

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

Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	293,988	1,140,406	100.0	100.0
Top 4 companies	4	68,208	6.0	6.0
Top 8 companies	8	111,687	9.8	9.8
Top 20 companies	20	199,179	17.5	17.5
Top 50 companies	50	330,598	29.0	29.0
Top 100 companies	100	429,640	37.7	37.7
Top 250 companies	250	569,425	49.9	49.9
Top 500 companies	500	679,064	59.5	59.5
Top 1000 companies	1,000	784,156	68.8	68.8
Top 2000 companies	2,000	876,871	76.9	76.9
Manufacturers	72,311	684,284	60.0	100.0
Top 4 companies	4	68,208	6.0	10.0
Top 8 companies	8	111,687	9.8	16.3
Top 20 companies	20	193,905	17.0	28.3
Top 50 companies	50	291,218	25.5	42.6
Top 100 companies	100	363,763	31.9	53.2
Top 250 companies	250	454,804	39.9	66.5
Top 500 companies	500	518,366	45.5	75.8
Top 1000 companies	1,000	571,198	50.1	83.5
Top 2000 companies	2,000	611,571	53.6	89.4
Wholesalers	98,082	268,803	23.6	100.0
Top 4 companies	4	28,222	2.5	10.5
Top 8 companies	8	46,008	4.0	17.1
Top 20 companies	20	71,661	6.3	26.7
Top 50 companies	50	97,613	8.6	36.3
Top 100 companies	100	119,613	10.5	44.5
Top 250 companies	250	150,753	13.2	56.1
Top 500 companies	500	173,787	15.2	64.7
Top 1000 companies	1,000	195,053	17.1	72.6
Top 2000 companies	2,000	214,329	18.8	79.7
Other companies (3)	114,776	181,190	15.9	100.0
Top 4 companies	4	19,890	1.7	11.0
Top 8 companies	8	28,622	2.5	15.8
Top 20 companies	20	44,330	3.9	24.5
Top 50 companies	50	66,999	5.9	37.0
Top 100 companies	100	86,601	7.6	47.8
Top 250 companies	250	111,663	9.8	61.6
Top 500 companies	500	128,782	11.3	71.1
Top 1000 companies	1,000	143,100	12.5	79.0
Top 2000 companies	2,000	154,553	13.6	85.3
Unclassified companies	8,819	6,129	0.5	100.0

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

(2) Percent of company type value is computed relative to the sector's total value, e.g., the top 4 wholesalers account for 10.5 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.

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

Exhibit 2c
Top Companies' Share of the 2011 Import Market
by Company Type

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

Company Type	Number of Identified Importers	Known Value (1)	% of Known Value	% of Company Type Value (2)	% Change 2010-2011	
					Number of Identified Importers	Known Value
All identified companies	183,960	1,945,307	100.0	100.0	1.3	15.8
Top 4 companies	4	165,365	8.5	8.5	-	29.1
Top 8 companies	8	278,109	14.3	14.3	-	25.6
Top 20 companies	20	503,873	25.9	25.9	-	21.3
Top 50 companies	50	767,313	39.4	39.4	-	19.3
Top 100 companies	100	955,946	49.1	49.1	-	18.4
Top 250 companies	250	1,185,203	60.9	60.9	-	17.1
Top 500 companies	500	1,340,826	68.9	68.9	-	17.0
Top 1000 companies	1,000	1,479,470	76.1	76.1	-	16.7
Top 2000 companies	2,000	1,602,921	82.4	82.4	-	16.4
Manufacturers	36,348	860,875	44.3	100.0	2.1	13.5
Top 4 companies	4	142,448	7.3	16.5	-	11.2
Top 8 companies	8	225,302	11.6	26.2	-	5.8
Top 20 companies	20	368,588	18.9	42.8	-	6.1
Top 50 companies	50	507,176	26.1	58.9	-	10.6
Top 100 companies	100	589,619	30.3	68.5	-	11.7
Top 250 companies	250	682,801	35.1	79.3	-	13.1
Top 500 companies	500	739,821	38.0	85.9	-	13.3
Top 1000 companies	1,000	787,611	40.5	91.5	-	13.4
Top 2000 companies	2,000	820,807	42.2	95.3	-	13.4
Wholesalers	82,522	610,767	31.4	100.0	0.6	10.8
Top 4 companies	4	71,077	3.7	11.6	-	20.4
Top 8 companies	8	105,677	5.4	17.3	-	14.9
Top 20 companies	20	161,431	8.3	26.4	-	11.8
Top 50 companies	50	225,480	11.6	36.9	-	9.6
Top 100 companies	100	273,698	14.1	44.8	-	8.3
Top 250 companies	250	334,961	17.2	54.8	-	9.2
Top 500 companies	500	381,211	19.6	62.4	-	9.5
Top 1000 companies	1,000	427,422	22.0	70.0	-	9.9
Top 2000 companies	2,000	472,665	24.3	77.4	-	10.1
Other companies (3)	62,474	463,095	23.8	100.0	2.0	28.4
Top 4 companies	4	135,661	7.0	29.3	-	57.6
Top 8 companies	8	195,208	10.0	42.2	-	58.5
Top 20 companies	20	254,763	13.1	55.0	-	45.5
Top 50 companies	50	312,168	16.0	67.4	-	38.3
Top 100 companies	100	349,924	18.0	75.6	-	35.2
Top 250 companies	250	393,544	20.2	85.0	-	31.9
Top 500 companies	500	416,354	21.4	89.9	-	30.4
Top 1000 companies	1,000	432,617	22.2	93.4	-	29.6
Top 2000 companies	2,000	444,029	22.8	95.9	-	29.1
Unclassified companies	2,616	10,570	0.5	100.0	-4.6	15.3

(1) Known value is defined as the portion of U.S. total general imports 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 11.6 percent of the total value for all wholesalers.

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

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

Exhibit 2d
Top Companies' Share of the 2010 Import Market
by Company Type

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

Company Type	Number of Identified Importers	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	181,648	1,679,522	100.0	100.0
Top 4 companies	4	128,099	7.6	7.6
Top 8 companies	8	221,429	13.2	13.2
Top 20 companies	20	415,544	24.7	24.7
Top 50 companies	50	643,037	38.3	38.3
Top 100 companies	100	807,533	48.1	48.1
Top 250 companies	250	1,012,445	60.3	60.3
Top 500 companies	500	1,145,982	68.2	68.2
Top 1000 companies	1,000	1,267,679	75.5	75.5
Top 2000 companies	2,000	1,376,910	82.0	82.0
Manufacturers	35,603	758,612	45.2	100.0
Top 4 companies	4	128,099	7.6	16.9
Top 8 companies	8	212,888	12.7	28.1
Top 20 companies	20	347,294	20.7	45.8
Top 50 companies	50	458,423	27.3	60.4
Top 100 companies	100	527,776	31.4	69.6
Top 250 companies	250	603,628	35.9	79.6
Top 500 companies	500	652,931	38.9	86.1
Top 1000 companies	1,000	694,322	41.3	91.5
Top 2000 companies	2,000	723,927	43.1	95.4
Wholesalers	82,053	551,151	32.8	100.0
Top 4 companies	4	59,047	3.5	10.7
Top 8 companies	8	91,967	5.5	16.7
Top 20 companies	20	144,430	8.6	26.2
Top 50 companies	50	205,713	12.2	37.3
Top 100 companies	100	252,803	15.1	45.9
Top 250 companies	250	306,611	18.3	55.6
Top 500 companies	500	348,047	20.7	63.1
Top 1000 companies	1,000	389,005	23.2	70.6
Top 2000 companies	2,000	429,309	25.6	77.9
Other companies (3)	61,250	360,591	21.5	100.0
Top 4 companies	4	86,054	5.1	23.9
Top 8 companies	8	123,156	7.3	34.2
Top 20 companies	20	175,110	10.4	48.6
Top 50 companies	50	225,768	13.4	62.6
Top 100 companies	100	258,885	15.4	71.8
Top 250 companies	250	298,280	17.8	82.7
Top 500 companies	500	319,182	19.0	88.5
Top 1000 companies	1,000	333,859	19.9	92.6
Top 2000 companies	2,000	343,954	20.5	95.4
Unclassified companies	2,742	9,169	0.5	100.0

(1) Known value is defined as the portion of U.S. total general imports 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.

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

Exhibit 3a
2011 Exports to Related Parties
by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	1,319,942	302,260	403,065	30.5	11.7	916,877	69.5	98.3
no. employees unknown (3)	127,424	117,646	32,197	25.3	8.2	95,227	74.7	97.5
1 to 19 employees	95,301	114,468	7,863	8.3	7.9	87,438	91.7	98.8
20 to 49 employees	47,225	31,655	6,389	13.5	13.8	40,836	86.5	99.1
50 to 99 employees	49,554	15,727	4,772	9.6	21.3	44,782	90.4	99.0
100 to 249 employees	70,901	11,688	12,039	17.0	30.4	58,862	83.0	99.1
250 to 499 employees	49,694	4,410	8,836	17.8	42.7	40,858	82.2	99.0
500 or more employees	879,843	6,666	330,969	37.6	54.7	548,874	62.4	98.5
Manufacturers	787,785	73,861	275,916	35.0	17.1	511,869	65.0	99.2
no. employees unknown (3)	43,889	17,086	17,964	40.9	12.9	25,925	59.1	98.5
1 to 19 employees	8,168	24,578	1,362	16.7	6.8	6,806	83.3	99.2
20 to 49 employees	13,157	13,906	1,533	11.7	13.2	11,624	88.3	99.4
50 to 99 employees	21,780	7,806	1,245	5.7	22.4	20,535	94.3	99.5
100 to 249 employees	31,759	5,905	4,211	13.3	36.6	27,548	86.7	99.6
250 to 499 employees	29,810	2,127	4,845	16.3	53.9	24,966	83.7	99.7
500 or more employees	639,222	2,453	244,756	38.3	77.2	394,466	61.7	99.9
Wholesalers	302,763	101,084	72,959	24.1	11.7	229,805	75.9	98.8
no. employees unknown (3)	40,188	34,383	8,037	20.0	7.6	32,151	80.0	98.3
1 to 19 employees	64,084	49,188	4,201	6.6	9.8	59,883	93.4	99.0
20 to 49 employees	24,528	9,634	3,034	12.4	17.5	21,494	87.6	99.4
50 to 99 employees	16,295	3,894	1,997	12.3	25.7	14,298	87.7	99.5
100 to 249 employees	30,393	2,429	6,875	22.6	32.6	23,517	77.4	99.7
250 to 499 employees	12,590	804	2,119	16.8	48.3	10,471	83.2	99.6
500 or more employees	114,686	752	46,696	40.7	67.7	67,990	59.3	99.7
Other companies (4)	223,558	118,548	52,867	23.6	8.7	170,691	76.4	97.5
no. employees unknown (3)	38,781	57,680	5,139	13.3	7.2	33,642	86.7	96.8
1 to 19 employees	22,930	40,568	2,263	9.9	6.3	20,667	90.1	98.3
20 to 49 employees	9,482	8,090	D	D	10.3	D	D	98.1
50 to 99 employees	D	4,003	D	D	14.8	D	D	97.4
100 to 249 employees	D	3,316	940	D	18.0	D	D	97.6
250 to 499 employees	7,081	1,462	D	D	23.5	D	D	97.6
500 or more employees	125,673	3,429	39,517	31.4	36.1	86,156	68.6	97.3
Unclassified companies	5,835	8,767	1,323	22.7	7.8	4,512	77.3	96.5
Multiple location companies	981,964	26,439	347,350	35.4	33.1	634,613	64.6	98.9
no. employees unknown (3)	812	437	137	16.9	18.3	675	83.1	97.0
1 to 19 employees	4,718	2,655	732	15.5	13.1	3,986	84.5	98.8
20 to 49 employees	8,886	4,161	1,911	21.5	15.1	6,975	78.5	98.9
50 to 99 employees	18,331	4,346	2,711	14.8	23.4	15,619	85.2	99.0
100 to 249 employees	41,516	5,757	6,382	15.4	32.4	35,134	84.6	99.1
250 to 499 employees	38,798	3,145	7,337	18.9	44.4	31,461	81.1	99.2
500 or more employees	868,902	5,938	328,139	37.8	57.7	540,763	62.2	98.7
Manufacturers	676,184	9,086	249,463	36.9	47.4	426,721	63.1	99.7
no. employees unknown (3)	124	61	5	3.8	23.0	120	96.2	98.4
1 to 19 employees	154	288	11	7.5	13.2	143	92.5	99.0
20 to 49 employees	1,714	946	532	31.0	15.8	1,183	69.0	99.7
50 to 99 employees	3,849	1,495	393	10.2	27.0	3,456	89.8	99.6
100 to 249 employees	15,538	2,529	2,323	14.9	41.8	13,215	85.1	99.6
250 to 499 employees	23,505	1,485	3,786	16.1	56.5	19,719	83.9	99.7
500 or more employees	631,299	2,282	242,414	38.4	79.1	388,886	61.6	99.9
Wholesalers	161,882	7,881	54,366	33.6	28.6	107,515	66.4	99.5
no. employees unknown (3)	184	197	D	D	19.3	D	D	97.0
1 to 19 employees	3,496	1,358	489	14.0	15.4	3,007	86.0	99.1
20 to 49 employees	4,779	1,900	D	D	17.9	D	D	99.2
50 to 99 employees	8,066	1,564	1,329	16.5	25.5	6,737	83.5	99.6
100 to 249 employees	21,591	1,513	3,591	16.6	31.1	17,999	83.4	99.9
250 to 499 employees	10,715	640	1,955	18.2	49.1	8,760	81.8	99.8
500 or more employees	113,051	709	46,576	41.2	68.4	66,474	58.8	99.7

Exhibit 3a
2011 Exports to Related Parties
by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
Other companies (4)	142,609	9,318	43,256	30.3	23.2	99,353	69.7	97.7
no. employees unknown (3)	456	162	D	D	14.2	D	D	96.3
1 to 19 employees	970	982	197	20.3	9.9	773	79.7	98.2
20 to 49 employees	2,336	1,295	981	42.0	10.3	1,355	58.0	97.8
50 to 99 employees	D	1,270	D	D	16.6	D	D	97.4
100 to 249 employees	4,247	1,684	456	10.7	19.5	3,791	89.3	97.7
250 to 499 employees	4,366	1,007	D	D	23.4	D	D	98.0
500 or more employees	D	2,918	39,149	D	38.7	D	D	97.5
Unclassified companies	1,289	154	266	20.6	23.4	1,023	79.4	100.0
Single location companies	337,978	275,821	55,714	16.5	9.7	282,264	83.5	98.3
no. employees unknown (3)	126,612	117,209	32,060	25.3	8.1	94,552	74.7	97.5
1 to 19 employees	90,583	111,813	7,131	7.9	7.8	83,452	92.1	98.8
20 to 49 employees	38,339	27,494	4,478	11.7	13.6	33,861	88.3	99.1
50 to 99 employees	31,223	11,381	2,061	6.6	20.5	29,162	93.4	99.0
100 to 249 employees	29,385	5,931	5,656	19.2	28.6	23,729	80.8	99.0
250 to 499 employees	10,896	1,265	1,498	13.8	38.7	9,397	86.2	98.4
500 or more employees	10,941	728	2,830	25.9	30.4	8,110	74.1	97.0
Manufacturers	111,602	64,775	26,453	23.7	12.9	85,148	76.3	99.1
no. employees unknown (3)	43,765	17,025	17,959	41.0	12.9	25,806	59.0	98.5
1 to 19 employees	8,014	24,290	1,350	16.9	6.7	6,664	83.1	99.2
20 to 49 employees	11,443	12,960	1,001	8.8	13.0	10,442	91.2	99.4
50 to 99 employees	17,931	6,311	852	4.8	21.3	17,079	95.2	99.5
100 to 249 employees	16,221	3,376	1,889	11.6	32.6	14,332	88.4	99.6
250 to 499 employees	6,305	642	1,059	16.8	48.0	5,246	83.2	99.7
500 or more employees	7,923	171	2,343	29.6	52.0	5,580	70.4	100.0
Wholesalers	140,882	93,203	18,593	13.2	10.3	122,289	86.8	98.8
no. employees unknown (3)	40,004	34,186	D	D	7.5	D	D	98.3
1 to 19 employees	60,588	47,830	3,712	6.1	9.7	56,876	93.9	99.0
20 to 49 employees	19,749	7,734	D	D	17.4	D	D	99.4
50 to 99 employees	8,229	2,330	668	8.1	25.9	7,561	91.9	99.5
100 to 249 employees	8,802	916	3,284	37.3	35.0	5,518	62.7	99.3
250 to 499 employees	1,875	164	164	8.8	45.1	1,711	91.2	98.8
500 or more employees	1,635	43	120	7.3	55.8	1,515	92.7	100.0
Other companies (4)	80,949	109,230	9,611	11.9	7.4	71,338	88.1	97.4
no. employees unknown (3)	38,324	57,518	D	D	7.2	D	D	96.8
1 to 19 employees	21,960	39,586	2,066	9.4	6.2	19,894	90.6	98.3
20 to 49 employees	7,146	6,795	D	D	10.3	D	D	98.2
50 to 99 employees	D	2,733	541	D	13.9	D	D	97.4
100 to 249 employees	D	1,632	484	D	16.5	D	D	97.6
250 to 499 employees	2,715	455	275	10.1	23.5	2,441	89.9	96.7
500 or more employees	D	511	368	D	21.1	D	D	95.7
Unclassified companies	4,546	8,613	1,057	23.3	7.6	3,489	76.7	96.4

(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 2011.

(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.

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

Exhibit 3b
2010 Exports to Related Parties
by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	1,140,406	293,988	351,221	30.8	12.0	789,185	69.2	98.3
no. employees unknown (3)	107,851	112,846	28,125	26.1	8.4	79,726	73.9	97.4
1 to 19 employees	82,739	112,572	6,488	7.8	8.2	76,251	92.2	98.7
20 to 49 employees	45,037	30,984	4,976	11.0	14.5	40,062	89.0	99.1
50 to 99 employees	43,710	15,179	5,232	12.0	21.4	38,478	88.0	99.0
100 to 249 employees	59,349	11,581	9,426	15.9	30.6	49,922	84.1	98.9
250 to 499 employees	46,254	4,336	11,104	24.0	43.4	35,150	76.0	98.9
500 or more employees	755,466	6,490	285,870	37.8	54.5	469,597	62.2	98.7
Manufacturers	684,284	72,311	240,756	35.2	17.5	443,528	64.8	99.1
no. employees unknown (3)	32,912	16,305	11,466	34.8	12.9	21,446	65.2	98.4
1 to 19 employees	7,367	24,478	795	10.8	6.8	6,572	89.2	99.1
20 to 49 employees	11,447	13,636	1,011	8.8	14.3	10,436	91.2	99.4
50 to 99 employees	18,642	7,525	1,198	6.4	23.0	17,444	93.6	99.5
100 to 249 employees	28,110	5,892	3,549	12.6	36.9	24,560	87.4	99.6
250 to 499 employees	28,912	2,094	7,118	24.6	54.6	21,794	75.4	99.6
500 or more employees	556,895	2,381	215,619	38.7	78.0	341,276	61.3	99.9
Wholesalers	268,803	98,082	66,513	24.7	12.1	202,290	75.3	98.8
no. employees unknown (3)	39,735	32,704	10,943	27.5	8.2	28,792	72.5	98.1
1 to 19 employees	53,725	48,358	3,545	6.6	10.1	50,180	93.4	99.0
20 to 49 employees	21,500	9,406	2,574	12.0	18.2	18,926	88.0	99.5
50 to 99 employees	18,271	3,714	2,072	11.3	26.4	16,199	88.7	99.5
100 to 249 employees	23,536	2,382	4,421	18.8	32.5	19,115	81.2	99.3
250 to 499 employees	9,979	807	2,048	20.5	47.2	7,931	79.5	99.6
500 or more employees	102,057	711	40,911	40.1	68.5	61,146	59.9	99.6
Other companies (4)	181,190	114,776	42,325	23.4	8.8	138,865	76.6	97.4
no. employees unknown (3)	D	55,313	D	D	7.2	D	D	96.9
1 to 19 employees	D	39,589	D	D	6.7	D	D	98.1
20 to 49 employees	12,030	7,915	D	D	10.6	D	D	98.1
50 to 99 employees	D	3,916	1,962	D	13.8	D	D	97.8
100 to 249 employees	7,611	3,261	1,446	19.0	17.8	6,164	81.0	97.2
250 to 499 employees	7,193	1,413	D	D	25.1	D	D	97.3
500 or more employees	96,347	3,369	29,340	30.5	35.4	67,007	69.5	97.6
Unclassified companies	6,129	8,819	1,627	26.5	8.1	4,502	73.5	96.2
Multiple location companies	850,470	26,817	302,613	35.6	33.1	547,857	64.4	98.9
no. employees unknown (3)	542	467	65	11.9	13.9	477	88.1	98.3
1 to 19 employees	4,345	2,735	854	19.6	13.3	3,492	80.4	99.0
20 to 49 employees	12,194	4,363	1,585	13.0	16.5	10,609	87.0	98.9
50 to 99 employees	18,156	4,480	2,943	16.2	23.8	15,214	83.8	99.1
100 to 249 employees	36,098	5,847	5,751	15.9	32.7	30,347	84.1	99.0
250 to 499 employees	35,015	3,146	9,099	26.0	45.4	25,916	74.0	99.1
500 or more employees	744,120	5,779	282,317	37.9	57.5	461,803	62.1	98.7
Manufacturers	589,271	9,354	220,568	37.4	47.2	368,703	62.6	99.8
no. employees unknown (3)	99	79	D	D	22.8	D	D	98.7
1 to 19 employees	175	324	D	D	15.4	D	D	99.1
20 to 49 employees	1,190	1,011	208	17.5	18.3	983	82.5	99.6
50 to 99 employees	3,574	1,650	330	9.2	27.4	3,244	90.8	99.6
100 to 249 employees	13,903	2,590	1,827	13.1	42.2	12,076	86.9	99.9
250 to 499 employees	22,165	1,496	5,562	25.1	57.7	16,604	74.9	99.9
500 or more employees	548,164	2,204	212,603	38.8	79.5	335,561	61.2	99.9
Wholesalers	145,742	7,927	47,793	32.8	28.5	97,949	67.2	99.4
no. employees unknown (3)	187	208	32	17.0	12.5	156	83.0	99.0
1 to 19 employees	3,169	1,372	507	16.0	15.4	2,662	84.0	99.1
20 to 49 employees	4,850	1,927	777	16.0	18.3	4,074	84.0	99.5
50 to 99 employees	11,171	1,572	1,003	9.0	26.5	10,167	91.0	99.6
100 to 249 employees	17,678	1,533	3,020	17.1	31.0	14,658	82.9	99.3
250 to 499 employees	8,113	644	1,732	21.4	48.8	6,380	78.6	99.5
500 or more employees	100,574	671	40,722	40.5	69.3	59,852	59.5	99.6

