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A Profile of U.S. Importing and Exporting Companies, 2011 - 2012

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2011 - 2012*. 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 2012; total export value increased by 4.4 percent and total import value increased by 3.1 percent. The number of identified exporters increased by 0.4 percent in 2012 and the known export value increased by 4.1 percent compared to 2011. The number of identified importers increased by 1.0 percent in 2012 and the known import value increased by 3.2 percent.

In 2012 the identified U.S. exporters accounted for \$1,380 billion in exports or 89.3 percent of the total value of exported goods (\$1,546 billion). In 2012 the number of identified U.S. exporters was 304.9 thousand, up from 303.5 thousand in 2011 (revised). In 2011, the known value was revised to \$1,325 billion.

Figure 1a: 2012 Export Value and Number of Exporters by Company Type (by NAICS)

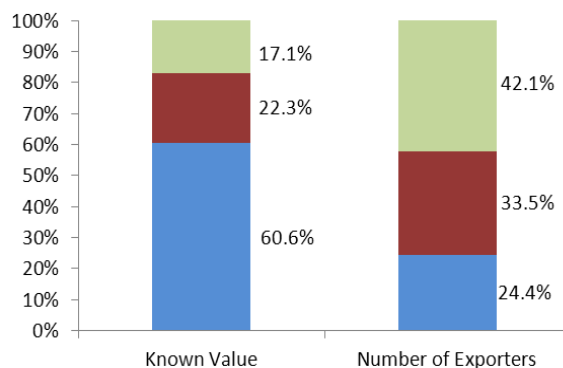
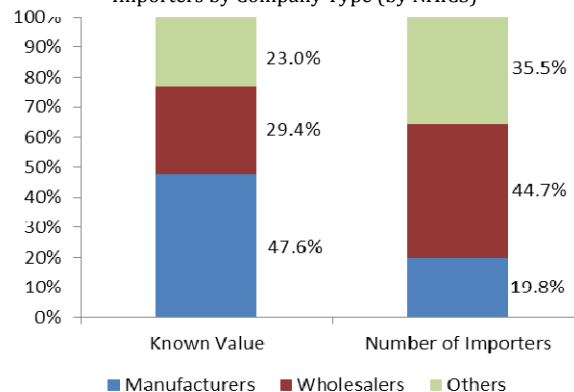


Figure 1b: 2012 Import Value and Number of Importers by Company Type (by NAICS)



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

In 2012 identified U.S. importers accounted for \$2,008 billion in imports or 88.2 percent of the total value of imported goods (\$2,275 billion). The number of identified U.S. importers was 185.7 thousand, up from 184.0 thousand in 2011 (revised).

Because not all shipments can be linked to specific companies, the number of exporters and importers may be understated (Table 1). The total export value that could not be linked to specific companies totaled 10.7 percent in 2012 and 10.5 percent in 2011. 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 11.8 percent in 2012 and 11.9 percent in 2011. 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 2012 and 2011 are shown in Table 1, which shows the proportion of exports and imports that were successfully matched to companies in the 2011 and 2012 Business Registers. The 2011 exporter figures in this report are revised from data released in the 2010-2011 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 2012, 9.4 percent (28.7 thousand) of all identified exporters were *multiple location companies*; these companies accounted for 75.7 percent of the known export value (Exhibit 1a). In contrast, 276.2 thousand *single location companies* (making up 90.6 percent of the exporting companies) contributed 24.3 percent of the known export value.

In 2012, 10.7 percent of all identified importers were *multiple location companies*; these companies accounted for 77.5 percent of the known import value (Exhibit 1d). *Single location companies*, making up 89.3 percent of the importing companies, contributed 22.5 percent of the known import value.

Trade with related parties accounted for 35.1 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 2012 known value, 60.6 percent, with 24.4 percent of the identified exporters. *Wholesalers* accounted for 22.3 percent and *other companies* accounted for 17.1 percent of the known export value.

For imports, *manufacturers* accounted for the largest portion of 2012 known value, 47.6 percent with 19.8 percent of the known importers. *Wholesalers* accounted for 29.4 percent and *other companies* accounted for 23.0 percent of the known import value (Exhibit 1d).

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

The number of *multiple location exporting companies* increased by 7.4 percent in 2012. All

company types increased. *Manufacturers* increased by 6.8 percent, *wholesalers* by 7.7 percent and *other companies* by 7.6 percent (Exhibit 1c).

The number of *multiple location importing companies* increased by 11.3 percent in 2012. The number of *manufacturers* increased 7.1 percent, *wholesalers* 12.9 percent, and *other companies* by 14.5 percent (Exhibit 1f).

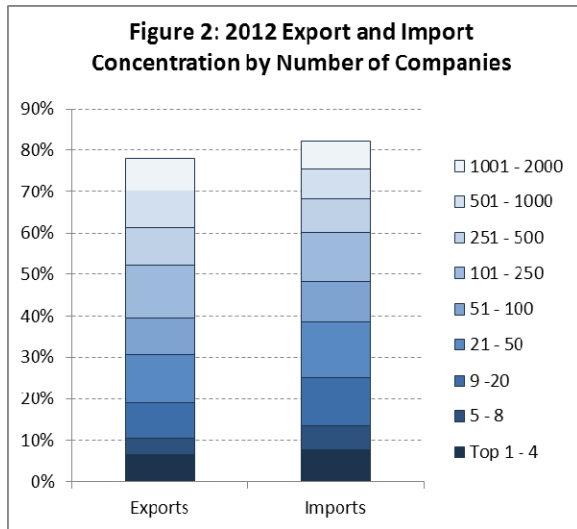


Figure 2 shows the concentration by percent of known export and import values. Of the known export value for 2012, 61.4 percent was accounted for by the top 500 companies. The top 250 companies accounted for 52.1 percent of the known export value. For imports, 68.2 percent of the known value was accounted for by the top 500 companies and 60.1 percent of the total known import value was accounted for by the top 250 importers.

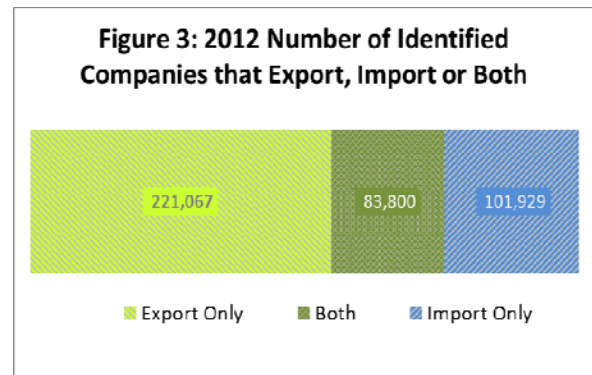
For exports, the top 100 *manufacturers* contributed 33.9 percent of the total known export value and 55.8 percent of all exports by *manufacturers* (Exhibit 2a). For imports, the top 100 *manufacturers* contributed 32.9 percent of the total known import value and 69.1 of all imports by *manufacturers* (Exhibit 2c).

Among the company types, the top 50 *manufacturers* accounted for 45.8 percent of the known export value of the manufacturing sector. The top 50 companies represented 35.5 percent of the known export value for *wholesalers* and 40.2

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

For imports, the top 50 importing *manufacturers* accounted for 59.8 percent of the known value of this sector. The top 50 companies represented 33.5 percent of the known import value for *wholesalers* and about 63.6 percent of the known value for *other companies* (Exhibit 2c).

Figure 3 shows the number of identified companies with both exports and imports. During 2012, 83,800 companies both exported and imported goods, 221,067 companies only exported goods, and 101,929 companies only imported goods. The companies that both exported and imported in 2012 accounted for 85.1 percent of the known export value and 94.1 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 21.9 percent were *other* (Exhibits 1a, 1d, and 1g).



Large-Sized Companies

Large identified companies (those employing 500 or more workers) were responsible for 67.4 percent of the known export value and 69.1 percent of known import value. They represented only 2.3 percent of all identified exporters and 2.9 percent of all known importers (Exhibits 1a and 1d).

Large companies dominated manufacturers' exports, with 3.4 percent of manufacturing exporters (2,552 of 74,520) accounting for 81.9 percent of manufacturing export value (\$686 billion of \$837 billion). Similarly, large wholesalers, who comprise 0.8 percent of the wholesalers who export, accounted for 37.8

percent of the value of known exports by wholesalers. Large companies in the “other” category represented 2.7 percent of the identified exporters in the “other” category, and 54.6 percent of the known value. Large manufacturers’ export value to related parties represented 30.7 percent of the manufacturers’ total known export value (Exhibit 3a).

Large companies comprised 6.3 percent of manufacturing importers (2,308 of 36,727) accounting for 86.4 percent of manufacturing import value (\$826 billion of \$956 billion). Large wholesalers, who comprise approximately 0.9 percent of the wholesalers who import, accounted for 41.0 percent of the value of known imports by wholesalers. (Exhibit 1d).

Large companies accounted for 5.6 percent of those that both exported and imported goods in 2012. These large companies represented 77.6 percent of the known export value and 73.1 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 97.7 percent of all identified exporters and 97.1 percent of all identified importers. They account for 32.6 percent and 30.9 percent of the known export and import value, respectively. The following findings were extracted from Exhibits 1a, 1d, 1g, and 7a:

- 96.6 percent of *manufacturing exporters* were small- and medium-sized companies and they contributed 18.1 percent of the sector’s \$837 billion in exports. 93.7 percent of *manufacturing importers* were small- and medium-sized; they accounted for 13.6 percent of the sector’s \$956 billion in imports.
- 99.2 percent of *exporting wholesalers* were small- and medium-sized companies; they accounted for 62.2 percent of the sector’s \$307 billion in exports. 99.1 percent of *wholesaler importers* were small- and medium-sized; they contributed 59.0 percent of the sector’s \$591 billion in imports.

- 97.3 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 2012, small- and medium-sized companies accounted for 94.4 percent of such companies, accounting for 22.4 percent of the known export value and 26.9 percent of the known import value.
- Among 3-digit NAICS for wholesale industries, *Wholesale Electronic Markets and Agents & Brokers* (NAICS 425) experienced the largest percent increase in export value by small- and medium-sized companies from 2011 to 2012 at 12.0 percent. For 3-digit manufacturing industry NAICS, *Transportation Equipment Manufacturing* (NAICS 336) saw the largest percent increase in export value by small- and medium-sized companies at 28.6 percent.

Export and Import Markets

The country groups used in the 2012 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 (58.6 percent) or imported from (60.2 percent) only one foreign country. A small percentage of exporters, 0.4 percent, shipped to 50 or more countries; these companies accounted for 50.0 percent of the known export value (Exhibit 4a). Less than 0.1 percent of importing companies imported from 50 or more countries, accounting for 19.8 percent of the known import value (Exhibit 4c).

In 2012, 81.8 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, China and Germany (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 71.6 percent of known export value to Canada in 2012 (\$160 billion of \$223 billion). Companies exporting to and importing from China represented 68.9 percent of known import value from China (\$277 billion of \$402 billion). In 2012, China, Germany, Canada, the United Kingdom, and Mexico 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 2011 and 2012 based upon these definitions. (Note that the same company can be shown as exporting from or importing to multiple states.)

- In 2012, 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 42.6 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 2012 were New Mexico (43.7 percent), Arkansas (39.4 percent), Nevada (30.0 percent), West Virginia (28.7 percent), and North Dakota (21.3 percent). North Dakota (28.2 percent), Iowa (18.4 percent), Nevada (16.2 percent), Alaska (14.9 percent),

and South Dakota (14.0 percent) had the largest increases in known import value.

- In 2012, 71,921 small- and medium-sized companies exported from California. Florida was second with 58,976 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 95.4 percent; and New York with 94.3 percent.

Comparison of 2011 and 2012 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 2011 to 2012. Below are a number of noteworthy year-to-year changes (Exhibits 1c, 1f, 5c, and 5f):

- The known export value increased by 4.1 percent. The number of identified exporting companies increased by 1,358 (0.4 percent). Single location companies decreased by 614 and multiple location companies increased by 1,972.
- The known import value rose by 3.2 percent. The number of identified importing companies increased by 1,769 (1.0 percent). Single location companies decreased by 235 and multiple location companies increased by 2,004.
- The number of small- and medium-sized exporting companies increased by 0.4 percent, from 296.8 thousand in 2011 to 298.0 thousand in 2012, while the number of large companies increased by 2.7 percent, from 6,692 to 6,872.
- The number of exporting *wholesalers* rose by 0.6 percent from 101.4 thousand in 2011 to 102.0 thousand in 2012. Additionally, the number of exporting *manufacturers* increased by 0.6 percent from 74.1 thousand in 2011 to 74.5 thousand in 2012.

- The number of importing *wholesalers* increased 0.7 percent from 82.5 in 2011 to 83.1 in 2012. Additionally, the number of importing *manufacturers* increased 1.0 percent from 36.3 thousand in 2011 to 36.7 thousand in 2012.
- Of the top 25 U.S. export trading partners, Venezuela (5.5 percent), Colombia (4.0 percent), and Saudi Arabia (3.5 percent) showed the largest increases in the number of identified exporting companies between 2011 and 2012. Israel (5.1 percent), Belgium (5.0 percent), and Italy (4.8 percent) showed the largest percentage decreases.
- Among the top 25 U.S. import trading partners, Vietnam (5.7 percent), Canada (4.2 percent), Mexico (3.0 percent), South Korea (2.9 percent), and Netherlands (2.6 percent) showed the largest percentage increases in the number of identified importing companies.
- The release of "A Profile of U.S. Importing and Exporting Companies, 2011 - 2012", will be the first following a preliminary profile. Data users are reminded that the numbers shown in the Preliminary Profile used different methodology (link to Preliminary Profile: <http://www.census.gov/foreign-trade/Press->

[Release/edb/2012/2012prelimprofile.pdf](http://www.census.gov/foreign-trade/Press-Release/edb/2012/2012prelimprofile.pdf)).

As noted, the data in the Preliminary Profile were subject to revision. However, prior research has shown that the methodology used to generate the preliminary data captures approximately 96 - 97% of the known value and approximately 99% of the identified exporters when compared to the final data. Using 2012 final data, the preliminary profile captured 96.6% of the known value, and 98.8% of the identified exporters.

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.)

	2012 Value	% of 2012 Value	2011 Value	% of 2011 Value	
Total exports	1,545,709	100.0	1,480,432	100.0	
Low-value estimates	33,617	2.2	32,288	2.2	
US & foreign governments	33	<0.1	61	<0.1	
Identified exporters* (known value)	1,379,683	89.3	1,325,046	89.5	
Exported merchandise in both 2011 and 2012	1,341,032	86.8	1,277,196	86.3	
Exported merchandise in only 2011 or only 2012	38,652	2.5	47,850	3.2	
Unidentified exports	132,376	8.6	123,036	8.3	
Total Imports	2,275,320	100.0	2,207,824	100.0	
Low-value estimates	12,986	0.1	14,043	0.6	
Articles exported and returned, not advanced or improved in condition	48,688	2.1	41,515	1.9	
Identified importers* (known value)	2,007,762	88.2	1,945,307	88.1	
Imported merchandise in both 2011 and 2012	1,919,234	84.4	1,885,576	85.4	
Imported merchandise in only 2011 or only 2012	88,529	3.9	59,731	2.7	
Unidentified imports /1	205,884	9.0	206,958	9.4	
*Number of Identified Companies					
	2012	2011	Both Years	2012 Only	2011 Only
Exporters	304,867	303,509	200,700	104,167	102,809
Importers	185,729	183,960	130,612	55,117	53,348

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

/1 Includes Canadian electricity and natural gas imports

NOTICE

With the release of the Final “Profile of U.S. Importing and Exporting Companies, 2011 – 2012” on April 3, 2014, the company NAICS category of Other Companies will be combined with the category of Unclassified Companies.

In the Profile of U.S. Importing and Exporting Companies, company size details for Unclassified Companies are not shown. However, the company size details for Unclassified Companies could be created by data users by subtracting the company size details for Manufacturers, Wholesalers, and Other companies from the total of All Identified Companies. Because of disclosure requirements, the Unclassified Companies size details are therefore checked for disclosure and suppressed as required. This causes secondary suppression to be applied to the published data, often in the Other Companies category.

By combining Other Companies with Unclassified Companies and publishing the resulting data as a single category, we will reduce the number of cells that need to be suppressed due to secondary suppression caused by the Unclassified Companies category.

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>.

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Technical Documentation

This section contains critical information on sources and reliability of data, as well as definitions of terms and methodological procedures that users should consider before attempting to interpret or analyze the statistical data presented in this report. Failure to do so may affect the result.

Exhibit 1a
2012 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		Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
			Cum % of Known Value	Company Type Value (2)				
All identified companies	1,379,683	100.0	100.0	100.0	304,867	100.0	100.0	100.0
no. employees unknown (3)	121,488	8.8	8.8	8.8	118,875	39.0	39.0	39.0
1 to 19 employees	91,526	6.6	15.4	15.4	114,302	37.5	76.5	76.5
20 to 49 employees	49,324	3.6	19.0	19.0	31,994	10.5	87.0	87.0
50 to 99 employees	47,006	3.4	22.4	22.4	16,145	5.3	92.3	92.3
100 to 249 employees	83,327	6.0	28.5	28.5	12,070	4.0	96.2	96.2
250 to 499 employees	56,729	4.1	32.6	32.6	4,609	1.5	97.7	97.7
500 or more employees	930,283	67.4	100.0	100.0	6,872	2.3	100.0	100.0
Manufacturers	836,684	60.6	60.6	100.0	74,520	24.4	24.4	100.0
no. employees unknown (3)	38,342	2.8	2.8	4.6	16,938	5.6	5.6	22.7
1 to 19 employees	8,415	0.6	3.4	5.6	24,599	8.1	13.6	55.7
20 to 49 employees	12,623	0.9	4.3	7.1	13,960	4.6	18.2	74.5
50 to 99 employees	16,288	1.2	5.5	9.0	8,010	2.6	20.8	85.2
100 to 249 employees	40,969	3.0	8.5	13.9	6,230	2.0	22.9	93.6
250 to 499 employees	34,452	2.5	11.0	18.1	2,231	0.7	23.6	96.6
500 or more employees	685,595	49.7	60.6	100.0	2,552	0.8	24.4	100.0
Wholesalers	307,135	22.3	22.3	100.0	102,005	33.5	33.5	100.0
no. employees unknown (3)	39,301	2.8	2.8	12.8	34,702	11.4	11.4	34.0
1 to 19 employees	59,531	4.3	7.2	32.2	49,502	16.2	27.6	82.5
20 to 49 employees	28,294	2.1	9.2	41.4	9,774	3.2	30.8	92.1
50 to 99 employees	16,285	1.2	10.4	46.7	3,947	1.3	32.1	96.0
100 to 249 employees	33,333	2.4	12.8	57.5	2,429	0.8	32.9	98.4
250 to 499 employees	14,399	1.0	13.9	62.2	852	0.3	33.2	99.2
500 or more employees	115,993	8.4	22.3	100.0	799	0.3	33.5	100.0
Other companies (4)	235,865	17.1	17.1	100.0	128,342	42.1	42.1	100.0
no. employees unknown (3)	43,845	3.2	3.2	18.6	67,235	22.1	22.1	52.4
1 to 19 employees	23,580	1.7	4.9	28.6	40,201	13.2	35.2	83.7
20 to 49 employees	8,407	0.6	5.5	32.2	8,260	2.7	37.9	90.1
50 to 99 employees	14,433	1.0	6.5	38.3	4,188	1.4	39.3	93.4
100 to 249 employees	9,025	0.7	7.2	42.1	3,411	1.1	40.4	96.1
250 to 499 employees	7,878	0.6	7.8	45.4	1,526	0.5	40.9	97.3
500 or more employees	128,696	9.3	17.1	100.0	3,521	1.2	42.1	100.0
Multiple location companies	1,044,870	75.7	75.7	100.0	28,690	9.4	9.4	100.0
no. employees unknown (3)	1,371	0.1	0.1	0.1	170	0.1	0.1	0.6
1 to 19 employees	5,037	0.4	0.5	0.6	2,902	1.0	1.0	10.7
20 to 49 employees	10,531	0.8	1.2	1.6	5,094	1.7	2.7	28.5
50 to 99 employees	21,017	1.5	2.8	3.6	4,924	1.6	4.3	45.6
100 to 249 employees	43,898	3.2	5.9	7.8	6,105	2.0	6.3	66.9
250 to 499 employees	43,463	3.2	9.1	12.0	3,376	1.1	7.4	78.7
500 or more employees	919,553	66.6	75.7	100.0	6,119	2.0	9.4	100.0
Manufacturers	724,512	52.5	52.5	100.0	9,766	3.2	3.2	100.0
no. employees unknown (3)	77	0.0	0.0	0.0	37	0.0	0.0	0.4
1 to 19 employees	225	0.0	0.0	0.0	310	0.1	0.1	3.6
20 to 49 employees	1,419	0.1	0.1	0.2	1,082	0.4	0.5	14.6
50 to 99 employees	4,277	0.3	0.4	0.8	1,711	0.6	1.0	32.2
100 to 249 employees	15,755	1.1	1.6	3.0	2,706	0.9	1.9	59.9
250 to 499 employees	25,566	1.9	3.4	6.5	1,567	0.5	2.4	75.9
500 or more employees	677,193	49.1	52.5	100.0	2,353	0.8	3.2	100.0
Wholesalers	169,158	12.3	12.3	100.0	8,582	2.8	2.8	100.0
no. employees unknown (3)	D	D	D	D	62	0.0	0.0	0.7
1 to 19 employees	D	D	D	D	1,421	0.5	0.5	17.3
20 to 49 employees	6,839	0.5	D	D	2,282	0.7	1.2	43.9
50 to 99 employees	7,882	0.6	D	D	1,732	0.6	1.8	64.1
100 to 249 employees	23,303	1.7	D	D	1,617	0.5	2.3	82.9
250 to 499 employees	12,583	0.9	D	D	707	0.2	2.6	91.1
500 or more employees	114,733	8.3	D	D	761	0.2	2.8	100.0

Exhibit 1a
2012 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		Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
			Cum % of Known Value	Company Type Value (2)				
Other companies (4)	151,200	11.0	D	D	10,342	3.4	3.4	100.0
no. employees unknown (3)	D	D	D	D	71	0.0	0.0	0.7
1 to 19 employees	D	D	D	D	1,171	0.4	0.4	12.0
20 to 49 employees	2,274	0.2	D	D	1,730	0.6	1.0	28.7
50 to 99 employees	8,858	0.6	D	D	1,481	0.5	1.5	43.1
100 to 249 employees	4,840	0.4	D	D	1,782	0.6	2.0	60.3
250 to 499 employees	5,314	0.4	D	D	1,102	0.4	2.4	70.9
500 or more employees	127,627	9.3	D	D	3,005	1.0	3.4	100.0
Single location companies	334,813	24.3	24.3	100.0	276,177	90.6	90.6	100.0
no. employees unknown (3)	120,117	8.7	8.7	35.9	118,705	38.9	38.9	43.0
1 to 19 employees	86,489	6.3	15.0	61.7	111,400	36.5	75.5	83.3
20 to 49 employees	38,793	2.8	17.8	73.3	26,900	8.8	84.3	93.1
50 to 99 employees	25,989	1.9	19.7	81.1	11,221	3.7	88.0	97.1
100 to 249 employees	39,429	2.9	22.5	92.8	5,965	2.0	89.9	99.3
250 to 499 employees	13,265	1.0	23.5	96.8	1,233	0.4	90.3	99.7
500 or more employees	10,731	0.8	24.3	100.0	753	0.2	90.6	100.0
Manufacturers	112,171	8.1	8.1	100.0	64,754	21.2	21.2	100.0
no. employees unknown (3)	38,265	2.8	2.8	34.1	16,901	5.5	5.5	26.1
1 to 19 employees	8,189	0.6	3.4	41.4	24,289	8.0	13.5	63.6
20 to 49 employees	11,204	0.8	4.2	51.4	12,878	4.2	17.7	83.5
50 to 99 employees	12,010	0.9	5.0	62.1	6,299	2.1	19.8	93.2
100 to 249 employees	25,214	1.8	6.9	84.6	3,524	1.2	21.0	98.7
250 to 499 employees	8,885	0.6	7.5	92.5	664	0.2	21.2	99.7
500 or more employees	8,402	0.6	8.1	100.0	199	0.1	21.2	100.0
Wholesalers	137,977	10.0	10.0	100.0	93,423	30.6	30.6	100.0
no. employees unknown (3)	D	D	D	D	34,640	11.4	11.4	37.1
1 to 19 employees	D	D	D	D	48,081	15.8	27.1	88.5
20 to 49 employees	21,455	1.6	D	D	7,492	2.5	29.6	96.6
50 to 99 employees	8,403	0.6	D	D	2,215	0.7	30.3	98.9
100 to 249 employees	10,029	0.7	D	D	812	0.3	30.6	99.8
250 to 499 employees	1,815	0.1	D	D	145	0.0	30.6	100.0
500 or more employees	1,260	0.1	D	D	38	0.0	30.6	100.0
Other companies (4)	84,665	6.1	D	D	118,000	38.7	38.7	100.0
no. employees unknown (3)	D	D	D	D	67,164	22.0	22.0	56.9
1 to 19 employees	D	D	D	D	39,030	12.8	34.8	90.0
20 to 49 employees	6,133	0.4	D	D	6,530	2.1	37.0	95.5
50 to 99 employees	5,575	0.4	D	D	2,707	0.9	37.9	97.8
100 to 249 employees	4,185	0.3	D	D	1,629	0.5	38.4	99.2
250 to 499 employees	2,565	0.2	D	D	424	0.1	38.5	99.6
500 or more employees	1,069	0.1	D	D	516	0.2	38.7	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 2012.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.

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

Exhibit 1b
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		Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
			Cum. % of Known Value	Company Type Value (2)				
All identified companies	1,325,046	100.0	100.0	100.0	303,509	100.0	100.0	100.0
no. employees unknown (3)	130,190	9.8	9.8	9.8	118,509	39.0	39.0	39.0
1 to 19 employees	95,416	7.2	17.0	17.0	114,608	37.8	76.8	76.8
20 to 49 employees	47,346	3.6	20.6	20.6	31,748	10.5	87.3	87.3
50 to 99 employees	49,682	3.7	24.3	24.3	15,790	5.2	92.5	92.5
100 to 249 employees	71,104	5.4	29.7	29.7	11,735	3.9	96.3	96.3
250 to 499 employees	49,860	3.8	33.5	33.5	4,427	1.5	97.8	97.8
500 or more employees	881,448	66.5	100.0	100.0	6,692	2.2	100.0	100.0
Manufacturers	789,340	59.6	59.6	100.0	74,066	24.4	24.4	100.0
no. employees unknown (3)	44,002	3.3	3.3	5.6	17,219	5.7	5.7	23.2
1 to 19 employees	8,181	0.6	3.9	6.6	24,594	8.1	13.8	56.5
20 to 49 employees	13,181	1.0	4.9	8.3	13,920	4.6	18.4	75.2
50 to 99 employees	21,851	1.6	6.6	11.0	7,826	2.6	20.9	85.8
100 to 249 employees	31,846	2.4	9.0	15.1	5,919	2.0	22.9	93.8
250 to 499 employees	29,915	2.3	11.2	18.9	2,132	0.7	23.6	96.7
500 or more employees	640,364	48.3	59.6	100.0	2,456	0.8	24.4	100.0
Wholesalers	305,297	23.0	23.0	100.0	101,402	33.4	33.4	100.0
no. employees unknown (3)	42,253	3.2	3.2	13.8	34,580	11.4	11.4	34.1
1 to 19 employees	64,138	4.8	8.0	34.8	49,232	16.2	27.6	82.7
20 to 49 employees	24,599	1.9	9.9	42.9	9,674	3.2	30.8	92.2
50 to 99 employees	16,335	1.2	11.1	48.3	3,912	1.3	32.1	96.1
100 to 249 employees	30,454	2.3	13.4	58.2	2,443	0.8	32.9	98.5
250 to 499 employees	12,628	1.0	14.4	62.4	804	0.3	33.2	99.3
500 or more employees	114,890	8.7	23.0	100.0	757	0.2	33.4	100.0
Other companies (4)	230,409	17.4	17.4	100.0	128,041	42.2	42.2	100.0
no. employees unknown (3)	43,935	3.3	3.3	19.1	66,710	22.0	22.0	52.1
1 to 19 employees	23,097	1.7	5.1	29.1	40,782	13.4	35.4	84.0
20 to 49 employees	9,566	0.7	5.8	33.2	8,154	2.7	38.1	90.3
50 to 99 employees	11,496	0.9	6.6	38.2	4,052	1.3	39.4	93.5
100 to 249 employees	8,804	0.7	7.3	42.1	3,373	1.1	40.5	96.1
250 to 499 employees	7,317	0.6	7.9	45.2	1,491	0.5	41.0	97.3
500 or more employees	126,194	9.5	17.4	100.0	3,479	1.1	42.2	100.0
Multiple location companies	984,083	74.3	74.3	100.0	26,718	8.8	8.8	100.0
no. employees unknown (3)	839	0.1	0.1	0.1	444	0.1	0.1	1.7
1 to 19 employees	4,740	0.4	0.4	0.6	2,705	0.9	1.0	11.8
20 to 49 employees	8,949	0.7	1.1	1.5	4,242	1.4	2.4	27.7
50 to 99 employees	18,440	1.4	2.5	3.4	4,403	1.5	3.9	44.1
100 to 249 employees	41,657	3.1	5.6	7.6	5,800	1.9	5.8	65.9
250 to 499 employees	38,951	2.9	8.6	11.5	3,161	1.0	6.8	77.7
500 or more employees	870,507	65.7	74.3	100.0	5,963	2.0	8.8	100.0
Manufacturers	677,543	51.1	51.1	100.0	9,141	3.0	3.0	100.0
no. employees unknown (3)	126	0.0	0.0	0.0	65	0.0	0.0	0.7
1 to 19 employees	154	0.0	0.0	0.0	290	0.1	0.1	3.9
20 to 49 employees	1,725	0.1	0.2	0.3	957	0.3	0.4	14.4
50 to 99 employees	3,906	0.3	0.4	0.9	1,513	0.5	0.9	30.9
100 to 249 employees	15,594	1.2	1.6	3.2	2,542	0.8	1.8	58.7
250 to 499 employees	23,597	1.8	3.4	6.7	1,489	0.5	2.3	75.0
500 or more employees	632,442	47.7	51.1	100.0	2,285	0.8	3.0	100.0
Wholesalers	162,275	12.2	12.2	100.0	7,969	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	3,506	0.3	0.3	2.3	1,376	0.5	0.5	19.7
20 to 49 employees	4,824	0.4	0.6	5.2	1,936	0.6	1.2	44.0
50 to 99 employees	8,102	0.6	1.3	10.2	1,581	0.5	1.7	63.9
100 to 249 employees	21,651	1.6	2.9	23.6	1,525	0.5	2.2	83.0
250 to 499 employees	10,752	0.8	3.7	30.2	640	0.2	2.4	91.0
500 or more employees	113,255	8.5	12.2	100.0	714	0.2	2.6	100.0

Exhibit 1b
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		Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
			Cum. % of Known Value	Company Type Value (2)				
Other companies (4)	144,266	10.9	10.9	100.0	9,608	3.2	3.2	100.0
no. employees unknown (3)	529	0.0	0.0	0.4	182	0.1	0.1	1.9
1 to 19 employees	1,080	0.1	0.1	1.1	1,039	0.3	0.4	12.7
20 to 49 employees	2,400	0.2	0.3	2.8	1,349	0.4	0.8	26.7
50 to 99 employees	6,432	0.5	0.8	7.2	1,309	0.4	1.3	40.4
100 to 249 employees	4,412	0.3	1.1	10.3	1,733	0.6	1.8	58.4
250 to 499 employees	4,601	0.3	1.5	13.5	1,032	0.3	2.2	69.2
500 or more employees	124,811	9.4	10.9	100.0	2,964	1.0	3.2	100.0
Single location companies	340,963	25.7	25.7	100.0	276,791	91.2	91.2	100.0
no. employees unknown (3)	129,351	9.8	9.8	37.9	118,065	38.9	38.9	42.7
1 to 19 employees	90,676	6.8	16.6	64.5	111,903	36.9	75.8	83.1
20 to 49 employees	38,398	2.9	19.5	75.8	27,506	9.1	84.8	93.0
50 to 99 employees	31,242	2.4	21.9	85.0	11,387	3.8	88.6	97.1
100 to 249 employees	29,447	2.2	24.1	93.6	5,935	2.0	90.5	99.3
250 to 499 employees	10,909	0.8	24.9	96.8	1,266	0.4	91.0	99.7
500 or more employees	10,941	0.8	25.7	100.0	729	0.2	91.2	100.0
Manufacturers	111,798	8.4	8.4	100.0	64,925	21.4	21.4	100.0
no. employees unknown (3)	43,876	3.3	3.3	39.2	17,154	5.7	5.7	26.4
1 to 19 employees	8,027	0.6	3.9	46.4	24,304	8.0	13.7	63.9
20 to 49 employees	11,457	0.9	4.8	56.7	12,963	4.3	17.9	83.8
50 to 99 employees	17,946	1.4	6.1	72.7	6,313	2.1	20.0	93.5
100 to 249 employees	16,252	1.2	7.4	87.3	3,377	1.1	21.1	98.7
250 to 499 employees	6,318	0.5	7.8	92.9	643	0.2	21.3	99.7
500 or more employees	7,923	0.6	8.4	100.0	171	0.1	21.4	100.0
Wholesalers	143,022	10.8	10.8	100.0	93,433	30.8	30.8	100.0
no. employees unknown (3)	42,068	3.2	3.2	29.4	34,383	11.3	11.3	36.8
1 to 19 employees	60,632	4.6	7.8	71.8	47,856	15.8	27.1	88.0
20 to 49 employees	19,775	1.5	9.2	85.6	7,738	2.5	29.6	96.3
50 to 99 employees	8,233	0.6	9.9	91.4	2,331	0.8	30.4	98.8
100 to 249 employees	8,803	0.7	10.5	97.5	918	0.3	30.7	99.8
250 to 499 employees	1,876	0.1	10.7	98.9	164	0.1	30.8	100.0
500 or more employees	1,635	0.1	10.8	100.0	43	0.0	30.8	100.0
Other companies (4)	86,143	6.5	6.5	100.0	118,433	39.0	39.0	100.0
no. employees unknown (3)	43,406	3.3	3.3	50.4	66,528	21.9	21.9	56.2
1 to 19 employees	22,017	1.7	4.9	75.9	39,743	13.1	35.0	89.7
20 to 49 employees	7,166	0.5	5.5	84.3	6,805	2.2	37.3	95.5
50 to 99 employees	5,064	0.4	5.9	90.1	2,743	0.9	38.2	97.8
100 to 249 employees	4,392	0.3	6.2	95.2	1,640	0.5	38.7	99.2
250 to 499 employees	2,715	0.2	6.4	98.4	459	0.2	38.9	99.6
500 or more employees	1,383	0.1	6.5	100.0	515	0.2	39.0	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 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 companies, and companies for which an industry could not be determined.

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

Exhibit 1c
Percent Difference Between the 2011 and 2012 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			
	2011	2012	Net Difference	% Difference	2011	2012	Net Difference	% Difference
All identified companies	1,325,046	1,379,683	54,638	4.1	303,509	304,867	1,358	0.4
no. employees unknown (2)	130,190	121,488	-8,702	-6.7	118,509	118,875	366	0.3
1 to 19 employees	95,416	91,526	-3,890	-4.1	114,608	114,302	-306	-0.3
20 to 49 employees	47,346	49,324	1,978	4.2	31,748	31,994	246	0.8
50 to 99 employees	49,682	47,006	-2,677	-5.4	15,790	16,145	355	2.2
100 to 249 employees	71,104	83,327	12,224	17.2	11,735	12,070	335	2.9
250 to 499 employees	49,860	56,729	6,869	13.8	4,427	4,609	182	4.1
500 or more employees	881,448	930,283	48,835	5.5	6,692	6,872	180	2.7
Manufacturers	789,340	836,684	47,343	6.0	74,066	74,520	454	0.6
no. employees unknown (2)	44,002	38,342	-5,660	-12.9	17,219	16,938	-281	-1.6
1 to 19 employees	8,181	8,415	234	2.9	24,594	24,599	5	0.0
20 to 49 employees	13,181	12,623	-558	-4.2	13,920	13,960	40	0.3
50 to 99 employees	21,851	16,288	-5,564	-25.5	7,826	8,010	184	2.4
100 to 249 employees	31,846	40,969	9,123	28.6	5,919	6,230	311	5.3
250 to 499 employees	29,915	34,452	4,537	15.2	2,132	2,231	99	4.6
500 or more employees	640,364	685,595	45,231	7.1	2,456	2,552	96	3.9
Wholesalers	305,297	307,135	1,838	0.6	101,402	102,005	603	0.6
no. employees unknown (2)	42,253	39,301	-2,952	-7.0	34,580	34,702	122	0.4
1 to 19 employees	64,138	59,531	-4,607	-7.2	49,232	49,502	270	0.5
20 to 49 employees	24,599	28,294	3,695	15.0	9,674	9,774	100	1.0
50 to 99 employees	16,335	16,285	-49	-0.3	3,912	3,947	35	0.9
100 to 249 employees	30,454	33,333	2,879	9.5	2,443	2,429	-14	-0.6
250 to 499 employees	12,628	14,399	1,770	14.0	804	852	48	6.0
500 or more employees	114,890	115,993	1,103	1.0	757	799	42	5.5
Other companies (3)	230,409	235,865	5,456	2.4	128,041	128,342	301	0.2
no. employees unknown (2)	43,935	43,845	-90	-0.2	66,710	67,235	525	0.8
1 to 19 employees	23,097	23,580	483	2.1	40,782	40,201	-581	-1.4
20 to 49 employees	9,566	8,407	-1,159	-12.1	8,154	8,260	106	1.3
50 to 99 employees	11,496	14,433	2,937	25.5	4,052	4,188	136	3.4
100 to 249 employees	8,804	9,025	221	2.5	3,373	3,411	38	1.1
250 to 499 employees	7,317	7,878	562	7.7	1,491	1,526	35	2.3
500 or more employees	126,194	128,696	2,502	2.0	3,479	3,521	42	1.2
Multiple location companies	984,083	1,044,870	60,788	6.2	26,718	28,690	1,972	7.4
no. employees unknown (2)	839	1,371	532	63.4	444	170	-274	-61.7
1 to 19 employees	4,740	5,037	297	6.3	2,705	2,902	197	7.3
20 to 49 employees	8,949	10,531	1,583	17.7	4,242	5,094	852	20.1
50 to 99 employees	18,440	21,017	2,577	14.0	4,403	4,924	521	11.8
100 to 249 employees	41,657	43,898	2,241	5.4	5,800	6,105	305	5.3
250 to 499 employees	38,951	43,463	4,512	11.6	3,161	3,376	215	6.8
500 or more employees	870,507	919,553	49,045	5.6	5,963	6,119	156	2.6
Manufacturers	677,543	724,512	46,970	6.9	9,141	9,766	625	6.8
no. employees unknown (2)	126	77	-49	-38.9	65	37	-28	-43.1
1 to 19 employees	154	225	71	46.2	290	310	20	6.9
20 to 49 employees	1,725	1,419	-306	-17.7	957	1,082	125	13.1
50 to 99 employees	3,906	4,277	372	9.5	1,513	1,711	198	13.1
100 to 249 employees	15,594	15,755	161	1.0	2,542	2,706	164	6.5
250 to 499 employees	23,597	25,566	1,969	8.3	1,489	1,567	78	5.2
500 or more employees	632,442	677,193	44,751	7.1	2,285	2,353	68	3.0
Wholesalers	162,275	169,158	6,883	4.2	7,969	8,582	613	7.7
no. employees unknown (2)	184	D	D	D	197	62	-135	-68.5
1 to 19 employees	3,506	D	D	D	1,376	1,421	45	3.3
20 to 49 employees	4,824	6,839	2,015	41.8	1,936	2,282	346	17.9
50 to 99 employees	8,102	7,882	-220	-2.7	1,581	1,732	151	9.6
100 to 249 employees	21,651	23,303	1,652	7.6	1,525	1,617	92	6.0
250 to 499 employees	10,752	12,583	1,831	17.0	640	707	67	10.5
500 or more employees	113,255	114,733	1,478	1.3	714	761	47	6.6

Exhibit 1c
Percent Difference Between the 2011 and 2012 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			
	2011	2012	Net Difference	% Difference	2011	2012	Net Difference	% Difference
Other companies (3)	144,266	151,200	6,935	4.8	9,608	10,342	734	7.6
no. employees unknown (2)	529	D	D	D	182	71	-111	-61.0
1 to 19 employees	1,080	D	D	D	1,039	1,171	132	12.7
20 to 49 employees	2,400	2,274	-126	-5.3	1,349	1,730	381	28.2
50 to 99 employees	6,432	8,858	2,426	37.7	1,309	1,481	172	13.1
100 to 249 employees	4,412	4,840	427	9.7	1,733	1,782	49	2.8
250 to 499 employees	4,601	5,314	712	15.5	1,032	1,102	70	6.8
500 or more employees	124,811	127,627	2,816	2.3	2,964	3,005	41	1.4
Single location companies	340,963	334,813	-6,150	-1.8	276,791	276,177	-614	-0.2
no. employees unknown (2)	129,351	120,117	-9,234	-7.1	118,065	118,705	640	0.5
1 to 19 employees	90,676	86,489	-4,186	-4.6	111,903	111,400	-503	-0.4
20 to 49 employees	38,398	38,793	395	1.0	27,506	26,900	-606	-2.2
50 to 99 employees	31,242	25,989	-5,254	-16.8	11,387	11,221	-166	-1.5
100 to 249 employees	29,447	39,429	9,983	33.9	5,935	5,965	30	0.5
250 to 499 employees	10,909	13,265	2,356	21.6	1,266	1,233	-33	-2.6
500 or more employees	10,941	10,731	-210	-1.9	729	753	24	3.3
Manufacturers	111,798	112,171	373	0.3	64,925	64,754	-171	-0.3
no. employees unknown (2)	43,876	38,265	-5,611	-12.8	17,154	16,901	-253	-1.5
1 to 19 employees	8,027	8,189	163	2.0	24,304	24,289	-15	-0.1
20 to 49 employees	11,457	11,204	-252	-2.2	12,963	12,878	-85	-0.7
50 to 99 employees	17,946	12,010	-5,935	-33.1	6,313	6,299	-14	-0.2
100 to 249 employees	16,252	25,214	8,962	55.1	3,377	3,524	147	4.4
250 to 499 employees	6,318	8,885	2,568	40.6	643	664	21	3.3
500 or more employees	7,923	8,402	480	6.1	171	199	28	16.4
Wholesalers	143,022	137,977	-5,045	-3.5	93,433	93,423	-10	0.0
no. employees unknown (2)	42,068	D	D	D	34,383	34,640	257	0.7
1 to 19 employees	60,632	D	D	D	47,856	48,081	225	0.5
20 to 49 employees	19,775	21,455	1,680	8.5	7,738	7,492	-246	-3.2
50 to 99 employees	8,233	8,403	171	2.1	2,331	2,215	-116	-5.0
100 to 249 employees	8,803	10,029	1,227	13.9	918	812	-106	-11.5
250 to 499 employees	1,876	1,815	-61	-3.2	164	145	-19	-11.6
500 or more employees	1,635	1,260	-375	-23.0	43	38	-5	-11.6
Other companies (3)	86,143	84,665	-1,478	-1.7	118,433	118,000	-433	-0.4
no. employees unknown (2)	43,406	D	D	D	66,528	67,164	636	1.0
1 to 19 employees	22,017	D	D	D	39,743	39,030	-713	-1.8
20 to 49 employees	7,166	6,133	-1,033	-14.4	6,805	6,530	-275	-4.0
50 to 99 employees	5,064	5,575	511	10.1	2,743	2,707	-36	-1.3
100 to 249 employees	4,392	4,185	-206	-4.7	1,640	1,629	-11	-0.7
250 to 499 employees	2,715	2,565	-151	-5.5	459	424	-35	-7.6
500 or more employees	1,383	1,069	-314	-22.7	515	516	1	0.2

(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 or 2012.

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

Exhibit 1d
2012 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		Number of Identified Importers	% of		Cum. % of Number of Identified Importers	Cum. % of Company Type Importers (2)
			Cum. % of Known Value	Company Type Value (2)		Number of Identified Importers	Number of Identified Importers		
All identified companies	2,007,762	100.0	100.0	100.0	185,729	100.0	100.0	100.0	100.0
no. employees unknown (3)	134,696	6.7	6.7	6.7	59,846	32.2	32.2	32.2	32.2
1 to 19 employees	128,137	6.4	13.1	13.1	79,202	42.6	74.9	74.9	74.9
20 to 49 employees	84,738	4.2	17.3	17.3	19,359	10.4	85.3	85.3	85.3
50 to 99 employees	64,561	3.2	20.5	20.5	10,212	5.5	90.8	90.8	90.8
100 to 249 employees	122,336	6.1	26.6	26.6	8,275	4.5	95.2	95.2	95.2
250 to 499 employees	85,808	4.3	30.9	30.9	3,464	1.9	97.1	97.1	97.1
500 or more employees	1,387,485	69.1	100.0	100.0	5,371	2.9	100.0	100.0	100.0
Manufacturers	955,829	47.6	47.6	100.0	36,727	19.8	19.8	100.0	100.0
no. employees unknown (3)	40,787	2.0	2.0	4.3	6,780	3.7	3.7	18.5	18.5
1 to 19 employees	7,136	0.4	2.4	5.0	10,397	5.6	9.2	46.8	46.8
20 to 49 employees	11,685	0.6	3.0	6.2	6,552	3.5	12.8	64.6	64.6
50 to 99 employees	10,785	0.5	3.5	7.4	4,566	2.5	15.2	77.0	77.0
100 to 249 employees	33,536	1.7	5.2	10.9	4,315	2.3	17.6	88.8	88.8
250 to 499 employees	26,151	1.3	6.5	13.6	1,809	1.0	18.5	93.7	93.7
500 or more employees	825,749	41.1	47.6	100.0	2,308	1.2	19.8	100.0	100.0
Wholesalers	590,952	29.4	29.4	100.0	83,095	44.7	44.7	100.0	100.0
no. employees unknown (3)	46,190	2.3	2.3	7.8	26,039	14.0	14.0	31.3	31.3
1 to 19 employees	101,983	5.1	7.4	25.1	43,182	23.3	37.3	83.3	83.3
20 to 49 employees	63,649	3.2	10.6	35.8	7,589	4.1	41.4	92.4	92.4
50 to 99 employees	45,376	2.3	12.8	43.5	3,009	1.6	43.0	96.1	96.1
100 to 249 employees	50,731	2.5	15.3	52.1	1,869	1.0	44.0	98.3	98.3
250 to 499 employees	40,728	2.0	17.4	59.0	696	0.4	44.4	99.1	99.1
500 or more employees	242,295	12.1	29.4	100.0	711	0.4	44.7	100.0	100.0
Other companies (4)	460,981	23.0	23.0	100.0	65,907	35.5	35.5	100.0	100.0
no. employees unknown (3)	47,719	2.4	2.4	10.4	27,027	14.6	14.6	41.0	41.0
1 to 19 employees	19,018	0.9	3.3	14.5	25,623	13.8	28.3	79.9	79.9
20 to 49 employees	9,404	0.5	3.8	16.5	5,218	2.8	31.2	87.8	87.8
50 to 99 employees	8,401	0.4	4.2	18.3	2,637	1.4	32.6	91.8	91.8
100 to 249 employees	38,070	1.9	6.1	26.6	2,091	1.1	33.7	95.0	95.0
250 to 499 employees	18,929	0.9	7.0	30.7	959	0.5	34.2	96.4	96.4
500 or more employees	319,441	15.9	23.0	100.0	2,352	1.3	35.5	100.0	100.0
Multiple location companies	1,555,616	77.5	77.5	100.0	19,811	10.7	10.7	100.0	100.0
no. employees unknown (3)	516	0.0	0.0	0.0	93	0.1	0.1	0.5	0.5
1 to 19 employees	8,762	0.4	0.5	0.6	1,977	1.1	1.1	10.4	10.4
20 to 49 employees	22,610	1.1	1.6	2.0	3,216	1.7	2.8	26.7	26.7
50 to 99 employees	25,751	1.3	2.9	3.7	3,091	1.7	4.5	42.3	42.3
100 to 249 employees	51,840	2.6	5.5	7.0	4,143	2.2	6.7	63.2	63.2
250 to 499 employees	69,043	3.4	8.9	11.5	2,494	1.3	8.1	75.8	75.8
500 or more employees	1,377,094	68.6	77.5	100.0	4,797	2.6	10.7	100.0	100.0
Manufacturers	859,531	42.8	42.8	100.0	7,160	3.9	3.9	100.0	100.0
no. employees unknown (3)	47	0.0	0.0	0.0	20	0.0	0.0	0.3	0.3
1 to 19 employees	171	0.0	0.0	0.0	149	0.1	0.1	2.4	2.4
20 to 49 employees	1,308	0.1	0.1	0.2	599	0.3	0.4	10.7	10.7
50 to 99 employees	3,358	0.2	0.2	0.6	1,035	0.6	1.0	25.2	25.2
100 to 249 employees	15,059	0.8	1.0	2.3	1,933	1.0	2.0	52.2	52.2
250 to 499 employees	20,304	1.0	2.0	4.7	1,279	0.7	2.7	70.0	70.0
500 or more employees	819,284	40.8	42.8	100.0	2,145	1.2	3.9	100.0	100.0
Wholesalers	349,282	17.4	17.4	100.0	6,165	3.3	3.3	100.0	100.0
no. employees unknown (3)	D	D	D	D	48	0.0	0.0	0.8	0.8
1 to 19 employees	7,689	0.4	D	D	1,010	0.5	0.6	17.2	17.2
20 to 49 employees	18,582	0.9	D	D	1,578	0.8	1.4	42.8	42.8
50 to 99 employees	18,766	0.9	D	D	1,151	0.6	2.0	61.4	61.4
100 to 249 employees	D	D	D	D	1,140	0.6	2.7	79.9	79.9
250 to 499 employees	32,693	1.6	D	D	565	0.3	3.0	89.1	89.1
500 or more employees	239,964	12.0	D	D	673	0.4	3.3	100.0	100.0

Exhibit 1d
2012 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		Number of Identified Importers	% of Number of Identified Importers	Cum. % of Number of Identified Importers	Cum. % of Company Type Importers (2)
			Cum. % of Known Value	Company Type Value (2)				
Other companies (4)	346,802	17.3	17.3	100.0	6,486	3.5	3.5	100.0
no. employees unknown (3)	D	D	D	D	25	0.0	0.0	0.4
1 to 19 employees	901	0.0	D	D	818	0.4	0.5	13.0
20 to 49 employees	2,720	0.1	D	D	1,039	0.6	1.0	29.0
50 to 99 employees	3,627	0.2	D	D	905	0.5	1.5	43.0
100 to 249 employees	D	D	D	D	1,070	0.6	2.1	59.5
250 to 499 employees	16,046	0.8	D	D	650	0.3	2.4	69.5
500 or more employees	317,847	15.8	D	D	1,979	1.1	3.5	100.0
Single location companies	452,147	22.5	22.5	100.0	165,918	89.3	89.3	100.0
no. employees unknown (3)	134,180	6.7	6.7	29.7	59,753	32.2	32.2	36.0
1 to 19 employees	119,376	5.9	12.6	56.1	77,225	41.6	73.8	82.6
20 to 49 employees	62,129	3.1	15.7	69.8	16,143	8.7	82.4	92.3
50 to 99 employees	38,810	1.9	17.7	78.4	7,121	3.8	86.3	96.6
100 to 249 employees	70,496	3.5	21.2	94.0	4,132	2.2	88.5	99.1
250 to 499 employees	16,765	0.8	22.0	97.7	970	0.5	89.0	99.7
500 or more employees	10,391	0.5	22.5	100.0	574	0.3	89.3	100.0
Manufacturers	96,297	4.8	4.8	100.0	29,567	15.9	15.9	100.0
no. employees unknown (3)	40,740	2.0	2.0	42.3	6,760	3.6	3.6	22.9
1 to 19 employees	6,965	0.3	2.4	49.5	10,248	5.5	9.2	57.5
20 to 49 employees	10,377	0.5	2.9	60.3	5,953	3.2	12.4	77.7
50 to 99 employees	7,426	0.4	3.3	68.0	3,531	1.9	14.3	89.6
100 to 249 employees	18,477	0.9	4.2	87.2	2,382	1.3	15.5	97.7
250 to 499 employees	5,846	0.3	4.5	93.3	530	0.3	15.8	99.4
500 or more employees	6,465	0.3	4.8	100.0	163	0.1	15.9	100.0
Wholesalers	241,670	12.0	12.0	100.0	76,930	41.4	41.4	100.0
no. employees unknown (3)	D	D	D	D	25,991	14.0	14.0	33.8
1 to 19 employees	94,294	4.7	D	D	42,172	22.7	36.7	88.6
20 to 49 employees	45,067	2.2	D	D	6,011	3.2	39.9	96.4
50 to 99 employees	26,609	1.3	D	D	1,858	1.0	40.9	98.8
100 to 249 employees	D	D	D	D	729	0.4	41.3	99.8
250 to 499 employees	8,035	0.4	D	D	131	0.1	41.4	100.0
500 or more employees	2,332	0.1	D	D	38	0.0	41.4	100.0
Other companies (4)	114,179	5.7	5.7	100.0	59,421	32.0	32.0	100.0
no. employees unknown (3)	D	D	D	D	27,002	14.5	14.5	45.4
1 to 19 employees	18,116	0.9	D	D	24,805	13.4	27.9	87.2
20 to 49 employees	6,685	0.3	D	D	4,179	2.3	30.1	94.2
50 to 99 employees	4,774	0.2	D	D	1,732	0.9	31.1	97.1
100 to 249 employees	D	D	D	D	1,021	0.5	31.6	98.9
250 to 499 employees	2,883	0.1	D	D	309	0.2	31.8	99.4
500 or more employees	1,594	0.1	D	D	373	0.2	32.0	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 2012.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.