Exhibit 3b
2010 Exports to Related Parties
by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
Other companies (4)	114,599	9,380	34,190	29.8	23.1	80,408	70.2	97.7
no. employees unknown (3)	D	170	D	D	11.8	D	D	97.1
1 to 19 employees	D	1,013	D	D	9.5	D	D	98.8
20 to 49 employees	D	1,400	D	D	12.9	D	D	97.6
50 to 99 employees	D	1,239	1,609	D	15.3	D	D	97.9
100 to 249 employees	4,425	1,688	D	D	19.7	D	D	97.3
250 to 499 employees	D	992	D	D	24.9	D	D	97.8
500 or more employees	95,214	2,878	28,992	30.4	38.3	66,222	69.6	97.6
Unclassified companies	859	156	61	7.1	21.8	798	92.9	98.7
Single location companies	289,936	267,171	48,608	16.8	9.9	241,328	83.2	98.2
no. employees unknown (3)	107,309	112,379	28,060	26.1	8.4	79,248	73.9	97.4
1 to 19 employees	78,394	109,837	5,634	7.2	8.1	72,760	92.8	98.7
20 to 49 employees	32,843	26,621	3,391	10.3	14.2	29,452	89.7	99.1
50 to 99 employees	25,554	10,699	2,289	9.0	20.5	23,264	91.0	99.0
100 to 249 employees	23,251	5,734	3,675	15.8	28.4	19,576	84.2	98.7
250 to 499 employees	11,239	1,190	2,006	17.8	38.2	9,233	82.2	98.2
500 or more employees	11,347	711	3,553	31.3	30.5	7,794	68.7	98.2
Manufacturers	95,013	62,957	20,188	21.2	13.1	74,825	78.8	99.0
no. employees unknown (3)	32,813	16,226	D	D	12.9	D	D	98.4
1 to 19 employees	7,193	24,154	D	D	6.7	D	D	99.1
20 to 49 employees	10,256	12,625	803	7.8	14.0	9,454	92.2	99.4
50 to 99 employees	15,067	5,875	868	5.8	21.8	14,200	94.2	99.4
100 to 249 employees	14,207	3,302	1,722	12.1	32.7	12,484	87.9	99.4
250 to 499 employees	6,746	598	1,556	23.1	46.8	5,190	76.9	99.0
500 or more employees	8,731	177	3016	35	58	5,715	65.5	99.4
Wholesalers	123,061	90,155	18,720	15.2	10.7	104,342	84.8	98.7
no. employees unknown (3)	39,548	32,496	10,911	27.6	8.2	28,637	72.4	98.1
1 to 19 employees	50,556	46,986	3,038	6.0	10.0	47,518	94.0	99.0
20 to 49 employees	16,650	7,479	1,797	10.8	18.1	14,853	89.2	99.5
50 to 99 employees	7,100	2,142	1,068	15.0	26.3	6,031	85.0	99.5
100 to 249 employees	5,858	849	1,400	23.9	35.2	4,457	76.1	99.2
250 to 499 employees	1,867	163	316	16.9	41.1	1,551	83.1	100.0
500 or more employees	1,483	40	189	12.7	55.0	1,294	87.3	100.0
Other companies (4)	66,592	105,396	8,135	12.2	7.6	58,457	87.8	97.4
no. employees unknown (3)	29,704	55,143	D	D	7.2	D	D	96.9
1 to 19 employees	D	38,576	D	D	6.6	D	D	98.1
20 to 49 employees	D	6,515	790	D	10.2	D	D	98.3
50 to 99 employees	D	2,677	353	D	13.1	D	D	97.8
100 to 249 employees	3,186	1,573	D	D	15.8	D	D	97.1
250 to 499 employees	D	421	134	D	25.7	D	D	96.2
500 or more employees	1,133	491	348	30.7	18.7	785	69.3	97.6

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

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

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2010.

(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.

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

Exhibit 4a
2011 Exports by Company Type and Employment Size
to Number of Partner Countries

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,319,942	302,260	5.0	58.2	6.1	24.9	6.8	9.0	15.8	5.9	17.5	1.6	48.8	0.4
no. employees unknown(2)	127,424	117,646	23.1	74.1	15.1	18.5	16.6	4.7	23.9	2.3	16.3	0.4	5.0	0.1
1 to 19 employees	95,301	114,468	21.5	55.3	27.5	29.6	20.3	9.8	23.0	4.7	6.7	0.5	1.0	0.0
20 to 49 employees	47,225	31,655	11.3	40.9	20.0	30.8	18.0	14.7	34.2	11.2	13.8	2.2	2.7	0.2
50 to 99 employees	49,554	15,727	5.0	36.3	11.6	29.0	13.2	15.7	44.1	14.4	18.0	4.1	8.1	0.5
100 to 249 employees	70,901	11,688	4.3	31.8	9.9	26.8	11.5	15.5	38.7	18.2	30.2	6.7	5.5	1.0
250 to 499 employees	49,694	4,410	2.5	28.1	7.4	22.5	8.5	14.9	38.0	19.9	33.6	11.9	10.0	2.6
500 or more employees	879,843	6,666	0.4	26.2	1.0	19.0	2.5	11.9	8.1	16.0	17.1	14.9	70.8	12.0
Manufacturers	787,785	73,861	1.6	42.2	2.6	28.9	4.0	13.5	12.1	10.7	17.2	3.5	62.5	1.1
no. employees unknown(2)	43,889	17,086	10.2	58.4	7.4	24.9	14.3	9.5	33.6	5.8	27.5	1.2	6.9	0.2
1 to 19 employees	8,168	24,578	23.4	49.9	27.4	31.7	21.4	11.9	23.1	5.9	4.5	0.5	0.1	0.0
20 to 49 employees	13,157	13,906	14.9	36.3	23.0	32.5	20.2	15.9	31.7	12.7	9.7	2.5	0.6	0.1
50 to 99 employees	21,780	7,806	4.8	28.3	10.2	31.3	13.7	17.9	56.0	16.8	11.9	5.2	3.4	0.4
100 to 249 employees	31,759	5,905	5.1	20.7	11.6	27.7	13.5	19.1	38.8	22.5	24.8	8.7	6.2	1.4
250 to 499 employees	29,810	2,127	1.8	14.4	6.1	19.9	9.3	19.0	41.0	26.0	32.8	16.8	9.1	3.8
500 or more employees	639,222	2,453	0.1	6.4	0.6	12.2	1.7	12.5	6.0	21.4	15.9	24.5	75.7	23.0
Wholesalers	302,763	101,084	8.4	51.5	11.1	29.6	11.5	10.6	22.0	6.5	18.2	1.5	28.8	0.3
no. employees unknown(2)	40,188	34,383	27.9	68.0	15.0	23.3	24.5	5.6	15.0	2.6	11.3	0.5	6.3	0.1
1 to 19 employees	64,084	49,188	17.0	48.0	27.4	33.9	21.1	11.6	26.3	5.8	7.4	0.7	0.8	0.0
20 to 49 employees	24,528	9,634	6.8	32.5	16.3	32.9	D	18.1	D	13.5	18.3	2.8	D	0.2
50 to 99 employees	16,295	3,894	3.2	28.8	12.1	29.4	D	18.7	D	17.2	17.4	5.1	D	0.8
100 to 249 employees	30,393	2,429	2.1	24.9	7.3	27.2	7.8	17.0	38.1	21.5	39.9	8.2	4.7	1.2
250 to 499 employees	12,590	804	2.5	19.8	2.2	23.6	6.5	15.7	32.9	22.5	44.2	15.0	11.8	3.4
500 or more employees	114,686	752	0.1	10.2	1.3	14.4	1.5	10.2	10.5	22.2	18.1	26.1	68.5	16.9
Other companies (3)	223,558	118,548	11.9	72.1	11.5	19.3	10.2	5.2	19.8	2.8	17.9	0.6	28.7	0.1
no. employees unknown(2)	38,781	57,680	32.1	81.2	23.4	14.4	10.4	3.0	23.0	1.2	D	0.2	D	0.0
1 to 19 employees	22,930	40,568	33.2	67.5	27.5	23.3	D	6.4	D	2.6	D	0.3	1.9	0.0
20 to 49 employees	9,482	8,090	18.0	58.8	25.3	25.3	17.2	8.8	30.1	6.0	8.0	1.0	1.4	0.1
50 to 99 employees	D	4,003	8.3	58.9	D	24.2	11.3	8.7	19.6	6.7	31.7	1.3	D	0.1
100 to 249 employees	D	3,316	D	56.4	13.0	24.9	17.0	8.1	D	8.1	16.1	2.1	5.8	0.3
250 to 499 employees	7,081	1,462	D	52.5	D	25.6	D	8.7	35.5	9.6	16.8	2.9	10.9	0.5
500 or more employees	125,673	3,429	D	43.6	2.8	24.8	7.8	11.8	D	10.9	D	5.8	47.8	3.1
Unclassified companies	5,835	8,767	23.6	81.5	17.0	13.8	16.9	3.0	24.2	1.5	17.3	0.3	0.9	0.0

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011.

(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.

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

Exhibit 4b
2010 Exports by Company Type and Employment Size
to Number of Partner Countries

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,140,406	293,988	4.9	58.5	6.3	24.9	7.0	8.9	15.3	5.8	18.7	1.5	47.8	0.4
no. employees unknown(2)	107,851	112,846	21.8	74.2	17.3	18.5	14.5	4.6	18.3	2.2	22.1	0.4	6.0	0.1
1 to 19 employees	82,739	112,572	22.3	56.1	27.4	29.2	21.8	9.6	20.5	4.6	6.6	0.4	1.3	0.0
20 to 49 employees	45,037	30,984	10.8	41.5	17.4	30.9	16.3	14.3	31.1	11.1	22.7	2.0	1.6	0.1
50 to 99 employees	43,710	15,179	4.9	36.7	11.2	29.1	15.4	15.9	38.4	14.0	24.7	3.9	5.4	0.4
100 to 249 employees	59,349	11,581	4.7	32.3	9.6	26.8	14.8	15.5	44.6	17.9	20.4	6.4	5.9	1.1
250 to 499 employees	46,254	4,336	2.5	29.3	8.7	23.2	9.7	14.4	36.8	19.1	26.9	11.5	15.3	2.5
500 or more employees	755,466	6,490	0.4	26.1	1.1	19.5	2.4	11.5	8.4	16.1	18.4	15.2	69.3	11.5
Manufacturers	684,284	72,311	1.5	42.5	2.9	29.1	4.3	13.3	11.8	10.7	18.3	3.4	61.2	1.1
no. employees unknown(2)	32,912	16,305	11.6	58.6	10.9	25.1	17.7	9.1	25.1	5.9	24.3	1.1	10.5	0.2
1 to 19 employees	7,367	24,478	22.5	50.4	31.2	31.6	20.3	11.7	19.4	5.8	D	0.5	D	0.0
20 to 49 employees	11,447	13,636	12.4	36.6	20.8	32.5	22.2	15.7	32.5	12.7	D	2.4	D	0.1
50 to 99 employees	18,642	7,525	4.9	28.2	12.3	31.9	13.9	17.8	53.6	16.8	D	4.8	D	0.5
100 to 249 employees	28,110	5,892	4.7	20.9	11.0	27.3	14.6	19.6	40.1	22.3	23.4	8.5	6.4	1.5
250 to 499 employees	28,912	2,094	2.0	15.8	6.0	21.9	10.5	17.2	38.8	24.5	31.0	17.0	11.8	3.6
500 or more employees	556,895	2,381	0.1	5.9	0.8	13.1	1.7	11.8	6.3	21.4	17.6	25.3	73.5	22.5
Wholesalers	268,803	98,082	7.6	52.1	11.6	29.5	11.3	10.5	20.2	6.4	20.0	1.4	29.3	0.2
no. employees unknown(2)	39,735	32,704	22.3	68.2	19.0	23.3	13.4	5.6	10.6	2.4	28.4	0.5	6.3	0.0
1 to 19 employees	53,725	48,358	16.6	49.0	27.8	33.2	24.7	11.5	22.6	5.6	7.4	0.6	0.8	0.0
20 to 49 employees	21,500	9,406	7.9	33.4	16.2	33.6	16.7	17.0	36.4	13.2	20.0	2.6	2.9	0.2
50 to 99 employees	18,271	3,714	2.3	29.0	9.3	29.5	16.4	19.2	23.8	16.7	43.0	5.0	5.2	0.6
100 to 249 employees	23,536	2,382	1.3	26.7	6.8	28.2	15.9	15.8	52.9	20.9	17.6	7.1	5.5	1.3
250 to 499 employees	9,979	807	1.4	20.1	10.1	25.8	4.6	16.0	30.5	22.8	28.7	12.9	24.7	2.5
500 or more employees	102,057	711	0.1	9.7	0.8	12.8	1.1	11.0	10.0	24.8	19.0	26.0	69.1	15.8
Other companies (3)	181,190	114,776	13.0	72.4	11.3	19.2	10.4	5.1	21.0	2.7	18.5	0.5	25.9	0.1
no. employees unknown(2)	D	55,313	D	81.1	D	14.6	D	3.0	D	1.2	D	0.2	D	0.0
1 to 19 employees	D	39,589	D	68.4	25.1	23.0	D	5.9	D	2.5	D	0.2	D	0.0
20 to 49 employees	12,030	7,915	14.4	59.6	D	25.1	D	8.8	D	5.7	D	0.8	D	0.1
50 to 99 employees	D	3,916	D	60.0	D	23.5	D	8.9	D	6.2	D	1.1	D	0.2
100 to 249 employees	7,611	3,261	15.7	56.7	13.3	25.1	12.0	8.0	35.6	7.8	18.2	2.1	5.1	0.3
250 to 499 employees	7,193	1,413	D	54.2	D	23.5	D	9.6	D	9.3	D	2.5	D	0.8
500 or more employees	96,347	3,369	D	43.6	3.3	25.2	D	11.5	D	10.7	22.2	5.9	45.1	3.0
Unclassified companies	6,129	8,819	25.3	81.8	13.1	13.4	18.4	3.1	25.9	1.4	13.7	0.2	3.6	0.0

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2010.

(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.

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

Exhibit 4c
2011 Imports by Company Type and Employment Size
from Number of Partner Countries

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

Company Type and Employment Size	Known Value (1)	Number of Identified Importers	Number of Countries from Which Company Imports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers
All identified companies	1,945,307	183,960	4.1	60.3	9.5	29.7	9.3	7.0	24.3	2.6	31.3	0.4	21.5	0.0
no. employees unknown(2)	133,310	60,418	15.6	75.7	26.7	20.5	17.4	3.0	20.1	0.8	20.3	0.1	-	-
1 to 19 employees	125,129	78,404	28.2	61.4	41.6	32.7	15.1	4.9	9.8	0.9	D	0.1	D	0.0
20 to 49 employees	77,394	18,976	13.5	45.6	40.3	39.6	24.0	11.9	15.6	2.8	6.6	0.1	-	-
50 to 99 employees	65,897	9,750	6.3	39.7	28.3	39.3	36.9	16.0	25.8	4.7	2.7	0.2	-	-
100 to 249 employees	119,215	7,974	2.7	33.4	21.7	38.0	21.9	20.2	44.5	8.0	D	0.4	D	0.0
250 to 499 employees	76,472	3,298	1.1	26.7	11.7	32.0	25.0	25.3	36.5	14.7	D	1.2	D	0.1
500 or more employees	1,347,889	5,140	0.4	19.7	0.9	22.6	3.8	18.9	24.0	28.0	41.4	9.6	29.5	1.3
Manufacturers	860,875	36,348	1.3	51.4	4.1	33.8	5.6	9.7	25.4	4.2	36.3	0.8	27.2	0.1
no. employees unknown(2)	38,751	7,004	5.6	68.4	14.2	25.6	14.8	4.7	19.6	1.2	45.8	0.1	-	-
1 to 19 employees	7,137	10,360	29.7	66.7	50.6	30.6	10.5	2.5	D	0.2	D	0.0	-	-
20 to 49 employees	10,091	6,479	13.9	51.5	43.8	40.6	17.8	7.2	D	0.7	D	0.0	-	-
50 to 99 employees	14,995	4,465	7.6	41.3	27.5	43.4	28.3	13.4	D	1.9	D	0.0	-	-
100 to 249 employees	24,353	4,087	6.3	30.6	29.1	43.4	36.2	20.7	D	5.2	D	0.0	-	-
250 to 499 employees	25,438	1,734	1.3	20.6	13.2	33.8	32.0	30.3	D	14.6	D	0.7	-	-
500 or more employees	740,110	2,219	0.3	8.8	1.0	18.1	2.5	22.4	25.0	36.5	39.4	12.6	31.7	1.6
Wholesalers	610,767	82,522	8.6	55.9	18.8	33.5	15.0	7.9	24.9	2.5	30.0	0.2	2.7	0.0
no. employees unknown(2)	50,182	26,275	D	72.9	29.6	23.1	17.9	3.2	15.3	0.7	D	0.0	-	-
1 to 19 employees	98,665	42,782	D	54.7	42.9	37.8	14.7	6.4	9.6	1.0	D	0.0	D	0.0
20 to 49 employees	59,193	7,407	13.7	30.8	40.3	45.1	25.2	19.0	14.5	5.0	6.3	0.1	-	-
50 to 99 employees	43,192	2,901	6.1	23.4	26.8	40.6	41.9	25.3	21.7	10.3	3.5	0.4	-	-
100 to 249 employees	56,764	1,840	2.3	20.8	28.3	32.3	26.7	28.6	26.4	16.9	16.4	1.4	-	-
250 to 499 employees	32,872	645	1.0	19.2	13.6	25.9	29.9	26.2	42.3	25.6	13.2	3.1	-	-
500 or more employees	269,898	672	D	7.4	0.5	21.0	3.8	16.2	32.8	40.0	58.4	14.6	D	0.7
Other companies (3)	463,095	62,474	3.2	70.7	6.2	22.6	8.6	4.4	21.6	1.9	24.4	0.3	36.0	0.1
no. employees unknown(2)	34,663	24,653	D	80.5	26.9	16.4	22.6	2.2	27.3	0.8	D	0.1	-	-
1 to 19 employees	19,260	25,217	D	70.4	31.3	25.0	D	3.4	13.2	1.0	D	0.2	D	0.0
20 to 49 employees	8,080	5,078	11.4	59.6	D	30.2	D	7.6	D	2.3	D	0.3	-	-
50 to 99 employees	D	2,372	4.8	56.7	D	30.0	D	9.7	30.1	3.3	2.0	0.3	-	-
100 to 249 employees	37,865	2,020	1.0	50.1	D	32.7	D	11.3	D	5.6	D	0.2	D	0.0
250 to 499 employees	D	909	1.0	43.2	D	33.0	6.4	15.3	D	7.4	D	0.9	D	0.2
500 or more employees	D	2,225	D	33.9	D	27.2	6.4	16.4	D	16.2	32.0	5.1	D	1.1
Unclassified companies	10,570	2,616	10.4	76.3	58.8	19.0	7.0	3.1	21.0	1.4	2.8	0.2	-	-

(1) Known value is defined as the portion of U.S. total general imports 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 2011.