Exhibit 1e
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		Number of Identified Importers	% of Number of Identified Importers	Cum. % of Number of Identified Importers	Cum. % of Company Type Importers (2)
			Cum. % of Known Value	Company Type Value (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)	473,665	24.3	24.3	100.0	65,090	35.4	35.4	100.0
no. employees unknown (3)	44,377	2.3	2.3	9.4	27,139	14.8	14.8	41.7
1 to 19 employees	19,327	1.0	3.3	13.4	25,262	13.7	28.5	80.5
20 to 49 employees	8,110	0.4	3.7	15.2	5,090	2.8	31.3	88.3
50 to 99 employees	7,710	0.4	4.1	16.8	2,384	1.3	32.5	92.0
100 to 249 employees	38,098	2.0	6.0	24.8	2,047	1.1	33.7	95.1
250 to 499 employees	18,162	0.9	7.0	28.7	919	0.5	34.2	96.5
500 or more employees	337,880	17.4	24.3	100.0	2,249	1.2	35.4	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 1e
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		Number of Identified Importers	% of Number of Identified Importers	Cum. % of Number of Identified Importers	Cum. % of Company Type Importers (2)
			Cum. % of Known Value	Company Type Value (2)				
Other companies (4)	366,068	18.8	18.8	100.0	5,665	3.1	3.1	100.0
no. employees unknown (3)	D	D	D	D	67	0.0	0.0	1.2
1 to 19 employees	1,492	0.1	D	D	591	0.3	0.4	11.6
20 to 49 employees	2,181	0.1	D	D	782	0.4	0.8	25.4
50 to 99 employees	2,319	0.1	D	D	753	0.4	1.2	38.7
100 to 249 employees	D	D	D	D	1,000	0.5	1.7	56.4
250 to 499 employees	17,272	0.9	D	D	600	0.3	2.1	67.0
500 or more employees	335,898	17.3	D	D	1,872	1.0	3.1	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)	107,597	5.5	5.5	100.0	59,425	32.3	32.3	100.0
no. employees unknown (3)	D	D	D	D	27,072	14.7	14.7	45.6
1 to 19 employees	17,835	0.9	D	D	24,671	13.4	28.1	87.1
20 to 49 employees	5,929	0.3	D	D	4,308	2.3	30.5	94.3
50 to 99 employees	5,391	0.3	D	D	1,631	0.9	31.4	97.1
100 to 249 employees	D	D	D	D	1,047	0.6	31.9	98.8
250 to 499 employees	890	0.0	D	D	319	0.2	32.1	99.4
500 or more employees	1,983	0.1	D	D	377	0.2	32.3	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 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 companies, and companies for which an industry could not be determined.

Exhibit 1f
Percent Difference Between the 2011 and 2012 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			
	2011	2012	Net Difference	% Difference	2011	2012	Net Difference	% Difference
All identified companies	1,945,307	2,007,762	62,455	3.2	183,960	185,729	1,769	1.0
no. employees unknown (2)	133,310	134,696	1,386	1.0	60,418	59,846	-572	-0.9
1 to 19 employees	125,129	128,137	3,008	2.4	78,404	79,202	798	1.0
20 to 49 employees	77,394	84,738	7,344	9.5	18,976	19,359	383	2.0
50 to 99 employees	65,897	64,561	-1,336	-2.0	9,750	10,212	462	4.7
100 to 249 employees	119,215	122,336	3,121	2.6	7,974	8,275	301	3.8
250 to 499 employees	76,472	85,808	9,336	12.2	3,298	3,464	166	5.0
500 or more employees	1,347,889	1,387,485	39,596	2.9	5,140	5,371	231	4.5
Manufacturers	860,875	955,829	94,953	11.0	36,348	36,727	379	1.0
no. employees unknown (2)	38,751	40,787	2,036	5.3	7,004	6,780	-224	-3.2
1 to 19 employees	7,137	7,136	0	0.0	10,360	10,397	37	0.4
20 to 49 employees	10,091	11,685	1,594	15.8	6,479	6,552	73	1.1
50 to 99 employees	14,995	10,785	-4,211	-28.1	4,465	4,566	101	2.3
100 to 249 employees	24,353	33,536	9,183	37.7	4,087	4,315	228	5.6
250 to 499 employees	25,438	26,151	713	2.8	1,734	1,809	75	4.3
500 or more employees	740,110	825,749	85,639	11.6	2,219	2,308	89	4.0
Wholesalers	610,767	590,952	-19,814	-3.2	82,522	83,095	573	0.7
no. employees unknown (2)	50,182	46,190	-3,992	-8.0	26,275	26,039	-236	-0.9
1 to 19 employees	98,665	101,983	3,318	3.4	42,782	43,182	400	0.9
20 to 49 employees	59,193	63,649	4,455	7.5	7,407	7,589	182	2.5
50 to 99 employees	43,192	45,376	2,184	5.1	2,901	3,009	108	3.7
100 to 249 employees	56,764	50,731	-6,033	-10.6	1,840	1,869	29	1.6
250 to 499 employees	32,872	40,728	7,856	23.9	645	696	51	7.9
500 or more employees	269,898	242,295	-27,603	-10.2	672	711	39	5.8
Other companies (3)	473,665	460,981	-12,684	-2.7	65,090	65,907	817	1.3
no. employees unknown (2)	44,377	47,719	3,342	7.5	27,139	27,027	-112	-0.4
1 to 19 employees	19,327	19,018	-310	-1.6	25,262	25,623	361	1.4
20 to 49 employees	8,110	9,404	1,294	16.0	5,090	5,218	128	2.5
50 to 99 employees	7,710	8,401	691	9.0	2,384	2,637	253	10.6
100 to 249 employees	38,098	38,070	-29	-0.1	2,047	2,091	44	2.1
250 to 499 employees	18,162	18,929	767	4.2	919	959	40	4.4
500 or more employees	337,880	319,441	-18,440	-5.5	2,249	2,352	103	4.6
Multiple location companies	1,491,020	1,555,616	64,596	4.3	17,807	19,811	2,004	11.3
no. employees unknown (2)	1,705	516	-1,188	-69.7	195	93	-102	-52.3
1 to 19 employees	7,380	8,762	1,382	18.7	1,683	1,977	294	17.5
20 to 49 employees	17,047	22,610	5,563	32.6	2,546	3,216	670	26.3
50 to 99 employees	22,872	25,751	2,879	12.6	2,660	3,091	431	16.2
100 to 249 employees	55,506	51,840	-3,666	-6.6	3,838	4,143	305	7.9
250 to 499 employees	58,623	69,043	10,420	17.8	2,311	2,494	183	7.9
500 or more employees	1,327,888	1,377,094	49,206	3.7	4,574	4,797	223	4.9
Manufacturers	759,397	859,531	100,135	13.2	6,683	7,160	477	7.1
no. employees unknown (2)	59	47	-12	-20	24	20	-4	-17
1 to 19 employees	142	171	29	20.0	140	149	9	6.4
20 to 49 employees	913	1,308	395	43.3	507	599	92	18.1
50 to 99 employees	3,163	3,358	196	6.2	924	1,035	111	12.0
100 to 249 employees	12,873	15,059	2,187	17.0	1,809	1,933	124	6.9
250 to 499 employees	17,595	20,304	2,709	15.4	1,209	1,279	70	5.8
500 or more employees	724,652	819,284	94,632	13.1	2,070	2,145	75	3.6
Wholesalers	365,555	349,282	-16,273	-4.5	5,459	6,165	706	12.9
no. employees unknown (2)	D	D	D	D	104	48	-56	-54
1 to 19 employees	5,745	7,689	1,944	33.8	952	1,010	58	6.1
20 to 49 employees	13,953	18,582	4,629	33.2	1,257	1,578	321	25.5
50 to 99 employees	17,391	18,766	1,376	7.9	983	1,151	168	17.1
100 to 249 employees	D	D	D	D	1,029	1,140	111	10.8
250 to 499 employees	23,756	32,693	8,937	37.6	502	565	63	12.5
500 or more employees	267,338	239,964	-27,375	-10.2	632	673	41	6.5

Exhibit 1f
Percent Difference Between the 2011 and 2012 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			
	2011	2012	Net Difference	% Difference	2011	2012	Net Difference	% Difference
Other companies (3)	366,068	346,802	-19,266	-5.3	5,665	6,486	821	14.5
no. employees unknown (2)	D	D	D	D	67	25	-42	-63
1 to 19 employees	1,492	901	-591	-39.6	591	818	227	38.4
20 to 49 employees	2,181	2,720	539	24.7	782	1,039	257	32.9
50 to 99 employees	2,319	3,627	1,308	56.4	753	905	152	20.2
100 to 249 employees	D	D	D	D	1,000	1,070	70	7.0
250 to 499 employees	17,272	16,046	-1,226	-7.1	600	650	50	8.3
500 or more employees	335,898	317,847	-18,051	-5.4	1,872	1,979	107	5.7
Single location companies	454,287	452,147	-2,140	-0.5	166,153	165,918	-235	-0.1
no. employees unknown (2)	131,605	134,180	2,574	2.0	60,223	59,753	-470	-0.8
1 to 19 employees	117,749	119,376	1,626	1	76,721	77,225	504	1
20 to 49 employees	60,347	62,129	1,782	3.0	16,430	16,143	-287	-1.7
50 to 99 employees	43,025	38,810	-4,215	-9.8	7,090	7,121	31	0.4
100 to 249 employees	63,709	70,496	6,787	10.7	4,136	4,132	-4	-0.1
250 to 499 employees	17,849	16,765	-1,084	-6.1	987	970	-17	-1.7
500 or more employees	20,001	10,391	-9,610	-48.0	566	574	8	1.4
Manufacturers	101,479	96,297	-5,181	-5.1	29,665	29,567	-98	-0.3
no. employees unknown (2)	38,692	40,740	2,048	5.3	6,980	6,760	-220	-3.2
1 to 19 employees	6,994	6,965	-29	0	10,220	10,248	28	0
20 to 49 employees	9,178	10,377	1,199	13.1	5,972	5,953	-19	-0.3
50 to 99 employees	11,833	7,426	-4,406	-37.2	3,541	3,531	-10	-0.3
100 to 249 employees	11,480	18,477	6,996	60.9	2,278	2,382	104	4.6
250 to 499 employees	7,843	5,846	-1,996	-25.5	525	530	5	1.0
500 or more employees	15,459	6,465	-8,993	-58.2	149	163	14	9.4
Wholesalers	245,212	241,670	-3,541	-1.4	77,063	76,930	-133	-0.2
no. employees unknown (2)	D	D	D	D	26,171	25,991	-180	-0.7
1 to 19 employees	92,920	94,294	1,374	2	41,830	42,172	342	1
20 to 49 employees	45,240	45,067	-173	-0.4	6,150	6,011	-139	-2.3
50 to 99 employees	25,801	26,609	808	3.1	1,918	1,858	-60	-3.1
100 to 249 employees	D	D	D	D	811	729	-82	-10.1
250 to 499 employees	9,116	8,035	-1,081	-11.9	143	131	-12	-8.4
500 or more employees	2,560	2,332	-228	-8.9	40	38	-2	-5.0
Other companies (3)	107,597	114,179	6,583	6.1	59,425	59,421	-4	0.0
no. employees unknown (2)	D	D	D	D	27,072	27,002	-70	-0.3
1 to 19 employees	17,835	18,116	281	2	24,671	24,805	134	1
20 to 49 employees	5,929	6,685	755	12.7	4,308	4,179	-129	-3.0
50 to 99 employees	5,391	4,774	-617	-11.4	1,631	1,732	101	6.2
100 to 249 employees	D	D	D	D	1,047	1,021	-26	-2.5
250 to 499 employees	890	2,883	1,993	223.8	319	309	-10	-3.1
500 or more employees	1,983	1,594	-389	-19.6	377	373	-4	-1.1

(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 or 2012.

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

Exhibit 1g
2012 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	83,800	1,174,038	100.0	1,889,166	100.0
no. employees unknown (2)	12,783	40,055	3.4	82,435	4.4
1 to 19 employees	35,998	37,076	3.2	90,324	4.8
20 to 49 employees	13,226	32,288	2.8	75,250	4.0
50 to 99 employees	7,676	36,589	3.1	58,149	3.1
100 to 249 employees	6,587	64,081	5.5	118,657	6.3
250 to 499 employees	2,872	52,446	4.5	83,982	4.4
500 or more employees	4,658	911,503	77.6	1,380,369	73.1
Manufacturers	25,559	790,584	67.3	945,899	50.1
no. employees unknown (2)	2,624	18,884	1.6	35,474	1.9
1 to 19 employees	5,945	3,992	0.3	5,395	0.3
20 to 49 employees	5,119	7,294	0.6	10,790	0.6
50 to 99 employees	3,933	11,217	1.0	10,133	0.5
100 to 249 employees	3,944	35,643	3.0	32,611	1.7
250 to 499 employees	1,716	32,184	2.7	25,926	1.4
500 or more employees	2,278	681,370	58.0	825,569	43.7
Wholesalers	39,924	222,349	18.9	524,905	27.8
no. employees unknown (2)	6,224	11,766	1.0	24,779	1.3
1 to 19 employees	22,560	25,605	2.2	74,409	3.9
20 to 49 employees	5,838	20,820	1.8	57,292	3.0
50 to 99 employees	2,456	13,893	1.2	40,596	2.1
100 to 249 employees	1,571	22,075	1.9	48,718	2.6
250 to 499 employees	617	13,865	1.2	39,504	2.1
500 or more employees	658	114,325	9.7	239,607	12.7
Other companies (3)	18,317	161,106	13.7	418,362	22.1
no. employees unknown (2)	3,935	9,405	0.8	22,181	1.2
1 to 19 employees	7,493	7,479	0.6	10,520	0.6
20 to 49 employees	2,269	4,174	0.4	7,167	0.4
50 to 99 employees	1,287	11,479	1.0	7,421	0.4
100 to 249 employees	1,072	6,363	0.5	37,329	2.0
250 to 499 employees	539	6,398	0.5	18,551	1.0
500 or more employees	1,722	115,808	9.9	315,193	16.7
Multiple location companies	15,593	1,005,229	85.6	1,541,392	81.6
no. employees unknown (2)	60	246	0.0	499	0.0
1 to 19 employees	1,077	2,855	0.2	7,748	0.4
20 to 49 employees	2,273	7,859	0.7	21,069	1.1
50 to 99 employees	2,391	17,461	1.5	23,608	1.2
100 to 249 employees	3,405	34,629	2.9	50,446	2.7
250 to 499 employees	2,118	40,728	3.5	67,688	3.6
500 or more employees	4,269	901,450	76.8	1,370,332	72.5
Manufacturers	6,751	715,687	61.0	858,547	45.4
no. employees unknown (2)	15	53	0.0	45	0.0
1 to 19 employees	114	153	0.0	151	0.0
20 to 49 employees	514	885	0.1	1,262	0.1
50 to 99 employees	944	3,430	0.3	3,150	0.2
100 to 249 employees	1,823	13,679	1.2	D	D
250 to 499 employees	1,221	24,055	2.0	20,135	1.1
500 or more employees	2,120	673,432	57.4	D	D
Wholesalers	5,058	157,251	13.4	341,866	18.1
no. employees unknown (2)	33	D	D	428	0.0
1 to 19 employees	685	2,161	0.2	7,002	0.4
20 to 49 employees	1,258	5,431	0.5	17,633	0.9
50 to 99 employees	962	6,863	0.6	17,028	0.9
100 to 249 employees	985	D	D	30,552	1.6
250 to 499 employees	506	12,147	1.0	31,806	1.7
500 or more employees	629	D	D	237,416	12.6

Exhibit 1g
2012 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)	3,784	132,291	11.3	340,979	18.0
no. employees unknown (2)	12	D	D	26	0.0
1 to 19 employees	278	541	0.0	596	0.0
20 to 49 employees	501	1,543	0.1	2,175	0.1
50 to 99 employees	485	7,168	0.6	3,430	0.2
100 to 249 employees	597	D	D	D	D
250 to 499 employees	391	4,526	0.4	15,747	0.8
500 or more employees	1,520	D	D	D	D
Single location companies	68,207	168,810	14.4	347,775	18.4
no. employees unknown (2)	12,723	39,809	3.4	81,936	4.3
1 to 19 employees	34,921	34,221	2.9	82,576	4.4
20 to 49 employees	10,953	24,429	2.1	54,181	2.9
50 to 99 employees	5,285	19,127	1.6	34,541	1.8
100 to 249 employees	3,182	29,452	2.5	68,211	3.6
250 to 499 employees	754	11,718	1.0	16,293	0.9
500 or more employees	389	10,054	0.9	10,037	0.5
Manufacturers	18,808	74,897	6.4	87,353	4.6
no. employees unknown (2)	2,609	18,831	1.6	35,430	1.9
1 to 19 employees	5,831	3,839	0.3	5,245	0.3
20 to 49 employees	4,605	6,409	0.5	9,529	0.5
50 to 99 employees	2,989	7,787	0.7	6,983	0.4
100 to 249 employees	2,121	21,964	1.9	D	D
250 to 499 employees	495	8,129	0.7	5,792	0.3
500 or more employees	158	7,938	0.7	D	D
Wholesalers	34,866	65,098	5.5	183,039	9.7
no. employees unknown (2)	6,191	D	D	24,351	1.3
1 to 19 employees	21,875	23,444	2.0	67,407	3.6
20 to 49 employees	4,580	15,389	1.3	39,660	2.1
50 to 99 employees	1,494	7,029	0.6	23,568	1.2
100 to 249 employees	586	D	D	18,166	1.0
250 to 499 employees	111	1,718	0.1	7,698	0.4
500 or more employees	29	D	D	2,190	0.1
Other companies (3)	14,533	28,815	2.5	77,384	4.1
no. employees unknown (2)	3,923	D	D	22,155	1.2
1 to 19 employees	7,215	6,938	0.6	9,925	0.5
20 to 49 employees	1,768	2,631	0.2	4,992	0.3
50 to 99 employees	802	4,311	0.4	3,990	0.2
100 to 249 employees	475	D	D	D	D
250 to 499 employees	148	1,871	0.2	2,804	0.1
500 or more employees	202	D	D	D	D

(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 2012.

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

Exhibit 1h
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	83,071	1,116,102	100.0	1,800,045	100.0
no. employees unknown (2)	13,181	46,274	4.1	D	D
1 to 19 employees	35,905	38,772	3.5	89,220	5.0
20 to 49 employees	13,026	30,556	2.7	66,275	3.7
50 to 99 employees	7,386	40,243	3.6	61,868	3.4
100 to 249 employees	6,362	54,569	4.9	D	D
250 to 499 employees	2,749	43,495	3.9	74,400	4.1
500 or more employees	4,462	862,192	77.3	1,340,996	74.5
Manufacturers	25,308	742,485	66.5	852,052	47.3
no. employees unknown (2)	2,877	23,270	2.1	34,124	1.9
1 to 19 employees	5,925	3,737	0.3	5,573	0.3
20 to 49 employees	5,076	7,224	0.6	9,385	0.5
50 to 99 employees	3,858	17,435	1.6	14,325	0.8
100 to 249 employees	3,746	26,660	2.4	23,720	1.3
250 to 499 employees	1,644	28,084	2.5	25,167	1.4
500 or more employees	2,182	636,075	57.0	739,758	41.1
Wholesalers	39,541	218,404	19.6	548,062	30.4
no. employees unknown (2)	6,184	13,481	1.2	28,966	1.6
1 to 19 employees	22,490	27,989	2.5	72,437	4.0
20 to 49 employees	5,707	18,097	1.6	50,323	2.8
50 to 99 employees	2,388	13,867	1.2	40,642	2.3
100 to 249 employees	1,564	22,159	2.0	55,534	3.1
250 to 499 employees	577	9,529	0.9	31,487	1.7
500 or more employees	631	113,282	10.1	268,673	14.9
Other companies (3)	18,222	155,213	13.9	399,931	22.2
no. employees unknown (2)	4,120	9,522	0.9	D	D
1 to 19 employees	7,490	7,046	0.6	11,211	0.6
20 to 49 employees	2,243	5,236	0.5	6,566	0.4
50 to 99 employees	1,140	8,941	0.8	6,900	0.4
100 to 249 employees	1,052	5,751	0.5	D	D
250 to 499 employees	528	5,882	0.5	17,745	1.0
500 or more employees	1,649	112,835	10.1	332,566	18.5
Multiple location companies	14,190	943,815	84.6	1,475,522	82.0
no. employees unknown (2)	129	313	0.0	1,670	0.1
1 to 19 employees	957	2,215	0.2	6,639	0.4
20 to 49 employees	1,779	6,710	0.6	12,884	0.7
50 to 99 employees	2,070	15,359	1.4	21,665	1.2
100 to 249 employees	3,173	32,956	3.0	54,505	3.0
250 to 499 employees	1,973	34,159	3.1	56,835	3.2
500 or more employees	4,109	852,102	76.3	1,321,323	73.4
Manufacturers	6,309	668,837	59.9	758,472	42.1
no. employees unknown (2)	20	107	0.0	D	D
1 to 19 employees	100	102	0.0	116	0.0
20 to 49 employees	439	852	0.1	859	0.0
50 to 99 employees	839	3,173	0.3	2,965	0.2
100 to 249 employees	1,700	13,361	1.2	D	D
250 to 499 employees	1,166	22,518	2.0	17,468	1.0
500 or more employees	2,045	628,723	56.3	724,335	40.2
Wholesalers	4,516	148,868	13.3	357,649	19.9
no. employees unknown (2)	69	125	0.0	666	0.0
1 to 19 employees	648	1,628	0.1	5,332	0.3
20 to 49 employees	1,004	3,998	0.4	10,163	0.6
50 to 99 employees	848	6,948	0.6	16,563	0.9
100 to 249 employees	895	16,516	1.5	36,220	2.0
250 to 499 employees	455	D	D	22,452	1.2
500 or more employees	597	D	D	266,251	14.8

Exhibit 1h
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)	3,365	126,110	11.3	359,401	20.0
no. employees unknown (2)	40	81	0.0	D	D
1 to 19 employees	209	485	0.0	1,191	0.1
20 to 49 employees	336	1,860	0.2	1,862	0.1
50 to 99 employees	383	5,239	0.5	2,137	0.1
100 to 249 employees	578	3,078	0.3	D	D
250 to 499 employees	352	D	D	16,915	0.9
500 or more employees	1,467	D	D	330,737	18.4
Single location companies	68,881	172,287	15.4	324,523	18.0
no. employees unknown (2)	13,052	45,960	4.1	D	D
1 to 19 employees	34,948	36,558	3.3	82,581	4.6
20 to 49 employees	11,247	23,846	2.1	53,391	3.0
50 to 99 employees	5,316	24,884	2.2	40,203	2.2
100 to 249 employees	3,189	21,614	1.9	D	D
250 to 499 employees	776	9,336	0.8	17,565	1.0
500 or more employees	353	10,090	0.9	19,673	1.1
Manufacturers	18,999	73,649	6.6	93,580	5.2
no. employees unknown (2)	2,857	23,163	2.1	D	D
1 to 19 employees	5,825	3,636	0.3	5,457	0.3
20 to 49 employees	4,637	6,372	0.6	8,527	0.5
50 to 99 employees	3,019	14,263	1.3	11,360	0.6
100 to 249 employees	2,046	13,299	1.2	D	D
250 to 499 employees	478	5,566	0.5	7,699	0.4
500 or more employees	137	7,352	0.7	15,422	0.9
Wholesalers	35,025	69,536	6.2	190,414	10.6
no. employees unknown (2)	6,115	13,357	1.2	28,299	1.6
1 to 19 employees	21,842	26,361	2.4	67,104	3.7
20 to 49 employees	4,703	14,099	1.3	40,160	2.2
50 to 99 employees	1,540	6,919	0.6	24,079	1.3
100 to 249 employees	669	5,642	0.5	19,314	1.1
250 to 499 employees	122	D	D	9,036	0.5
500 or more employees	34	D	D	2,421	0.1
Other companies (3)	14,857	29,103	2.6	40,529	2.3
no. employees unknown (2)	4,080	9,441	0.8	D	D
1 to 19 employees	7,281	6,561	0.6	10,020	0.6
20 to 49 employees	1,907	3,376	0.3	4,704	0.3
50 to 99 employees	757	3,702	0.3	4,763	0.3
100 to 249 employees	474	2,673	0.2	D	D
250 to 499 employees	176	D	D	830	0.0
500 or more employees	182	D	D	1,829	0.1

(1) Known value is defined as the portion of U.S. total exports and 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, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.

Exhibit 2a
Top Companies' Share of the 2012 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 2011-2012	
					Number of Identified Exporters	Known Value
All identified companies	304,867	1,379,683	100.0	100.0	0.4	4.1
Top 4 companies	4	92,581	6.7	6.7	-	16.4
Top 8 companies	8	146,782	10.6	10.6	-	13.5
Top 20 companies	20	263,100	19.1	19.1	-	10.8
Top 50 companies	50	423,343	30.7	30.7	-	8.4
Top 100 companies	100	547,857	39.7	39.7	-	7.7
Top 250 companies	250	718,708	52.1	52.1	-	6.3
Top 500 companies	500	847,652	61.4	61.4	-	5.8
Top 1000 companies	1,000	969,502	70.3	70.3	-	5.1
Top 2000 companies	2,000	1,075,216	77.9	77.9	-	4.8
Manufacturers	74,520	836,684	60.6	100.0	0.6	6.0
Top 4 companies	4	92,581	6.7	11.1	-	16.4
Top 8 companies	8	146,782	10.6	17.5	-	13.5
Top 20 companies	20	262,264	19.0	31.3	-	10.8
Top 50 companies	50	382,831	27.7	45.8	-	9.6
Top 100 companies	100	467,061	33.9	55.8	-	8.4
Top 250 companies	250	569,381	41.3	68.1	-	6.7
Top 500 companies	500	642,968	46.6	76.8	-	6.3
Top 1000 companies	1,000	703,975	51.0	84.1	-	6.1
Top 2000 companies	2,000	751,481	54.5	89.8	-	6.1
Wholesalers	102,005	307,135	22.3	100.0	0.6	0.6
Top 4 companies	4	27,943	2.0	9.1	-	11.4
Top 8 companies	8	45,530	3.3	14.8	-	4.5
Top 20 companies	20	76,589	5.6	24.9	-	4.0
Top 50 companies	50	109,183	7.9	35.5	-	3.3
Top 100 companies	100	137,282	10.0	44.7	-	3.8
Top 250 companies	250	173,563	12.6	56.5	-	2.4
Top 500 companies	500	199,148	14.4	64.8	-	1.8
Top 1000 companies	1,000	222,400	16.1	72.4	-	1.1
Top 2000 companies	2,000	244,032	17.7	79.5	-	0.9
Other companies (3)	128,342	235,865	17.1	100.0	0.2	2.4
Top 4 companies	4	23,371	1.7	9.9	-	-4.9
Top 8 companies	8	37,305	2.7	15.8	-	-3.9
Top 20 companies	20	65,591	4.8	27.8	-	4.4
Top 50 companies	50	94,824	6.9	40.2	-	3.1
Top 100 companies	100	120,713	8.7	51.2	-	4.1
Top 250 companies	250	150,718	10.9	63.9	-	3.2
Top 500 companies	500	170,902	12.4	72.5	-	3.0
Top 1000 companies	1,000	188,438	13.7	79.9	-	2.9
Top 2000 companies	2,000	202,940	14.7	86.0	-	2.9

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

(2) Percent of company type value is computed relative to the sector's total value, e.g., the top 4 wholesalers account for 9.1 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 companies, and companies for which an industry could not be determined.

Exhibit 2b
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)
All identified companies	303,509	1,325,046	100.0	100.0
Top 4 companies	4	79,530	6.0	6.0
Top 8 companies	8	129,373	9.8	9.8
Top 20 companies	20	237,520	17.9	17.9
Top 50 companies	50	390,602	29.5	29.5
Top 100 companies	100	508,791	38.4	38.4
Top 250 companies	250	675,934	51.0	51.0
Top 500 companies	500	801,242	60.5	60.5
Top 1000 companies	1,000	922,373	69.6	69.6
Top 2000 companies	2,000	1,026,116	77.4	77.4
Manufacturers	74,066	789,340	59.6	100.0
Top 4 companies	4	79,530	6.0	10.1
Top 8 companies	8	129,373	9.8	16.4
Top 20 companies	20	236,644	17.9	30.0
Top 50 companies	50	349,234	26.4	44.2
Top 100 companies	100	431,033	32.5	54.6
Top 250 companies	250	533,498	40.3	67.6
Top 500 companies	500	604,624	45.6	76.6
Top 1000 companies	1,000	663,607	50.1	84.1
Top 2000 companies	2,000	708,259	53.5	89.7
Wholesalers	101,402	305,297	23.0	100.0
Top 4 companies	4	25,079	1.9	8.2
Top 8 companies	8	43,552	3.3	14.3
Top 20 companies	20	73,610	5.6	24.1
Top 50 companies	50	105,667	8.0	34.6
Top 100 companies	100	132,194	10.0	43.3
Top 250 companies	250	169,578	12.8	55.5
Top 500 companies	500	195,541	14.8	64.0
Top 1000 companies	1,000	219,929	16.6	72.0
Top 2000 companies	2,000	241,841	18.3	79.2
Other companies (3)	128,041	230,409	17.4	100.0
Top 4 companies	4	24,585	1.9	10.7
Top 8 companies	8	38,806	2.9	16.8
Top 20 companies	20	62,817	4.7	27.3
Top 50 companies	50	91,949	6.9	39.9
Top 100 companies	100	116,000	8.8	50.3
Top 250 companies	250	146,070	11.0	63.4
Top 500 companies	500	165,954	12.5	72.0
Top 1000 companies	1,000	183,077	13.8	79.5
Top 2000 companies	2,000	197,261	14.9	85.6

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

Exhibit 2c
Top Companies' Share of the 2012 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 2011-2012	
					Number of Identified Importers	Known Value
All identified companies	185,729	2,007,762	100.0	100.0	1.0	3.2
Top 4 companies	4	157,955	7.9	7.9	-	-4.5
Top 8 companies	8	272,559	13.6	13.6	-	-2.0
Top 20 companies	20	505,278	25.2	25.2	-	0.3
Top 50 companies	50	777,241	38.7	38.7	-	1.3
Top 100 companies	100	968,085	48.2	48.2	-	1.3
Top 250 companies	250	1,206,516	60.1	60.1	-	1.8
Top 500 companies	500	1,368,386	68.2	68.2	-	2.1
Top 1000 companies	1,000	1,516,325	75.5	75.5	-	2.5
Top 2000 companies	2,000	1,647,699	82.1	82.1	-	2.8
Manufacturers	36,727	955,829	47.6	100.0	1.0	11.0
Top 4 companies	4	152,196	7.6	15.9	-	6.8
Top 8 companies	8	248,629	12.4	26.0	-	10.4
Top 20 companies	20	416,907	20.8	43.6	-	13.1
Top 50 companies	50	571,305	28.5	59.8	-	12.6
Top 100 companies	100	660,396	32.9	69.1	-	12.0
Top 250 companies	250	761,487	37.9	79.7	-	11.5
Top 500 companies	500	824,659	41.1	86.3	-	11.5
Top 1000 companies	1,000	875,753	43.6	91.6	-	11.2
Top 2000 companies	2,000	912,305	45.4	95.4	-	11.1
Wholesalers	83,095	590,952	29.4	100.0	0.7	-3.2
Top 4 companies	4	65,099	3.2	11.0	-	-8.4
Top 8 companies	8	91,780	4.6	15.5	-	-13.2
Top 20 companies	20	139,506	6.9	23.6	-	-13.6
Top 50 companies	50	198,131	9.9	33.5	-	-12.1
Top 100 companies	100	241,667	12.0	40.9	-	-11.7
Top 250 companies	250	302,972	15.1	51.3	-	-9.6
Top 500 companies	500	351,331	17.5	59.5	-	-7.8
Top 1000 companies	1,000	400,056	19.9	67.7	-	-6.4
Top 2000 companies	2,000	446,903	22.3	75.6	-	-5.5
Other companies (3)	65,907	460,981	23.0	100.0	1.3	-2.7
Top 4 companies	4	117,355	5.8	25.5	-	-13.5
Top 8 companies	8	166,429	8.3	36.1	-	-14.7
Top 20 companies	20	227,961	11.4	49.5	-	-11.2
Top 50 companies	50	293,334	14.6	63.6	-	-7.2
Top 100 companies	100	335,467	16.7	72.8	-	-5.4
Top 250 companies	250	384,426	19.1	83.4	-	-3.8
Top 500 companies	500	408,713	20.4	88.7	-	-3.4
Top 1000 companies	1,000	426,023	21.2	92.4	-	-3.3
Top 2000 companies	2,000	438,943	21.9	95.2	-	-3.1

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

Exhibit 2d
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)
All identified companies	183,960	1,945,307	100.0	100.0
Top 4 companies	4	165,365	8.5	8.5
Top 8 companies	8	278,109	14.3	14.3
Top 20 companies	20	503,873	25.9	25.9
Top 50 companies	50	767,313	39.4	39.4
Top 100 companies	100	955,946	49.1	49.1
Top 250 companies	250	1,185,203	60.9	60.9
Top 500 companies	500	1,340,826	68.9	68.9
Top 1000 companies	1,000	1,479,470	76.1	76.1
Top 2000 companies	2,000	1,602,921	82.4	82.4
Manufacturers	36,348	860,875	44.3	100.0
Top 4 companies	4	142,448	7.3	16.5
Top 8 companies	8	225,302	11.6	26.2
Top 20 companies	20	368,588	18.9	42.8
Top 50 companies	50	507,176	26.1	58.9
Top 100 companies	100	589,619	30.3	68.5
Top 250 companies	250	682,801	35.1	79.3
Top 500 companies	500	739,821	38.0	85.9
Top 1000 companies	1,000	787,611	40.5	91.5
Top 2000 companies	2,000	820,807	42.2	95.3
Wholesalers	82,522	610,767	31.4	100.0
Top 4 companies	4	71,077	3.7	11.6
Top 8 companies	8	105,677	5.4	17.3
Top 20 companies	20	161,431	8.3	26.4
Top 50 companies	50	225,480	11.6	36.9
Top 100 companies	100	273,698	14.1	44.8
Top 250 companies	250	334,961	17.2	54.8
Top 500 companies	500	381,211	19.6	62.4
Top 1000 companies	1,000	427,422	22.0	70.0
Top 2000 companies	2,000	472,665	24.3	77.4
Other companies (3)	65,090	473,665	24.3	100.0
Top 4 companies	4	135,661	7.0	28.6
Top 8 companies	8	195,208	10.0	41.2
Top 20 companies	20	256,570	13.2	54.2
Top 50 companies	50	315,942	16.2	66.7
Top 100 companies	100	354,745	18.2	74.9
Top 250 companies	250	399,428	20.5	84.3
Top 500 companies	500	423,223	21.8	89.4
Top 1000 companies	1,000	440,684	22.7	93.0
Top 2000 companies	2,000	453,003	23.3	95.6

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

Exhibit 3a
2012 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	1,379,683	304,867	422,095	30.6	11.5	957,588	69.4	98.4
no. employees unknown (3)	121,488	118,875	27,781	22.9	7.6	93,707	77.1	97.6
1 to 19 employees	91,526	114,302	8,489	9.3	7.6	83,038	90.7	98.8
20 to 49 employees	49,324	31,994	4,618	9.4	13.8	44,706	90.6	99.2
50 to 99 employees	47,006	16,145	6,878	14.6	20.7	40,128	85.4	99.1
100 to 249 employees	83,327	12,070	12,833	15.4	30.6	70,495	84.6	99.0
250 to 499 employees	56,729	4,609	11,830	20.9	42.4	44,898	79.1	98.9
500 or more employees	930,283	6,872	349,667	37.6	55.0	580,616	62.4	98.7
Manufacturers	836,684	74,520	286,543	34.2	17.3	550,141	65.8	99.2
no. employees unknown (3)	38,342	16,938	12,441	32.4	12.0	25,900	67.6	98.4
1 to 19 employees	8,415	24,599	1,535	18.2	6.7	6,880	81.8	99.1
20 to 49 employees	12,623	13,960	1,307	10.4	13.4	11,316	89.6	99.5
50 to 99 employees	16,288	8,010	1,373	8.4	22.2	14,914	91.6	99.5
100 to 249 employees	40,969	6,230	5,600	13.7	37.1	35,369	86.3	99.6
250 to 499 employees	34,452	2,231	7,150	20.8	54.8	27,302	79.2	99.6
500 or more employees	685,595	2,552	257,135	37.5	77.5	428,460	62.5	99.8
Wholesalers	307,135	102,005	73,860	24.0	11.3	233,275	76.0	98.9
no. employees unknown (3)	39,301	34,702	7,992	20.3	7.4	31,308	79.7	98.3
1 to 19 employees	59,531	49,502	4,135	6.9	9.3	55,396	93.1	99.1
20 to 49 employees	28,294	9,774	2,462	8.7	17.7	25,832	91.3	99.5
50 to 99 employees	16,285	3,947	2,441	15.0	24.6	13,844	85.0	99.5
100 to 249 employees	33,333	2,429	6,036	18.1	32.1	27,297	81.9	99.5
250 to 499 employees	14,399	852	2,738	19.0	43.7	11,661	81.0	99.5
500 or more employees	115,993	799	48,055	41.4	67.7	67,937	58.6	99.5
Other companies (4)	235,865	128,342	61,693	26.2	8.2	174,172	73.8	97.6
no. employees unknown (3)	43,845	67,235	7,347	16.8	6.6	36,498	83.2	97.1
1 to 19 employees	23,580	40,201	2,818	12.0	6.1	20,762	88.0	98.3
20 to 49 employees	8,407	8,260	849	10.1	9.9	7,558	89.9	98.2
50 to 99 employees	14,433	4,188	3,063	21.2	14.3	11,370	78.8	97.9
100 to 249 employees	9,025	3,411	1,196	13.3	17.6	7,829	86.7	97.7
250 to 499 employees	7,878	1,526	1,943	24.7	23.7	5,935	75.3	97.3
500 or more employees	128,696	3,521	44,476	34.6	35.8	84,219	65.4	97.8
Multiple location companies	1,044,870	28,690	366,784	35.1	32.6	678,087	64.9	98.9
no. employees unknown (3)	1,371	170	777	56.7	21.8	594	43.3	98.2
1 to 19 employees	5,037	2,902	729	14.5	11.6	4,307	85.5	98.9
20 to 49 employees	10,531	5,094	1,406	13.4	16.3	9,125	86.6	98.9
50 to 99 employees	21,017	4,924	4,256	20.3	22.6	16,761	79.7	99.0
100 to 249 employees	43,898	6,105	5,807	13.2	32.6	38,091	86.8	98.9
250 to 499 employees	43,463	3,376	8,148	18.7	44.1	35,315	81.3	99.0
500 or more employees	919,553	6,119	345,659	37.6	58.0	573,893	62.4	98.9
Manufacturers	724,512	9,766	260,853	36.0	47.2	463,659	64.0	99.7
no. employees unknown (3)	77	37	7	9.7	13.5	69	90.3	100.0
1 to 19 employees	225	310	34	15.0	12.6	192	85.0	99.4
20 to 49 employees	1,419	1,082	251	17.7	17.3	1,168	82.3	99.4
50 to 99 employees	4,277	1,711	494	11.5	26.8	3,784	88.5	99.8
100 to 249 employees	15,755	2,706	2,650	16.8	41.8	13,105	83.2	99.6
250 to 499 employees	25,566	1,567	3,952	15.5	57.9	21,614	84.5	99.7
500 or more employees	677,193	2,353	253,465	37.4	79.8	423,728	62.6	99.9
Wholesalers	169,158	8,582	55,478	32.8	27.9	113,680	67.2	99.4
no. employees unknown (3)	D	62	D	D	29.0	201	94.2	96.8
1 to 19 employees	D	1,421	D	D	14.2	3,249	90.1	99.3
20 to 49 employees	6,839	2,282	626	9.2	19.1	6,212	90.8	99.5
50 to 99 employees	7,882	1,732	1,708	21.7	23.4	6,174	78.3	99.4
100 to 249 employees	23,303	1,617	2,344	10.1	31.0	20,959	89.9	99.4
250 to 499 employees	12,583	707	2,555	20.3	43.8	10,028	79.7	99.4
500 or more employees	114,733	761	47,877	41.7	68.2	66,856	58.3	99.5

Exhibit 3a
2012 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)	151,200	10,342	50,453	33.4	22.7	100,748	66.6	97.8
no. employees unknown (3)	D	71	D	D	19.7	324	29.9	98.6
1 to 19 employees	D	1,171	D	D	8.1	867	71.8	98.3
20 to 49 employees	2,274	1,730	529	23.3	12.0	1,745	76.7	97.9
50 to 99 employees	8,858	1,481	2,054	23.2	16.9	6,803	76.8	97.8
100 to 249 employees	4,840	1,782	813	16.8	19.9	4,027	83.2	97.3
250 to 499 employees	5,314	1,102	1,641	30.9	24.8	3,672	69.1	97.7
500 or more employees	127,627	3,005	44,317	34.7	38.4	83,309	65.3	97.9
Single location companies	334,813	276,177	55,312	16.5	9.3	279,501	83.5	98.4
no. employees unknown (3)	120,117	118,705	27,004	22.5	7.6	93,113	77.5	97.6
1 to 19 employees	86,489	111,400	7,759	9.0	7.5	78,730	91.0	98.8
20 to 49 employees	38,793	26,900	3,212	8.3	13.4	35,581	91.7	99.2
50 to 99 employees	25,989	11,221	2,622	10.1	19.9	23,367	89.9	99.1
100 to 249 employees	39,429	5,965	7,026	17.8	28.5	32,403	82.2	99.2
250 to 499 employees	13,265	1,233	3,682	27.8	37.8	9,583	72.2	98.5
500 or more employees	10,731	753	4,008	37.3	30.1	6,723	62.7	97.6
Manufacturers	112,171	64,754	25,690	22.9	12.7	86,482	77.1	99.1
no. employees unknown (3)	38,265	16,901	12,434	32.5	12.0	25,831	67.5	98.4
1 to 19 employees	8,189	24,289	1,501	18.3	6.6	6,688	81.7	99.1
20 to 49 employees	11,204	12,878	1,056	9.4	13.1	10,148	90.6	99.5
50 to 99 employees	12,010	6,299	880	7.3	21.0	11,131	92.7	99.4
100 to 249 employees	25,214	3,524	2,950	11.7	33.4	22,264	88.3	99.5
250 to 499 employees	8,885	664	3,197	36.0	47.6	5,688	64.0	99.5
500 or more employees	8,402	199	3,670	43.7	50.8	4,732	56.3	98.5
Wholesalers	137,977	93,423	18,382	13.3	9.8	119,595	86.7	98.8
no. employees unknown (3)	D	34,640	D	D	7.3	31,107	79.6	98.3
1 to 19 employees	D	48,081	D	D	9.1	52,147	93.2	99.0
20 to 49 employees	21,455	7,492	1,836	8.6	17.3	19,620	91.4	99.5
50 to 99 employees	8,403	2,215	733	8.7	25.5	7,670	91.3	99.5
100 to 249 employees	10,029	812	3,692	36.8	34.1	6,337	63.2	99.8
250 to 499 employees	1,815	145	183	10.1	42.8	1,633	89.9	100.0
500 or more employees	1,260	38	178	14.2	57.9	1,081	85.8	100.0
Other companies (4)	84,665	118,000	11,240	13.3	6.9	73,425	86.7	97.6
no. employees unknown (3)	D	67,164	D	D	6.6	36,174	84.6	97.1
1 to 19 employees	D	39,030	D	D	6.1	19,895	88.9	98.3
20 to 49 employees	6,133	6,530	320	5.2	9.4	5,813	94.8	98.3
50 to 99 employees	5,575	2,707	1,008	18.1	12.8	4,567	81.9	97.9
100 to 249 employees	4,185	1,629	383	9.2	15.1	3,802	90.8	98.1
250 to 499 employees	2,565	424	302	11.8	20.8	2,263	88.2	96.2
500 or more employees	1,069	516	159	14.9	20.2	910	85.1	97.1

(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 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 2012.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.

Exhibit 3b
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	1,325,046	303,509	404,179	30.5	11.7	920,867	69.5	98.3
no. employees unknown (3)	130,190	118,509	32,439	24.9	8.2	97,751	75.1	97.5
1 to 19 employees	95,416	114,608	7,875	8.3	7.9	87,541	91.7	98.8
20 to 49 employees	47,346	31,748	6,403	13.5	13.8	40,943	86.5	99.1
50 to 99 employees	49,682	15,790	4,817	9.7	21.2	44,865	90.3	99.0
100 to 249 employees	71,104	11,735	12,099	17.0	30.4	59,005	83.0	99.0
250 to 499 employees	49,860	4,427	8,875	17.8	42.6	40,985	82.2	99.0
500 or more employees	881,448	6,692	331,671	37.6	54.7	549,777	62.4	98.5
Manufacturers	789,340	74,066	276,474	35.0	17.1	512,867	65.0	99.2
no. employees unknown (3)	44,002	17,219	18,006	40.9	12.9	25,996	59.1	98.5
1 to 19 employees	8,181	24,594	1,364	16.7	6.8	6,817	83.3	99.2
20 to 49 employees	13,181	13,920	1,540	11.7	13.2	11,641	88.3	99.4
50 to 99 employees	21,851	7,826	1,290	5.9	22.4	20,561	94.1	99.5
100 to 249 employees	31,846	5,919	4,234	13.3	36.5	27,612	86.7	99.6
250 to 499 employees	29,915	2,132	4,847	16.2	53.9	25,067	83.8	99.7
500 or more employees	640,364	2,456	245,193	38.3	77.2	395,172	61.7	99.9
Wholesalers	305,297	101,402	73,186	24.0	11.7	232,110	76.0	98.8
no. employees unknown (3)	42,253	34,580	8,080	19.1	7.6	34,173	80.9	98.3
1 to 19 employees	64,138	49,232	4,202	6.6	9.9	59,936	93.4	99.0
20 to 49 employees	24,599	9,674	3,036	12.3	17.5	21,564	87.7	99.4
50 to 99 employees	16,335	3,912	1,997	12.2	25.7	14,338	87.8	99.6
100 to 249 employees	30,454	2,443	6,880	22.6	32.6	23,573	77.4	99.7
250 to 499 employees	12,628	804	2,155	17.1	48.3	10,473	82.9	99.6
500 or more employees	114,890	757	46,836	40.8	67.8	68,054	59.2	99.7
Other companies (4)	230,409	128,041	54,519	23.7	8.6	175,890	76.3	97.4
no. employees unknown (3)	43,935	66,710	6,353	14.5	7.3	37,582	85.5	96.8
1 to 19 employees	23,097	40,782	2,309	10.0	6.3	20,788	90.0	98.3
20 to 49 employees	9,566	8,154	1,827	19.1	10.3	7,739	80.9	98.1
50 to 99 employees	11,496	4,052	1,530	13.3	14.7	9,966	86.7	97.5
100 to 249 employees	8,804	3,373	985	11.2	18.1	7,819	88.8	97.6
250 to 499 employees	7,317	1,491	1,872	25.6	23.5	5,445	74.4	97.6
500 or more employees	126,194	3,479	39,642	31.4	35.9	86,552	68.6	97.3
Multiple location companies	984,083	26,718	348,210	35.4	33.0	635,873	64.6	98.9
no. employees unknown (3)	839	444	154	18.3	18.5	685	81.7	97.1
1 to 19 employees	4,740	2,705	739	15.6	13.2	4,001	84.4	98.7
20 to 49 employees	8,949	4,242	1,920	21.5	15.0	7,028	78.5	98.9
50 to 99 employees	18,440	4,403	2,756	14.9	23.3	15,684	85.1	99.0
100 to 249 employees	41,657	5,800	6,423	15.4	32.3	35,234	84.6	99.1
250 to 499 employees	38,951	3,161	7,377	18.9	44.2	31,574	81.1	99.2
500 or more employees	870,507	5,963	328,841	37.8	57.7	541,666	62.2	98.7
Manufacturers	677,543	9,141	249,975	36.9	47.2	427,568	63.1	99.7
no. employees unknown (3)	126	65	5	3.9	23.1	121	96.1	98.5
1 to 19 employees	154	290	11	7.5	13.1	143	92.5	99.0
20 to 49 employees	1,725	957	539	31.2	15.8	1,186	68.8	99.6
50 to 99 employees	3,906	1,513	438	11.2	26.9	3,468	88.8	99.6
100 to 249 employees	15,594	2,542	2,344	15.0	41.7	13,250	85.0	99.6
250 to 499 employees	23,597	1,489	3,788	16.1	56.5	19,809	83.9	99.7
500 or more employees	632,442	2,285	242,850	38.4	79.1	389,592	61.6	99.9
Wholesalers	162,275	7,969	54,550	33.6	28.5	107,725	66.4	99.5
no. employees unknown (3)	184	197	D	D	19.3	D	D	97.0
1 to 19 employees	3,506	1,376	489	13.9	15.3	3,017	86.1	99.1
20 to 49 employees	4,824	1,936	D	D	17.8	D	D	99.2
50 to 99 employees	8,102	1,581	1,330	16.4	25.4	6,773	83.6	99.7
100 to 249 employees	21,651	1,525	3,596	16.6	31.2	18,055	83.4	99.9
250 to 499 employees	10,752	640	1,991	18.5	49.1	8,761	81.5	99.8
500 or more employees	113,255	714	46,717	41.2	68.5	66,538	58.8	99.7