(3) Includes manufacturing companies of prepackaged software and books, brokers, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

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

Exhibit 4d
2010 Imports by Company Type and Employment Size
from Number of Partner Countries

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

Company Type and Employment Size	Known Value (1)	Number of Identified Importers	Number of Countries from Which Company Imports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers	% of Row Value	% of Row Number of Identified Importers
All identified companies	1,679,522	181,648	4.2	60.5	9.9	29.7	9.7	6.8	22.9	2.6	34.3	0.4	19.0	0.0
no. employees unknown(2)	123,616	59,886	14.7	76.0	26.0	20.3	17.2	2.8	24.5	0.8	17.6	0.1	0.0	0.0
1 to 19 employees	112,664	77,796	28.4	61.3	41.3	32.8	15.3	4.9	10.3	0.9	D	0.1	D	0.0
20 to 49 employees	71,093	18,487	13.0	46.2	35.9	39.3	27.5	11.6	20.5	2.8	3.1	0.2	0.0	0.0
50 to 99 employees	58,075	9,472	5.8	40.4	30.8	39.3	32.6	15.3	23.4	4.8	7.3	0.2	0.0	0.0
100 to 249 employees	96,080	7,820	3.1	33.4	22.4	38.8	25.6	19.6	43.3	7.8	D	0.3	D	0.0
250 to 499 employees	69,812	3,174	1.1	25.2	10.2	33.5	24.0	24.8	40.3	15.4	D	1.1	D	0.1
500 or more employees	1,148,183	5,013	0.4	19.9	1.4	22.4	3.9	19.6	21.3	27.8	46.8	9.1	26.3	1.2
Manufacturers	758,612	35,603	1.4	51.5	4.0	34.0	6.0	9.4	19.3	4.1	42.0	0.8	27.3	0.1
no. employees unknown(2)	33,905	6,663	5.4	69.5	16.6	24.8	12.1	4.4	40.3	1.1	25.7	0.2	0.0	0.0
1 to 19 employees	6,259	10,341	36.1	66.2	47.0	30.9	13.7	2.6	3.2	0.3	0.0	0.0	0.0	0.0
20 to 49 employees	8,728	6,354	16.4	52.2	40.6	40.3	18.8	7.0	D	0.5	D	0.0	0.0	0.0
50 to 99 employees	13,147	4,368	6.9	42.4	32.4	43.4	28.9	12.3	D	1.9	D	0.0	0.0	0.0
100 to 249 employees	21,020	4,073	6.5	29.7	25.2	44.7	37.3	19.9	D	5.6	D	0.1	0.0	0.0
250 to 499 employees	21,149	1,659	1.6	18.6	15.8	36.8	33.1	29.1	43.5	14.9	6.0	0.6	0.0	0.0
500 or more employees	654,404	2,145	0.4	8.4	0.8	18.0	3.1	23.6	17.0	36.0	47.0	12.1	31.6	1.8
Wholesalers	551,151	82,053	8.3	56.2	18.1	33.5	15.2	7.7	27.5	2.4	D	0.2	D	0.0
no. employees unknown(2)	49,625	26,301	21.2	73.1	25.3	23.1	22.6	3.0	15.0	0.8	15.9	0.0	0.0	0.0
1 to 19 employees	88,348	42,591	28.1	54.6	42.6	38.1	14.2	6.3	D	1.0	0.2	0.0	D	0.0
20 to 49 employees	52,024	7,296	12.8	31.9	37.6	44.3	29.4	18.8	18.5	4.8	1.7	0.2	0.0	0.0
50 to 99 employees	39,077	2,811	4.9	24.5	30.0	40.0	36.2	24.8	18.6	10.3	10.4	0.4	0.0	0.0
100 to 249 employees	47,099	1,784	2.6	22.0	29.9	33.4	31.5	28.2	27.1	15.6	8.9	0.9	0.0	0.0
250 to 499 employees	33,317	630	0.8	17.5	8.6	25.7	25.5	26.5	D	27.3	D	2.9	D	0.2
500 or more employees	241,661	640	0.1	10.8	0.6	17.3	2.9	15.6	36.5	42.0	D	13.9	D	0.3
Other companies (3)	360,591	61,250	3.8	70.8	9.0	22.6	9.0	4.3	23.1	1.9	D	0.3	D	0.0
no. employees unknown(2)	31,287	24,309	14.7	80.5	31.8	16.5	D	2.1	D	0.8	D	0.1	0.0	0.0
1 to 19 employees	18,027	24,813	27.2	70.7	32.9	24.7	D	3.5	13.3	1.0	2.5	0.2	D	0.0
20 to 49 employees	10,316	4,822	D	59.9	23.3	30.3	D	6.9	37.0	2.7	3.5	0.3	0.0	0.0
50 to 99 employees	5,809	2,276	9.3	55.8	D	31.1	D	9.1	D	3.6	3.4	0.4	0.0	0.0
100 to 249 employees	27,696	1,941	1.2	51.5	D	31.6	D	11.2	D	5.2	0.3	0.3	D	0.1
250 to 499 employees	15,344	875	D	42.6	D	33.0	8.4	15.7	D	7.8	0.4	0.7	D	0.2
500 or more employees	252,112	2,214	0.7	33.4	3.7	28.0	6.6	16.9	17.6	16.0	39.6	4.9	31.8	0.8
Unclassified companies	9,169	2,742	14.1	77.9	44.8	18.2	9.1	2.7	30.8	1.0	1.2	0.1	0.0	0.0

(1) Known value is defined as the portion of U.S. total general imports 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 2010.

(3) Includes manufacturing companies of prepackaged software and books, brokers, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

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

Exhibit 5a
2011 Exports by Company Employment Size
to World Areas and Selected Countries

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

Country of Destination	Total Value	Known Value (1)	Number of Identified Exporters	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees		
				Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)
All countries	1,480,432	1,319,942	302,260	127,424	117,646	95,301	114,468	47,225	31,655	49,554	15,727	70,901	11,688	49,694	4,410	879,843	6,666	
Top 25 countries	1,226,272	1,091,441	245,783	99,791	84,715	73,503	96,608	D	28,643	D	14,489	57,187	10,858	40,488	4,159	742,592	6,311	
Canada	280,890	215,153	96,521	14,091	21,116	9,060	38,361	6,802	14,731	6,118	8,168	10,915	6,646	8,319	2,789	159,848	4,710	
Mexico	198,378	181,761	54,061	18,453	14,610	9,946	17,256	6,256	7,863	4,955	4,890	8,232	4,254	6,169	1,953	127,751	3,235	
China	103,939	96,087	34,046	9,110	8,042	10,064	10,421	3,093	5,167	3,256	3,290	6,587	3,069	3,976	1,457	60,001	2,600	
Japan	65,706	62,804	28,323	4,628	6,610	5,509	9,177	2,237	3,976	1,922	2,488	5,102	2,393	2,556	1,217	40,850	2,462	
United Kingdom	55,881	52,404	43,281	5,785	9,566	2,794	14,596	1,528	6,904	2,284	4,032	2,475	3,496	3,696	1,616	33,842	3,071	
Germany	49,156	46,538	35,489	3,633	8,324	2,124	11,404	2,003	5,366	1,890	3,279	2,155	3,033	2,045	1,423	32,688	2,660	
Korea	43,415	39,144	22,351	3,572	4,966	3,866	6,955	1,284	3,178	1,170	2,054	2,359	2,054	1,610	985	25,283	2,159	
Brazil	42,944	40,510	19,421	4,519	4,402	2,627	5,408	1,242	2,794	1,014	1,860	1,405	1,886	1,230	990	28,474	2,081	
Netherlands	42,351	40,328	19,947	5,842	4,230	1,921	5,939	919	2,984	808	1,988	2,268	1,871	873	908	27,696	2,027	
Hong Kong	36,449	33,536	27,001	3,583	6,457	5,664	9,239	1,813	3,736	1,314	2,293	2,049	2,134	1,333	1,021	17,781	2,121	
Singapore	31,223	29,473	22,956	2,680	4,823	1,014	6,834	572	3,710	735	2,323	1,699	2,140	813	1,031	21,959	2,095	
Belgium	29,899	28,648	11,805	2,228	2,270	1,627	3,268	451	1,677	407	1,164	900	1,242	536	635	22,499	1,549	
France	27,803	26,290	20,610	1,846	4,234	983	6,404	689	3,218	649	1,984	1,345	1,872	729	908	20,049	1,990	
Australia	27,542	24,744	34,076	2,362	7,452	1,188	11,541	709	5,293	1,111	3,108	1,183	2,824	828	1,358	17,363	2,500	
Taiwan	25,889	23,605	18,734	1,754	3,871	1,721	5,635	1,107	2,863	580	1,790	1,904	1,748	1,490	906	15,049	1,921	
Switzerland	24,425	22,522	12,278	972	2,320	1,751	3,961	D	1,841	D	1,115	627	1,080	507	548	10,202	1,413	
India	21,501	19,863	19,185	2,890	4,172	1,941	5,611	869	2,788	1,185	1,858	675	1,812	599	912	11,704	2,032	
Italy	16,007	14,712	19,014	1,413	3,693	1,072	5,776	554	3,023	624	1,946	704	1,821	568	878	9,777	1,877	
Chile	15,986	14,886	14,918	2,090	3,387	774	4,239	764	2,013	784	1,337	1,007	1,383	269	762	9,198	1,797	
United Arab Emirates	15,900	14,611	17,135	4,501	2,280	1,739	4,501	2,280	1,739	750	2,294	371	1,434	783	275	681	8,413	1,687
Turkey	14,657	12,519	10,122	2,011	1,953	1,187	2,897	194	1,538	401	1,021	689	962	661	506	7,374	1,245	
Colombia	14,320	13,410	15,756	1,780	4,155	1,062	4,714	760	1,926	547	1,246	441	1,249	393	737	8,427	1,729	
Malaysia	14,246	13,645	12,604	756	2,297	509	3,410	400	1,965	352	1,344	791	1,305	375	691	10,462	1,592	
Israel	13,936	11,561	15,557	997	3,165	1,687	4,633	367	2,325	856	1,565	429	1,468	281	743	6,943	1,658	
Saudi Arabia	13,830	12,689	11,154	1,056	2,658	1,133	3,096	446	1,507	274	1,044	464	999	357	508	8,959	1,342	
All other countries	254,160	228,500	136,590	27,634	50,570	21,798	48,150	D	15,628	D	8,299	13,714	6,719	9,206	2,777	137,251	4,447	
North America	479,267	396,914	131,006	32,544	34,253	19,006	50,699	13,057	18,994	11,073	10,397	19,147	8,161	14,488	3,337	287,598	5,165	
Europe	328,742	306,628	107,757	29,190	32,381	18,443	39,489	9,171	14,479	17,138	7,894	14,421	6,471	12,239	2,657	206,025	4,386	
Euro Area	195,904	184,983	74,683	16,944	20,110	9,586	26,594	5,704	10,719	5,369	6,093	8,720	5,240	5,725	2,199	132,935	3,728	
European Union	268,474	252,612	98,841	24,485	28,395	13,554	36,090	7,881	13,717	8,237	7,567	11,998	6,244	10,335	2,571	176,122	4,257	
Africa	32,848	29,403	30,514	4,003	11,014	2,506	8,410	1,313	3,588	1,209	2,165	1,489	2,063	937	1,008	17,947	2,266	
OECD - Europe	926,595	813,833	212,933	70,525	68,098	45,658	83,958	25,948	26,625	32,041	13,727	41,078	10,404	31,269	4,032	567,313	6,089	
Pacific Rim Countries	367,878	341,146	106,792	30,135	31,159	30,738	40,901	12,306	14,290	11,084	7,643	22,837	6,202	14,025	2,555	220,021	4,042	
Asia - Near East	58,359	51,439	41,025	5,187	11,703	6,161	13,535	2,008	5,581	2,012	3,301	2,112	2,921	1,255	1,319	32,705	2,665	
Asia - NICS	136,975	125,758	58,545	11,589	15,448	12,265	21,151	4,776	8,294	3,799	4,680	8,011	4,075	5,246	1,762	80,073	3,135	
Asia - South	27,899	23,554	23,081	3,312	5,411	2,352	6,962	1,042	3,306	1,361	2,111	919	2,046	786	1,018	13,781	2,227	
ASEAN	76,242	71,838	41,487	6,151	10,163	3,704	13,533	2,699	6,393	2,267	3,789	4,175	3,367	2,751	1,481	50,092	2,761	
APEC	894,670	782,201	205,523	67,798	65,476	53,216	81,507	27,504	25,674	24,083	13,192	44,548	9,982	29,905	3,864	535,146	5,828	
South/Central America	168,782	155,619	86,200	21,507	29,208	14,700	30,136	7,519	10,257	4,911	5,825	9,185	4,897	5,303	2,196	92,494	3,681	
20 Latin Amer. Republics	351,955	324,384	102,792	37,428	34,948	22,768	35,354	12,861	12,756	9,321	7,264	16,451	5,939	11,003	2,545	214,552	3,986	
Cent. Am. Common Market	22,780	20,645	20,686	3,184	5,490	1,621	6,458	1,403	2,545	579	1,663	1,220	1,625	1,113	918	11,526	1,987	
LAFTA	312,188	288,128	88,310	31,704	28,824	19,752	30,073	10,825	11,337	8,303	6,514	14,434	5,448	9,247	2,364	193,862	3,750	
NATO Allies	548,486	465,740	162,714	39,144	46,167	22,872	63,928	14,249	22,185	14,288	11,784	22,946	9,233	18,840	3,669	333,402	5,748	
OPEC	64,620	58,852	44,670	6,922	16,042	7,737	14,183	2,809	4,964	1,695	2,932	3,884	2,699	1,691	1,228	34,114	2,622	

(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 2011.

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

Exhibit 5b
2010 Exports by Company Employment Size
to World Areas and Selected Countries

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

Country of Destination	Total Value	Known Value (1)	Number of Identified Exporters	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees			
				Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters
All countries	1,278,263	1,140,406	293,988	107,851	112,846	82,739	112,572	45,037	30,984	43,710	15,179	59,349	11,581	46,254	4,336	755,466	6,490		
Top 25 countries	1,062,966	945,504	240,557	85,837	82,478	63,780	95,380	36,023	27,890	34,441	13,890	49,256	10,702	38,444	4,082	637,723	6,135		
Canada	249,105	192,054	95,097	11,210	20,591	8,463	38,214	6,004	14,436	5,858	7,904	9,679	6,585	8,372	2,788	142,470	4,579		
Mexico	163,473	148,992	51,539	22,051	13,741	8,299	16,568	5,213	7,484	4,952	4,608	6,537	4,185	5,454	1,850	96,486	3,103		
China	91,881	86,236	32,245	6,400	7,414	8,339	9,929	2,621	4,985	2,198	3,016	7,547	3,015	3,467	1,371	55,665	2,515		
Japan	60,486	57,036	27,604	4,420	6,333	4,314	8,997	2,126	3,905	1,489	2,418	4,289	2,364	2,612	1,188	37,785	2,399		
United Kingdom	48,414	44,757	42,223	3,229	9,297	2,719	14,399	3,279	6,665	1,658	3,847	2,188	3,481	2,727	1,572	28,958	2,962		
Germany	48,161	45,144	34,756	3,178	8,198	1,816	11,278	1,442	5,193	1,895	3,180	1,950	2,968	2,683	1,361	32,180	2,578		
Korea	38,846	35,921	21,652	2,736	4,722	3,437	6,812	1,013	3,070	1,003	1,991	1,950	1,958	1,229	977	24,554	2,122		
Brazil	35,425	33,165	18,413	3,053	4,099	2,086	5,193	1,049	2,660	941	1,751	1,318	1,816	967	946	23,750	1,948		
Netherlands	34,939	33,294	18,569	4,708	3,925	1,315	5,563	1,131	2,779	870	1,844	1,583	1,729	885	850	22,802	1,879		
Singapore	29,017	27,053	21,729	2,385	4,404	1,000	6,571	594	3,480	863	2,163	1,226	2,075	1,005	992	19,980	2,044		
France	26,969	25,261	20,195	1,822	4,096	977	6,394	814	3,140	668	1,878	1,136	1,898	1,110	869	18,735	1,920		
Hong Kong	26,570	24,410	26,234	2,665	6,166	4,596	8,992	1,598	3,710	1,169	2,220	1,393	2,091	1,142	994	11,847	2,061		
Taiwan	26,043	23,998	18,385	2,082	3,685	1,581	5,655	920	2,781	705	1,749	1,735	1,762	1,081	884	15,894	1,869		
Belgium	25,456	24,171	11,655	1,484	2,234	1,175	3,302	560	1,646	365	1,139	822	1,232	450	606	19,315	1,496		
Australia	21,798	19,285	31,382	D	6,752	D	10,538	D	4,939	D	2,865	D	2,638	D	1,241	D	2,409		
Switzerland	20,687	18,770	11,633	D	2,194	D	3,751	D	1,749	D	1,050	D	1,046	D	527	D	1,316		
India	19,250	17,980	18,497	2,413	4,031	1,586	5,530	1,440	2,690	824	1,703	695	1,754	619	870	10,402	1,919		
Italy	14,219	13,062	18,786	1,198	3,686	829	5,803	481	3,001	577	1,818	741	1,821	502	838	8,734	1,819		
Malaysia	14,080	13,370	12,021	778	2,187	482	3,326	380	1,843	353	1,245	751	1,250	399	627	10,227	1,543		
Colombia	12,069	11,238	14,585	1,289	3,826	1,057	4,353	805	1,764	232	1,128	350	1,191	300	677	7,206	1,646		
United Arab Emirates	11,673	10,375	16,248	1,344	4,149	1,446	4,950	543	2,154	348	1,346	386	1,333	240	661	6,068	1,655		
Saudi Arabia	11,556	10,687	10,609	936	2,484	970	2,943	550	1,441	181	991	441	947	394	498	7,216	1,305		
Israel	11,294	9,186	14,954	917	2,949	1,254	4,518	349	2,264	384	1,506	432	1,414	223	684	5,627	1,619		
Chile	10,905	10,134	13,794	1,069	3,074	722	3,976	382	1,828	1,041	1,239	384	1,257	273	715	6,263	1,705		
Venezuela	10,649	9,925	9,721	1,740	3,192	1,955	2,857	429	866	126	567	330	644	853	402	4,492	1,193		
All other countries	215,297	194,902	130,904	22,013	47,478	18,959	46,540	9,015	15,181	9,269	8,062	10,092	6,629	7,810	2,671	117,744	4,343		
North America	412,578	341,046	127,972	33,261	33,108	16,761	50,063	11,218	18,444	10,810	9,955	16,215	8,118	13,825	3,258	238,956	5,026		
Europe	285,596	265,116	104,707	22,214	31,257	15,922	38,758	11,113	14,056	13,646	7,582	12,377	6,261	11,105	2,555	178,739	4,238		
Euro Area	176,587	165,904	72,797	14,267	19,736	7,636	26,156	5,400	10,394	5,487	5,804	7,383	5,036	6,464	2,094	119,268	3,577		
European Union	239,583	223,930	96,473	18,901	27,615	11,316	35,643	9,231	13,318	7,697	7,254	10,422	6,037	9,863	2,473	156,500	4,133		
Africa	28,347	25,795	29,588	3,287	10,590	2,398	8,306	841	3,444	1,379	2,077	912	1,996	948	1,000	16,030	2,175		
OECD - Europe	807,785	707,807	207,587	62,733	65,725	40,028	82,676	26,269	25,903	26,883	13,113	35,323	10,255	29,402	3,955	487,169	5,960		
Pacific Rim Countries	326,397	303,789	101,521	24,472	29,133	26,503	38,965	11,425	13,783	8,966	7,203	21,144	6,046	12,525	2,436	198,753	3,955		
Asia - Near East	48,742	42,647	40,054	4,541	11,434	4,687	13,279	1,772	5,401	1,237	3,213	1,671	2,851	1,082	1,274	27,657	2,602		
Asia - NICS	120,477	111,382	56,400	9,867	14,515	10,615	20,618	4,125	8,008	3,740	4,508	6,305	3,989	4,456	1,712	72,275	3,050		
Asia - South	24,091	21,289	22,494	2,802	5,311	2,006	6,927	1,645	3,200	943	1,953	966	2,016	812	974	12,114	2,113		
ASEAN	70,405	66,285	39,445	5,409	9,506	4,021	13,029	2,285	6,015	2,100	3,545	3,898	3,242	2,384	1,421	46,189	2,687		
APEC	775,102	678,737	198,697	61,497	62,235	46,572	79,544	24,282	25,000	21,584	12,602	39,068	9,843	27,594	3,784	458,141	5,689		
South/Central America	138,603	127,687	82,669	15,903	27,803	13,186	28,854	6,368	9,831	6,313	5,569	5,171	4,883	5,447	2,112	75,299	3,617		
20 Latin Amer. Republics	287,272	263,884	97,830	35,761	32,988	19,602	33,652	10,726	12,148	10,399	6,884	10,971	5,872	10,304	2,448	166,121	3,838		
Cent. Am. Common Market	17,679	16,059	19,492	2,176	5,170	1,424	6,024	958	2,355	851	1,546	646	1,618	1,075	835	8,928	1,944		
LAFTA	255,374	234,782	83,711	31,750	26,988	16,857	28,558	8,933	10,799	9,006	6,144	9,770	5,359	8,545	2,264	149,922	3,599		
NATO Allies	485,475	412,280	159,439	29,490	44,924	20,039	63,287	15,054	21,616	13,205	11,356	20,449	9,078	18,080	3,607	295,963	5,571		
OPEC	54,294	49,692	42,025	5,964	14,834	6,297	13,306	2,185	4,715	2,295	2,790	1,819	2,625	1,854	1,225	29,278	2,530		

(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 2010.