Exhibit 3b
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)	144,266	9,608	43,685	30.3	23.1	100,580	69.7	97.7
no. employees unknown (3)	529	182	D	D	15.9	D	D	96.7
1 to 19 employees	1,080	1,039	239	22.1	10.4	841	77.9	98.0
20 to 49 employees	2,400	1,349	D	D	10.3	D	D	97.9
50 to 99 employees	6,432	1,309	989	15.4	16.5	5,443	84.6	97.5
100 to 249 employees	4,412	1,733	482	10.9	19.6	3,930	89.1	97.6
250 to 499 employees	4,601	1,032	1,597	34.7	23.5	3,004	65.3	98.1
500 or more employees	124,811	2,964	39,274	31.5	38.5	85,537	68.5	97.6
Single location companies	340,963	276,791	55,969	16.4	9.7	284,994	83.6	98.3
no. employees unknown (3)	129,351	118,065	32,285	25.0	8.1	97,066	75.0	97.5
1 to 19 employees	90,676	111,903	7,136	7.9	7.8	83,540	92.1	98.8
20 to 49 employees	38,398	27,506	4,483	11.7	13.6	33,915	88.3	99.1
50 to 99 employees	31,242	11,387	2,061	6.6	20.5	29,182	93.4	99.0
100 to 249 employees	29,447	5,935	5,676	19.3	28.6	23,770	80.7	99.0
250 to 499 employees	10,909	1,266	1,498	13.7	38.7	9,411	86.3	98.4
500 or more employees	10,941	729	2,830	25.9	30.3	8,111	74.1	97.0
Manufacturers	111,798	64,925	26,499	23.7	12.9	85,299	76.3	99.1
no. employees unknown (3)	43,876	17,154	18,001	41.0	12.8	25,876	59.0	98.5
1 to 19 employees	8,027	24,304	1,352	16.8	6.7	6,674	83.2	99.2
20 to 49 employees	11,457	12,963	1,002	8.7	13.0	10,455	91.3	99.4
50 to 99 employees	17,946	6,313	853	4.8	21.3	17,093	95.2	99.5
100 to 249 employees	16,252	3,377	1,889	11.6	32.6	14,363	88.4	99.6
250 to 499 employees	6,318	643	1,059	16.8	47.9	5,259	83.2	99.7
500 or more employees	7,923	171	2,343	29.6	52.0	5,580	70.4	100.0
Wholesalers	143,022	93,433	18,637	13.0	10.3	124,385	87.0	98.8
no. employees unknown (3)	42,068	34,383	D	D	8	D	D	98.3
1 to 19 employees	60,632	47,856	3,713	6.1	9.7	56,919	93.9	99.0
20 to 49 employees	19,775	7,738	D	D	17.4	D	D	99.4
50 to 99 employees	8,233	2,331	668	8.1	25.9	7,565	91.9	99.5
100 to 249 employees	8,803	918	3,284	37.3	35.0	5,519	62.7	99.3
250 to 499 employees	1,876	164	164	8.8	45.1	1,712	91.2	98.8
500 or more employees	1,635	43	120	7.3	55.8	1,516	92.7	100.0
Other companies (4)	86,143	118,433	10,834	12.6	7.5	75,309	87.4	97.4
no. employees unknown (3)	43,406	66,528	D	D	7.2	D	D	96.8
1 to 19 employees	22,017	39,743	2,070	9.4	6.2	19,947	90.6	98.3
20 to 49 employees	7,166	6,805	D	D	10.3	D	D	98.2
50 to 99 employees	5,064	2,743	541	10.7	13.9	4,523	89.3	97.4
100 to 249 employees	4,392	1,640	503	11.5	16.6	3,889	88.5	97.6
250 to 499 employees	2,715	459	275	10.1	23.5	2,441	89.9	96.5
500 or more employees	1,383	515	368	26.6	21.0	1,015	73.4	95.7

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

Exhibit 4a
2012 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	1,379,683	304,867	5.4	58.6	6.0	24.7	6.1	8.9	14.6	5.9	17.9	1.5	50.0	0.4
no. employees unknown(2)	121,488	118,875	28.0	75.0	18.8	18.1	10.6	4.4	20.3	2.1	17.3	0.4	5.0	0.0
1 to 19 employees	91,526	114,302	25.5	55.7	28.2	29.6	21.1	9.7	17.7	4.6	6.4	0.5	1.1	0.0
20 to 49 employees	49,324	31,994	9.3	41.0	16.4	30.6	17.7	14.9	31.9	11.3	21.8	2.2	2.9	0.1
50 to 99 employees	47,006	16,145	6.4	36.0	14.4	29.5	17.4	15.6	30.6	14.3	19.9	4.2	11.4	0.4
100 to 249 employees	83,327	12,070	3.4	31.4	8.1	26.6	11.1	16.1	40.1	18.1	30.2	6.6	7.0	1.1
250 to 499 employees	56,729	4,609	2.7	28.2	7.3	22.6	10.0	15.0	41.4	19.8	29.4	11.7	9.2	2.7
500 or more employees	930,283	6,872	0.5	25.0	0.9	19.6	2.1	12.1	7.9	16.4	17.0	15.0	71.5	11.8
Manufacturers	836,684	74,520	1.5	42.1	2.6	29.1	3.7	13.4	10.7	10.8	16.9	3.5	64.5	1.1
no. employees unknown(2)	38,342	16,938	14.0	59.7	10.2	24.8	9.7	8.8	25.9	5.4	32.5	1.2	7.8	0.1
1 to 19 employees	8,415	24,599	20.0	49.9	30.0	31.8	22.0	11.9	23.8	6.0	4.1	0.5	0.1	0.0
20 to 49 employees	12,623	13,960	12.0	36.1	20.5	32.7	26.9	16.0	30.2	12.7	9.9	2.4	0.4	0.1
50 to 99 employees	16,288	8,010	6.5	28.5	15.9	31.9	17.4	17.4	32.9	16.8	16.0	4.9	11.3	0.5
100 to 249 employees	40,969	6,230	3.8	20.0	8.7	28.3	12.3	19.3	47.0	22.4	18.5	8.4	9.7	1.6
250 to 499 employees	34,452	2,231	1.9	13.2	6.4	20.9	11.1	18.4	40.7	26.2	30.7	17.2	9.1	4.1
500 or more employees	685,595	2,552	0.1	6.4	0.7	12.5	1.5	12.6	5.2	21.9	15.6	24.3	76.9	22.3
Wholesalers	307,135	102,005	9.4	52.0	12.4	29.3	10.1	10.5	19.5	6.4	21.2	1.4	27.4	0.3
no. employees unknown(2)	39,301	34,702	32.8	68.7	28.5	23.0	11.3	5.4	D	2.5	8.8	0.4	D	0.0
1 to 19 employees	59,531	49,502	21.6	48.6	28.6	33.6	23.1	11.4	18.7	5.7	7.0	0.6	1.0	0.0
20 to 49 employees	28,294	9,774	6.0	32.7	12.9	32.3	13.7	18.2	32.8	13.5	30.5	3.0	4.2	0.2
50 to 99 employees	16,285	3,947	3.4	27.8	16.4	30.3	22.8	19.1	D	17.1	16.0	5.0	D	0.7
100 to 249 employees	33,333	2,429	1.1	24.9	5.1	26.7	9.4	18.0	33.4	20.5	47.3	8.6	3.7	1.2
250 to 499 employees	14,399	852	1.5	18.7	4.2	25.0	6.9	17.0	46.6	23.6	32.1	13.3	8.7	2.5
500 or more employees	115,993	799	0.3	9.6	1.0	15.0	0.9	10.3	10.0	23.4	22.3	24.9	65.5	16.8
Other companies (3)	235,865	128,342	13.7	73.3	9.8	18.5	9.3	4.9	21.9	2.6	17.0	0.5	28.3	0.1
no. employees unknown(2)	43,845	67,235	36.0	82.1	17.7	13.8	10.7	2.7	D	1.1	11.8	0.2	D	0.0
1 to 19 employees	23,580	40,201	37.2	67.9	26.7	23.2	15.7	6.1	13.0	2.5	5.6	0.2	1.8	0.0
20 to 49 employees	8,407	8,260	16.2	58.9	22.2	25.1	17.5	8.9	31.4	6.3	10.2	0.7	2.5	0.1
50 to 99 employees	14,433	4,188	9.7	58.1	10.3	24.0	11.2	8.9	D	7.0	28.7	1.9	D	0.1
100 to 249 employees	9,025	3,411	10.1	57.1	16.7	23.5	12.0	8.8	33.5	8.6	20.7	1.7	7.0	0.3
250 to 499 employees	7,878	1,526	8.0	55.4	16.9	23.7	10.4	9.0	35.3	8.4	18.6	2.8	10.7	0.7
500 or more employees	128,696	3,521	2.8	42.0	2.2	25.8	6.6	12.2	20.7	10.9	19.7	6.1	48.1	3.1

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2012.

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

Exhibit 4b
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	1,325,046	303,509	5.0	58.3	6.2	24.9	6.8	9.0	15.8	5.9	17.5	1.6	48.7	0.4
no. employees unknown(2)	130,190	118,509	22.9	74.2	16.3	18.4	16.2	4.7	23.5	2.3	16.1	0.4	4.9	0.1
1 to 19 employees	95,416	114,608	21.5	55.4	27.5	29.6	20.2	9.8	23.0	4.7	6.7	0.5	1.0	0.0
20 to 49 employees	47,346	31,748	11.4	41.1	20.0	30.7	17.9	14.7	34.2	11.2	13.8	2.2	2.7	0.2
50 to 99 employees	49,682	15,790	5.1	36.5	11.6	28.9	13.3	15.7	44.0	14.3	18.0	4.1	8.1	0.5
100 to 249 employees	71,104	11,735	4.3	32.0	10.0	26.7	11.5	15.4	38.6	18.2	30.1	6.7	5.5	1.0
250 to 499 employees	49,860	4,427	2.6	28.4	7.4	22.5	8.5	14.9	37.9	19.8	33.6	11.9	10.0	2.6
500 or more employees	881,448	6,692	0.4	26.4	1.0	18.9	2.5	11.8	8.2	16.0	17.1	14.9	70.8	11.9
Manufacturers	789,340	74,066	1.6	42.4	2.6	28.9	4.0	13.5	12.2	10.7	17.2	3.5	62.5	1.1
no. employees unknown(2)	44,002	17,219	10.4	58.6	7.4	24.8	14.3	9.4	33.5	5.8	27.4	1.2	6.9	0.2
1 to 19 employees	8,181	24,594	23.5	50.0	27.4	31.6	21.4	11.9	23.1	5.9	4.5	0.5	0.1	0.0
20 to 49 employees	13,181	13,920	15.0	36.3	22.9	32.5	20.1	15.9	31.6	12.7	9.7	2.5	0.6	0.1
50 to 99 employees	21,851	7,826	4.8	28.5	10.1	31.3	13.8	17.8	55.9	16.8	12.0	5.2	3.4	0.4
100 to 249 employees	31,846	5,919	5.1	20.8	11.6	27.6	13.6	19.0	38.8	22.5	24.8	8.7	6.2	1.4
250 to 499 employees	29,915	2,132	1.9	14.6	6.1	19.9	9.3	18.9	40.9	26.0	32.7	16.8	9.0	3.8
500 or more employees	640,364	2,456	0.1	6.5	0.6	12.1	1.7	12.5	6.0	21.4	15.9	24.5	75.7	23.0
Wholesalers	305,297	101,402	8.4	51.6	11.6	29.6	11.4	10.6	21.9	6.5	18.1	1.5	28.6	0.3
no. employees unknown(2)	42,253	34,580	26.8	68.0	18.8	23.2	23.4	5.6	D	2.5	10.7	0.5	D	0.1
1 to 19 employees	64,138	49,232	17.0	48.0	27.4	33.8	21.1	11.6	26.2	5.8	7.4	0.7	0.8	0.0
20 to 49 employees	24,599	9,674	7.0	32.7	16.3	32.8	17.1	18.0	37.1	13.4	18.2	2.8	4.3	0.2
50 to 99 employees	16,335	3,912	3.4	29.1	12.1	29.2	14.3	18.7	D	17.2	17.3	5.1	D	0.8
100 to 249 employees	30,454	2,443	2.1	25.2	7.3	27.1	7.8	16.9	38.2	21.5	39.9	8.1	4.7	1.1
250 to 499 employees	12,628	804	2.6	19.5	2.2	23.9	6.5	15.7	32.8	22.5	44.2	15.0	11.8	3.4
500 or more employees	114,890	757	0.2	10.8	1.3	14.3	1.5	10.2	10.5	22.1	18.1	25.9	68.5	16.8
Other companies (3)	230,409	128,041	12.3	72.8	11.6	18.8	10.2	5.0	20.0	2.7	17.9	0.5	27.9	0.1
no. employees unknown(2)	43,935	66,710	31.7	81.3	22.9	14.3	11.3	2.9	D	1.2	10.0	0.2	D	0.0
1 to 19 employees	23,097	40,782	33.4	67.6	27.5	23.2	17.5	6.4	14.0	2.6	5.6	0.3	1.9	0.0
20 to 49 employees	9,566	8,154	17.9	59.0	25.3	25.2	17.1	8.7	30.2	5.9	8.0	1.0	1.4	0.1
50 to 99 employees	11,496	4,052	8.0	59.2	13.7	24.0	10.8	8.7	D	6.8	30.3	1.3	D	0.1
100 to 249 employees	8,804	3,373	9.0	56.5	13.0	24.8	16.7	8.1	39.7	8.2	15.8	2.1	5.6	0.3
250 to 499 employees	7,317	1,491	5.5	52.8	21.5	25.5	9.0	8.6	34.4	9.5	19.0	3.2	10.6	0.5
500 or more employees	126,194	3,479	2.3	43.9	2.8	24.7	7.5	11.8	17.1	10.8	22.6	5.7	47.6	3.1

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 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 companies, and companies for which an industry could not be determined.

Exhibit 4c
2012 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	2,007,762	185,729	4.0	60.2	8.7	29.6	9.4	7.1	23.1	2.7	34.9	0.4	19.8	0.0
no. employees unknown(2)	134,696	59,846	16.9	75.9	21.8	20.2	17.3	3.0	21.2	0.8	D	0.1	D	0.0
1 to 19 employees	128,137	79,202	29.3	61.5	40.6	32.5	16.1	5.1	8.9	0.9	D	0.1	D	0.0
20 to 49 employees	84,738	19,359	11.7	45.6	39.7	39.8	24.5	11.7	14.9	2.7	9.2	0.2	0.0	0.0
50 to 99 employees	64,561	10,212	5.7	39.7	30.9	39.5	37.2	15.5	23.6	5.0	D	0.2	D	0.0
100 to 249 employees	122,336	8,275	2.6	33.8	15.7	38.2	23.2	19.6	49.0	7.9	D	0.4	D	0.0
250 to 499 employees	85,808	3,464	1.1	26.1	10.1	31.8	30.1	24.5	34.8	16.5	D	1.0	D	0.1
500 or more employees	1,387,485	5,371	0.2	19.5	0.8	22.9	3.3	19.2	22.0	27.4	46.2	9.6	27.3	1.4
Manufacturers	955,829	36,727	1.0	51.0	3.9	34.0	5.2	9.7	19.8	4.3	43.9	0.9	26.1	0.1
no. employees unknown(2)	40,787	6,780	4.9	70.0	13.9	24.7	7.2	4.0	27.3	1.1	46.7	0.1	0.0	0.0
1 to 19 employees	7,136	10,397	34.7	66.2	45.5	31.0	11.8	2.6	D	0.2	D	0.0	0.0	0.0
20 to 49 employees	11,685	6,552	13.9	52.4	39.7	39.7	21.2	7.2	D	0.6	D	0.0	0.0	0.0
50 to 99 employees	10,785	4,566	9.7	39.8	40.0	44.8	31.0	13.3	D	2.0	D	0.0	0.0	0.0
100 to 249 employees	33,536	4,315	5.0	30.7	24.5	43.8	D	19.8	D	5.6	D	0.0	0.0	0.0
250 to 499 employees	26,151	1,809	1.5	19.3	14.7	34.2	D	29.5	43.9	16.4	7.0	0.7	0.0	0.0
500 or more employees	825,749	2,308	0.1	8.1	0.9	18.7	2.6	23.3	18.1	35.1	48.1	13.0	30.2	1.9
Wholesalers	590,952	83,095	9.2	55.9	18.3	33.3	16.9	8.0	27.3	2.5	24.3	0.2	4.0	0.0
no. employees unknown(2)	46,190	26,039	28.8	73.1	27.3	22.8	17.4	3.4	D	0.7	D	0.0	0.0	0.0
1 to 19 employees	101,983	43,182	29.4	55.1	42.1	37.4	16.1	6.5	D	1.0	0.1	0.0	D	0.0
20 to 49 employees	63,649	7,589	11.1	30.6	40.3	45.7	24.3	18.5	D	5.0	D	0.2	0.0	0.0
50 to 99 employees	45,376	3,009	4.7	24.6	29.3	40.3	40.6	24.2	D	10.4	2.5	0.4	D	0.0
100 to 249 employees	50,731	1,869	2.3	21.9	17.8	32.2	31.6	28.8	28.4	15.5	19.9	1.6	0.0	0.0
250 to 499 employees	40,728	696	1.1	17.2	9.0	25.4	38.7	27.4	41.2	27.4	10.0	2.4	0.0	0.0
500 or more employees	242,295	711	0.1	8.7	0.4	19.1	4.1	15.9	39.3	42.3	D	13.4	D	0.6
Other companies (3)	460,981	65,907	3.7	70.6	6.3	22.5	8.5	4.5	24.5	2.0	29.9	0.4	27.1	0.1
no. employees unknown(2)	47,719	27,027	15.7	80.2	23.3	16.5	25.9	2.3	D	0.9	11.8	0.1	D	0.0
1 to 19 employees	19,018	25,623	27.2	70.3	30.7	24.7	17.7	3.7	D	1.1	5.1	0.2	D	0.0
20 to 49 employees	9,404	5,218	12.7	59.0	35.6	31.2	29.7	7.5	14.9	2.1	7.0	0.4	0.0	0.0
50 to 99 employees	8,401	2,637	5.9	56.8	27.7	29.4	26.6	9.4	35.9	4.1	4.0	0.3	0.0	0.0
100 to 249 employees	38,070	2,091	1.0	50.6	5.1	32.1	D	11.0	D	6.0	0.2	0.2	D	0.1
250 to 499 employees	18,929	959	0.5	45.2	6.4	32.0	D	12.9	8.5	9.0	D	0.7	D	0.2
500 or more employees	319,441	2,352	0.7	34.1	1.0	28.1	4.7	16.1	19.0	15.3	D	5.1	D	1.2

(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 2012.

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

Exhibit 4d
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	0.0	0.0
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	0.0	0.0
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	0.0	0.0
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	0.0	0.0
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	0.0	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	0.0	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	0.0	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	0.0	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	0.0	0.0
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	0.0	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	0.0	0.0
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	0.0	0.0
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	0.0	0.0
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	0.0	0.0
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)	473,665	65,090	3.3	70.9	7.3	22.5	8.6	4.3	21.6	1.9	23.9	0.3	35.2	0.1
no. employees unknown(2)	44,377	27,139	D	80.2	34.3	16.6	18.9	2.3	26.0	0.9	D	0.1	0.0	0.0
1 to 19 employees	19,327	25,262	D	70.4	31.4	25.0	18.5	3.4	D	1.0	2.6	0.2	D	0.0
20 to 49 employees	8,110	5,090	11.4	59.6	35.8	30.2	22.8	7.6	D	2.3	D	0.3	0.0	0.0
50 to 99 employees	7,710	2,384	4.7	56.7	38.0	30.0	25.4	9.6	D	3.3	D	0.3	0.0	0.0
100 to 249 employees	38,098	2,047	1.0	50.2	7.0	32.3	5.7	11.5	D	5.6	D	0.3	D	0.0
250 to 499 employees	18,162	919	0.9	43.6	6.1	32.8	6.3	15.1	10.4	7.3	3.0	1.0	D	0.2
500 or more employees	337,880	2,249	D	34.1	1.1	27.4	6.4	16.3	15.0	16.1	32.0	5.0	D	1.1

(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, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.

Exhibit 5a
2012 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
All countries	1,545,709	1,379,683	304,867	121,488	118,875	91,526	114,302	49,324	31,994	47,006	16,145	83,327	12,070	56,729	4,609	930,283	6,872
Top 25 countries	1,287,872	1,146,665	249,484	95,508	86,716	71,954	97,029	38,332	28,921	39,023	14,775	D	11,222	D	4,321	788,491	6,500
Canada	292,540	223,377	96,209	14,746	21,117	8,728	37,494	6,486	14,858	7,056	8,220	10,369	6,818	8,997	2,904	166,995	4,798
Mexico	215,931	198,240	55,743	19,356	14,785	10,986	17,674	6,053	8,134	6,042	5,095	10,155	4,567	8,308	2,087	137,339	3,401
China	110,484	103,759	34,705	9,906	8,073	9,013	10,390	4,083	5,358	3,415	3,420	7,464	3,188	5,360	1,520	64,516	2,756
Japan	69,955	66,813	29,032	3,676	6,770	4,884	9,257	2,693	4,095	1,809	2,598	4,195	2,496	3,450	1,267	46,105	2,549
United Kingdom	54,851	51,194	43,164	4,773	9,336	2,481	14,470	1,569	6,899	2,969	4,066	3,226	3,585	2,569	1,679	33,606	3,129
Germany	48,797	46,103	34,352	3,159	7,573	1,802	10,944	1,438	5,319	1,731	3,340	2,323	3,030	2,023	1,401	33,626	2,745
Brazil	43,806	41,498	19,241	3,370	4,185	2,100	5,183	1,153	2,874	897	1,886	1,551	1,924	1,234	1,032	31,194	2,157
Korea, South	42,284	37,772	22,707	3,104	4,946	3,196	7,015	1,311	3,196	1,047	2,088	2,380	2,096	1,644	1,107	25,091	2,259
Netherlands	40,627	38,921	19,671	3,779	3,967	1,411	5,761	1,088	2,977	1,025	2,020	2,672	1,917	1,129	933	27,818	2,096
Hong Kong	37,461	32,408	26,565	3,600	6,173	5,134	8,975	1,864	3,773	1,572	2,287	1,595	2,157	2,015	1,052	16,628	2,148
France	31,151	29,217	20,063	2,064	3,873	873	6,117	819	3,191	584	2,036	978	1,937	1,649	905	22,249	2,004
Australia	30,806	27,926	33,849	2,222	7,177	1,082	11,352	916	5,248	725	3,202	1,285	2,880	919	1,386	20,778	2,604
Singapore	30,525	28,791	22,943	2,670	4,631	983	6,893	633	3,606	927	2,316	2,042	2,240	937	1,075	20,598	2,182
Belgium	29,449	28,208	11,216	2,074	2,000	1,178	3,086	463	1,642	448	1,106	763	1,196	538	643	22,744	1,543
Switzerland	26,390	24,048	11,818	1,545	2,240	1,730	3,745	724	1,748	1,247	1,116	D	1,027	D	541	9,817	1,401
Taiwan	24,349	22,682	18,380	1,837	3,592	1,609	5,465	855	2,789	551	1,811	1,208	1,750	1,536	960	15,086	2,013
United Arab Emirates	22,546	19,835	17,383	1,937	4,461	3,685	5,264	556	2,361	655	1,458	419	1,342	369	732	12,214	1,765
India	22,105	20,613	18,781	1,878	3,953	1,872	5,395	1,024	2,813	1,676	1,849	714	1,813	526	915	12,922	2,043
Chile	18,766	17,624	15,236	1,897	3,277	803	4,269	1,361	2,170	1,141	1,413	866	1,449	313	786	11,242	1,872
Saudi Arabia	17,972	16,688	11,548	1,250	2,682	1,217	3,147	456	1,594	376	1,119	592	1,064	440	561	12,356	1,381
Venezuela	17,516	16,684	11,426	2,313	3,719	3,155	3,596	972	1,037	539	659	601	712	592	433	8,512	1,270
Colombia	16,355	15,388	16,398	1,637	4,272	1,124	4,830	567	1,993	749	1,352	746	1,392	396	755	10,170	1,804
Italy	16,098	14,830	18,109	1,303	3,359	829	5,275	515	2,903	528	1,947	795	1,784	548	914	10,313	1,927
Israel	14,268	11,703	14,779	672	2,764	1,597	4,347	351	2,219	846	1,596	352	1,424	310	750	7,576	1,679
Malaysia	12,841	12,343	12,833	740	2,276	481	3,463	380	1,965	466	1,392	694	1,381	587	733	8,995	1,623
All other countries	257,837	233,018	136,359	25,980	49,509	19,572	47,647	10,992	15,887	7,983	8,700	D	7,005	D	2,908	141,792	4,703
North America	508,471	421,616	131,773	34,102	34,526	19,714	50,187	12,539	19,204	13,098	10,553	20,524	8,505	17,305	3,483	304,334	5,315
Europe	329,205	307,152	106,222	26,175	31,089	15,336	38,548	9,282	14,544	11,221	8,126	24,653	6,673	12,432	2,704	208,053	4,538
Euro Area	193,946	183,603	72,622	14,467	18,920	7,518	25,480	5,397	10,672	5,213	6,177	8,796	5,326	6,873	2,235	135,338	3,812
European Union	265,360	249,899	96,976	20,638	27,065	10,934	35,040	7,559	13,714	8,731	7,760	12,967	6,382	10,459	2,618	178,611	4,397
Africa	32,738	29,176	30,967	3,821	11,225	2,805	8,430	1,171	3,598	1,012	2,247	1,819	2,097	987	1,040	17,562	2,330
OECD - Europe	959,777	842,102	213,259	67,294	68,152	42,518	83,155	26,202	26,738	27,371	14,004	50,710	10,754	34,884	4,184	593,125	6,272
Pacific Rim Countries	379,228	351,245	107,484	29,549	31,284	27,716	40,501	13,730	14,522	11,127	7,836	22,039	6,428	17,594	2,645	229,490	4,268
Asia - Near East	69,605	60,770	41,242	5,226	11,572	7,487	13,518	1,887	5,612	2,302	3,422	2,006	2,962	1,390	1,400	40,471	2,756
Asia - NICS	134,619	121,653	58,481	11,211	15,107	10,922	20,993	4,663	8,289	4,097	4,753	7,225	4,217	6,132	1,862	77,403	3,260
Asia - South	25,895	23,592	22,547	2,242	5,042	2,243	6,685	1,200	3,311	1,801	2,136	924	2,087	754	1,048	14,429	2,238
ASEAN	75,419	70,972	42,062	6,001	10,104	3,778	13,747	2,593	6,352	2,172	3,890	4,543	3,500	3,415	1,559	48,471	2,910
APEC	941,676	823,322	207,360	68,386	66,298	51,071	81,105	29,022	26,107	26,457	13,438	45,082	10,360	36,770	4,049	566,534	6,003
South/Central America	183,188	170,286	87,979	19,040	29,601	14,809	30,478	8,742	10,549	5,947	6,051	10,432	5,123	5,236	2,318	106,079	3,859
20 Latin Amer. Republics	383,794	355,419	105,381	35,801	35,491	23,835	35,969	13,876	13,099	11,375	7,570	19,569	6,326	13,047	2,706	237,916	4,220
Cent. Am. Common Market	22,927	20,753	21,390	1,922	5,513	1,673	6,646	1,627	2,731	643	1,729	2,261	1,749	906	954	11,721	2,068
LAFTA	342,544	317,730	90,581	31,386	29,203	20,823	30,654	11,601	11,627	10,317	6,845	16,069	5,797	11,434	2,485	216,100	3,970
NATO Allies	555,108	469,866	161,139	35,951	45,046	19,979	62,635	13,814	22,269	15,841	12,023	23,482	9,505	19,130	3,772	341,670	5,889
OPEC	81,722	74,235	46,232	7,780	16,546	10,112	14,615	3,054	5,199	2,218	3,070	3,311	2,766	1,766	1,340	45,994	2,696

(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 2012.

Exhibit 5b
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
All countries	1,480,432	1,325,046	303,509	130,190	118,509	95,416	114,608	47,346	31,748	49,682	15,790	71,104	11,735	49,860	4,427	881,448	6,692
Top 25 countries	1,226,272	1,096,413	246,918	102,459	85,456	73,618	96,754	D	28,737	D	14,553	57,389	10,905	40,654	4,177	744,177	6,336
Canada	280,890	217,831	97,506	14,535	21,615	9,175	38,531	6,904	14,844	6,192	8,249	11,112	6,711	8,485	2,810	161,427	4,746
Mexico	198,378	181,957	54,156	18,602	14,697	9,946	17,256	6,260	7,864	4,993	4,892	8,234	4,256	6,169	1,953	127,754	3,238
China	103,939	98,016	34,081	11,036	8,073	10,064	10,421	3,094	5,167	3,257	3,292	6,588	3,070	3,976	1,457	60,001	2,601
Japan	65,706	62,814	28,337	4,637	6,623	5,509	9,177	2,237	3,977	1,923	2,488	5,102	2,393	2,556	1,217	40,850	2,462
United Kingdom	55,881	52,408	43,322	5,787	9,599	2,794	14,596	1,528	6,905	2,286	4,034	2,475	3,499	3,696	1,616	33,842	3,073
Germany	49,156	46,539	35,514	3,634	8,343	2,124	11,404	2,004	5,367	1,890	3,282	2,156	3,034	2,045	1,423	32,688	2,661
Korea, South	43,415	39,159	22,365	3,587	4,978	3,866	6,955	1,284	3,178	1,170	2,055	2,359	2,055	1,610	985	25,283	2,159
Brazil	42,944	40,520	19,437	4,526	4,416	2,627	5,408	1,242	2,794	1,016	1,861	1,405	1,887	1,230	990	28,474	2,081
Netherlands	42,351	40,337	19,961	5,851	4,242	1,921	5,939	919	2,984	809	1,989	2,268	1,872	873	908	27,696	2,027
Hong Kong	36,449	33,569	27,030	3,615	6,481	5,664	9,239	1,813	3,736	1,314	2,296	2,049	2,135	1,333	1,021	17,781	2,122
Singapore	31,223	29,475	22,975	2,681	4,838	1,014	6,834	572	3,710	736	2,325	1,699	2,141	813	1,031	21,960	2,096
Belgium	29,899	28,649	11,812	2,229	2,276	1,627	3,268	451	1,677	407	1,165	900	1,242	536	635	22,499	1,549
France	27,803	26,290	20,621	1,847	4,243	983	6,404	689	3,218	649	1,984	1,345	1,874	729	908	20,049	1,990
Australia	27,542	24,751	34,110	2,368	7,480	1,188	11,541	709	5,294	1,112	3,110	1,183	2,826	828	1,358	17,363	2,501
Taiwan	25,889	23,614	18,743	1,762	3,879	1,721	5,635	1,107	2,863	580	1,791	1,904	1,748	1,490	906	15,049	1,921
Switzerland	24,425	22,522	12,289	972	2,331	1,751	3,961	D	1,841	D	1,115	627	1,080	507	548	10,202	1,413
India	21,501	19,867	19,202	2,893	4,185	1,941	5,611	869	2,790	1,185	1,859	676	1,813	599	912	11,704	2,032
Italy	16,007	14,718	19,028	1,419	3,703	1,072	5,776	554	3,024	624	1,947	704	1,822	568	878	9,777	1,878
Chile	15,986	14,888	14,936	2,092	3,401	774	4,239	764	2,014	784	1,339	1,007	1,383	269	762	9,198	1,798
United Arab Emirates	15,900	14,618	17,167	1,744	4,528	2,280	5,197	751	2,295	371	1,436	783	1,341	275	681	8,414	1,689
Turkey	14,657	12,553	10,133	2,045	1,959	1,187	2,897	195	1,540	401	1,023	689	962	661	506	7,374	1,246
Colombia	14,320	13,412	15,774	1,783	4,171	1,062	4,714	760	1,926	547	1,247	441	1,250	393	737	8,427	1,729
Malaysia	14,246	13,646	12,613	757	2,303	509	3,410	400	1,965	352	1,346	791	1,306	375	691	10,462	1,592
Israel	13,936	11,565	15,569	1,002	3,177	1,687	4,633	367	2,325	856	1,565	429	1,468	281	743	6,943	1,658
Saudi Arabia	13,830	12,694	11,162	1,057	2,663	1,133	3,096	450	1,508	274	1,045	464	999	357	508	8,960	1,343
All other countries	254,160	228,632	136,787	27,731	50,757	21,798	48,150	D	15,630	D	8,302	13,714	6,721	9,206	2,777	137,271	4,450
North America	479,267	399,788	132,025	33,137	34,832	19,121	50,862	13,164	19,097	11,186	10,467	19,346	8,218	14,654	3,355	289,181	5,194
Europe	328,742	306,704	107,857	29,258	32,471	18,443	39,489	9,172	14,481	17,143	7,897	14,422	6,473	12,239	2,657	206,027	4,389
Euro Area	195,904	185,002	74,746	16,961	20,165	9,586	26,594	5,704	10,721	5,370	6,096	8,721	5,242	5,725	2,199	132,936	3,729
European Union	268,474	252,647	98,927	24,514	28,471	13,554	36,090	7,881	13,719	8,241	7,570	11,998	6,246	10,335	2,571	176,123	4,260
Africa	32,848	29,433	30,593	4,031	11,087	2,506	8,410	1,313	3,589	1,210	2,167	1,489	2,064	937	1,008	17,947	2,268
OECD - Europe	926,595	816,810	214,009	71,212	68,771	45,773	84,107	26,057	26,721	32,160	13,793	41,278	10,453	31,435	4,050	568,897	6,114
Pacific Rim Countries	367,878	343,161	106,892	32,142	31,252	30,738	40,901	12,307	14,292	11,089	7,645	22,839	6,203	14,025	2,555	220,021	4,044
Asia - Near East	58,359	51,465	41,085	5,199	11,758	6,161	13,535	2,019	5,582	2,013	3,303	2,112	2,921	1,255	1,319	32,707	2,667
Asia - NICS	136,975	125,817	58,596	11,646	15,494	12,265	21,151	4,776	8,294	3,800	4,683	8,011	4,076	5,246	1,762	80,073	3,136
Asia - South	27,899	23,574	23,106	3,315	5,431	2,352	6,962	1,042	3,308	1,361	2,112	919	2,047	786	1,018	13,797	2,228
ASEAN	76,242	71,852	41,525	6,161	10,194	3,704	13,533	2,699	6,395	2,270	3,791	4,175	3,369	2,751	1,481	50,092	2,762
APEC	894,670	787,096	206,590	70,401	66,143	53,331	81,653	27,612	25,770	24,203	13,257	44,748	10,031	30,070	3,882	536,730	5,854
South/Central America	168,782	155,679	86,290	21,561	29,292	14,700	30,136	7,519	10,258	4,914	5,827	9,186	4,897	5,303	2,196	92,496	3,684
20 Latin Amer. Republics	351,955	324,618	102,952	37,611	35,100	22,768	35,354	12,865	12,757	9,361	7,267	16,454	5,940	11,003	2,545	214,556	3,989
Cent. Am. Common Market	22,780	20,654	20,707	3,192	5,508	1,621	6,458	1,403	2,545	579	1,663	1,220	1,626	1,113	918	11,526	1,989
LAFTA	312,188	288,351	88,450	31,877	28,956	19,752	30,073	10,830	11,338	8,343	6,517	14,437	5,449	9,247	2,364	193,866	3,753
NATO Allies	548,486	468,486	163,711	39,648	46,735	22,987	64,084	14,353	22,287	14,367	11,858	23,144	9,284	19,006	3,689	334,982	5,774
OPEC	64,620	58,882	44,769	6,941	16,136	7,737	14,183	2,818	4,965	1,696	2,934	3,884	2,699	1,691	1,228	34,116	2,624

(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.

Exhibit 5c
Percent Difference Between 2011 and 2012 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	65,277	4.4	54,638	4.1	1,358	0.4
Top 25 countries	61,600	5.0	50,252	4.6	2,566	1.0
Canada	11,650	4.1	5,546	2.5	-1,297	-1.3
Mexico	17,554	8.8	16,283	8.9	1,587	2.9
China	6,544	6.3	5,743	5.9	624	1.8
Japan	4,249	6.5	4,000	6.4	695	2.5
United Kingdom	-1,030	-1.8	-1,215	-2.3	-158	-0.4
Germany	-359	-0.7	-436	-0.9	-1,162	-3.3
Brazil	862	2.0	978	2.4	-196	-1.0
Korea, South	-1,131	-2.6	-1,387	-3.5	342	1.5
Netherlands	-1,723	-4.1	-1,416	-3.5	-290	-1.5
Hong Kong	1,012	2.8	-1,161	-3.5	-465	-1.7
France	3,609	13.1	2,927	11.1	-558	-2.7
Australia	3,003	10.8	3,175	12.8	-261	-0.8
Singapore	-698	-2.2	-685	-2.3	-32	-0.1
Belgium	-450	-1.5	-441	-1.5	-596	-5.0
Switzerland	1,965	8.0	1,526	6.8	-471	-3.8
Taiwan	-1,540	-5.9	-931	-3.9	-363	-1.9
United Arab Emirates	6,646	41.8	5,217	35.7	216	1.3
India	604	2.8	746	3.8	-421	-2.2
Chile	2,780	17.4	2,736	18.4	300	2.0
Saudi Arabia	4,142	30.0	3,994	31.5	386	3.5
Venezuela	5,173	41.9	5,111	44.2	596	5.5
Colombia	2,034	14.2	1,976	14.7	624	4.0
Italy	91	0.6	112	0.8	-919	-4.8
Israel	331	2.4	138	1.2	-790	-5.1
Malaysia	-1,406	-9.9	-1,303	-9.6	220	1.7
All other countries	3,677	1.4	4,386	1.9	-428	-0.3
North America	29,204	6.1	21,828	5.5	-252	-0.2
Europe	463	0.1	448	0.1	-1,635	-1.5
Euro Area	-1,958	-1.0	-1,400	-0.8	-2,124	-2.8
European Union	-3,114	-1.2	-2,747	-1.1	-1,951	-2.0
Africa	-111	-0.3	-257	-0.9	374	1.2
OECD - Europe	33,182	3.6	25,291	3.1	-750	-0.4
Pacific Rim Countries	11,351	3.1	8,084	2.4	592	0.6
Asia - Near East	11,247	19.3	9,304	18.1	157	0.4
Asia - NICS	-2,357	-1.7	-4,164	-3.3	-115	-0.2
Asia - South	-2,003	-7.2	19	0.1	-559	-2.4
ASEAN	-823	-1.1	-880	-1.2	537	1.3
APEC	47,006	5.3	36,226	4.6	770	0.4
South/Central America	14,406	8.5	14,608	9.4	1,689	2.0
20 Latin Amer. Republics	31,838	9.0	30,801	9.5	2,429	2.4
Cent. Am. Common Market	147	0.6	99	0.5	683	3.3
LAFTA	30,356	9.7	29,379	10.2	2,131	2.4
NATO Allies	6,622	1.2	1,380	0.3	-2,572	-1.6
OPEC	17,102	26.5	15,353	26.1	1,463	3.3

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

Exhibit 5d
2012 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	2,275,320	2,007,762	185,729	134,696	59,846	128,137	79,202	84,738	19,359	64,561	10,212	122,336	8,275	85,808	3,464	1,387,485	5,371
Top 25 countries	1,949,809	1,718,803	167,650	D	51,622	D	71,932	D	18,096	D	9,622	D	7,885	D	3,300	D	5,193
China	425,579	402,187	96,129	32,145	28,773	40,355	41,110	24,171	10,566	19,938	5,626	23,768	4,556	20,750	2,008	241,060	3,490
Canada	323,936	214,174	15,716	19,806	2,890	4,355	3,703	2,662	1,971	4,122	1,606	3,782	1,697	2,863	1,098	176,584	2,751
Mexico	277,570	252,075	14,458	14,377	3,985	9,875	4,354	6,992	1,504	4,681	981	9,890	1,071	7,703	666	198,557	1,897
Japan	146,392	140,020	12,990	3,650	1,976	4,392	4,158	4,321	1,708	3,934	1,153	6,177	1,255	6,275	771	111,272	1,969
Germany	108,708	99,832	21,677	3,832	3,693	5,106	6,884	3,116	2,888	3,221	2,047	4,740	2,163	5,730	1,243	74,088	2,759
Korea, South	58,896	56,050	14,653	1,948	2,978	6,150	5,565	3,576	1,720	3,199	1,173	5,095	1,071	2,291	596	33,789	1,550
Saudi Arabia	55,667	54,873	410	D	79	48	112	D	36	19	28	D	18	0	13	D	124
United Kingdom	54,962	47,525	16,946	2,981	2,974	2,259	5,139	1,773	2,158	1,292	1,523	4,141	1,608	2,000	1,008	33,079	2,536
France	41,750	37,448	11,744	2,103	2,354	2,465	3,729	1,812	1,318	1,570	920	2,522	993	1,115	622	25,862	1,808
India	40,514	37,613	17,063	3,765	3,874	5,339	6,611	3,065	2,076	1,714	1,214	2,830	1,105	4,942	621	15,960	1,562
Taiwan	38,858	35,973	25,250	3,086	4,494	4,417	9,928	3,345	3,756	2,322	2,200	2,686	1,939	4,203	920	15,914	2,013
Venezuela	38,724	37,984	329	1,526	64	245	98	280	37	77	18	D	17	D	12	35,330	83
Italy	36,939	31,843	21,255	2,530	4,685	3,813	7,731	4,268	2,636	1,992	1,648	2,086	1,558	1,295	885	15,859	2,112
Ireland	33,327	32,066	1,969	6,177	342	133	382	120	178	50	139	302	187	390	133	24,895	608
Brazil	32,123	29,109	5,783	3,092	1,098	3,624	1,920	1,468	716	984	403	1,583	429	663	264	17,695	953
Russia	29,381	28,152	1,298	1,184	289	2,739	415	617	117	304	78	658	82	249	53	22,400	264
Thailand	26,108	23,723	7,593	2,494	1,363	1,682	2,501	1,676	946	1,188	593	1,345	627	1,582	368	13,756	1,195
Malaysia	25,933	24,257	5,163	807	776	1,220	1,410	659	639	760	426	1,447	493	895	327	18,469	1,092
Switzerland	25,673	22,089	6,235	772	934	1,194	1,648	872	742	832	516	945	623	1,368	443	16,107	1,329
Colombia	24,620	23,442	2,483	906	677	656	862	289	224	519	146	2,464	136	975	93	17,634	345
Netherlands	22,257	16,359	6,969	820	1,124	952	1,916	791	779	352	624	574	654	472	450	12,397	1,422
Israel	22,129	20,440	3,893	1,149	724	938	1,120	613	445	1,089	311	D	317	D	199	10,942	777
Vietnam	20,266	18,752	6,222	1,600	1,228	1,842	2,184	1,260	794	849	495	927	455	810	258	11,464	808
Singapore	20,232	13,564	3,336	872	431	555	748	116	394	124	285	254	340	482	255	11,160	883
Iraq	19,265	19,253	38	3,023	4	D	4	0	0	D	1	D	2	0	0	D	27
All other countries	325,511	288,959	58,275	D	15,619	D	22,426	D	7,011	D	4,045	D	3,657	D	1,907	D	3,610
North America	601,506	466,249	26,873	34,183	6,502	14,230	7,716	9,654	3,244	8,803	2,357	13,672	2,433	10,566	1,430	375,141	3,191
Europe	455,301	405,643	66,627	26,073	16,135	26,251	25,438	20,159	8,357	13,334	5,221	20,142	4,880	20,659	2,399	279,026	4,197
Euro Area	293,950	262,301	50,975	18,542	11,631	16,417	19,069	13,372	6,411	9,232	4,132	11,711	3,992	14,260	2,034	178,767	3,706
European Union	381,208	338,661	62,004	23,128	14,596	20,645	23,431	16,610	7,883	11,420	4,981	17,548	4,679	18,252	2,336	231,059	4,098
Africa	66,817	61,527	5,981	3,461	1,502	1,788	1,904	1,630	606	496	386	3,706	415	1,368	255	49,077	913
OECD - Europe	1,234,899	1,040,338	94,815	65,041	24,365	48,850	37,465	37,674	11,794	29,465	7,125	43,724	6,316	39,527	2,933	776,057	4,817
Pacific Rim Countries	762,207	711,481	120,655	45,580	35,984	62,134	52,119	39,489	13,238	32,618	6,994	41,337	5,717	36,741	2,476	453,581	4,127
Asia - Near East	116,770	112,064	5,777	6,260	1,228	1,482	1,804	889	643	1,206	422	D	415	D	255	D	1,010
Asia - NICS	123,441	108,737	42,516	6,236	8,781	12,074	17,662	7,330	5,724	5,962	3,360	8,244	2,905	7,162	1,374	61,729	2,710
Asia - South	51,436	47,891	20,949	4,942	5,328	6,472	8,114	3,906	2,441	2,269	1,402	3,534	1,282	5,344	694	21,424	1,688
ASEAN	122,919	108,691	21,608	8,198	4,564	7,961	7,868	5,324	2,751	4,166	1,676	5,220	1,624	5,014	921	72,806	2,204
APEC	1,455,162	1,261,840	138,661	85,960	42,476	85,283	58,969	54,308	15,100	44,254	8,052	59,214	6,607	50,361	2,835	882,461	4,622
South/Central America	171,780	157,576	17,350	9,608	4,676	12,147	6,117	5,972	1,947	3,640	1,119	9,234	1,118	3,419	643	113,556	1,730
20 Latin Amer. Republics	437,092	399,811	27,832	23,418	8,056	21,110	9,573	12,499	2,998	8,105	1,798	18,102	1,843	11,071	1,059	305,506	2,505
Cent. Am. Common Market	26,515	23,730	3,568	1,241	884	1,752	1,100	857	393	925	264	940	261	451	147	17,564	519
LAFTA	404,897	371,307	25,099	21,866	7,079	18,734	8,577	11,366	2,733	7,046	1,641	16,714	1,682	10,437	992	285,146	2,395
NATO Allies	659,898	509,737	69,397	36,336	16,571	24,294	26,082	19,104	8,894	14,935	5,648	20,965	5,235	18,786	2,563	375,317	4,404
OPEC	180,770	174,724	3,018	8,424	706	957	1,015	1,341	346	418	184	D	185	743	117	D	465

(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 2012.

Exhibit 5e
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
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	1,117	947	388	743	254	774	238	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.

Exhibit 5f
Percent Difference Between 2011 and 2012 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	67,496	3.1	62,455	3.2	1,769	1.0
Top 25 countries	72,100	3.8	69,615	4.2	1,622	1.0
China	26,217	6.6	26,336	7.0	1,621	1.7
Canada	8,590	2.7	8,970	4.4	639	4.2
Mexico	14,705	5.6	14,051	5.9	426	3.0
Japan	17,468	13.5	16,579	13.4	-93	-0.7
Germany	10,045	10.2	9,874	11.0	176	0.8
Korea, South	2,235	3.9	1,781	3.3	407	2.9
United Kingdom	8,191	17.3	8,018	17.1	-7	-1.7
Saudi Arabia	3,726	7.3	2,649	5.9	400	2.4
Venezuela	1,710	4.3	1,311	3.6	267	2.3
Taiwan	4,361	12.1	4,492	13.6	392	2.4
France	-2,547	-6.2	-1,992	-5.2	37	0.1
Ireland	-4,533	-10.5	-3,906	-9.3	-47	-12.5
India	2,988	8.8	2,641	9.0	465	2.2
Russia	-6,043	-15.3	-6,033	-15.8	14	0.7
Italy	387	1.2	-54	-0.2	-163	-2.7
Nigeria	-5,238	-15.1	-4,651	-14.2	21	1.6
Brazil	1,278	5.1	1,004	4.4	-33	-0.4
Malaysia	157	0.6	357	1.5	48	0.9
Thailand	1,315	5.4	634	3.0	96	1.6
Switzerland	1,506	6.5	1,596	7.3	-45	-1.8
Netherlands	-1,194	-5.1	244	1.5	175	2.6
Colombia	-910	-3.9	-958	-4.5	70	1.8
Israel	2,779	15.9	2,815	17.7	337	5.7
Singapore	1,119	5.9	-22	-0.2	32	1.0
Indonesia	2,306	13.6	2,303	13.6	-9	-19.1
All other countries	-4,604	-1.4	-7,159	-2.4	259	0.4
North America	23,295	4.0	23,021	5.2	905	3.5
Europe	6,813	1.5	6,545	1.6	1,046	1.6
Euro Area	9,008	3.2	9,378	3.7	615	1.2
European Union	12,853	3.5	12,744	3.9	832	1.4
Africa	-26,192	-28.2	-28,801	-31.9	269	4.7
OECD - Europe	56,275	4.8	53,741	5.4	1,223	1.3
Pacific Rim Countries	44,626	6.2	42,392	6.3	1,461	1.2
Asia - Near East	12,983	12.5	12,310	12.3	118	2.1
Asia - NICS	1,860	1.5	-16	0.0	207	0.5
Asia - South	4,388	9.3	4,656	10.8	448	2.2
ASEAN	4,662	3.9	3,744	3.6	177	0.8
APEC	66,869	4.8	64,768	5.4	1,912	1.4
South/Central America	-2,495	-1.4	-1,801	-1.1	-185	-1.1
20 Latin Amer. Republics	15,273	3.6	15,007	3.9	215	0.8
Cent. Am. Common Market	2,095	8.6	2,386	11.2	59	1.7
LAFTA	12,821	3.3	12,346	3.4	244	1.0
NATO Allies	27,478	4.3	27,038	5.6	1,395	2.1
OPEC	-10,734	-5.6	-12,486	-6.7	75	2.5

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

Exhibit 5g
2012 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	1,174,038	1,889,166	83,800	40,055	82,435	12,783	37,076	90,324	35,998	32,288	75,250	13,226
Canada	159,930	184,786	7,234	772	739	301	411	416	1,038	997	1,811	865
Mexico	144,819	238,542	6,294	7,902	8,980	841	4,207	5,751	1,357	2,922	5,269	679
China	69,344	277,465	12,350	920	9,954	1,189	1,055	10,989	2,961	1,242	7,425	1,903
Japan	47,978	131,818	5,002	532	1,143	336	1,472	2,241	993	782	2,995	619
United Kingdom	37,989	41,114	6,910	915	2,088	560	622	1,102	1,290	435	1,017	894
Germany	37,464	89,955	7,688	841	1,348	600	390	2,182	1,510	422	2,067	978
Netherlands	27,436	13,163	2,307	1,201	496	135	121	277	325	380	344	196
Brazil	27,299	20,857	1,503	570	1,349	113	426	892	172	188	569	118
France	22,260	28,318	3,264	284	548	278	183	605	543	406	700	336
Korea, South	22,047	44,795	3,703	257	481	304	544	2,130	869	198	1,680	396
Belgium	21,027	10,485	1,241	486	1,193	66	41	205	149	68	112	100
Singapore	19,318	12,869	1,605	393	689	104	50	420	161	70	63	130
Switzerland	18,731	19,416	1,888	98	250	115	371	621	335	262	666	191
Australia	17,604	4,602	1,743	93	58	115	60	348	262	61	419	171
Hong Kong	15,169	1,895	2,877	165	103	241	758	362	655	200	143	342
Taiwan	14,145	25,591	4,716	189	1,800	359	190	1,354	911	104	1,449	673
India	10,632	18,353	3,058	243	884	271	338	1,607	667	185	1,114	323
Italy	9,932	20,917	4,006	97	579	301	159	1,063	813	90	2,480	488
Malaysia	8,421	19,194	1,397	271	323	65	29	425	136	30	94	99
Israel	7,890	11,416	1,326	65	D	103	348	503	234	98	459	127
United Arab Emirates	7,287	464	334	59	D	37	215	33	65	14	14	29
Colombia	6,173	19,269	545	106	209	67	69	210	107	130	43	32
Venezuela	5,722	34,620	139	D	D	14	55	58	36	D	32	10
Thailand	5,359	17,504	1,619	143	1,883	94	76	387	241	57	708	137
Spain	5,210	5,960	1,436	21	128	88	69	148	189	27	244	125
North America	304,748	423,328	11,622	8,674	9,720	1,110	4,618	6,167	2,357	3,919	7,080	1,463
Europe	206,455	302,140	18,454	4,331	7,724	1,887	2,172	7,670	5,073	2,416	9,035	2,796
Euro Area	132,846	206,420	13,574	3,135	4,767	1,282	1,020	4,969	3,369	1,567	6,454	1,958
European Union	178,602	267,111	17,532	4,177	7,259	1,735	1,696	6,567	4,645	2,056	8,004	2,655
Africa	7,553	16,767	847	26	29	61	64	136	153	22	61	59
OECD - Europe	595,022	896,064	29,058	13,861	19,105	3,258	8,810	18,189	8,841	7,344	21,178	4,521
Pacific Rim Countries	222,334	532,274	21,208	2,892	14,724	2,215	4,195	18,814	6,382	2,745	14,829	3,443
Asia - Near East	22,251	38,481	1,768	171	640	164	611	558	338	114	476	170
Asia - NICS	70,679	85,150	9,531	1,003	3,073	884	1,541	4,267	2,483	572	3,334	1,364
Asia - South	10,864	20,212	3,275	258	953	316	352	1,686	729	192	1,203	354
ASEAN	41,812	70,871	4,236	906	3,137	322	233	2,222	769	262	1,790	462
APEC	546,153	996,698	28,885	11,942	26,582	3,294	8,989	26,283	8,874	7,661	23,728	4,641
South/Central America	63,497	114,564	3,900	2,381	2,734	480	933	2,426	853	1,974	1,825	388
20 Latin Amer. Republics	205,953	348,391	8,767	9,403	11,554	1,237	5,012	8,122	2,109	4,862	7,072	986
Cent. Am. Common Market	4,554	18,714	902	186	266	95	109	567	189	139	383	88
LAFTA	199,213	326,307	7,979	9,152	11,092	1,088	4,838	7,461	1,841	4,638	6,537	889
NATO Allies	332,798	415,530	20,903	4,745	7,614	1,933	2,103	6,881	5,443	3,079	9,454	3,220
OPEC	23,215	77,657	755	245	D	80	323	184	153	448	105	61