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

Exhibit 5c
Percent Difference Between 2010 and 2011 Exports
to World Areas and Selected Countries

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

Country of Destination	Total Value		Known Value (1)		Number of Identified Exporters	
	Net Difference	% Difference	Net Difference	% Difference	Net Difference	% Difference
All countries	202,169	15.8	179,536	15.7	8,272	2.8
Top 25 countries	163,306	15.4	145,938	15.4	5,226	2.2
Canada	31,785	12.8	23,099	12.0	1,424	1.5
Mexico	34,905	21.4	32,769	22.0	2,522	4.9
China	12,059	13.1	9,851	11.4	1,801	5.6
Japan	5,220	8.6	5,768	10.1	719	2.6
United Kingdom	7,467	15.4	7,647	17.1	1,058	2.5
Germany	995	2.1	1,393	3.1	733	2.1
Korea	4,569	11.8	3,223	9.0	699	3.2
Brazil	7,519	21.2	7,345	22.1	1,008	5.5
Netherlands	7,411	21.2	7,034	21.1	1,378	7.4
Hong Kong	9,879	37.2	9,126	37.4	767	2.9
Singapore	2,206	7.6	2,419	8.9	1,227	5.6
Belgium	4,443	17.5	4,477	18.5	150	1.3
France	835	3.1	1,028	4.1	415	2.1
Australia	5,744	26.4	5,459	28.3	2,694	8.6
Taiwan	-155	-0.6	-392	-1.6	349	1.9
Switzerland	3,738	18.1	3,751	20.0	645	5.5
India	2,251	11.7	1,883	10.5	688	3.7
Italy	1,787	12.6	1,650	12.6	228	1.2
Chile	5,081	46.6	4,752	46.9	1,124	8.1
United Arab Emirates	4,227	36.2	4,237	40.8	887	5.5
Turkey	4,112	39.0	3,434	37.8	781	8.4
Colombia	2,251	18.7	2,172	19.3	1,171	8.0
Malaysia	167	1.2	275	2.1	583	4.8
Israel	2,642	23.4	2,374	25.8	603	4.0
Saudi Arabia	2,273	19.7	2,002	18.7	545	5.1
All other countries	38,862	18.1	33,598	17.2	5,686	4.3
North America	66,689	16.2	55,868	16.4	3,034	2.4
Europe	43,146	15.1	41,512	15.7	3,050	2.9
Euro Area	19,317	10.9	19,079	11.5	1,886	2.6
European Union	28,891	12.1	28,682	12.8	2,368	2.5
Africa	4,501	15.9	3,607	14.0	926	3.1
OECD - Europe	118,811	14.7	106,026	15.0	5,346	2.6
Pacific Rim Countries	41,481	12.7	37,357	12.3	5,271	5.2
Asia - Near East	9,616	19.7	8,792	20.6	971	2.4
Asia - NICS	16,499	13.7	14,376	12.9	2,145	3.8
Asia - South	3,807	15.8	2,265	10.6	587	2.6
ASEAN	5,837	8.3	5,553	8.4	2,042	5.2
APEC	119,569	15.4	103,463	15.2	6,826	3.4
South/Central America	30,179	21.8	27,932	21.9	3,531	4.3
20 Latin Amer. Republics	64,683	22.5	60,499	22.9	4,962	5.1
Cent. Am. Common Market	5,101	28.9	4,586	28.6	1,194	6.1
LAFTA	56,814	22.2	53,346	22.7	4,599	5.5
NATO Allies	63,011	13.0	53,460	13.0	3,275	2.1
OPEC	10,326	19.0	9,160	18.4	2,645	6.3

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

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

Exhibit 5d
2011 Imports by Company Employment Size
from World Areas and Selected Countries

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

Country of Origin	Total Value	Known Value (1)	Number of Identified Importers	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees			
				Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers
All countries	2,207,824	1,945,307	183,960	133,310	60,418	125,129	78,404	77,394	18,976	65,897	9,750	119,215	7,974	76,472	3,298	1,347,889	5,140		
Top 25 countries	1,877,709	1,649,189	166,028	109,809	52,178	103,177	71,237	63,353	17,715	56,377	9,201	98,282	7,569	65,440	3,160	1,152,751	4,968		
China	399,362	375,852	94,508	30,378	29,046	39,575	40,222	22,431	10,294	18,721	5,310	22,805	4,364	16,356	1,948	225,586	3,324		
Canada	315,347	205,203	15,077	20,497	2,887	4,541	3,613	3,486	1,843	3,950	1,490	2,761	1,608	3,256	1,016	166,712	2,620		
Mexico	262,864	238,024	14,032	14,511	3,917	9,469	4,289	6,129	1,454	7,269	978	7,248	1,015	7,302	634	186,096	1,745		
Japan	128,925	123,441	13,083	2,278	2,074	3,984	4,332	3,932	1,701	4,331	1,132	5,746	1,211	5,655	712	97,516	1,921		
Germany	98,663	89,958	21,501	3,767	3,835	4,808	6,885	3,146	2,897	2,782	1,973	4,938	2,138	5,335	1,141	65,183	2,632		
Korea, South	56,661	54,269	14,246	1,898	2,934	5,441	5,432	3,668	1,807	2,974	1,066	4,965	992	1,107	537	34,217	1,478		
United Kingdom	51,236	44,877	16,546	3,937	3,054	2,022	5,042	1,288	2,143	970	1,407	3,665	1,565	1,835	960	31,159	2,375		
Saudi Arabia	47,476	46,854	417	D	86	36	122	D	34	23	24	D	24	D	15	D	112		
Venezuela	43,256	41,890	376	D	75	203	119	531	35	153	20	295	19	D	15	38,300	93		
Taiwan	41,405	37,964	25,213	2,851	4,703	4,405	9,949	2,901	3,726	2,137	2,121	9,010	1,906	2,328	874	14,333	1,934		
France	40,040	36,137	11,477	2,294	2,401	2,529	3,653	1,564	1,317	1,024	822	2,510	991	1,822	566	24,393	1,727		
Ireland	39,370	38,099	1,955	D	344	142	365	110	188	36	131	444	204	80	126	D	597		
India	36,153	33,121	16,671	2,964	3,951	5,276	6,462	2,343	2,008	1,351	1,179	2,019	1,068	5,146	544	14,023	1,459		
Russia	34,619	32,803	1,277	1,940	267	2,942	404	842	124	546	63	578	81	1,079	50	24,876	288		
Italy	33,950	29,203	20,790	2,718	4,666	3,718	7,591	3,806	2,573	1,740	1,564	2,198	1,536	1,199	818	13,824	2,042		
Nigeria	33,854	33,453	194	342	62	34	39	D	16	D	16	D	7	D	5	28,931	49		
Brazil	31,736	29,163	5,946	3,819	1,149	3,948	2,017	951	710	968	427	1,265	428	768	273	17,444	942		
Malaysia	25,777	23,900	5,115	895	804	1,154	1,409	696	608	872	434	904	483	1,137	296	18,243	1,081		
Thailand	24,830	22,719	7,626	1,859	1,443	1,774	2,572	1,514	934	1,215	573	1,299	620	1,283	343	13,775	1,141		
Switzerland	24,357	21,455	6,139	670	989	1,687	1,653	940	700	969	500	855	626	1,186	397	15,149	1,274		
Netherlands	23,451	16,115	6,794	1,044	1,166	950	1,806	534	792	406	573	920	674	443	426	11,817	1,357		
Colombia	23,113	21,846	2,528	718	692	745	902	399	222	2,046	155	826	127	718	90	16,393	340		
Israel	23,039	21,398	3,823	925	741	1,051	1,141	568	434	D	285	721	303	D	178	11,560	741		
Singapore	19,113	13,586	3,304	436	461	664	808	97	373	126	264	196	330	390	226	11,677	842		
Indonesia	19,111	17,859	5,668	1,155	1,126	2,080	2,029	1,081	677	729	407	749	407	869	234	11,196	788		
All other countries	330,115	296,118	58,016	23,501	15,863	21,952	22,472	14,042	6,947	9,520	3,904	20,933	3,603	11,033	1,783	195,138	3,444		
North America	578,211	443,227	25,968	35,008	6,447	14,011	7,554	9,615	3,065	11,219	2,249	10,009	2,316	10,558	1,329	352,807	3,008		
Europe	448,488	399,098	65,581	28,399	16,324	26,773	25,107	17,437	8,227	11,780	4,933	20,480	4,755	17,914	2,217	276,315	4,018		
Euro Area	284,943	252,923	50,360	18,951	11,796	15,894	18,839	11,670	6,418	7,746	3,928	12,774	3,940	12,072	1,854	173,816	3,585		
European Union	368,355	325,917	61,172	24,974	14,816	19,867	23,169	14,441	7,818	9,692	4,717	17,964	4,573	14,975	2,143	224,004	3,936		
Africa	93,009	90,327	5,712	2,238	1,429	2,034	1,799	1,263	605	812	379	6,374	400	2,080	230	75,526	870		
OECD - Europe	1,178,624	986,597	93,592	66,203	24,626	47,122	37,170	34,758	11,626	29,773	6,771	40,536	6,099	34,146	2,736	734,059	4,564		
Pacific Rim Countries	717,581	669,089	119,194	41,784	36,430	59,906	51,333	36,972	12,911	30,818	6,675	45,935	5,463	28,653	2,411	425,021	3,971		
Asia - Near East	103,788	99,753	5,659	6,177	1,261	1,596	1,812	776	598	1,044	397	D	408	D	233	58,476	950		
Asia - NICS	121,581	108,753	42,309	5,543	8,968	11,166	17,654	6,992	5,741	5,453	3,198	14,393	2,844	3,976	1,282	61,229	2,622		
Asia - South	47,048	43,234	20,501	3,900	5,362	6,434	7,993	3,231	2,367	1,935	1,363	2,756	1,231	5,547	615	19,432	1,570		
ASEAN	118,257	104,947	21,431	6,247	4,707	8,080	7,877	4,774	2,679	4,158	1,647	4,386	1,575	4,702	842	72,601	2,104		
APEC	1,388,294	1,197,072	136,749	82,749	42,859	82,403	58,058	51,321	14,682	45,282	7,674	59,904	6,320	42,676	2,720	832,738	4,436		
South/Central America	174,276	159,378	17,535	12,480	4,758	10,797	6,295	5,446	1,959	6,227	1,155	5,960	1,104	3,381	619	115,087	1,645		
20 Latin Amer. Republics	421,818	384,804	27,617	24,896	8,049	20,038	9,633	11,133	2,973	12,717	1,837	12,367	1,790	10,631	1,011	293,023	2,324		
Cent. Am. Common Market	24,420	21,344	3,509	1,044	882	1,678	947	388	774	1,117	254	774	481	135	15,676	495			
LAFTA	392,076	358,961	24,855	23,625	7,061	17,635	8,631	9,916	2,678	11,709	1,673	11,288	1,641	9,950	934	274,837	2,237		
NATO Allies	632,420	482,699	68,002	38,975	16,720	23,772	25,678	17,734	8,679	13,007	5,313	20,099	5,053	17,300	2,349	351,811	4,210		
OPEC	191,504	187,210	2,943	D	706	838	1,013	1,270	291	514	196	D	177	1,520	113	145,727	447		

(1) Known value is defined as the portion of U.S. total general imports 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 2011.

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

Exhibit 5e
2010 Imports by Company Employment Size
from World Areas and Selected Countries

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

Country of Origin	Total Value	Known Value (1)	Number of Identified Importers	Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
				Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers	Known Value (1)	Number of Identified Importers
All countries	1,913,160	1,679,522	181,648	123,616	59,886	112,664	77,796	71,093	18,487	58,075	9,472	96,080	7,820	69,812	3,174	1,148,183	5,013
Top 25 countries	1,641,826	1,435,793	163,424	100,028	51,448	94,015	70,483	58,660	17,288	49,439	8,910	80,821	7,441	59,056	3,030	993,774	4,824
China	364,944	344,374	91,582	28,857	28,170	37,162	39,393	19,823	9,760	17,479	4,987	23,450	4,212	12,864	1,854	204,739	3,206
Canada	277,647	176,584	14,188	19,131	2,732	3,448	3,396	4,996	1,779	2,219	1,313	2,150	1,528	3,329	949	141,311	2,491
Mexico	229,908	208,664	13,598	11,554	3,826	10,481	4,123	6,989	1,406	6,005	911	6,566	1,032	7,596	596	159,474	1,704
Japan	120,545	114,868	13,070	2,171	2,099	3,803	4,388	3,558	1,662	3,731	1,160	4,994	1,224	4,871	688	91,740	1,849
Germany	82,429	74,718	20,831	3,065	3,765	4,194	6,746	2,583	2,791	2,640	1,823	4,021	2,023	4,276	1,094	53,939	2,589
United Kingdom	49,775	42,837	16,144	3,086	2,952	1,564	4,945	1,231	2,065	1,409	3,162	1,540	1,357	929	31,304	2,304	
Korea, South	48,875	46,464	13,982	1,883	2,925	4,665	5,465	2,985	1,697	2,188	1,019	4,004	959	4,354	506	26,384	1,411
France	38,355	34,038	11,106	2,421	2,251	2,595	3,599	1,420	1,308	1,596	814	2,151	948	1,068	551	22,786	1,635
Taiwan	35,846	32,060	24,997	2,871	4,665	3,968	10,058	2,707	3,669	2,202	2,039	4,861	1,844	2,011	832	13,440	1,890
Ireland	33,848	32,227	1,902	5,792	335	234	362	76	198	43	126	271	186	80	130	25,730	565
Venezuela	32,707	32,156	384	D	71	D	125	D	39	D	17	D	17	D	6	D	109
Saudi Arabia	31,413	30,806	385	D	73	D	121	D	31	D	37	D	24	D	11	D	88
Nigeria	30,516	30,073	211	D	61	D	44	D	13	D	17	D	12	0	6	D	58
India	29,533	27,067	16,419	2,567	3,943	3,867	6,494	1,869	1,955	1,238	1,092	1,880	1,023	4,296	517	11,350	1,395
Italy	28,505	24,512	20,175	2,294	4,488	3,436	7,552	3,209	2,499	1,412	1,476	1,690	1,460	967	778	11,505	1,922
Malaysia	25,900	24,141	5,128	921	807	978	1,422	633	620	644	446	1,259	455	914	328	18,793	1,050
Russia	25,691	24,193	1,278	1,200	267	2,548	420	580	114	471	66	267	91	187	49	18,940	271
Brazil	23,958	22,229	6,066	1,942	1,235	3,408	2,098	806	709	837	441	1,031	413	640	268	13,565	902
Thailand	22,693	20,925	7,526	1,758	1,424	1,547	2,538	1,402	940	1,108	590	1,183	559	1,320	336	12,608	1,139
Israel	20,982	19,813	3,721	D	675	D	1,102	D	417	D	312	D	296	D	178	D	741
Switzerland	19,136	17,139	5,949	682	964	947	1,659	867	701	870	468	709	577	1,287	375	11,776	1,205
Netherlands	19,055	12,234	6,563	818	1,130	752	1,784	437	756	189	520	528	654	1,308	419	8,203	1,300
Singapore	17,427	13,625	3,224	964	462	652	815	88	359	102	253	237	293	293	227	11,290	815
Indonesia	16,478	15,551	5,632	1,330	1,153	1,979	2,040	809	621	562	412	577	389	828	248	9,466	769
Colombia	15,659	14,497	2,636	763	751	626	938	455	241	1,633	144	266	137	311	90	10,442	335
All other countries	271,334	243,729	57,490	23,587	15,894	18,649	22,451	12,433	6,654	8,637	3,832	15,259	3,520	10,756	1,760	154,409	3,379
North America	507,555	385,248	24,876	30,685	6,208	13,929	7,222	11,985	2,975	8,224	2,050	8,716	2,263	10,925	1,258	300,785	2,900
Europe	381,812	336,937	64,418	25,586	15,868	23,315	25,037	14,929	7,999	10,813	4,765	16,048	4,631	15,920	2,194	230,326	3,924
Euro Area	242,215	213,133	49,289	17,962	11,470	14,316	18,772	9,733	6,233	7,170	3,759	10,171	3,757	11,348	1,832	142,435	3,466
European Union	319,195	279,626	60,017	22,653	14,410	17,613	23,071	12,375	7,574	9,089	4,543	14,271	4,449	13,740	2,128	189,884	3,842
Africa	85,008	81,518	5,807	4,953	1,453	1,701	1,876	1,142	601	384	1,701	4,641	397	2,107	231	66,169	865
OECD - Europe	1,034,476	859,126	92,194	59,587	24,105	43,072	37,095	33,819	11,307	24,844	6,525	33,649	6,037	35,787	2,655	628,368	4,470
Pacific Rim Countries	653,888	610,925	116,613	40,567	35,650	55,418	50,633	32,591	12,470	28,112	6,392	40,468	5,332	27,044	2,313	386,725	3,823
Asia - Near East	74,495	71,497	5,773	D	1,285	D	1,912	D	594	D	434	D	380	D	215	D	953
Asia - NICS	106,444	95,298	42,127	6,021	9,076	9,838	17,825	6,055	5,636	4,719	3,091	9,410	2,740	6,878	1,251	52,378	2,508
Asia - South	39,229	36,072	20,208	3,588	5,380	4,970	8,015	2,620	2,292	1,841	1,279	2,505	1,164	4,621	579	15,927	1,499
ASEAN	107,721	97,838	21,097	7,162	4,674	7,064	7,811	4,252	2,609	3,332	1,610	4,466	1,507	4,312	852	67,250	2,034
APEC	1,236,621	1,065,330	133,879	76,403	42,023	76,639	57,197	48,671	14,204	39,133	7,362	52,263	6,176	40,484	2,614	731,737	4,303
South/Central America	130,891	120,113	17,601	9,983	4,959	8,853	6,344	4,750	1,878	5,783	1,135	3,684	1,067	2,205	606	84,854	1,612
20 Latin Amer. Republics	351,170	321,445	27,387	19,620	8,194	19,154	9,553	11,336	2,881	10,625	1,778	9,994	1,756	9,739	963	240,978	2,262
Cent. Am. Common Market	20,036	18,270	3,391	849	870	1,301	1,068	820	369	692	244	616	224	401	154	13,590	462
LAFTA	326,530	299,321	24,688	18,227	7,222	17,345	8,546	10,300	2,622	9,720	1,605	9,222	1,622	9,139	897	225,368	2,174
NATO Allies	552,866	415,037	66,500	35,523	16,209	20,654	25,403	17,150	8,479	11,041	5,070	15,993	4,947	15,852	2,301	298,824	4,091
OPEC	149,893	146,109	3,073	D	787	D	1,098	D	306	D	204	D	148	D	95	D	435

(1) Known value is defined as the portion of U.S. total Imports 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 2010.