Exhibit 5g
2012 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	36,589	58,149	7,676	64,081	118,657	6,587	52,446	83,982	2,872	911,503	1,380,369	4,658
Canada	2,359	1,915	857	3,346	3,013	1,067	4,062	1,992	800	147,983	174,899	2,306
Mexico	2,681	4,243	579	5,569	9,137	714	5,394	7,467	528	116,144	197,696	1,596
China	1,143	7,320	1,476	3,334	11,085	1,670	3,098	15,257	972	58,551	215,435	2,179
Japan	727	3,428	480	1,061	5,606	639	2,607	6,053	478	40,797	110,352	1,457
United Kingdom	756	648	739	2,029	3,760	893	1,775	1,678	652	31,457	30,821	1,882
Germany	891	2,440	871	1,328	4,029	1,068	1,463	5,041	727	32,128	72,849	1,934
Netherlands	143	230	220	1,170	423	258	489	338	200	23,932	11,054	973
Brazil	277	365	105	452	1,100	158	402	269	130	24,983	16,313	707
France	261	794	279	413	1,858	384	738	761	281	19,975	23,052	1,163
Korea, South	213	1,610	348	812	4,266	398	595	2,001	309	19,429	32,628	1,079
Belgium	87	302	76	107	D	104	169	D	102	20,068	6,968	644
Singapore	49	46	131	924	151	193	423	454	166	17,410	11,046	720
Switzerland	1,055	681	132	D	809	187	424	752	163	D	15,637	765
Australia	93	106	169	181	130	170	210	227	150	16,907	3,314	706
Hong Kong	644	199	287	391	133	357	761	152	228	12,250	802	767
Taiwan	208	1,307	528	629	1,703	609	794	3,735	396	12,031	14,244	1,240
India	294	683	247	113	1,670	313	167	1,003	252	9,292	11,391	985
Italy	210	1,122	371	366	1,225	457	259	766	337	8,752	13,682	1,239
Malaysia	39	175	103	122	233	147	270	690	153	7,661	17,253	694
Israel	651	984	111	119	484	116	99	D	99	6,510	8,335	536
United Arab Emirates	70	54	23	25	D	26	60	D	20	6,843	196	134
Colombia	55	240	36	158	D	41	112	D	38	5,543	16,179	224
Venezuela	D	14	6	D	D	8	D	D	7	4,425	33,885	58
Thailand	55	534	108	107	476	167	138	1,316	149	4,783	12,200	723
Spain	59	241	116	65	250	145	70	315	117	4,899	4,634	656
North America	5,040	6,157	1,339	8,915	12,150	1,595	9,455	9,459	1,095	264,127	372,595	2,663
Europe	3,777	7,764	2,140	14,089	13,924	2,320	6,055	14,063	1,372	173,616	241,960	2,866
Euro Area	1,716	5,809	1,587	3,572	8,255	1,793	3,452	9,824	1,101	118,383	166,342	2,484
European Union	2,559	6,819	2,077	5,859	12,559	2,248	5,548	12,955	1,346	156,708	212,948	2,826
Africa	138	76	48	D	57	81	D	103	57	6,825	16,304	388
OECD - Europe	9,889	19,569	3,405	25,051	35,779	3,502	18,916	31,607	1,940	511,152	750,638	3,591
Pacific Rim Countries	3,200	15,166	2,467	7,585	23,773	2,586	8,911	29,099	1,397	192,807	415,869	2,718
Asia - Near East	729	1,041	147	201	D	154	331	D	132	20,094	D	663
Asia - NICS	1,114	3,162	1,069	2,756	6,253	1,191	2,573	6,342	725	61,120	58,720	1,815
Asia - South	298	747	260	125	1,763	336	167	1,208	267	9,473	12,651	1,013
ASEAN	195	1,240	402	1,238	1,517	503	1,018	3,359	415	37,959	57,606	1,363
APEC	9,251	22,112	3,392	16,940	37,424	3,458	18,598	40,397	1,848	472,773	820,171	3,378
South/Central America	1,795	1,396	313	2,152	5,161	403	1,198	1,081	316	53,063	99,940	1,147
20 Latin Amer. Republics	4,437	5,635	804	7,533	14,178	992	6,531	8,522	707	168,174	293,307	1,932
Cent. Am. Common Market	212	563	74	218	677	83	73	156	51	3,617	16,102	322
LAFTA	4,166	4,977	728	7,113	13,288	907	6,349	8,241	667	162,956	274,711	1,859
NATO Allies	4,982	8,134	2,587	9,021	15,370	2,768	9,231	12,965	1,653	299,637	355,112	3,299
OPEC	341	105	46	630	D	60	612	D	50	20,616	76,210	305

(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 2012.

Exhibit 5h
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	1,116,102	1,800,045	83,071	46,274	80,203	13,181	38,772	89,220	35,905	30,556	66,275	13,026
Canada	154,573	175,740	6,911	1,124	645	327	584	421	1,008	812	2,135	791
Mexico	130,734	225,224	6,165	7,503	9,830	888	3,458	5,759	1,366	2,879	5,122	682
China	63,861	258,693	12,283	1,205	9,176	1,298	1,544	11,038	3,043	924	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	6,719	1,533	3,061	639	642	994	1,260	446	721	849
Germany	36,938	81,599	7,819	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	1,789	3,019	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	D	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	285,307	400,964	11,287	8,627	10,475	1,177	4,042	6,179	2,334	3,691	7,257	1,409
Europe	204,086	296,928	18,504	6,162	9,450	2,111	2,803	9,098	5,189	2,470	8,637	2,753
Euro Area	128,235	202,895	13,664	4,274	5,354	1,420	1,209	5,923	3,502	1,710	6,636	1,968
European Union	175,783	261,423	17,619	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	566,104	851,047	28,969	15,737	21,864	3,528	8,866	19,474	8,950	7,432	21,015	4,487
Pacific Rim Countries	212,494	500,544	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	73,349	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	512,793	940,986	28,713	12,935	25,612	3,535	9,185	25,720	8,939	6,671	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	184,545	333,906	8,724	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	177,828	314,266	7,890	8,969	11,845	1,139	4,401	7,173	1,872	3,645	5,861	914
NATO Allies	326,591	393,588	20,775	7,013	9,094	2,149	2,581	7,560	5,572	3,030	9,523	3,138
OPEC	16,231	93,523	720	256	D	82	598	127	148	125	198	53

Exhibit 5h
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	40,243	61,868	7,386	54,569	87,083	6,362	43,495	74,400	2,749	862,192	1,340,996	4,462
Canada	1,511	3,306	809	3,565	1,862	1,002	3,645	2,379	728	143,332	164,993	2,246
Mexico	2,137	6,850	563	4,994	5,889	673	4,340	6,992	495	105,424	184,783	1,498
China	1,344	6,648	1,436	3,412	12,138	1,632	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	857	2,884	1,200	607	31,969	29,520	1,809
Germany	1,030	2,136	840	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
France	225	1,764	326	908	3,916	359	545	951	260	18,744	32,559	1,014
Korea, South	122	213	82	165	223	119	121	D	92	19,867	8,616	628
Belgium	101	53	116	283	117	172	325	359	158	19,062	11,552	671
Singapore	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
Australia	445	136	314	492	148	339	696	95	220	13,679	928	806
Hong Kong	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
India	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
Malaysia	287	482	256	198	D	309	197	D	228	6,982	9,577	908
Israel	612	851	100	166	625	131	89	D	77	5,541	D	548
United Arab Emirates	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
Venezuela	39	12	19	26	11	29	10	D	9	4,771	D	145
Thailand	24	17	42	42	D	54	100	52	51	5,003	31,263	368
Spain	96	480	103	118	697	156	49	848	128	4,042	11,897	684
North America	3,648	10,156	1,291	8,559	7,750	1,506	7,985	9,371	1,003	248,756	349,775	2,567
Europe	11,488	6,829	2,081	5,220	14,009	2,342	6,370	12,527	1,288	169,573	236,378	2,740
Euro Area	2,027	4,779	1,529	3,297	9,183	1,836	2,590	9,482	1,018	113,129	161,539	2,391
European Union	3,522	5,888	2,020	4,749	12,908	2,264	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	16,718	22,704	3,322	16,900	31,354	3,435	16,925	28,497	1,826	483,528	706,140	3,421
Pacific Rim Countries	3,735	14,336	2,446	8,836	30,729	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	8,026	25,157	3,325	18,089	40,177	3,331	14,927	31,652	1,766	442,961	770,380	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	8,213	962	5,456	8,787	671	149,894	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	7,501	872	5,225	8,352	627	144,731	264,521	1,730
NATO Allies	5,078	8,528	2,472	8,219	14,293	2,759	9,339	13,099	1,522	291,330	331,491	3,163
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.

Exhibit 6a
2012 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. (-) Represents zero or less than one-half unit of measurement shown. 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	1,545,709	100.0	1,379,683	100.0	304,867	100.0	449,400	32.6	297,995	97.7
Alabama	19,572	1.3	18,695	1.4	3,952	1.3	3,406	18.2	3,229	81.7
Alaska	4,543	0.3	4,066	0.3	603	0.2	1,633	40.2	438	72.6
Arizona	18,405	1.2	16,827	1.2	7,934	2.6	4,591	27.3	6,946	87.5
Arkansas	7,620	0.5	6,800	0.5	2,242	0.7	1,749	25.7	1,758	78.4
California	161,880	10.5	149,442	10.8	75,012	24.6	66,693	44.6	71,921	95.9
Colorado	8,167	0.5	7,508	0.5	5,580	1.8	2,386	31.8	4,900	87.8
Connecticut	15,961	1.0	14,932	1.1	5,895	1.9	3,486	23.3	5,232	88.8
Delaware	5,113	0.3	4,722	0.3	1,766	0.6	673	14.3	1,531	86.7
Florida	66,202	4.3	61,462	4.5	61,848	20.3	42,154	68.6	58,976	95.4
Georgia	36,067	2.3	32,815	2.4	14,869	4.9	10,828	33.0	13,203	88.8
Hawaii	732	0.0	454	0.0	889	0.3	212	46.8	763	85.8
Idaho	6,119	0.4	5,809	0.4	1,757	0.6	1,448	24.9	1,463	83.3
Illinois	68,127	4.4	63,719	4.6	23,060	7.6	14,718	23.1	20,752	90.0
Indiana	34,431	2.2	32,235	2.3	8,239	2.7	5,283	16.4	6,995	84.9
Iowa	14,636	0.9	13,428	1.0	3,367	1.1	2,300	17.1	2,786	82.7
Kansas	11,696	0.8	9,808	0.7	3,387	1.1	2,400	24.5	2,830	83.6
Kentucky	22,126	1.4	20,693	1.5	4,569	1.5	5,436	26.3	3,634	79.5
Louisiana	62,893	4.1	61,544	4.5	4,000	1.3	21,424	34.8	3,378	84.5
Maine	3,048	0.2	2,638	0.2	2,183	0.7	1,138	43.1	1,857	85.1
Maryland	11,741	0.8	10,898	0.8	7,386	2.4	3,176	29.1	6,529	88.4
Massachusetts	25,613	1.7	24,210	1.8	10,978	3.6	9,245	38.2	9,837	89.6
Michigan	56,993	3.7	52,499	3.8	15,107	5.0	10,437	19.9	13,535	89.6
Minnesota	20,827	1.3	19,082	1.4	8,659	2.8	6,233	32.7	7,564	87.4
Mississippi	11,787	0.8	11,288	0.8	2,031	0.7	1,849	16.4	1,535	75.6
Missouri	13,928	0.9	12,971	0.9	5,999	2.0	3,048	23.5	5,100	85.0
Montana	1,577	0.1	1,350	0.1	1,629	0.5	956	70.8	1,385	85.0
Nebraska	7,459	0.5	7,133	0.5	1,945	0.6	1,681	23.6	1,597	82.1
Nevada	10,261	0.7	9,658	0.7	2,868	0.9	1,382	14.3	2,437	85.0
New Hampshire	3,489	0.2	3,179	0.2	2,551	0.8	1,260	39.7	2,207	86.5
New Jersey	37,278	2.4	32,720	2.4	21,051	6.9	13,903	42.5	19,443	92.4
New Mexico	2,968	0.2	2,716	0.2	1,301	0.4	533	19.6	1,062	81.6
New York	81,359	5.3	66,296	4.8	41,028	13.5	39,611	59.7	38,675	94.3
North Carolina	28,833	1.9	26,629	1.9	10,653	3.5	6,240	23.4	9,299	87.3
North Dakota	4,309	0.3	3,659	0.3	1,977	0.6	1,332	36.4	1,669	84.4
Ohio	48,648	3.1	44,577	3.2	16,345	5.4	10,819	24.3	14,599	89.3
Oklahoma	6,578	0.4	5,821	0.4	3,241	1.1	1,428	24.5	2,743	84.6
Oregon	18,386	1.2	17,512	1.3	6,001	2.0	5,907	33.7	5,289	88.1
Pennsylvania	38,829	2.5	35,050	2.5	15,655	5.1	12,162	34.7	13,941	89.1
Rhode Island	2,370	0.2	2,062	0.1	1,694	0.6	1,304	63.2	1,503	88.7
South Carolina	25,110	1.6	23,817	1.7	5,966	2.0	3,837	16.1	5,091	85.3
South Dakota	1,556	0.1	1,338	0.1	970	0.3	485	36.3	731	75.4
Tennessee	31,140	2.0	28,927	2.1	7,172	2.4	4,333	15.0	5,958	83.1
Texas	264,709	17.1	246,759	17.9	40,737	13.4	75,418	30.6	37,921	93.1
Utah	19,256	1.2	16,645	1.2	3,475	1.1	2,748	16.5	2,989	86.0
Vermont	4,140	0.3	3,963	0.3	1,251	0.4	733	18.5	1,053	84.2
Virginia	18,281	1.2	16,670	1.2	7,626	2.5	4,784	28.7	6,542	85.8
Washington	75,619	4.9	71,732	5.2	12,510	4.1	17,072	23.8	11,262	90.0
West Virginia	11,337	0.7	10,824	0.8	1,119	0.4	3,830	35.4	861	76.9
Wisconsin	23,117	1.5	21,266	1.5	8,581	2.8	5,891	27.7	7,479	87.2
Wyoming	1,421	0.1	1,326	0.1	492	0.2	808	61.0	363	73.8
District of Columbia	2,015	0.1	144	0.0	632	0.2	113	78.7	492	77.8
Puerto Rico	18,669	1.2	18,508	1.3	1,804	0.6	4,614	24.9	1,520	84.3
Virgin Islands	867	0.1	D	D	149	0.0	D	D	95	63.8
Unallocated (3)	47,903	3.1	D	D	2	0.0	D	D	2	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 2012.

Exhibit 6b
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. (-) Represents zero or less than one-half unit of measurement shown. 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	1,325,046	100.0	303,509	100.0	443,598	33.5	296,817	97.8
Alabama	17,854	1.2	17,006	1.3	3,836	1.3	3,248	19.1	3,145	82.0
Alaska	5,325	0.4	4,780	0.4	674	0.2	1,842	38.5	492	73.0
Arizona	17,793	1.2	16,479	1.2	8,113	2.7	4,508	27.4	7,144	88.1
Arkansas	5,607	0.4	4,876	0.4	2,295	0.8	1,568	32.2	1,793	78.1
California	159,122	10.7	146,844	11.1	75,299	24.8	65,004	44.3	72,301	96.0
Colorado	7,332	0.5	6,843	0.5	5,704	1.9	2,498	36.5	5,017	88.0
Connecticut	16,212	1.1	14,422	1.1	6,048	2.0	3,829	26.5	5,382	89.0
Delaware	5,510	0.4	5,214	0.4	1,708	0.6	725	13.9	1,472	86.2
Florida	64,904	4.4	60,069	4.5	60,289	19.9	40,863	68.0	57,520	95.4
Georgia	34,776	2.3	31,807	2.4	14,721	4.9	10,088	31.7	13,094	88.9
Hawaii	884	0.1	724	0.1	883	0.3	349	48.2	770	87.2
Idaho	5,905	0.4	5,598	0.4	1,833	0.6	1,538	27.5	1,538	83.9
Illinois	64,823	4.4	60,764	4.6	22,950	7.6	15,645	25.7	20,741	90.4
Indiana	32,282	2.2	29,476	2.2	8,143	2.7	4,935	16.7	6,958	85.4
Iowa	13,307	0.9	12,427	0.9	3,257	1.1	2,358	19.0	2,721	83.5
Kansas	11,598	0.8	9,956	0.8	3,473	1.1	2,456	24.7	2,911	83.8
Kentucky	20,084	1.4	18,991	1.4	4,776	1.6	3,426	18.0	3,852	80.7
Louisiana	54,976	3.7	53,854	4.1	4,443	1.5	19,272	35.8	3,724	83.8
Maine	3,421	0.2	3,094	0.2	2,236	0.7	1,139	36.8	1,908	85.3
Maryland	10,852	0.7	9,783	0.7	7,509	2.5	3,452	35.3	6,673	88.9
Massachusetts	27,761	1.9	26,425	2.0	11,327	3.7	10,520	39.8	10,195	90.0
Michigan	51,003	3.4	46,895	3.5	14,909	4.9	10,437	22.3	13,425	90.0
Minnesota	20,319	1.4	18,837	1.4	8,556	2.8	6,265	33.3	7,498	87.6
Mississippi	10,930	0.7	10,349	0.8	2,064	0.7	1,717	16.6	1,576	76.4
Missouri	14,154	1.0	13,345	1.0	5,997	2.0	2,941	22.0	5,096	85.0
Montana	1,587	0.1	1,389	0.1	1,602	0.5	1,025	73.8	1,374	85.8
Nebraska	7,582	0.5	7,271	0.5	1,933	0.6	1,579	21.7	1,578	81.6
Nevada	7,978	0.5	7,431	0.6	2,756	0.9	1,383	18.6	2,350	85.3
New Hampshire	4,297	0.3	3,972	0.3	2,759	0.9	1,415	35.6	2,423	87.8
New Jersey	38,115	2.6	33,328	2.5	21,124	7.0	15,057	45.2	19,530	92.5
New Mexico	2,092	0.1	1,891	0.1	1,333	0.4	556	29.4	1,095	82.1
New York	84,888	5.7	71,403	5.4	41,402	13.6	42,214	59.1	39,147	94.6
North Carolina	27,009	1.8	24,956	1.9	10,855	3.6	6,138	24.6	9,536	87.8
North Dakota	3,393	0.2	3,016	0.2	2,053	0.7	1,073	35.6	1,754	85.4
Ohio	46,416	3.1	42,937	3.2	16,649	5.5	10,324	24.0	14,918	89.6
Oklahoma	6,222	0.4	5,532	0.4	3,181	1.0	1,437	26.0	2,707	85.1
Oregon	18,310	1.2	17,430	1.3	6,019	2.0	6,016	34.5	5,357	89.0
Pennsylvania	41,075	2.8	37,330	2.8	15,966	5.3	13,421	36.0	14,255	89.3
Rhode Island	2,282	0.2	2,077	0.2	1,795	0.6	1,363	65.6	1,587	88.4
South Carolina	24,697	1.7	23,443	1.8	5,868	1.9	3,523	15.0	4,986	85.0
South Dakota	1,460	0.1	1,255	0.1	965	0.3	508	40.5	758	78.5
Tennessee	29,993	2.0	28,064	2.1	7,215	2.4	4,823	17.2	6,012	83.3
Texas	251,006	17.0	233,903	17.7	40,300	13.3	71,372	30.5	37,611	93.3
Utah	19,034	1.3	17,333	1.3	3,368	1.1	2,172	12.5	2,895	86.0
Vermont	4,257	0.3	4,078	0.3	1,266	0.4	D	D	1,073	84.8
Virginia	18,089	1.2	16,663	1.3	7,722	2.5	4,924	29.6	6,652	86.1
Washington	64,767	4.4	60,994	4.6	12,767	4.2	16,314	26.7	11,533	90.3
West Virginia	9,034	0.6	8,410	0.6	1,077	0.4	1,924	22.9	811	75.3
Wisconsin	22,055	1.5	20,376	1.5	8,654	2.9	6,103	30.0	7,593	87.7
Wyoming	1,219	0.1	1,103	0.1	457	0.2	698	63.2	347	75.9
District of Columbia	1,039	0.1	266	0.0	952	0.3	178	67.1	774	81.3
Puerto Rico	18,200	1.2	18,039	1.4	1,944	0.6	6,367	35.3	1,664	85.6
Virgin Islands	2,316	0.2	2,298	0.2	159	0.1	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 2012.

Exhibit 6c
Percent Difference Between 2011 and 2012 Export
Results 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.

State of the Origin of Movement	% Difference 2011-2012				
	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	4.4	4.1	0.4	1.3	0.4
Alabama	9.6	9.9	3.0	4.9	2.7
Alaska	-14.7	-14.9	-10.5	-11.4	-11.0
Arizona	3.4	2.1	-2.2	1.8	-2.8
Arkansas	35.9	39.4	-2.3	11.5	-2.0
California	1.7	1.8	-0.4	2.6	-0.5
Colorado	11.4	9.7	-2.2	-4.5	-2.3
Connecticut	-1.5	3.5	-2.5	-9.0	-2.8
Delaware	-7.2	-9.4	3.4	-7.1	4.0
Florida	2.0	2.3	2.6	3.2	2.5
Georgia	3.7	3.2	1.0	7.3	0.8
Hawaii	-17.2	-37.3	0.7	-39.1	-0.9
Idaho	3.6	3.8	-4.1	-5.9	-4.9
Illinois	5.1	4.9	0.5	-5.9	0.1
Indiana	6.7	9.4	1.2	7.0	0.5
Iowa	10.0	8.1	3.4	-2.4	2.4
Kansas	0.8	-1.5	-2.5	-2.3	-2.8
Kentucky	10.2	9.0	-4.3	58.7	-5.7
Louisiana	14.4	14.3	-10.0	11.2	-9.3
Maine	-10.9	-14.7	-2.4	-0.1	-2.7
Maryland	8.2	11.4	-1.6	-8.0	-2.2
Massachusetts	-7.7	-8.4	-3.1	-12.1	-3.5
Michigan	11.7	12.0	1.3	0.0	0.8
Minnesota	2.5	1.3	1.2	-0.5	0.9
Mississippi	7.8	9.1	-1.6	7.7	-2.6
Missouri	-1.6	-2.8	0.0	3.6	0.1
Montana	-0.7	-2.8	1.7	-6.8	0.8
Nebraska	-1.6	-1.9	0.6	6.4	1.2
Nevada	28.6	30.0	4.1	-0.1	3.7
New Hampshire	-18.8	-20.0	-7.5	-10.9	-8.9
New Jersey	-2.2	-1.8	-0.3	-7.7	-0.4
New Mexico	41.9	43.7	-2.4	-4.1	-3.0
New York	-4.2	-7.2	-0.9	-6.2	-1.2
North Carolina	6.8	6.7	-1.9	1.7	-2.5
North Dakota	27.0	21.3	-3.7	24.2	-4.8
Ohio	4.8	3.8	-1.8	4.8	-2.1
Oklahoma	5.7	5.2	1.9	-0.6	1.3
Oregon	0.4	0.5	-0.3	-1.8	-1.3
Pennsylvania	-5.5	-6.1	-1.9	-9.4	-2.2
Rhode Island	3.8	-0.7	-5.6	-4.4	-5.3
South Carolina	1.7	1.6	1.7	8.9	2.1
South Dakota	6.6	6.6	0.5	-4.5	-3.6
Tennessee	3.8	3.1	-0.6	-10.2	-0.9
Texas	5.5	5.5	1.1	5.7	0.8
Utah	1.2	-4.0	3.2	26.5	3.2
Vermont	-2.7	-2.8	-1.2	D	-1.9
Virginia	1.1	0.0	-1.2	-2.9	-1.7
Washington	16.8	17.6	-2.0	4.6	-2.3
West Virginia	25.5	28.7	3.9	99.1	6.2
Wisconsin	4.8	4.4	-0.8	-3.5	-1.5
Wyoming	16.6	20.2	7.7	15.9	4.6
District of Columbia	94.0	-46.0	-33.6	-36.6	-36.4
Puerto Rico	2.6	2.6	-7.2	-27.5	-8.7
Virgin Islands	-62.5	D	-6.3	-37.8	-23.4
Unallocated (3)	5.8	-	-	-	-

(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 2012.

Exhibit 6d
2012 Imports by State of Destination, Number of Importing Companies,
Value, and Percent Difference Between 2011 and 2012 Imports

Billions 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.