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

Exhibit 5f
Percent Difference Between 2010 and 2011 Imports
from World Areas and Selected Countries

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

Country of Origin	Total Value		Known Value (1)		Number of Identified Importers	
	Net Difference	% Difference	Net Difference	% Difference	Net Difference	% Difference
All countries	294,664	15.4	265,784	15.8	2,312	1.3
Top 25 countries	235,883	14.4	213,396	14.9	2,604	1.6
China	34,418	9.4	31,477	9.1	2,926	3.2
Canada	37,699	13.6	28,619	16.2	889	6.3
Mexico	32,956	14.3	29,360	14.1	434	3.2
Japan	8,379	7.0	8,573	7.5	13	0.1
Germany	16,234	19.7	15,241	20.4	670	3.2
Korea, South	7,787	15.9	7,806	16.8	264	1.9
United Kingdom	1,461	2.9	2,039	4.8	402	2.5
Saudi Arabia	16,064	51.1	16,048	52.1	32	8.3
Venezuela	10,549	32.3	9,734	30.3	-8	-2.1
Taiwan	5,559	15.5	5,905	18.4	216	0.9
France	1,685	4.4	2,100	6.2	371	3.3
Ireland	5,522	16.3	5,872	18.2	53	2.8
India	6,620	22.4	6,054	22.4	252	1.5
Russia	8,928	34.8	8,610	35.6	-1	-0.1
Italy	5,445	19.1	4,691	19.1	615	3.0
Nigeria	3,338	10.9	3,379	11.2	-17	-8.1
Brazil	7,778	32.5	6,934	31.2	-120	-2.0
Malaysia	-124	-0.5	-242	-1.0	-13	-0.3
Thailand	2,137	9.4	1,794	8.6	100	1.3
Switzerland	5,221	27.3	4,317	25.2	190	3.2
Netherlands	4,396	23.1	3,881	31.7	231	3.5
Colombia	7,454	47.6	7,349	50.7	-108	-4.1
Israel	2,057	9.8	1,585	8.0	102	2.7
Singapore	1,686	9.7	-39	-0.3	80	2.5
Indonesia	2,632	16.0	2,308	14.8	36	0.6
All other countries	58,781	21.7	52,389	21.5	526	0.9
North America	70,656	13.9	57,979	15.0	1,092	4.4
Europe	66,676	17.5	62,161	18.4	1,163	1.8
Euro Area	42,727	17.6	39,789	18.7	1,071	2.2
European Union	49,160	15.4	46,291	16.6	1,155	1.9
Africa	8,001	9.4	8,809	10.8	-95	-1.6
OECD - Europe	144,147	13.9	127,471	14.8	1,398	1.5
Pacific Rim Countries	63,693	9.7	58,164	9.5	2,581	2.2
Asia - Near East	29,292	39.3	28,256	39.5	-114	-2.0
Asia - NICS	15,137	14.2	13,455	14.1	182	0.4
Asia - South	7,819	19.9	7,162	19.9	293	1.4
ASEAN	10,537	9.8	7,110	7.3	334	1.6
APEC	151,673	12.3	131,742	12.4	2,870	2.1
South/Central America	43,384	33.1	39,265	32.7	-66	-0.4
20 Latin Amer. Republics	70,649	20.1	63,359	19.7	230	0.8
Cent. Am. Common Market	4,385	21.9	3,073	16.8	118	3.5
LAFTA	65,546	20.1	59,641	19.9	167	0.7
NATO Allies	79,554	14.4	67,662	16.3	1,502	2.3
OPEC	41,610	27.8	41,102	28.1	-130	-4.2

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

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

Exhibit 5g
2011 Exports and Imports for Selected Countries and World Areas by Employment Size
Only for Companies that both Imported from and Exported to Listed Countries and World Areas

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

Country	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Unknown no. of Employees (2)			1-19 Employees			20-49 Employees		
				Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import
All countries	1,114,344	1,800,010	83,050	46,265	80,200	13,179	38,759	89,212	35,898	30,545	66,266	13,020
Canada	153,208	175,713	6,894	1,117	645	325	582	421	1,007	812	2,134	788
Mexico	130,734	225,223	6,164	7,503	9,830	888	3,458	5,759	1,366	2,879	5,122	682
China	63,859	258,692	12,282	1,205	9,176	1,298	1,544	11,038	3,043	923	7,029	1,855
Japan	42,450	116,139	5,046	594	1,200	366	1,388	2,171	1,075	851	2,560	597
United Kingdom	40,180	39,352	6,718	1,533	3,061	639	642	994	1,260	446	721	849
Germany	36,938	81,599	7,818	1,096	1,824	695	462	2,550	1,599	921	2,228	1,040
Netherlands	25,530	13,415	2,328	1,722	573	181	157	394	330	149	169	214
Brazil	25,180	18,924	1,571	725	1,256	119	554	760	199	229	335	134
Korea, South	21,643	44,058	3,507	256	666	318	584	2,167	805	381	2,035	425
Belgium	20,907	12,415	1,239	427	D	84	164	199	138	41	99	96
Singapore	20,871	12,825	1,572	935	247	130	114	457	198	51	41	127
France	20,346	27,085	3,193	655	494	284	182	653	528	350	1,013	332
Switzerland	18,704	18,932	1,902	107	304	143	D	1,047	363	179	733	159
Hong Kong	16,533	1,788	3,018	147	105	268	778	244	691	297	132	381
Australia	14,891	4,427	1,736	100	57	139	93	171	245	62	423	187
Taiwan	14,300	27,297	4,708	140	1,562	395	159	1,330	951	210	1,197	681
Malaysia	9,648	19,281	1,398	292	226	82	34	185	127	43	66	92
Italy	9,425	19,387	4,045	205	814	338	122	1,092	873	114	2,402	460
India	8,507	15,381	2,931	179	638	296	397	1,828	645	267	850	289
Israel	6,895	11,432	1,339	84	481	121	318	480	242	86	390	120
Spain	5,820	5,663	1,399	23	56	91	64	371	190	26	306	123
Colombia	5,816	18,000	568	255	116	66	54	217	127	359	D	42
United Arab Emirates	5,416	470	323	75	D	33	477	21	61	17	8	27
Ireland	5,304	31,592	633	115	D	39	12	40	40	8	69	39
Thailand	4,600	15,908	1,569	126	1,088	121	113	354	230	56	544	147
North America	283,942	400,936	11,275	8,620	10,475	1,175	4,040	6,179	2,333	3,690	7,257	1,407
Europe	204,086	296,927	18,503	6,162	9,450	2,111	2,803	9,098	5,189	2,470	8,637	2,753
Euro Area	128,235	202,895	13,663	4,274	5,354	1,420	1,209	5,923	3,502	1,710	6,636	1,968
European Union	175,783	261,423	17,618	5,952	8,860	1,960	1,922	7,549	4,782	2,220	7,747	2,642
Africa	6,287	30,627	847	126	136	81	146	151	137	71	157	80
OECD - Europe	564,738	851,018	28,963	15,730	21,864	3,528	8,864	19,474	8,949	7,431	21,015	4,487
Pacific Rim Countries	212,492	500,543	21,323	3,768	13,783	2,418	4,751	18,242	6,547	2,844	13,967	3,395
Asia - Near East	16,895	38,217	1,735	193	643	174	832	532	337	106	524	158
Asia - NICS	73,348	85,969	9,506	1,478	2,581	969	1,636	4,198	2,523	939	3,405	1,419
Asia - South	8,945	16,914	3,137	184	663	327	409	2,025	722	294	937	313
ASEAN	42,743	70,086	4,153	1,454	2,181	383	329	1,940	757	223	1,346	452
APEC	511,426	940,958	28,704	12,928	25,612	3,534	9,183	25,720	8,938	6,670	22,288	4,577
South/Central America	56,297	115,527	3,952	2,545	2,707	484	1,238	2,126	906	1,136	1,535	434
20 Latin Amer. Republics	184,544	333,905	8,723	9,293	12,257	1,284	4,601	7,851	2,167	3,958	6,620	1,032
Cent. Am. Common Market	4,269	16,387	916	213	333	102	142	427	206	176	613	89
LAFTA	177,827	314,265	7,889	8,969	11,845	1,139	4,401	7,173	1,872	3,645	5,861	914
NATO Allies	325,226	393,561	20,766	7,007	9,094	2,149	2,579	7,560	5,571	3,030	9,523	3,137
OPEC	16,231	93,523	720	256	D	82	598	127	148	125	198	53

Exhibit 5g
2011 Exports and Imports for Selected Countries and World Areas by Employment Size
Only for Companies that both Imported from and Exported to Listed Countries and World Areas

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

Country	50-99 Employees			100-249 Employees			250-499 Employees			500+ Employees		
	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import
All countries	40,206	61,853	7,384	54,429	87,082	6,361	43,391	74,400	2,748	860,750	1,340,996	4,460
Canada	1,488	3,306	808	3,556	1,860	998	3,611	2,379	725	142,044	164,968	2,243
Mexico	2,137	6,850	563	4,994	5,888	672	4,340	6,992	495	105,424	184,783	1,498
China	1,344	6,648	1,436	3,410	12,138	1,631	2,166	10,822	961	53,266	201,842	2,058
Japan	894	3,828	501	2,062	5,192	618	1,798	5,483	442	34,863	95,707	1,447
United Kingdom	1,400	588	698	1,307	3,268	856	2,884	1,200	607	31,968	29,520	1,809
Germany	1,030	2,135	839	1,181	4,193	1,097	1,228	4,831	669	31,021	63,838	1,879
Netherlands	179	152	203	932	717	279	382	323	183	22,009	11,089	938
Brazil	364	436	122	247	832	174	504	482	142	22,556	14,823	681
Korea, South	225	1,764	326	908	3,916	359	545	951	260	18,744	32,559	1,014
Belgium	122	213	82	165	223	119	121	D	92	19,867	8,616	628
Singapore	101	53	116	283	117	172	325	359	158	19,062	11,552	671
France	271	581	264	538	1,886	363	393	981	265	17,958	21,477	1,157
Switzerland	D	844	141	389	686	183	395	937	168	9,113	14,381	745
Hong Kong	445	136	314	492	148	339	696	95	220	13,679	928	805
Australia	463	117	142	168	139	180	240	272	153	13,765	3,248	690
Taiwan	181	1,214	529	1,166	7,826	621	695	1,707	381	11,748	12,460	1,150
Malaysia	45	213	109	175	277	151	138	997	141	8,921	17,317	696
Italy	261	950	377	274	1,351	463	206	716	321	8,243	12,062	1,213
India	287	482	256	198	D	309	197	D	228	6,982	9,577	908
Israel	612	D	100	166	D	131	89	D	77	5,541	D	548
Spain	98	147	113	76	217	146	74	77	103	5,460	4,489	633
Colombia	12	D	36	48	189	33	98	395	35	4,989	15,247	229
United Arab Emirates	39	12	19	26	11	29	10	D	9	4,771	D	145
Ireland	24	17	42	42	D	54	100	52	51	5,003	31,263	368
Thailand	96	480	103	118	697	156	49	848	128	4,042	11,897	684
North America	3,624	10,156	1,291	8,549	7,748	1,501	7,951	9,371	1,001	247,467	349,750	2,567
Europe	11,488	6,828	2,081	5,220	14,009	2,341	6,370	12,527	1,288	169,573	236,378	2,740
Euro Area	2,027	4,778	1,528	3,297	9,183	1,836	2,590	9,482	1,018	113,129	161,539	2,391
European Union	3,522	5,887	2,020	4,749	12,908	2,263	5,800	11,324	1,253	151,617	207,147	2,698
Africa	117	129	54	164	322	68	156	105	53	5,508	29,627	374
OECD - Europe	16,694	22,703	3,322	16,890	31,352	3,432	16,891	28,497	1,824	482,238	706,114	3,421
Pacific Rim Countries	3,735	14,336	2,446	8,835	30,728	2,532	6,753	21,103	1,373	181,806	388,383	2,612
Asia - Near East	658	867	129	234	D	171	244	D	100	14,627	D	666
Asia - NICS	952	3,167	1,039	2,849	12,007	1,136	2,260	3,112	683	63,233	57,500	1,737
Asia - South	291	617	269	207	1,273	327	198	889	238	7,363	10,510	941
ASEAN	291	1,190	399	702	1,833	493	706	2,833	377	39,039	58,761	1,292
APEC	8,002	25,157	3,325	18,078	40,174	3,326	14,893	31,652	1,764	441,671	770,355	3,240
South/Central America	1,153	2,656	328	3,289	2,875	407	1,162	1,817	301	45,774	101,810	1,092
20 Latin Amer. Republics	3,273	9,483	811	8,070	8,212	961	5,456	8,787	671	149,893	280,694	1,797
Cent. Am. Common Market	114	357	72	190	481	76	127	260	49	3,307	13,917	322
LAFTA	3,112	9,013	736	7,744	7,500	871	5,225	8,352	627	144,731	264,521	1,730
NATO Allies	5,054	8,527	2,471	8,210	14,291	2,756	9,305	13,099	1,520	290,041	331,466	3,162
OPEC	131	72	39	D	D	57	D	389	34	13,127	91,102	307

(1) Known value is defined as the portion of U.S. total exports or U.S. total general imports 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 2011.

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

Exhibit 5h
2010 Exports and Imports for Selected Countries and World Areas by Employment Size
Only for Companies that both Imported from and Exported to Listed Countries and World Areas

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

Country				Unknown no. of Employees (2)			1-19 Employees			20-49 Employees		
	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import
All countries	969,548	1,580,596	80,659	42,593	78,209	12,656	32,626	80,410	35,092	30,982	63,612	12,591
Canada	135,142	147,811	6,460	272	471	296	515	552	911	886	2,396	788
Mexico	115,798	199,217	5,947	13,776	9,301	890	2,632	7,938	1,340	1,780	5,073	653
China	60,009	233,915	11,457	955	10,701	1,198	1,701	11,448	2,850	857	5,475	1,727
Japan	40,445	108,203	4,942	598	1,030	366	1,236	1,820	1,039	840	2,468	580
Germany	37,117	67,083	7,449	1,223	1,319	669	305	1,888	1,519	548	1,854	996
United Kingdom	35,153	38,262	6,618	837	2,248	588	642	668	1,305	2,242	552	853
Korea, South	22,243	38,490	3,491	382	813	331	897	2,389	849	244	1,813	407
Netherlands	21,467	9,986	2,224	614	445	179	165	316	326	65	146	205
Brazil	20,089	12,430	1,471	428	657	122	206	847	188	100	229	128
France	19,646	25,612	3,043	668	405	280	235	681	521	254	720	306
Singapore	18,681	12,022	1,467	964	897	124	91	66	162	61	29	123
Belgium	16,595	12,294	1,214	579	D	81	93	D	171	132	97	97
Taiwan	15,246	22,600	4,686	235	1,698	396	185	1,150	1,012	334	1,230	665
Switzerland	14,252	14,513	1,793	105	262	147	D	552	353	667	683	160
Australia	10,437	3,808	1,593	54	63	121	D	156	246	D	413	149
Hong Kong	9,440	1,826	2,960	284	99	286	420	195	649	287	133	391
Malaysia	9,383	20,103	1,366	287	306	87	25	138	125	68	89	117
Italy	8,619	15,425	3,750	302	811	323	137	1,010	855	108	1,923	441
India	7,742	14,001	2,764	189	749	273	383	1,066	632	277	580	294
Spain	5,768	4,436	1,377	61	84	90	48	197	211	29	187	114
Colombia	4,933	11,610	539	95	120	64	94	204	129	391	122	34
Ireland	4,862	25,913	653	147	164	56	6	19	36	21	50	44
Thailand	4,635	14,713	1,498	156	1,126	110	87	365	221	38	551	145
Philippines	3,866	5,375	665	40	123	36	21	112	76	15	76	52
Turkey	3,127	1,766	608	88	68	59	58	198	121	123	84	49
North America	250,940	347,028	10,766	14,047	9,772	1,155	3,147	8,490	2,220	2,666	7,469	1,377
Europe	179,505	252,213	17,955	4,878	8,271	2,042	2,389	6,663	5,150	4,383	7,448	2,673
Euro Area	117,093	169,675	13,154	3,641	5,043	1,409	1,042	4,672	3,432	1,290	5,328	1,888
European Union	158,499	224,385	17,058	4,657	7,683	1,885	1,741	5,661	4,735	3,574	6,543	2,552
Africa	4,837	18,118	858	171	95	84	77	81	143	37	142	80
OECD - Europe	502,337	740,903	28,115	19,950	19,869	3,455	7,712	19,265	8,813	8,789	19,853	4,335
Pacific Rim Countries	193,840	454,001	20,455	3,811	15,915	2,338	4,713	17,683	6,335	3,388	12,213	3,252
Asia - Near East	9,367	31,856	1,609	155	425	140	323	670	318	143	464	150
Asia - NICS	65,611	74,939	9,381	1,865	3,507	985	1,592	3,800	2,567	927	3,205	1,396
Asia - South	8,043	15,673	2,977	209	779	312	396	1,293	698	307	651	317
ASEAN	40,268	63,681	3,994	1,468	2,704	375	287	1,155	706	244	1,184	459
APEC	456,335	832,936	27,646	18,169	27,039	3,425	8,045	27,171	8,668	6,174	20,597	4,396
South/Central America	45,718	81,991	3,843	2,013	2,324	460	775	2,090	916	959	1,325	424
20 Latin Amer. Republics	158,761	276,998	8,417	15,006	11,230	1,267	3,299	9,970	2,138	2,726	6,391	992
Cent. Am. Common Market	4,248	14,437	851	208	285	107	90	426	189	147	516	92
LAFTA	152,242	259,715	7,599	14,629	10,606	1,122	3,084	9,450	1,843	2,436	5,718	875
NATO Allies	289,385	336,172	20,033	4,779	7,754	2,059	2,276	6,124	5,420	4,497	8,424	3,070
OPEC	11,255	57,300	634	204	D	66	188	129	132	43	70	46

Exhibit 5h
2010 Exports and Imports for Selected Countries and World Areas by Employment Size
Only for Companies that both Imported from and Exported to Listed Countries and World Areas

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

Country	50-99 Employees			100-249 Employees			250-499 Employees			500+ Employees		
	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import	Known Export Value (1)	Known Import Value (1)	Number of Identified Co. that Export and Import
All countries	35,492	54,690	7,124	48,573	93,045	6,236	41,728	67,976	2,653	737,554	1,142,653	4,307
Canada	1,326	1,213	712	2,860	1,522	942	3,675	2,366	690	125,609	139,291	2,121
Mexico	2,516	5,617	534	3,222	6,126	670	3,734	7,182	444	88,137	157,980	1,416
China	923	7,545	1,264	3,605	12,842	1,566	2,351	8,387	870	49,616	177,517	1,982
Japan	732	3,137	493	1,821	4,512	620	1,782	4,691	439	33,437	90,545	1,405
United Kingdom	1,153	1,830	778	1,087	3,384	1,029	1,886	3,955	640	30,914	52,852	1,818
Germany	703	689	668	1,146	2,846	872	2,092	1,044	596	27,492	30,217	1,736
Netherlands	160	1,373	318	1,028	3,355	354	580	4,020	254	18,952	24,727	978
Brazil	373	107	198	511	324	250	340	1,134	178	19,400	7,515	888
Korea, South	398	314	109	235	575	149	283	260	127	18,439	9,547	648
Belgium	272	1,346	252	533	1,466	355	315	738	239	17,369	20,254	1,090
Singapore	63	58	100	211	135	147	525	270	146	16,766	10,568	665
France	91	257	72	120	120	114	138	1,797	89	15,442	8,293	590
Switzerland	250	1,373	500	970	3,950	628	562	1,451	346	12,710	11,748	1,139
Hong Kong	D	740	118	274	566	176	289	475	147	7,398	11,235	692
Australia	55	104	122	198	88	181	205	273	130	9,183	2,711	644
Taiwan	254	114	300	384	81	350	409	76	214	7,403	1,129	770
Malaysia	46	76	100	79	863	132	214	688	145	8,664	17,942	660
Italy	140	789	332	343	1,034	410	172	546	280	7,417	9,313	1,109
India	212	429	229	143	921	304	146	3,922	190	6,391	6,335	842
Israel	135	121	112	105	151	139	96	116	91	5,294	3,580	620
Spain	13	1,360	38	50	114	29	16	190	32	4,275	9,499	213
Colombia	15	27	40	53	D	59	73	D	57	4,547	25,388	361
United Arab Emirates	57	480	97	89	431	139	57	1,026	122	4,150	10,733	664
Ireland	8	64	39	47	165	68	94	177	49	3,640	4,659	345
Thailand	20	27	33	101	41	49	4	20	29	2,732	1,328	268
North America	3,842	6,830	1,168	6,082	7,649	1,461	7,409	9,547	945	213,746	297,270	2,440
Europe	8,034	6,614	1,965	4,570	11,491	2,247	5,741	11,623	1,241	149,510	200,103	2,637
Euro Area	2,212	4,825	1,428	2,812	7,179	1,717	3,112	9,250	981	102,985	133,378	2,299
European Union	3,014	5,799	1,895	4,105	10,522	2,177	5,408	10,980	1,216	136,001	177,197	2,598
Africa	210	285	54	40	D	69	25	D	53	4,278	16,317	375
OECD - Europe	12,816	18,470	3,117	13,707	27,074	3,352	15,717	30,026	1,752	423,646	606,346	3,291
Pacific Rim Countries	2,561	14,426	2,270	8,480	26,296	2,460	6,770	20,324	1,284	164,118	347,144	2,516
Asia - Near East	207	553	140	180	D	137	227	D	92	8,133	23,558	632
Asia - NICS	726	2,918	992	2,593	7,521	1,128	2,076	5,816	630	55,831	48,172	1,683
Asia - South	223	500	243	156	1,022	329	147	4,046	202	6,605	7,383	876
ASEAN	243	910	365	531	2,106	458	956	2,666	377	36,538	52,957	1,254
APEC	7,314	21,952	3,101	14,781	34,966	3,278	14,300	31,180	1,653	387,553	670,030	3,125
South/Central America	1,835	3,178	327	834	1,669	379	602	952	283	38,701	70,453	1,054
20 Latin Amer. Republics	4,090	8,102	797	3,993	7,743	925	4,299	8,114	601	125,348	225,450	1,697
Cent. Am. Common Market	93	415	68	157	370	73	112	197	47	3,440	12,227	275
LAFTA	3,941	7,523	703	3,728	7,254	854	4,087	7,745	566	120,337	211,418	1,636
NATO Allies	4,293	6,693	2,317	6,991	11,532	2,656	8,906	12,127	1,452	257,643	283,517	3,059
OPEC	195	D	40	169	D	44	199	331	31	10,258	55,288	275

(1) Known value is defined as the portion of U.S. total exports or U.S. total general imports 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 2010.

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

Exhibit 6a
2011 Exports by State of the Origin of Movement, Number of Exporting Companies,
and Value for Small and Medium Sized Companies

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

State of the Origin of Movement	Total Value	% of Total Value	Identified Exporters				Small and Medium Sized Exporters (4)			
			Known Value (1)	% of Known Value (1)	Number of Identified Exporters (2)	% of Number of Identified Exporters	Known Value (1)	% of Known Value (1)	Number of Identified Exporters (2)	% of Number of Identified Exporters
United States	1,480,432	100.0	1,319,942	100.0	302,260	100.0	440,099	33.3	295,594	97.8
Alabama	17,854	1.2	16,955	1.3	3,822	1.3	3,226	19.0	3,133	82.0
Alaska	5,325	0.4	4,779	0.4	673	0.2	1,842	38.5	491	73.0
Arizona	17,793	1.2	16,456	1.2	8,078	2.7	4,500	27.3	7,113	88.1
Arkansas	5,607	0.4	4,861	0.4	2,285	0.8	1,561	32.1	1,783	78.0
California	159,122	10.7	146,488	11.1	75,028	24.8	64,755	44.2	72,039	96.0
Colorado	7,332	0.5	6,826	0.5	5,674	1.9	2,488	36.4	4,989	87.9
Connecticut	16,212	1.1	14,399	1.1	6,020	2.0	3,824	26.6	5,357	89.0
Delaware	5,510	0.4	5,206	0.4	1,701	0.6	724	13.9	1,465	86.1
Florida	64,904	4.4	59,980	4.5	60,147	19.9	40,799	68.0	57,381	95.4
Georgia	34,776	2.3	31,758	2.4	14,662	4.9	10,073	31.7	13,037	88.9
Hawaii	884	0.1	723	0.1	880	0.3	349	48.2	767	87.2
Idaho	5,905	0.4	5,596	0.4	1,818	0.6	1,537	27.5	1,525	83.9
Illinois	64,823	4.4	60,592	4.6	22,855	7.6	15,550	25.7	20,649	90.3
Indiana	32,282	2.2	29,334	2.2	8,101	2.7	4,897	16.7	6,921	85.4
Iowa	13,307	0.9	12,398	0.9	3,231	1.1	2,339	18.9	2,697	83.5
Kansas	11,598	0.8	9,927	0.8	3,456	1.1	2,453	24.7	2,897	83.8
Kentucky	20,084	1.4	18,884	1.4	4,740	1.6	3,369	17.8	3,823	80.7
Louisiana	54,976	3.7	52,891	4.0	4,432	1.5	18,310	34.6	3,715	83.8
Maine	3,421	0.2	3,066	0.2	2,221	0.7	1,120	36.5	1,896	85.4
Maryland	10,852	0.7	9,768	0.7	7,461	2.5	3,440	35.2	6,626	88.8
Massachusetts	27,761	1.9	26,387	2.0	11,294	3.7	10,488	39.7	10,165	90.0
Michigan	51,003	3.4	46,764	3.5	14,814	4.9	10,345	22.1	13,339	90.0
Minnesota	20,319	1.4	18,747	1.4	8,507	2.8	6,222	33.2	7,457	87.7
Mississippi	10,930	0.7	10,337	0.8	2,056	0.7	1,711	16.5	1,569	76.3
Missouri	14,154	1.0	13,295	1.0	5,957	2.0	2,924	22.0	5,063	85.0
Montana	1,587	0.1	1,379	0.1	1,584	0.5	1,016	73.7	1,360	85.9
Nebraska	7,582	0.5	7,254	0.5	1,924	0.6	1,577	21.7	1,570	81.6
Nevada	7,978	0.5	7,427	0.6	2,730	0.9	1,380	18.6	2,327	85.2
New Hampshire	4,297	0.3	3,968	0.3	2,741	0.9	1,414	35.6	2,405	87.7
New Jersey	38,115	2.6	33,258	2.5	21,027	7.0	15,009	45.1	19,436	92.4
New Mexico	2,092	0.1	1,877	0.1	1,326	0.4	542	28.9	1,090	82.2
New York	84,888	5.7	71,281	5.4	41,218	13.6	42,157	59.1	38,968	94.5
North Carolina	27,009	1.8	24,870	1.9	10,802	3.6	6,113	24.6	9,486	87.8
North Dakota	3,393	0.2	2,985	0.2	2,027	0.7	1,043	35.0	1,731	85.4
Ohio	46,416	3.1	42,743	3.2	16,559	5.5	10,258	24.0	14,835	89.6
Oklahoma	6,222	0.4	5,510	0.4	3,159	1.0	1,426	25.9	2,687	85.1
Oregon	18,310	1.2	17,252	1.3	5,993	2.0	5,885	34.1	5,332	89.0
Pennsylvania	41,075	2.8	37,165	2.8	15,881	5.3	13,385	36.0	14,175	89.3
Rhode Island	2,282	0.2	2,074	0.2	1,783	0.6	1,361	65.7	1,577	88.4
South Carolina	24,697	1.7	23,374	1.8	5,847	1.9	3,482	14.9	4,970	85.0
South Dakota	1,460	0.1	1,248	0.1	956	0.3	507	40.7	750	78.5
Tennessee	29,993	2.0	27,889	2.1	7,179	2.4	4,706	16.9	5,980	83.3
Texas	251,006	17.0	233,360	17.7	40,056	13.3	70,989	30.4	37,374	93.3
Utah	19,034	1.3	17,304	1.3	3,353	1.1	2,166	12.5	2,881	85.9
Vermont	4,257	0.3	4,063	0.3	1,262	0.0	D	D	1,070	84.8
Virginia	18,089	1.2	16,558	1.3	7,687	2.5	4,827	29.2	6,619	86.1
Washington	64,767	4.4	60,415	4.6	12,677	4.2	15,761	26.1	11,451	90.3
West Virginia	9,034	0.6	8,378	0.6	1,065	0.4	1,902	22.7	802	75.3
Wisconsin	22,055	1.5	20,216	1.5	8,605	2.8	6,058	30.0	7,550	87.7
Wyoming	1,219	0.1	1,084	0.1	451	0.1	697	64.3	343	76.1
District of Columbia	1,039	0.1	266	0.0	949	0.3	178	67.1	771	81.2
Puerto Rico	18,200	1.2	18,031	1.4	1,942	0.6	6,359	35.3	1,662	85.6
Virgin Islands	2,316	0.2	2,298	0.2	159	0.0	D	D	124	78.0
Unallocated (3)	45,286	3.1	-	-	-	-	-	-	-	-

(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 and low-value estimates.

(4) Small and Medium sized companies are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011.

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

Exhibit 6b
2010 Exports by State of the Origin of Movement, Number of Exporting Companies,
and Value for Small and Medium Sized Companies

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

State of the Origin of Movement	Total Value	% of Total Value	Identified Exporters				Small and Medium Sized Exporters (4)			
			Known Value (1)	% of Known Value (1)	Number of Identified Exporters (2)	% of Number of Identified Exporters	Known Value (1)	% of Known Value (1)	Number of Identified Exporters (2)	% of Number of Identified Exporters
United States	1,278,263	100.0	1,140,406	100.0	293,988	100.0	384,940	33.8	287,498	97.8
Alabama	15,502	1.2	14,727	1.3	3,710	1.3	3,445	23.4	3,067	82.7
Alaska	4,155	0.3	3,547	0.3	657	0.2	1,196	33.7	485	73.8
Arizona	15,636	1.2	14,511	1.3	7,818	2.7	4,122	28.4	6,907	88.3
Arkansas	5,219	0.4	4,659	0.4	2,205	0.8	1,057	22.7	1,700	77.1
California	143,192	11.2	132,440	11.6	72,332	24.6	59,447	44.9	69,373	95.9
Colorado	6,727	0.5	6,266	0.5	5,532	1.9	2,182	34.8	4,848	87.6
Connecticut	16,056	1.3	15,139	1.3	5,993	2.0	3,660	24.2	5,356	89.4
Delaware	4,966	0.4	4,548	0.4	1,720	0.6	655	14.4	1,477	85.9
Florida	55,365	4.3	50,629	4.4	58,415	19.9	34,454	68.1	55,673	95.3
Georgia	28,950	2.3	26,701	2.3	14,078	4.8	8,669	32.5	12,449	88.4
Hawaii	684	0.1	550	0.0	868	0.3	201	36.6	747	86.1
Idaho	5,157	0.4	4,930	0.4	1,750	0.6	1,037	21.0	1,476	84.3
Illinois	50,058	3.9	46,799	4.1	22,096	7.5	13,815	29.5	19,959	90.3
Indiana	28,745	2.2	26,788	2.3	7,962	2.7	4,157	15.5	6,781	85.2
Iowa	10,880	0.9	10,226	0.9	3,178	1.1	2,092	20.5	2,650	83.4
Kansas	9,905	0.8	8,909	0.8	3,210	1.1	2,020	22.7	2,680	83.5
Kentucky	19,343	1.5	18,363	1.6	4,396	1.5	3,545	19.3	3,560	81.0
Louisiana	41,356	3.2	39,621	3.5	4,174	1.4	13,279	33.5	3,519	84.3
Maine	3,164	0.2	2,840	0.2	2,135	0.7	1,085	38.2	1,822	85.3
Maryland	10,163	0.8	9,327	0.8	7,200	2.4	3,324	35.6	6,377	88.6
Massachusetts	26,304	2.1	25,135	2.2	11,129	3.8	9,730	38.7	10,005	89.9
Michigan	44,768	3.5	41,085	3.6	14,203	4.8	9,577	23.3	12,815	90.2
Minnesota	18,904	1.5	17,648	1.5	8,318	2.8	5,750	32.6	7,324	88.1
Mississippi	8,229	0.6	7,719	0.7	1,889	0.6	1,959	25.4	1,426	75.5
Missouri	12,926	1.0	12,201	1.1	5,743	2.0	2,914	23.9	4,885	85.1
Montana	1,389	0.1	1,255	0.1	1,551	0.5	893	71.2	1,324	85.4
Nebraska	5,820	0.5	5,582	0.5	1,874	0.6	1,218	21.8	1,523	81.3
Nevada	5,912	0.5	5,490	0.5	2,600	0.9	1,016	18.5	2,228	85.7
New Hampshire	4,367	0.3	4,117	0.4	2,678	0.9	1,422	34.5	2,349	87.7
New Jersey	32,154	2.5	28,074	2.5	20,496	7.0	11,861	42.2	18,961	92.5
New Mexico	1,541	0.1	1,365	0.1	1,297	0.4	569	41.7	1,076	83.0
New York	69,696	5.5	58,311	5.1	40,517	13.8	34,190	58.6	38,241	94.4
North Carolina	24,905	1.9	23,135	2.0	10,559	3.6	5,661	24.5	9,233	87.4
North Dakota	2,536	0.2	2,197	0.2	1,889	0.6	675	30.7	1,606	85.0
Ohio	41,494	3.2	38,584	3.4	15,974	5.4	8,788	22.8	14,325	89.7
Oklahoma	5,353	0.4	4,890	0.4	2,950	1.0	1,507	30.8	2,486	84.3
Oregon	17,671	1.4	16,641	1.5	5,798	2.0	4,928	29.6	5,161	89.0
Pennsylvania	34,928	2.7	32,199	2.8	15,300	5.2	11,040	34.3	13,681	89.4
Rhode Island	1,949	0.2	1,730	0.2	1,860	0.6	1,151	66.5	1,658	89.1
South Carolina	20,329	1.6	19,372	1.7	5,732	1.9	3,230	16.7	4,878	85.1
South Dakota	1,259	0.1	1,089	0.1	971	0.3	490	45.0	733	75.5
Tennessee	25,943	2.0	24,336	2.1	6,819	2.3	4,112	16.9	5,687	83.4
Texas	206,961	16.2	193,812	17.0	38,445	13.1	64,292	33.2	35,833	93.2
Utah	13,809	1.1	12,344	1.1	3,185	1.1	2,353	19.1	2,759	86.6
Vermont	4,277	0.3	4,102	0.4	1,246	0.4	D	D	1,058	84.9
Virginia	17,163	1.3	15,752	1.4	7,326	2.5	4,186	26.6	6,308	86.1
Washington	53,353	4.2	50,713	4.4	12,049	4.1	12,536	24.7	10,892	90.4
West Virginia	6,449	0.5	5,888	0.5	1,057	0.4	1,484	25.2	795	75.2
Wisconsin	19,790	1.5	18,288	1.6	8,215	2.8	5,207	28.5	7,180	87.4
Wyoming	983	0.1	903	0.1	423	0.1	706	78.2	305	72.1
District of Columbia	1,501	0.1	422	0.0	936	0.3	308	73.1	758	81.0
Puerto Rico	22,784	1.8	D	D	1,787	0.6	D	D	1,530	85.6
Virgin Islands	1,899	0.1	D	D	176	0.1	D	D	133	75.6
Unallocated (3)	45,698	3.6	D	D	6	0.0	D	D	6	100.0

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

(2) Detail may not sum to total because companies may export from more than one state.

(3) Includes transactions not reported by state and low-value estimates.

(4) Small and Medium sized companies are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011.

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

Exhibit 6c
Percent Difference Between 2010 and 2011 Export
Results for Small and Medium Sized Companies

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

Country of Destination	% Difference 2010-2011				
	Total Value	Identified Exporters		Small and Medium Exporters (3)	
		Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters
United States	15.8	15.7	2.8	17.0	2.8
Alabama	15.2	15.1	3.0	-6.4	2.2
Alaska	28.2	34.8	2.4	54.1	1.2
Arizona	13.8	13.4	3.3	9.2	3.0
Arkansas	7.4	4.3	3.6	47.8	4.9
California	11.1	10.6	3.7	16.3	3.8
Colorado	9.0	8.9	2.6	14.0	2.9
Connecticut	1.0	-4.9	0.5	4.5	0.0
Delaware	11.0	14.5	-1.1	10.4	-0.8
Florida	17.2	18.5	3.0	18.4	3.1
Georgia	20.1	18.9	4.1	16.2	4.7
Hawaii	29.2	31.4	1.4	73.1	2.7
Idaho	14.5	13.5	3.9	48.1	3.3
Illinois	29.5	29.5	3.4	12.6	3.5
Indiana	12.3	9.5	1.7	17.8	2.1
Iowa	22.3	21.2	1.7	11.8	1.8
Kansas	17.1	11.4	7.7	21.5	8.1
Kentucky	3.8	2.8	7.8	-5.0	7.4
Louisiana	32.9	33.5	6.2	37.9	5.6
Maine	8.1	8.0	4.0	3.2	4.1
Maryland	6.8	4.7	3.6	3.5	3.9
Massachusetts	5.5	5.0	1.5	7.8	1.6
Michigan	13.9	13.8	4.3	8.0	4.1
Minnesota	7.5	6.2	2.3	8.2	1.8
Mississippi	32.8	33.9	8.8	-12.7	10.1
Missouri	9.5	9.0	3.7	0.3	3.6
Montana	14.3	9.9	2.1	13.7	2.7
Nebraska	30.3	29.9	2.7	29.5	3.1
Nevada	34.9	35.3	5.0	35.8	4.4
New Hampshire	-1.6	-3.6	2.4	-0.5	2.4
New Jersey	18.5	18.5	2.6	26.5	2.5
New Mexico	35.7	37.5	2.2	-4.8	1.4
New York	21.8	22.2	1.7	23.3	1.9
North Carolina	8.4	7.5	2.3	8.0	2.8
North Dakota	33.8	35.9	7.3	54.5	7.8
Ohio	11.9	10.8	3.7	16.8	3.6
Oklahoma	16.2	12.7	7.1	-5.4	8.1
Oregon	3.6	3.7	3.4	19.4	3.3
Pennsylvania	17.6	15.4	3.8	21.2	3.6
Rhode Island	17.1	19.8	-4.1	18.3	-4.9
South Carolina	21.5	20.7	2.0	7.8	1.9
South Dakota	16.0	14.6	-1.5	3.5	2.3
Tennessee	15.6	14.6	5.3	14.7	5.2
Texas	21.3	20.4	4.2	19.9	4.3
Utah	37.8	40.2	5.3	-7.9	4.4
Vermont	-0.5	-1.0	1.3	D	1.1
Virginia	5.4	5.1	4.9	15.3	4.9
Washington	21.4	19.1	5.2	25.7	5.1
West Virginia	40.1	42.3	0.8	28.2	0.9
Wisconsin	11.4	10.5	4.7	16.3	5.2
Wyoming	23.9	20.0	6.6	-1.3	12.5
District of Columbia	-30.8	-37.0	1.4	-42.2	1.7
Puerto Rico	-20.1	D	8.7	D	8.6
Virgin Islands	22.0	D	-9.7	D	-6.8
Unallocated (2)	-0.9	-	-	-	-

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

(2) Includes transactions not reported by state and low-value estimates.

(3) Small and Medium sized companies are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011.

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

Exhibit 6d
2011 Imports by State of Destination, Number of Importing Companies,
Value, and Percent Difference Between 2010 and 2011 Imports

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

State of Destination	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Identified Importers (2)	% of Number of Identified Importers	% Difference 2010-2011		
							Total Value	Known Value	Number of Identified Importers
United States	2,207,824	100	1,945,307	100	183,960	100	15.4	15.8	1.3
Alabama	17,426	0.8	15,798	0.8	2,899	1.6	17.0	20.2	2.4
Alaska	1,826	0.1	1,518	0.1	676	0.4	23.7	25.2	5.6
Arizona	17,569	0.8	15,187	0.8	4,426	2.4	12.5	14.6	2.4
Arkansas	7,208	0.3	6,479	0.3	1,683	0.9	6.7	9.5	-0.3
California	351,583	15.9	329,106	16.9	56,169	30.5	7.4	7.1	1.9
Colorado	11,745	0.5	9,885	0.5	4,413	2.4	3.4	7.6	1.8
Connecticut	24,028	1.1	17,792	0.9	3,933	2.1	28.8	22.0	2.4
Delaware	12,166	0.6	11,683	0.6	1,201	0.7	25.1	24.9	8.6
Florida	65,292	3.0	55,491	2.9	21,205	11.5	16.1	14.9	2.7
Georgia	67,269	3.0	59,684	3.1	9,871	5.4	11.8	11.8	3.7
Hawaii	5,974	0.3	5,771	0.3	2,013	1.1	26.0	28.9	-0.4
Idaho	4,860	0.2	4,190	0.2	1,146	0.6	17.8	14.2	6.1
Illinois	122,048	5.5	103,275	5.3	15,844	8.6	12.0	12.6	3.5
Indiana	39,515	1.8	32,645	1.7	5,066	2.8	19.2	19.6	5.4
Iowa	8,240	0.4	6,340	0.3	2,278	1.2	16.2	21.4	5.0
Kansas	9,792	0.4	8,380	0.4	2,222	1.2	-9.6	5.5	4.9
Kentucky	31,970	1.4	27,876	1.4	3,207	1.7	-0.4	-1.3	3.5
Louisiana	82,652	3.7	80,175	4.1	3,071	1.7	35.7	35.6	3.2
Maine	4,484	0.2	3,082	0.2	1,310	0.7	6.8	17.0	4.3
Maryland	23,948	1.1	20,496	1.1	4,696	2.6	20.8	23.0	1.8
Massachusetts	33,367	1.5	27,195	1.4	7,134	3.9	8.7	12.5	1.0
Michigan	104,278	4.7	93,543	4.8	7,919	4.3	18.4	19.7	6.1
Minnesota	33,124	1.5	21,976	1.1	5,404	2.9	25.7	18.7	4.0
Mississippi	20,469	0.9	19,815	1.0	1,609	0.9	28.6	29.5	-0.4
Missouri	15,698	0.7	13,349	0.7	4,412	2.4	22.2	18.8	2.4
Montana	5,615	0.3	4,659	0.2	823	0.4	20.0	18.6	3.9
Nebraska	3,415	0.2	2,737	0.1	1,513	0.8	17.7	21.1	6.0
Nevada	7,450	0.3	6,523	0.3	3,033	1.6	23.2	20.1	7.7
New Hampshire	11,682	0.5	10,442	0.5	1,739	0.9	30.5	34.9	3.5
New Jersey	125,457	5.7	117,473	6.0	16,240	8.8	15.5	16.2	0.4
New Mexico	2,531	0.1	2,025	0.1	1,072	0.6	-20.0	-25.8	1.5
New York	127,245	5.8	104,182	5.4	30,832	16.8	11.9	11.5	0.9
North Carolina	47,860	2.2	42,398	2.2	7,444	4.0	12.7	12.8	2.9
North Dakota	3,474	0.2	1,945	0.1	828	0.5	37.4	27.3	12.5
Ohio	59,777	2.7	50,298	2.6	9,077	4.9	12.8	12.9	2.2
Oklahoma	11,324	0.5	9,631	0.5	2,185	1.2	73.5	80.8	6.2
Oregon	16,464	0.7	14,399	0.7	4,422	2.4	22.2	21.6	4.3
Pennsylvania	89,404	4.0	81,444	4.2	9,738	5.3	19.9	20.5	3.4
Rhode Island	8,579	0.4	8,089	0.4	1,352	0.7	20.5	22.5	-1.0
South Carolina	33,837	1.5	28,098	1.4	4,512	2.5	31.8	31.7	1.4
South Dakota	845	0.0	534	0.0	680	0.4	21.6	22.4	2.7
Tennessee	55,215	2.5	49,621	2.6	5,274	2.9	14.6	15.8	4.6
Texas	318,826	14.4	295,886	15.2	20,757	11.3	20.0	20.2	4.8
Utah	11,113	0.5	9,035	0.5	2,891	1.6	45.1	40.0	7.1
Vermont	4,137	0.2	3,292	0.2	1,087	0.6	22.5	27.6	2.4
Virginia	21,474	1.0	19,244	1.0	5,543	3.0	5.2	6.6	2.7
Washington	46,685	2.1	37,748	1.9	8,243	4.5	9.2	14.4	3.3
West Virginia	3,479	0.2	2,899	0.1	861	0.5	8.5	11.4	3.2
Wisconsin	21,924	1.0	18,343	0.9	5,247	2.9	11.4	13.7	3.9
Wyoming	1,937	0.1	1,662	0.1	516	0.3	11.1	11.8	4.7
District of Columbia	444	0.0	337	0.0	648	0.4	-33.5	12.9	1.3
Puerto Rico	24,609	1.1	D	D	2,925	1.6	27.5	D	-4.2
Virgin Islands	12,284	0.6	D	D	236	0.1	16.8	D	0.9
Unallocated (3)	14,207	0.6	D	D	12	0.0	2.1	D	-7.7

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

(2) Detail may not sum to total because companies may import to more than one state.

(3) Includes transactions not reported by state and low-value estimates.

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

Exhibit 6e
2010 Imports by State of Destination,
Number of Importing Companies, and Value

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

State of Destination	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Identified Importers (2)	% of Number of Identified Importers
United States	1,913,160	100.0	1,679,522	100.0	181,648	100.0
Alabama	14,898	0.8	13,140	0.8	2,830	1.6
Alaska	1,476	0.1	1,213	0.1	640	0.4
Arizona	15,623	0.8	13,250	0.8	4,321	2.4
Arkansas	6,758	0.4	5,918	0.4	1,688	0.9
California	327,251	17.1	307,149	18.3	55,146	30.4
Colorado	11,356	0.6	9,185	0.5	4,333	2.4
Connecticut	18,648	1.0	14,585	0.9	3,842	2.1
Delaware	9,726	0.5	9,355	0.6	1,106	0.6
Florida	56,250	2.9	48,277	2.9	20,643	11.4
Georgia	60,176	3.1	53,376	3.2	9,515	5.2
Hawaii	4,743	0.2	4,477	0.3	2,021	1.1
Idaho	4,126	0.2	3,668	0.2	1,080	0.6
Illinois	108,925	5.7	91,702	5.5	15,306	8.4
Indiana	33,146	1.7	27,301	1.6	4,806	2.6
Iowa	7,091	0.4	5,220	0.3	2,170	1.2
Kansas	10,826	0.6	7,944	0.5	2,118	1.2
Kentucky	32,086	1.7	28,242	1.7	3,099	1.7
Louisiana	60,915	3.2	59,127	3.5	2,977	1.6
Maine	4,197	0.2	2,633	0.2	1,256	0.7
Maryland	19,824	1.0	16,670	1.0	4,611	2.5
Massachusetts	30,683	1.6	24,167	1.4	7,062	3.9
Michigan	88,087	4.6	78,119	4.7	7,467	4.1
Minnesota	26,345	1.4	18,515	1.1	5,195	2.9
Mississippi	15,918	0.8	15,302	0.9	1,615	0.9
Missouri	12,842	0.7	11,238	0.7	4,310	2.4
Montana	4,680	0.2	3,927	0.2	792	0.4
Nebraska	2,901	0.2	2,260	0.1	1,428	0.8
Nevada	6,047	0.3	5,431	0.3	2,816	1.6
New Hampshire	8,949	0.5	7,740	0.5	1,681	0.9
New Jersey	108,652	5.7	101,067	6.0	16,176	8.9
New Mexico	3,164	0.2	2,731	0.2	1,056	0.6
New York	113,714	5.9	93,447	5.6	30,563	16.8
North Carolina	42,483	2.2	37,601	2.2	7,237	4.0
North Dakota	2,528	0.1	1,528	0.1	736	0.4
Ohio	52,987	2.8	44,548	2.7	8,881	4.9
Oklahoma	6,526	0.3	5,326	0.3	2,058	1.1
Oregon	13,473	0.7	11,838	0.7	4,239	2.3
Pennsylvania	74,571	3.9	67,582	4.0	9,421	5.2
Rhode Island	7,119	0.4	6,602	0.4	1,366	0.8
South Carolina	25,678	1.3	21,337	1.3	4,450	2.4
South Dakota	695	0.0	436	0.0	662	0.4
Tennessee	48,201	2.5	42,850	2.6	5,043	2.8
Texas	265,622	13.9	246,187	14.7	19,811	10.9
Utah	7,656	0.4	6,451	0.4	2,699	1.5
Vermont	3,376	0.2	2,581	0.2	1,062	0.6
Virginia	20,419	1.1	18,057	1.1	5,396	3.0
Washington	42,769	2.2	33,000	2.0	7,981	4.4
West Virginia	3,206	0.2	2,602	0.2	834	0.5
Wisconsin	19,688	1.0	16,130	1.0	5,049	2.8
Wyoming	1,743	0.1	1,486	0.1	493	0.3
District of Columbia	667	0.0	298	0.0	640	0.4
Puerto Rico	19,304	1.0	D	D	3,054	1.7
Virgin Islands	10,517	0.5	D	D	234	0.1
Unallocated (3)	13,910	0.7	D	D	13	0.0

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

(2) Detail may not sum to total because companies may import to more than one state.

(3) Includes transactions not reported by state and low-value estimates.

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

Exhibit 7a
2011 Exports by 3-Digit North American Industry Classification System
(NAICS) Code for Small and Medium Sized Companies

Value in millions of dollars. Details may not equal totals due to rounding. (-) Represents zero or less than one-half unit of measurement shown. D - Represents suppressed to avoid disclosure

3 - Digit Company NAICS Code and Description	Identified Exporters				Small and Medium Sized Exporters (2)			
	Known Value (1)	% Difference from 2010-2011	Number of Identified Exporters	% Difference from 2010-2011	Known Value (1)	% Difference from 2010-2011	Number of Identified Exporters	% Difference from 2010-2011
All Industries	1,319,942		302,260		440,099		295,594	
		15.7		2.8		14.3		2.8
111 - Crop Production	2,120	13.7	2,022	2.7	2,021	15.1	2,005	2.5
112 - Animal Production	264	-23.9	462	-3.6	264	-24.0	459	-4.2
113 - Forestry and Logging	310	98.0	185	-10.2	310	98.0	185	-10.2
114 - Fishing, Hunting, and Trapping	232	26.5	86	-16.5	232	26.5	86	-16.5
115 - Support Activities for Agriculture & Forestry	902	D	584	1.7	D	D	581	1.8
11X - Agriculture, Forestry, Fishing, & Hunting (3)	163	12.1	86	0.0	163	12.1	86	0.0
211 - Oil and Gas Extraction	15,107	130.3	168	3.7	725	64.6	147	2.1
212 - Mining (except Oil and Gas)	21,336	41.8	291	-0.7	1,473	34.4	243	-1.6
213 - Support Activities for Mining	10,177	32.4	472	3.7	2,108	34.3	424	2.7
21X - Mining, Quarrying, and Oil & Gas Extraction (3)	3	-77.1	13	8.3	3	-77.1	13	8.3
221 - Utilities	3,279	216.4	243	3.0	236	2.4	171	6.2
236 - Construction of Buildings	669	-8.3	1,891	4.2	659	-7.4	1,869	4.6
237 - Heavy and Civil Construction	1,548	2.8	810	1.9	862	-14.9	743	2.1
238 - Specialty Trade Contractors	4,440	104.4	4,691	4.1	2,372	69.3	4,618	4.2
23X - Construction (3)	98	12.1	422	-3.4	98	12.1	422	-3.4
311 - Food Manufacturing	56,975	15.8	2,912	3.7	8,374	19.8	2,598	4.0
312 - Beverage & Tobacco Product Manufacturing	3,554	-0.5	763	12.9	741	31.0	733	13.8
313 - Textile Mills	4,175	21.7	872	-3.1	1,179	15.7	836	-3.0
314 - Textile Product Mills	813	15.3	889	1.3	444	-8.1	869	0.9
315 - Apparel Manufacturing	1,902	35.0	1,512	4.1	1,199	16.3	1,495	4.3
316 - Leather and Allied Product Manufacturing	757	56.7	372	2.8	602	69.8	363	3.1
31X - Manufacturing (3)	1,132	37.7	1,103	4.9	1,132	37.7	1,103	4.9
321 - Wood Product Manufacturing	4,860	8.1	1,618	-0.9	1,635	-0.3	1,556	-1.2
322 - Paper Manufacturing	22,599	-6.6	1,253	0.4	2,268	7.3	1,170	1.0
323 - Printing and Related Support Activities	2,172	2.7	2,398	1.6	923	6.1	2,349	1.6
324 - Petroleum & Coal Products Manufacturing	49,743	34.2	319	8.1	9,911	85.7	298	8.4
325 - Chemical Manufacturing	124,821	2.8	4,959	1.1	23,317	13.5	4,751	1.0
326 - Plastics & Rubber Products Manufacturing	21,201	18.4	4,851	2.0	6,244	7.2	4,650	1.8
327 - Nonmetallic Mineral Product Manufacturing	8,072	14.1	1,588	4.8	1,366	13.9	1,498	4.2
32X - Manufacturing (3)	10	14.9	21	-16.0	10	14.9	21	-16.0
331 - Primary Metal Manufacturing	39,132	38.7	1,797	3.2	16,533	61.8	1,689	3.3
332 - Fabricated Metal Product Manufacturing	21,754	19.2	11,785	3.7	9,974	17.0	11,575	3.6
333 - Machinery Manufacturing	85,410	16.1	11,163	1.2	17,830	7.6	10,945	1.1
334 - Computer & Electronic Product Manufacturing	96,614	15.3	7,770	1.8	20,214	2.5	7,557	1.9
335 - Electrical Equip., Appliance, & Component Manufacturing	16,747	-20.6	2,841	-0.9	4,527	-8.4	2,758	-1.0
336 - Transportation Equipment Manufacturing	195,784	22.1	4,485	4.1	10,082	12.6	4,188	3.8
337 - Furniture & related Product Manufacturing	2,313	-21.5	1,642	-2.3	730	12.4	1,573	-2.6
339 - Miscellaneous Manufacturing	27,121	23.2	6,793	2.3	9,202	3.0	6,678	2.5
33X - Manufacturing (3)	127	193.9	155	-7.7	127	193.9	155	-7.7
423 - Merchant Wholesalers, Durable Goods	161,952	6.8	62,577	2.4	95,117	4.2	62,104	2.4
424 - Merchant Wholesalers, Nondurable Goods	126,177	20.3	25,006	3.4	78,810	23.5	24,737	3.4
425 - Wholesale Electronic Markets and Agents & Brokers	12,647	20.3	9,686	7.6	12,163	22.7	9,676	7.7
42X - Wholesale Trade (3)	1,987	16.1	3,815	1.1	1,987	16.1	3,815	1.1
441 - Motor Vehicle and Parts Dealers	5,379	D	9,863	1.6	D	D	9,761	1.5
442 - Furniture and Home Furnishings Stores	496	-4.6	1,483	2.6	186	-20.1	1,449	2.9
443 - Electronics and Appliance Stores	5,238	D	1,887	2.6	D	D	1,872	2.8
444 - Building Material & Garden Equip. & Supplies Dealers	698	5.5	2,246	4.7	431	-4.0	2,209	4.6
445 - Food and Beverage Stores	859	-6.3	1,141	-1.7	637	8.1	1,091	-1.6
446 - Health and Personal Care Stores	1,123	4.8	1,365	9.8	399	36.1	1,341	10.1
447 - Gasoline Stations	319	-30.6	462	-8.0	165	-17.8	445	-8.4
448 - Clothing and Clothing Accessories Stores	4,402	27.0	2,886	4.8	1,430	26.6	2,779	5.0
44X - Retail Trade (3)	1,288	22.0	977	-0.2	1,288	22.0	977	-0.2
451 - Sporting Goods, Hobby, Book, & Music Stores	390	15.6	1,724	-0.6	283	17.9	1,689	-0.7
452 - General Merchandise Stores	1,375	36.4	378	8.3	D	D	356	9.2
453 - Miscellaneous Store Retailers	4,642	-1.5	3,663	5.8	2,493	-11.6	3,624	6.0
454 - Nonstore Retailers	2,643	12.0	6,338	6.0	2,290	12.1	6,279	6.1
45X - Retail Trade (3)	0	-2.7	8	33.3	0	-2.7	8	33.3
481 - Air Transportation	7,991	14.1	485	7.3	3,343	10.1	442	7.5
482 - Rail Transportation	D	D	11	0.0	D	D	10	-9.1
483 - Water Transportation	763	18.2	441	7.0	337	2.2	424	8.2
484 - Truck Transportation	2,351	-6.6	2,442	0.3	2,227	-7.9	2,368	0.6
485 - Transit & Ground Passenger Transportation	148	26.8	309	1.0	102	64.6	296	1.7
486 - Pipeline Transportation	D	D	33	13.8	103	D	20	5.3
487 - Scenic and Sightseeing Transportation	D	D	45	18.4	D	D	45	18.4
488 - Support Activities for Transportation	17,420	-6.5	5,238	-0.7	14,444	-7.6	5,161	-0.8
48X - Transportation and Warehousing (3)	337	66.8	782	5.5	337	66.8	782	5.5
491 - Postal Service	7	D	28	40.0	D	D	27	42.1
492 - Couriers and Messengers	1,253	D	288	9.1	D	D	282	9.7
493 - Warehousing and Storage	2,638	20.9	996	9.1	2,313	D	967	9.0

Exhibit 7a
2011 Exports by 3-Digit North American Industry Classification System
(NAICS) Code for Small and Medium Sized Companies

Value in millions of dollars. Details may not equal totals due to rounding. (-) Represents zero or less than one-half unit of measurement shown. D - Represents suppressed to avoid disclosure

3 - Digit Company NAICS Code and Description	Identified Exporters				Small and Medium Sized Exporters (2)			
	Known Value (1)	% Difference from 2010-2011	Number of Identified Exporters	% Difference from 2010-2011	Known Value (1)	% Difference from 2010-2011	Number of Identified Exporters	% Difference from 2010-2011
511 - Publishing Industries (except Internet)	5,009	-9.3	1,623	-4.7	869	3.1	1,481	-4.7
512 - Motion Picture & Sound Recording Industries	1,271	-25.5	738	-3.4	D	D	721	-3.4
515 - Broadcasting (except Internet)	408	105.0	122	-8.3	7	-48.0	89	-15.2
517 - Telecommunications	1,152	2.8	790	-4.4	473	-9.2	735	-5.3
518 - Data Processing, Hosting, & Related Services	5,077	840.9	413	8.4	D	D	380	7.7
519 - Other Information Services	1,123	D	185	17.8	59	D	165	14.6
51X - Information (3)	4	-38.7	74	10.5	4	-38.7	74	10.5
521 - Monetary Authorities - Central Bank	D	D	1	-50.0	0	.	0	.
522 - Credit Intermediation & Related Activities	6,258	57.1	794	-5.3	2,412	29.8	702	-4.2
523 - Securities, Commodity Contracts, & Other Financial Investments	7,181	35.6	1,328	5.8	D	D	1,252	5.6
524 - Insurance Carriers and Related Activities	2,162	7.0	712	5.8	144	28.3	597	6.4
525 - Funds, Trusts, and Other Financial Vehicles	379	D	407	8.2	D	D	406	8.3
52X - Finance and Insurance (3)	114	-10.9	372	12.4	114	-10.9	372	12.4
531 - Real Estate	2,547	23.6	4,384	7.3	2,469	22.7	4,329	7.3
532 - Rental and Leasing Services	3,640	26.5	1,610	0.7	2,309	36.9	1,566	0.5
533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	49	32.2	132	14.8	D	D	129	13.2
53X - Real Estate and Rental & Leasing (3)	48	32.6	51	-13.6	48	32.6	51	-13.6
541 - Professional, Scientific, and Technical Services	34,765	2.3	20,453	4.2	15,529	18.1	19,988	4.2
54X - Professional, Scientific, and Technical Services (3)	12	189.1	16	-15.8	12	189.1	16	-15.8
551 - Management of Companies and Enterprises	4,450	D	745	5.7	D	D	742	5.7
561 - Administrative and Support Services	7,067	38.9	5,212	4.0	5,118	52.7	5,040	4.4
562 - Waste Management and Remediation Services	838	61.1	480	6.0	643	85.0	458	6.0
56X - Administrative, Support, Waste Management & Remediation Services	0	D	4	100.0	0	D	4	100.0
611 - Educational Services	299	16.9	1,101	3.9	216	24.7	930	6.0
61X - Educational Services (3)	1	-73.2	8	0.0	1	-73.2	8	0.0
621 - Ambulatory Health Care Services	2,250	5.5	1,733	4.8	501	-14.7	1,658	4.2
622 - Hospitals	128	-0.9	133	-2.2	7	74.0	23	15.0
623 - Nursing and Residential Care Facilities	65	-7.1	237	8.2	37	4.3	199	14.4
624 - Social Assistance	1,396	-14.7	917	3.4	1,240	-14.5	862	2.4
62X - Health Care and Social Assistance (3)	56	14.9	135	10.7	56	14.9	135	10.7
711 - Performing Arts, Spectator Sports, & Related Industries	562	D	1,275	3.6	208	D	1,226	3.0
712 - Museums, Historical Sites, & Similar Institutions	73	-19.6	262	10.6	56	-21.7	245	11.9
713 - Amusement, Gambling, & Recreation Industries	338	D	759	2.0	D	D	729	2.4
71X - Arts, Entertainment, and Recreation (3)	11	7.6	103	4.0	11	7.6	103	4.0
721 - Accommodation	130	-11.7	343	0.9	92	-11.9	281	-3.4
722 - Food Services and Drinking Places	3,322	7.0	2,413	1.4	1,478	40.5	2,319	1.8
72X - Accommodation and Food Services (3)	0	750.3	12	200.0	0	750.3	12	200.0
811 - Repair and Maintenance	2,814	-6.7	4,975	-0.9	2,107	10.3	4,942	-1.0
812 - Personal and Laundry Services	1,021	21.8	1,821	7.4	808	21.8	1,795	7.3
813 - Religious, Grantmaking, Civic, Professional, & Similar Org.	1,596	23.8	2,434	2.8	1,535	26.5	2,384	3.0
814 - Private Households	88	65.5	1,121	30.1	88	65.5	1,121	30.1
81X - Other Services (except Public Administration) (3)	1	D	4	-33.3	1	D	4	-33.3
921 - Executive, Legislative, & Other General Government Support	26	26.3	88	-17.0	18	78.2	34	-27.7
922 - Justice, Public Order, and Safety Activities	1	D	17	6.3	D	D	15	7.1
923 - Administration of Human Resource Programs	0	208.3	4	-20.0	D	D	2	0.0
924 - Administration of Environmental Quality Programs	2	D	13	18.2	D	D	11	22.2
926 - Administration of Economic Programs	13	-39.6	18	-10.0	10	-12.4	10	-23.1
927 - Space Research and Technology	D	D	1	0.0	D	D	1	0.0
928 - National Security and International Affairs	41	D	22	4.8	D	D	9	-25.0
92X - Public Administration (3)	D	D	8	33.3	D	D	8	33.3
XXX - Unclassified (3)	5,835	-4.8	8,767	-0.6	5,572	-6.5	8,735	-0.6

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

(2) Small and medium sized companies are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011.

(3) A 2-digit NAICS code is the most detailed NAICS available for some companies. A NAICS code such as "11X" implies that only 2 NAICS digits have been defined (e.g. it is only known for certain that a company is classified within NAICS sector 11). "XXX" represents an unclassified company. For information on partially defined NAICS codes, see the Technical Documentation.

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

Exhibit 7b
2010 Exports by 3-Digit North American Industry Classification System
(NAICS) Code for Small and Medium Sized Companies

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

3-Digit Company NAICS Code and Description	Known Value (1)	Number of Identified Exporters	Known Value for Small and Medium Sized Exporters (1)	Number of Small and Medium Sized Exporters (2)
All Industries	1,140,406	293,988	384,940	287,498
111 - Crop Production	1,864	1,969	1,756	1,956
112 - Animal Production	347	479	347	479
113 - Forestry and Logging	157	206	157	206
114 - Fishing, Hunting, and Trapping	183	103	183	103
115 - Support Activities for Agriculture & Forestry	D	574	D	571
11X - Agriculture, Forestry, Fishing, & Hunting (3)	145	86	145	86
211 - Oil and Gas Extraction	6,560	162	441	144
212 - Mining (except Oil and Gas)	15,042	293	1,096	247
213 - Support Activities for Mining	7,686	455	1,570	413
21X - Mining, Quarrying, and Oil & Gas Extraction (3)	13	12	13	12
221 - Utilities	1,036	236	230	161
236 - Construction of Buildings	730	1,815	712	1,787
237 - Heavy and Civil Construction	1,506	795	1,013	728
238 - Specialty Trade Contractors	2,173	4,508	1,401	4,431
23X - Construction (3)	88	437	88	437
311 - Food Manufacturing	49,194	2,808	6,991	2,497
312 - Beverage & Tobacco Product Manufacturing	3,572	676	566	644
313 - Textile Mills	3,432	900	1,019	862
314 - Textile Product Mills	702	878	483	861
315 - Apparel Manufacturing	1,409	1,453	1,031	1,434
316 - Leather and Allied Product Manufacturing	483	362	355	352
31X - Manufacturing (3)	822	1,052	822	1,052
321 - Wood Product Manufacturing	4,495	1,632	1,640	1,575
322 - Paper Manufacturing	24,201	1,248	2,113	1,159
323 - Printing and Related Support Activities	2,116	2,360	870	2,312
324 - Petroleum & Coal Products Manufacturing	37,057	295	5,337	275
325 - Chemical Manufacturing	121,468	4,904	20,553	4,703
326 - Plastics & Rubber Products Manufacturing	17,912	4,757	5,825	4,569
327 - Nonmetallic Mineral Product Manufacturing	7,072	1,516	1,199	1,438
32X - Manufacturing (3)	8	25	8	25
331 - Primary Metal Manufacturing	28,219	1,742	10,220	1,635
332 - Fabricated Metal Product Manufacturing	18,248	11,369	8,525	11,175
333 - Machinery Manufacturing	73,599	11,036	16,576	10,827
334 - Computer & Electronic Product Manufacturing	83,829	7,632	19,729	7,413
335 - Electrical Equip., Appliance, & Component Manufacturing	21,095	2,868	4,941	2,786
336 - Transportation Equipment Manufacturing	160,346	4,308	8,957	4,036
337 - Furniture & related Product Manufacturing	2,945	1,681	650	1,615
339 - Miscellaneous Manufacturing	22,016	6,641	8,936	6,517
33X - Manufacturing (3)	43	168	43	168
423 - Merchant Wholesalers, Durable Goods	151,646	61,121	91,328	60,681
424 - Merchant Wholesalers, Nondurable Goods	104,929	24,188	63,793	23,930
425 - Wholesale Electronic Markets and Agents & Brokers	10,516	9,001	9,914	8,988
42X - Wholesale Trade (3)	1,711	3,772	1,711	3,772
441 - Motor Vehicle and Parts Dealers	D	9,708	D	9,619
442 - Furniture and Home Furnishings Stores	520	1,446	233	1,408
443 - Electronics and Appliance Stores	D	1,839	D	1,821
444 - Building Material & Garden Equip. & Supplies Dealers	662	2,145	449	2,111
445 - Food and Beverage Stores	916	1,161	589	1,109
446 - Health and Personal Care Stores	1,072	1,243	293	1,218
447 - Gasoline Stations	459	502	201	486
448 - Clothing and Clothing Accessories Stores	3,467	2,753	1,130	2,647
44X - Retail Trade (3)	1,056	979	1,056	979
451 - Sporting Goods, Hobby, Book, & Music Stores	338	1,734	240	1,701
452 - General Merchandise Stores	1,009	349	251	326
453 - Miscellaneous Store Retailers	4,712	3,461	2,821	3,420
454 - Nonstore Retailers	2,361	5,978	2,043	5,918
45X - Retail Trade (3)	0	6	0	6
481 - Air Transportation	7,001	452	3,037	411
482 - Rail Transportation	D	11	D	11
483 - Water Transportation	645	412	330	392
484 - Truck Transportation	2,517	2,434	2,418	2,354
485 - Transit & Ground Passenger Transportation	117	306	62	291
486 - Pipeline Transportation	D	29	D	19
487 - Scenic and Sightseeing Transportation	55	38	55	38
488 - Support Activities for Transportation	18,628	5,273	15,627	5,202
48X - Transportation and Warehousing (3)	202	741	202	741
491 - Postal Service	D	20	D	19
492 - Couriers and Messengers	D	264	D	257
493 - Warehousing and Storage	2,182	913	D	887

Exhibit 7b
2010 Exports by 3-Digit North American Industry Classification System
(NAICS) Code for Small and Medium Sized Companies

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

3-Digit Company NAICS Code and Description	Known Value (1)	Number of Identified Exporters	Known Value for Small and Medium Sized Exporters (1)	Number of Small and Medium Sized Exporters (2)
511 - Publishing Industries (except Internet)	5,525	1,703	843	1,554
512 - Motion Picture & Sound Recording Industries	1,706	764	169	746
515 - Broadcasting (except Internet)	199	133	14	105
517 - Telecommunications	1,121	826	520	776
518 - Data Processing, Hosting, & Related Services	540	381	223	353
519 - Other Information Services	D	157	D	144
51X - Information (3)	6	67	6	67
521 - Monetary Authorities - Central Bank	D	2	0	0
522 - Credit Intermediation & Related Activities	3,984	838	1,858	733
523 - Securities, Commodity Contracts, & Other Financial Investments	5,296	1,255	2,814	1,186
524 - Insurance Carriers and Related Activities	2,020	673	112	561
525 - Funds, Trusts, and Other Financial Vehicles	D	376	D	375
52X - Finance and Insurance (3)	128	331	128	331
531 - Real Estate	2,060	4,085	2,011	4,036
532 - Rental and Leasing Services	2,877	1,599	1,687	1,559
533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	37	115	37	114
53X - Real Estate and Rental & Leasing (3)	36	59	36	59
541 - Professional, Scientific, and Technical Services	33,973	19,637	13,151	19,191
54X - Professional, Scientific, and Technical Services (3)	4	19	4	19
551 - Management of Companies and Enterprises	D	705	D	702
561 - Administrative and Support Services	5,089	5,010	3,350	4,829
562 - Waste Management and Remediation Services	520	453	347	432
56X - Administrative, Support, Waste Management & Remediation Services (3)	D	2	D	2
611 - Educational Services	256	1,060	173	877
61X - Educational Services (3)	3	8	3	8
621 - Ambulatory Health Care Services	2,133	1,653	587	1,591
622 - Hospitals	129	136	4	20
623 - Nursing and Residential Care Facilities	70	219	36	174
624 - Social Assistance	1,638	887	1,451	842
62X - Health Care and Social Assistance (3)	49	122	49	122
711 - Performing Arts, Spectator Sports, & Related Industries	D	1,231	D	1,190
712 - Museums, Historical Sites, & Similar Institutions	91	237	72	219
713 - Amusement, Gambling, & Recreation Industries	D	744	D	712
71X - Arts, Entertainment, and Recreation (3)	10	99	10	99
721 - Accommodation	148	340	104	291
722 - Food Services and Drinking Places	3,106	2,379	1,052	2,278
72X - Accommodation and Food Services (3)	0	4	0	4
811 - Repair and Maintenance	3,015	5,022	1,911	4,993
812 - Personal and Laundry Services	838	1,696	663	1,673
813 - Religious, Grantmaking, Civic, Professional, & Similar Org.	1,289	2,367	1,213	2,315
814 - Private Households	53	862	53	862
81X - Other Services (except Public Administration) (3)	D	6	D	6
921 - Executive, Legislative, & Other General Government Support	20	106	10	47
922 - Justice, Public Order, and Safety Activities	D	16	D	14
923 - Administration of Human Resource Programs	0	5	D	2
924 - Administration of Environmental Quality Programs	D	11	D	9
925 - Admin. of Housing Programs, Urban Planning, & Community Development	D	1	D	1
926 - Administration of Economic Programs	21	20	11	13
927 - Space Research and Technology	D	1	D	1
928 - National Security and International Affairs	D	21	D	12
92X - Public Administration (3)	D	6	D	6
XXX - Unclassified (3)	6,129	8,819	5,961	8,790

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

(2) Small and medium sized companies are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2010.

(3) A 2-digit NAICS code is the most detailed NAICS available for some companies. A NAICS code such as "11X" implies that only 2 NAICS digits have been defined (e.g., it is only known for certain that a company is classified within NAICS sector 11). "XXX" represents an unclassified company. For information on partially defined NAICS codes, see the Technical Documentation.

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

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. The 2009 report introduced import data to the profile. The annual release is now named the *Profile of U.S. Importing and Exporting Companies*.

These profiles are compiled by the Foreign Trade Division of the U. S. Census Bureau. The International Trade Administration (ITA) is a partial sponsor of the work, providing both financial assistance and advice on data user needs. The ITA also sponsors more detailed Exhibits, which will be available on their Web site later this year. Users will be notified on the ITA Web site (www.ita.doc.gov) when this information is available.

Effective with the 1997/1998 report, companies are classified according to the North American Industry Classification System (NAICS) instead of the Standard Industrial Classification (SIC) system. There are differences in the ways NAICS and SIC classify certain types of companies. For example, manufacturers of prepackaged software and books are classified as manufacturers under SIC and as “Other” types of companies under NAICS. Users are advised to consider these differences when making year-over-year comparisons of exporters and exporter characteristics before and after 1997. This profile, based on new and revised data, uses the same methodology as previous years.

The importer and exporter profiles are developed to provide both government and private sector users with information about the importing and exporting community including employment size, type of company, and major foreign markets. In this report the data are presented in Exhibits 1 through 7, where the export and import data use letters a through h to designate whether the data represents statistical year, prior year, or year-over-year comparisons. Letters g and h represent data on companies that both import and export for current and prior year. The previous year’s export figures in this report are revised from data released in the previous exporter profile. The revisions are based on the ability to match additional export records.

The exhibits in this report include detailed breakdowns based upon the number of employees of the identified importing and 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 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. We do not currently capture related party information for imports entered into U.S. Foreign Trade Zones. As a result, the import related party exhibits (3c and 3d) are not available at this time. Due to mandatory AES filing requirements, an exporter must report whether or not an export shipment is to a related party. Therefore, effective with the 2009/2010 report, the columns in exhibits 3a and 3b labeled “Non-reported” have been eliminated.

All percentages stated in this report, unless otherwise specified, were calculated based solely upon the statistical and prior years' import or export values that could be linked to specific active companies in the Business Register--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 U.S. 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 importer and exporter profiles were created from import and export merchandise trade information 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. Data on U.S. exports of merchandise from the U.S. to all countries, except Canada, is compiled from the Electronic Export Information (EEI) filed by the United States Principal Party in Interest (USPPI) or their agents through the Automated Export System (AES). The EEI is unique among Census Bureau data collection methods since it is not sent to respondents soliciting responses as in the case of surveys. Each EEI represents a shipment of one or more kinds of merchandise from one exporter to one foreign importer on a single carrier. Filing the EEI is mandatory under Chapter 9, Title 13, United States Code. Qualified exporters or their agents submit EEI data by automated means directly to the U.S. Census Bureau. The United States is substituting Canadian import statistics for U.S. exports to Canada in accordance with a 1987 Memorandum of Understanding signed by the Census Bureau, U.S. Customs and Border Protection, Canadian Customs, and Statistics Canada. The import trade statistics are compiled from multiple sources. The majority of import data comes from transactions filed electronically by importers or their licensed brokers via the Automated Broker Interface (ABI) or the Automated Commercial Environment (ACE). Other sources include electronic or paper documents for foreign trade zone admission and paper import entry summaries. In addition, data on imports of electricity and natural gas from Canada are obtained from Canadian sources.

Methodology

This profile was compiled using company identifiers or company names from import and export transactions to electronically link 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 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 and slightly more than 3 percent of the import value, including low-value estimates, imports or exports by U.S. and foreign governments, timing adjustments, and end-of-year revisions, was excluded from this matching process because the transactions cannot be attributed to specific importing or exporting companies. Export 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. Import transactions that could not be matched electronically were left unmatched. Unlike exports, all of the identifiers are numeric for imports, so the name matching investigations used to increase the export match rates cannot be applied. A comparison of the overall match rates, based on total import and export value, is presented in Table 1 under ***Distribution of Exports and Imports by Identified and Unidentified Companies***, on page 7.

It was not possible to investigate every unmatched export 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 companies and their associated known value are most likely understated. Similarly, the known value may not reflect all shipments by identified companies.

Beginning with data year 2010, this profile is produced using the same revised import and export data used to compile the Foreign Trade Division's published *U.S. International Trade in Goods and Services Annual Revision* for a given data year. The rows labeled "Revisions" will be removed from Table 1 under ***Distribution of Exports and Imports by Identified and Unidentified Companies*** effective with the 2010/2011 report.

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 continue to be subject to non-sampling errors in data reporting (of the basic trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all importing and 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)763-2311 to request a copy of the release. One can also obtain this information from the web at the following address: <http://www.census.gov/ft900>.

The characteristics of importing and 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 companies on their results. Unidentified importers or exporters may not reflect the same distribution of company types and sizes as identified companies. Similarly, comparisons between the number of companies importing or 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 importers or exporters and the value of their transactions, the known value, may be due to differences in match rates or companies entering/dropping out of the import/export market. Table 1, under ***Distribution of Exports and Imports by Identified and Unidentified Companies***, at the beginning of this report shows a comparison of the match rates, based on total value, as well as the value attributable to companies that either imported or exported in both years.

Data by State

The data contained in Exhibits 6a through 6c are based on the Origin of Movement (OM) 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.

The data contained in Exhibits 6d and 6e are based on the U.S. State of Destination. This is defined as the U.S. state, U.S. territory or U.S. possession where the merchandise is destined, as known at the time of entry summary filing. For shipments into Foreign Trade Zones, the import state represents the location of the zone.

For more complete information on the state data series, refer to the notice at: <http://www.census.gov/foreign-trade/aip/elom.html>

NAICS-based Data

The North American Industrial Classification System (NAICS) is a two- through six-digit hierarchical classification system, offering five levels of detail. Each digit in the code is part of a series of progressively narrower categories, and the more digits in the code signify greater classification detail. The first two digits designate the economic sector, the third digit designates the subsector, the fourth digit designates the industry group, the fifth digit designates the NAICS industry, and the sixth digit designates the national industry.

NAICS information for a given company or establishment comes from a variety of governmental agencies. These include the Internal Revenue Service (IRS), the Social Security Administration (SSA) and the Bureau of Labor Statistics (BLS). These agencies collect information from companies and provide these data to the Census Bureau to the best of their abilities. Generally, the U.S. Census Bureau's NAICS classification codes are derived from information that the business establishment provided on surveys, census forms, or administrative records. Occasionally, these codes can only be defined at a level of very low detail (as low as 2 digits).

For more information on NAICS, refer to the web at the following address:

<http://www.census.gov/eos/www/naics/>

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 transactions were matched. The import or 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.

General Imports. "General Imports" measure the total physical arrivals of merchandise from foreign countries, whether such merchandise enters consumption channels immediately or is entered into bonded warehouses or Foreign Trade Zones under Customs custody.

Low-value Estimates. Export transactions valued under \$2,501 and import transactions valued under \$251 for certain quota items and \$2001 for all other imported goods, 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. For more information please see the following link: <http://www.census.gov/foreign-trade/aip/lvpaper.html>

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 U.S. 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.

State of Destination. The State of Destination data series provides import statistics based on the U.S. state, U.S. territory or U.S. possession where the merchandise is destined, as known at the time of entry summary filing. This information is reported by the importer. See the **Data Quality** section above for limitations of this data series.

Value (Exports). The export 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.

Value (Imports). The import values in this report are customs import value. The Customs value is the value of imports as appraised by the U.S. Customs and Border Protection in accordance with the legal requirements of the Tariff Act of 1930, as amended. This value is generally defined as the price actually paid or payable for merchandise when sold for exportation to the United States, excluding U.S. import duties, freight, insurance, and other charges incurred in bringing the merchandise to the United States. The term “price actually paid or payable” means the total payment (whether direct or indirect, and exclusive of any costs, charges, or expenses incurred for transportation, insurance, and related services incident to the international shipment of the merchandise from the country of exportation to the place of importation in the United States) made, or to be made, for imported merchandise by the buyer to, or for the benefit, of the seller. The type of imports shown in this report is “general.” Please see the definition for “General Imports” for more information. Several different values are given:

Total import 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 imported either by identified companies or by other companies not identified in the linking process.

Country Groupings

Country groupings are defined at the time of the statistical reporting period. Therefore, country groupings may have different definitions between years. Any differences are noted in the listing below.

Africa - Algeria, Angola, Benin, Botswana, British Indian Ocean Territories, Burkina Faso, 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, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, South Sudan, St. Helena, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe.

APEC (Asia - Pacific Economic Cooperation) - 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.

ASEAN (Association of Southeast Asian Nations) - Brunei, Burma, Cambodia, Indonesia, Laos, Malaysia, Philippines, Singapore, Thailand, Vietnam.

Asia Near East - Bahrain, Gaza Strip Administered by Israel, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates, West Bank Administered by Israel, Yemen.

Asia - South - Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

CAFTA - DR (Dominican Republic-Central America-United States Free Trade Agreement) - Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Nicaragua

Central American Common Market - Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

Euro Area - Austria, Belgium, Cyprus, Estonia (2011 Only), Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Malta, Netherlands, Portugal, Slovakia, Slovenia, Spain.

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

LAFTA (Latin American Free Trade Area) - Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO (North Atlantic Treaty Organization) 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.

NICS (Newly Industrialized Countries) - Hong Kong, Korea (South), Singapore, Taiwan.

North America - Canada, Mexico

OECD (Organization for Economic Cooperation and Development) - Australia, Austria, 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.

OPEC (Organization of the Petroleum Exporting Countries) - Algeria, Angola, Ecuador, Iran, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela.

Pacific Rim Countries - Australia, Brunei, China, Hong Kong, Indonesia, Japan, Korea (South), Macau, Malaysia, New Zealand, Papua New Guinea, Philippines, Singapore, Taiwan.

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, Curacao, Dominica, Dominican Republic, Ecuador, El Salvador, Falkland Islands (Islas Malvinas), French Guiana, Grenada, Guadeloupe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Martinique, Montserrat, Netherlands Antilles, Nicaragua, Panama, Paraguay, Peru, St. Kitts and Nevis, Sint Maarten, 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.

Additional Information

For additional information, refer to the Guide to Foreign Trade Statistics: www.census.gov/foreign-trade/guide