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 2011-2012		
							Total Value	Known Value	Number of Identified Importers
United States	2,275,320	100	2,007,762	100	185,729	100	3.1	3.2	1
Alabama	18,338	0.8	16,651	0.8	2,974	1.6	5.2	5.4	2.6
Alaska	2,105	0.1	1,744	0.1	718	0.4	15.3	14.9	6.2
Arizona	18,950	0.8	16,033	0.8	4,597	2.5	7.9	5.6	3.9
Arkansas	7,414	0.3	6,604	0.3	1,681	0.9	2.9	1.9	-0.1
California	376,424	16.5	351,910	17.5	57,374	30.9	7.1	6.9	2.1
Colorado	12,649	0.6	10,196	0.5	4,509	2.4	7.7	3.1	2.2
Connecticut	21,497	0.9	17,991	0.9	3,904	2.1	-10.5	1.1	-0.7
Delaware	13,557	0.6	12,935	0.6	1,233	0.7	11.4	10.7	2.7
Florida	71,216	3.1	61,196	3.0	21,703	11.7	9.1	10.3	2.3
Georgia	72,452	3.2	65,013	3.2	10,070	5.4	7.7	8.9	2.0
Hawaii	6,771	0.3	6,540	0.3	2,081	1.1	13.3	13.3	3.4
Idaho	5,148	0.2	4,313	0.2	1,206	0.6	5.9	2.9	5.2
Illinois	126,414	5.6	109,398	5.4	16,096	8.7	3.6	5.9	1.6
Indiana	43,271	1.9	36,297	1.8	5,294	2.9	9.5	11.2	4.5
Iowa	9,433	0.4	7,506	0.4	2,353	1.3	14.5	18.4	3.3
Kansas	10,879	0.5	9,391	0.5	2,308	1.2	11.1	12.1	3.9
Kentucky	34,723	1.5	31,361	1.6	3,350	1.8	8.6	12.5	4.5
Louisiana	80,812	3.6	77,835	3.9	3,121	1.7	-2.2	-2.9	1.6
Maine	3,793	0.2	2,532	0.1	1,280	0.7	-15.4	-17.8	-2.3
Maryland	25,074	1.1	21,688	1.1	4,817	2.6	4.7	5.8	2.6
Massachusetts	32,975	1.4	27,327	1.4	7,226	3.9	-1.2	0.5	1.3
Michigan	116,216	5.1	105,441	5.3	8,123	4.4	11.4	12.7	2.6
Minnesota	32,884	1.4	21,291	1.1	5,636	3.0	-0.7	-3.1	4.3
Mississippi	20,666	0.9	19,764	1.0	1,658	0.9	1.0	-0.3	3.0
Missouri	16,131	0.7	14,160	0.7	4,530	2.4	2.8	6.1	2.7
Montana	5,593	0.2	4,678	0.2	892	0.5	-0.4	0.4	8.4
Nebraska	3,576	0.2	2,824	0.1	1,516	0.8	4.7	3.2	0.2
Nevada	8,330	0.4	7,581	0.4	3,007	1.6	11.8	16.2	-0.9
New Hampshire	12,225	0.5	11,211	0.6	1,821	1.0	4.7	7.4	4.7
New Jersey	120,850	5.3	113,132	5.6	16,438	8.9	-3.7	-3.7	1.2
New Mexico	2,325	0.1	1,846	0.1	1,063	0.6	-8.1	-8.9	-0.8
New York	124,453	5.5	100,926	5.0	30,764	16.6	-2.2	-3.1	-0.2
North Carolina	49,562	2.2	44,007	2.2	7,587	4.1	3.6	3.8	1.9
North Dakota	3,907	0.2	2,494	0.1	922	0.5	12.5	28.2	11.4
Ohio	63,620	2.8	53,637	2.7	9,495	5.1	6.4	6.6	4.6
Oklahoma	11,415	0.5	9,600	0.5	2,254	1.2	0.8	-0.3	3.2
Oregon	16,570	0.7	14,694	0.7	4,479	2.4	0.6	2.1	1.3
Pennsylvania	80,753	3.5	69,631	3.5	9,814	5.3	-9.7	-14.5	0.8
Rhode Island	9,459	0.4	9,068	0.5	1,394	0.8	10.3	12.1	3.1
South Carolina	35,567	1.6	29,588	1.5	4,625	2.5	5.1	5.3	2.5
South Dakota	954	0.0	609	0.0	687	0.4	12.8	14.0	1.0
Tennessee	61,482	2.7	56,314	2.8	5,430	2.9	11.4	13.5	3.0
Texas	330,281	14.5	303,603	15.1	21,667	11.7	3.6	2.6	4.4
Utah	11,154	0.5	9,086	0.5	3,067	1.7	0.4	0.6	6.1
Vermont	4,351	0.2	3,151	0.2	1,099	0.6	5.2	-4.3	1.1
Virginia	21,863	1.0	19,603	1.0	5,792	3.1	1.8	1.9	4.5
Washington	47,604	2.1	39,315	2.0	8,464	4.6	2.0	4.2	2.7
West Virginia	3,804	0.2	3,086	0.2	863	0.5	9.3	6.4	0.2
Wisconsin	23,181	1.0	19,303	1.0	5,242	2.8	5.7	5.2	-0.1
Wyoming	2,005	0.1	1,722	0.1	582	0.3	3.5	3.6	12.8
District of Columbia	447	0.0	301	0.0	703	0.4	0.7	-10.6	8.5
Puerto Rico	25,784	1.1	20,557	1.0	2,997	1.6	4.8	2.7	2.5
Virgin Islands	1,244	0.1	1,073	0.1	237	0.1	-89.9	-90.8	0.4
Unallocated (3)	13,168	0.6	5	0.0	13	0.0	-7.3	466.9	8.3

(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.

Exhibit 6e
2011 Imports by State of Destination,
Number of Importing Companies, and Value

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.

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	2,207,824	100.0	1,945,307	100.0	183,960	100.0
Alabama	17,426	0.8	15,798	0.8	2,899	1.6
Alaska	1,826	0.1	1,518	0.1	676	0.4
Arizona	17,569	0.8	15,187	0.8	4,426	2.4
Arkansas	7,208	0.3	6,479	0.3	1,683	0.9
California	351,583	15.9	329,106	16.9	56,169	30.5
Colorado	11,745	0.5	9,885	0.5	4,413	2.4
Connecticut	24,028	1.1	17,792	0.9	3,933	2.1
Delaware	12,166	0.6	11,683	0.6	1,201	0.7
Florida	65,292	3.0	55,491	2.9	21,205	11.5
Georgia	67,269	3.0	59,684	3.1	9,871	5.4
Hawaii	5,974	0.3	5,771	0.3	2,013	1.1
Idaho	4,860	0.2	4,190	0.2	1,146	0.6
Illinois	122,048	5.5	103,275	5.3	15,844	8.6
Indiana	39,515	1.8	32,645	1.7	5,066	2.8
Iowa	8,240	0.4	6,340	0.3	2,278	1.2
Kansas	9,792	0.4	8,380	0.4	2,222	1.2
Kentucky	31,970	1.4	27,876	1.4	3,207	1.7
Louisiana	82,652	3.7	80,175	4.1	3,071	1.7
Maine	4,484	0.2	3,082	0.2	1,310	0.7
Maryland	23,948	1.1	20,496	1.1	4,696	2.6
Massachusetts	33,367	1.5	27,195	1.4	7,134	3.9
Michigan	104,278	4.7	93,543	4.8	7,919	4.3
Minnesota	33,124	1.5	21,976	1.1	5,404	2.9
Mississippi	20,469	0.9	19,815	1.0	1,609	0.9
Missouri	15,698	0.7	13,349	0.7	4,412	2.4
Montana	5,615	0.3	4,659	0.2	823	0.4
Nebraska	3,415	0.2	2,737	0.1	1,513	0.8
Nevada	7,450	0.3	6,523	0.3	3,033	1.6
New Hampshire	11,682	0.5	10,442	0.5	1,739	0.9
New Jersey	125,457	5.7	117,473	6.0	16,240	8.8
New Mexico	2,531	0.1	2,025	0.1	1,072	0.6
New York	127,245	5.8	104,182	5.4	30,832	16.8
North Carolina	47,860	2.2	42,398	2.2	7,444	4.0
North Dakota	3,474	0.2	1,945	0.1	828	0.5
Ohio	59,777	2.7	50,298	2.6	9,077	4.9
Oklahoma	11,324	0.5	9,631	0.5	2,185	1.2
Oregon	16,464	0.7	14,399	0.7	4,422	2.4
Pennsylvania	89,404	4.0	81,444	4.2	9,738	5.3
Rhode Island	8,579	0.4	8,089	0.4	1,352	0.7
South Carolina	33,837	1.5	28,098	1.4	4,512	2.5
South Dakota	845	0.0	534	0.0	680	0.4
Tennessee	55,215	2.5	49,621	2.6	5,274	2.9
Texas	318,826	14.4	295,886	15.2	20,757	11.3
Utah	11,113	0.5	9,035	0.5	2,891	1.6
Vermont	4,137	0.2	3,292	0.2	1,087	0.6
Virginia	21,474	1.0	19,244	1.0	5,543	3.0
Washington	46,685	2.1	37,748	1.9	8,243	4.5
West Virginia	3,479	0.2	2,899	0.1	861	0.5
Wisconsin	21,924	1.0	18,343	0.9	5,247	2.9
Wyoming	1,937	0.1	1,662	0.1	516	0.3
District of Columbia	444	0.0	337	0.0	648	0.4
Puerto Rico	24,609	1.1	D	D	2,925	1.6
Virgin Islands	12,284	0.6	D	D	236	0.1
Unallocated (3)	14,207	0.6	D	D	12	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.

Exhibit 7a
2012 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 2011-2012	Number of Identified Exporters	% Difference from 2011-2012	Known Value (1)	% Difference from 2011-2012	Number of Identified Exporters	% Difference from 2011-2012
All Industries	1,379,683	4	304,867	1	449,400	1	297,995	0
111 - Crop Production	2,305	8	2,078	2	2,219	10	2,056	2
112 - Animal Production	306	13	445	-4	D	D	444	-4
113 - Forestry and Logging	235	-24	180	-3	235	-24	180	-3
114 - Fishing, Hunting, and Trapping	224	-3	104	20	224	-3	104	20
115 - Support Activities for Agriculture & Forestry	1,167	29	560	-5	D	D	558	-5
11X - Agriculture, Forestry, Fishing, & Hunting (3)	174	7	87	-1	D	D	86	-2
211 - Oil and Gas Extraction	15,929	5	169	1	1,133	52	147	0
212 - Mining (except Oil and Gas)	19,913	-7	309	5	1,545	3	262	6
213 - Support Activities for Mining	11,752	15	508	7	1,653	-22	454	7
21X - Mining, Quarrying, and Oil & Gas Extraction (3)	2	-40	14	8	2	-40	14	8
221 - Utilities	2,937	-10	214	-12	455	93	153	-11
236 - Construction of Buildings	610	-13	1,943	2	587	-15	1,924	3
237 - Heavy and Civil Construction	1,583	2	801	-2	952	10	724	-3
238 - Specialty Trade Contractors	3,796	-15	4,771	1	2,007	-16	4,682	1
23X - Construction (3)	80	-19	444	4	80	-19	444	4
311 - Food Manufacturing	61,040	7	2,978	2	8,971	6	2,651	2
312 - Beverage & Tobacco Product Manufacturing	3,566	0	826	8	841	13	790	7
313 - Textile Mills	3,501	-16	842	-4	1,282	9	809	-4
314 - Textile Product Mills	850	4	896	1	448	1	876	1
315 - Apparel Manufacturing	1,649	-14	1,465	-3	923	-23	1,448	-4
316 - Leather and Allied Product Manufacturing	812	7	375	1	642	7	366	1
31X - Manufacturing (3)	1,166	2	1,273	13	1,166	2	1,273	13
321 - Wood Product Manufacturing	4,893	0	1,572	-3	1,876	14	1,510	-3
322 - Paper Manufacturing	19,254	-15	1,231	-2	2,294	1	1,148	-2
323 - Printing and Related Support Activities	2,280	5	2,376	-1	930	0	2,325	-1
324 - Petroleum & Coal Products Manufacturing	59,069	19	286	-10	9,152	-8	266	-11
325 - Chemical Manufacturing	116,602	-7	5,143	3	21,355	-9	4,930	4
326 - Plastics & Rubber Products Manufacturing	23,097	9	4,780	-2	6,659	6	4,572	-2
327 - Nonmetallic Mineral Product Manufacturing	7,804	-4	1,561	-2	1,514	11	1,473	-2
32X - Manufacturing (3)	14	46	31	48	14	46	31	48
331 - Primary Metal Manufacturing	35,771	-9	1,844	2	14,979	-10	1,730	2
332 - Fabricated Metal Product Manufacturing	23,290	7	11,880	1	10,779	8	11,646	1
333 - Machinery Manufacturing	98,235	15	11,284	1	18,366	3	11,041	1
334 - Computer & Electronic Product Manufacturing	94,417	-2	7,738	-1	20,127	-1	7,525	-1
335 - Electrical Equip., Appliance, & Component Manufacturing	18,000	7	2,854	0	4,787	6	2,763	0
336 - Transportation Equipment Manufacturing	223,843	14	4,514	0	13,100	29	4,210	0
337 - Furniture & related Product Manufacturing	2,837	22	1,705	3	825	12	1,637	4
339 - Miscellaneous Manufacturing	34,641	28	6,921	2	10,009	9	6,803	2
33X - Manufacturing (3)	50	-61	145	-10	50	-61	145	-10
423 - Merchant Wholesalers, Durable Goods	153,992	-5	62,885	0	94,548	-1	62,388	0
424 - Merchant Wholesalers, Nondurable Goods	135,344	7	25,345	1	79,436	1	25,060	1
425 - Wholesale Electronic Markets and Agents & Brokers	16,398	13	10,247	5	15,758	12	10,230	5
42X - Wholesale Trade (3)	1,401	-30	3,528	-8	1,401	-30	3,528	-8
441 - Motor Vehicle and Parts Dealers	5,519	2	9,324	-6	3,494	D	9,219	-6
442 - Furniture and Home Furnishings Stores	611	17	1,478	-1	227	7	1,444	-1
443 - Electronics and Appliance Stores	6,005	15	1,750	-8	D	D	1,733	-8
444 - Building Material & Garden Equip. & Supplies Dealers	777	9	2,206	-2	438	-2	2,165	-2
445 - Food and Beverage Stores	973	13	1,176	2	735	15	1,121	2
446 - Health and Personal Care Stores	1,451	29	1,360	-2	399	0	1,336	-2
447 - Gasoline Stations	338	6	460	-1	94	-43	441	-2
448 - Clothing and Clothing Accessories Stores	4,715	7	2,878	-1	1,481	4	2,766	-1
44X - Retail Trade (3)	650	-50	1,041	5	650	-50	1,041	5
451 - Sporting Goods, Hobby, Book, & Music Stores	482	23	1,733	0	323	13	1,695	0
452 - General Merchandise Stores	1,406	2	349	-8	D	D	325	-9
453 - Miscellaneous Store Retailers	5,056	9	3,668	0	2,528	1	3,628	0
454 - Nonstore Retailers	2,598	-3	6,906	8	2,113	-8	6,849	8
45X - Retail Trade (3)	1	77	9	13	1	77	9	13
481 - Air Transportation	8,204	3	490	1	4,453	33	452	2
482 - Rail Transportation	D	D	18	64	D	D	16	60
483 - Water Transportation	818	7	411	-7	437	30	392	-8
484 - Truck Transportation	3,105	30	2,492	2	2,120	-6	2,418	2
485 - Transit & Ground Passenger Transportation	152	3	301	-3	96	-6	285	-4
486 - Pipeline Transportation	3,564	D	37	12	69	-33	23	15
487 - Scenic and Sightseeing Transportation	D	D	46	2	D	D	46	2
488 - Support Activities for Transportation	17,181	-1	5,266	0	14,518	0	5,188	0
48X - Transportation and Warehousing (3)	340	1	744	-5	340	1	744	-5
491 - Postal Service	13	90	28	0	D	D	27	0
492 - Couriers and Messengers	981	-22	282	-3	D	D	277	-3
493 - Warehousing and Storage	2,879	9	1,024	2	2,289	-2	991	2

Exhibit 7a
2012 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 2011-2012	Number of Identified Exporters	% Difference from 2011-2012	Known Value (1)	% Difference from 2011-2012	Number of Identified Exporters	% Difference from 2011-2012
511 - Publishing Industries (except Internet)	5,212	4	1,597	-2	833	-5	1,448	-3
512 - Motion Picture & Sound Recording Industries	1,326	4	710	-4	158	D	687	-5
515 - Broadcasting (except Internet)	313	-23	125	3	11	48	89	0
517 - Telecommunications	1,391	21	803	1	508	7	751	1
518 - Data Processing, Hosting, & Related Services	D	D	419	1	236	D	383	0
519 - Other Information Services	1,196	7	221	18	D	D	197	18
51X - Information (3)	5	38	69	-8	5	38	69	-8
521 - Monetary Authorities - Central Bank	0	D	3	200	D	D	2	.
522 - Credit Intermediation & Related Activities	5,490	-12	792	-1	3,766	56	705	0
523 - Securities, Commodity Contracts, & Other Financial Investments	7,099	-1	1,322	-1	3,344	D	1,249	0
524 - Insurance Carriers and Related Activities	5,394	145	751	5	193	31	632	5
525 - Funds, Trusts, and Other Financial Vehicles	250	-34	473	16	250	D	473	16
52X - Finance and Insurance (3)	221	94	435	15	221	94	435	15
531 - Real Estate	2,091	-19	4,608	4	2,019	-19	4,552	4
532 - Rental and Leasing Services	4,392	20	1,588	-2	2,881	24	1,549	-2
533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	106	115	135	2	D	D	131	1
53X - Real Estate and Rental & Leasing (3)	69	43	58	12	69	43	58	12
541 - Professional, Scientific, and Technical Services	34,676	-1	20,484	0	15,322	-2	19,997	0
54X - Professional, Scientific, and Technical Services (3)	1	-93	9	-44	1	-93	9	-44
551 - Management of Companies and Enterprises	3,773	-15	735	-2	D	D	733	-2
561 - Administrative and Support Services	7,227	2	5,380	2	5,711	11	5,204	2
562 - Waste Management and Remediation Services	739	-12	459	-5	511	-21	436	-5
56X - Administrative, Support, Waste Management & Remediation Services (3)	D	D	3	-25	D	D	3	-25
611 - Educational Services	313	4	1,133	2	224	4	958	3
61X - Educational Services (3)	0	-68	6	-25	0	-68	6	-25
621 - Ambulatory Health Care Services	1,309	-42	1,826	5	557	11	1,760	5
622 - Hospitals	148	16	144	6	6	-14	30	30
623 - Nursing and Residential Care Facilities	158	40	211	-14	89	136	168	-19
624 - Social Assistance	1,143	-19	942	1	1,007	-19	900	3
62X - Health Care and Social Assistance (3)	33	-43	150	10	33	-43	150	10
711 - Performing Arts, Spectator Sports, & Related Industries	492	-13	1,285	1	231	10	1,243	1
712 - Museums, Historical Sites, & Similar Institutions	101	37	255	-3	83	47	234	-5
713 - Amusement, Gambling, & Recreation Industries	318	-7	765	0	150	D	737	0
71X - Arts, Entertainment, and Recreation (3)	11	0	117	9	11	0	117	9
721 - Accommodation	134	2	341	-1	60	-35	285	1
722 - Food Services and Drinking Places	3,438	2	2,552	4	1,183	-23	2,460	4
72X - Accommodation and Food Services (3)	2	337	26	73	2	337	26	73
811 - Repair and Maintenance	3,047	8	5,019	1	2,370	12	4,991	1
812 - Personal and Laundry Services	1,035	1	1,800	-2	814	0	1,779	-2
813 - Religious, Grantmaking, Civic, Professional, & Similar Org.	1,781	11	2,477	1	1,682	9	2,427	1
814 - Private Households	154	73	1,260	12	154	73	1,260	12
81X - Other Services (except Public Administration) (3)	D	D	1	-75	D	D	1	-75
921 - Executive, Legislative, & Other General Government Support	31	20	104	18	21	16	51	50
922 - Justice, Public Order, and Safety Activities	1	-36	12	-29	D	D	9	-40
923 - Administration of Human Resource Programs	1	585	5	25	D	D	4	100
924 - Administration of Environmental Quality Programs	2	3	10	-23	D	D	8	-27
925 - Admin. of Housing Programs, Urban Planning, & Community Development	D	D	1	.	0	.	-	.
926 - Administration of Economic Programs	15	14	20	11	12	27	14	40
927 - Space Research and Technology	D	D	1	0	D	D	1	0
928 - National Security and International Affairs	30	-25	20	-9	D	D	12	33
92X - Public Administration (3)	D	D	11	38	D	D	10	25

(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 report any employees on their payroll during specified period(s) in 2012.

(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.

Exhibit 7b
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. 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	1,325,046	303,509	443,598	296,817
111 - Crop Production	2,127	2,031	2,027	2,014
112 - Animal Production	270	465	269	462
113 - Forestry and Logging	310	185	310	185
114 - Fishing, Hunting, and Trapping	232	87	232	87
115 - Support Activities for Agriculture & Forestry	902	587	D	584
11X - Agriculture, Forestry, Fishing, & Hunting (3)	163	88	163	88
211 - Oil and Gas Extraction	15,138	168	748	147
212 - Mining (except Oil and Gas)	21,372	295	1,499	247
213 - Support Activities for Mining	10,180	474	2,108	426
21X - Mining, Quarrying, and Oil & Gas Extraction (3)	3	13	3	13
221 - Utilities	3,279	243	236	171
236 - Construction of Buildings	701	1,900	691	1,878
237 - Heavy and Civil Construction	1,549	813	862	746
238 - Specialty Trade Contractors	4,472	4,717	2,391	4,643
23X - Construction (3)	99	428	99	428
311 - Food Manufacturing	57,197	2,922	8,448	2,607
312 - Beverage & Tobacco Product Manufacturing	3,555	768	742	738
313 - Textile Mills	4,176	875	1,180	839
314 - Textile Product Mills	817	889	444	869
315 - Apparel Manufacturing	1,907	1,517	1,201	1,500
316 - Leather and Allied Product Manufacturing	757	372	602	363
31X - Manufacturing (3)	1,140	1,132	1,140	1,132
321 - Wood Product Manufacturing	4,880	1,621	1,641	1,559
322 - Paper Manufacturing	22,630	1,254	2,268	1,171
323 - Printing and Related Support Activities	2,175	2,405	927	2,356
324 - Petroleum & Coal Products Manufacturing	49,807	319	9,918	298
325 - Chemical Manufacturing	124,949	4,973	23,349	4,765
326 - Plastics & Rubber Products Manufacturing	21,281	4,866	6,261	4,665
327 - Nonmetallic Mineral Product Manufacturing	8,089	1,591	1,369	1,501
32X - Manufacturing (3)	10	21	10	21
331 - Primary Metal Manufacturing	39,250	1,803	16,542	1,694
332 - Fabricated Metal Product Manufacturing	21,858	11,799	10,005	11,589
333 - Machinery Manufacturing	85,543	11,181	17,842	10,963
334 - Computer & Electronic Product Manufacturing	96,774	7,791	20,277	7,577
335 - Electrical Equip., Appliance, & Component Manufacturing	16,802	2,848	4,533	2,765
336 - Transportation Equipment Manufacturing	196,150	4,499	10,190	4,202
337 - Furniture & related Product Manufacturing	2,323	1,650	739	1,581
339 - Miscellaneous Manufacturing	27,144	6,809	9,221	6,694
33X - Manufacturing (3)	128	161	128	161
423 - Merchant Wholesalers, Durable Goods	162,319	62,759	95,360	62,283
424 - Merchant Wholesalers, Nondurable Goods	126,427	25,088	78,985	24,818
425 - Wholesale Electronic Markets and Agents & Brokers	14,560	9,728	14,071	9,717
42X - Wholesale Trade (3)	1,990	3,827	1,990	3,827
441 - Motor Vehicle and Parts Dealers	5,390	9,897	D	9,793
442 - Furniture and Home Furnishings Stores	523	1,488	212	1,454
443 - Electronics and Appliance Stores	5,241	1,896	D	1,881
444 - Building Material & Garden Equip. & Supplies Dealers	715	2,255	448	2,218
445 - Food and Beverage Stores	862	1,149	640	1,099
446 - Health and Personal Care Stores	1,126	1,380	401	1,356
447 - Gasoline Stations	320	465	166	448
448 - Clothing and Clothing Accessories Stores	4,428	2,901	1,431	2,794
44X - Retail Trade (3)	1,290	993	1,290	993
451 - Sporting Goods, Hobby, Book, & Music Stores	393	1,729	286	1,694
452 - General Merchandise Stores	1,377	378	D	356
453 - Miscellaneous Store Retailers	4,651	3,683	2,502	3,644
454 - Nonstore Retailers	2,666	6,387	2,307	6,327
45X - Retail Trade (3)	0	8	0	8
481 - Air Transportation	7,992	486	3,343	443
482 - Rail Transportation	D	11	D	10
483 - Water Transportation	763	442	337	425
484 - Truck Transportation	2,391	2,451	2,248	2,377
485 - Transit & Ground Passenger Transportation	148	309	102	296
486 - Pipeline Transportation	D	33	103	20
487 - Scenic and Sightseeing Transportation	D	45	D	45
488 - Support Activities for Transportation	17,430	5,248	14,454	5,171
48X - Transportation and Warehousing (3)	337	786	337	786
491 - Postal Service	7	28	D	27
492 - Couriers and Messengers	1,253	290	D	284
493 - Warehousing and Storage	2,653	1,003	2,328	973

Exhibit 7b
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. 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)	5,028	1,627	875	1,485
512 - Motion Picture & Sound Recording Industries	1,275	741	D	723
515 - Broadcasting (except Internet)	408	122	7	89
517 - Telecommunications	1,154	796	474	741
518 - Data Processing, Hosting, & Related Services	5,077	415	D	382
519 - Other Information Services	1,123	187	59	167
51X - Information (3)	4	75	4	75
521 - Monetary Authorities - Central Bank	D	1	0	0
522 - Credit Intermediation & Related Activities	6,271	800	2,413	708
523 - Securities, Commodity Contracts, & Other Financial Investments	7,185	1,331	D	1,254
524 - Insurance Carriers and Related Activities	2,198	718	147	603
525 - Funds, Trusts, and Other Financial Vehicles	380	409	D	408
52X - Finance and Insurance (3)	114	377	114	377
531 - Real Estate	2,582	4,420	2,503	4,365
532 - Rental and Leasing Services	3,651	1,617	2,319	1,573
533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	49	133	D	130
53X - Real Estate and Rental & Leasing (3)	48	52	48	52
541 - Professional, Scientific, and Technical Services	34,844	20,547	15,588	20,081
54X - Professional, Scientific, and Technical Services (3)	12	16	12	16
551 - Management of Companies and Enterprises	4,455	749	D	746
561 - Administrative and Support Services	7,098	5,255	5,148	5,083
562 - Waste Management and Remediation Services	840	481	643	459
56X - Administrative, Support, Waste Management & Remediation Services (3)	0	4	0	4
611 - Educational Services	300	1,106	216	934
61X - Educational Services (3)	1	8	1	8
621 - Ambulatory Health Care Services	2,252	1,747	503	1,672
622 - Hospitals	128	136	7	23
623 - Nursing and Residential Care Facilities	113	245	38	206
624 - Social Assistance	1,403	929	1,242	874
62X - Health Care and Social Assistance (3)	57	136	57	136
711 - Performing Arts, Spectator Sports, & Related Industries	563	1,278	209	1,229
712 - Museums, Historical Sites, & Similar Institutions	74	263	57	246
713 - Amusement, Gambling, & Recreation Industries	340	767	D	735
71X - Arts, Entertainment, and Recreation (3)	11	107	11	107
721 - Accommodation	131	345	92	283
722 - Food Services and Drinking Places	3,387	2,455	1,537	2,358
72X - Accommodation and Food Services (3)	1	15	1	15
811 - Repair and Maintenance	2,823	4,994	2,112	4,961
812 - Personal and Laundry Services	1,027	1,842	813	1,816
813 - Religious, Grantmaking, Civic, Professional, & Similar Org.	1,599	2,444	1,539	2,394
814 - Private Households	89	1,130	89	1,130
81X - Other Services (except Public Administration) (3)	1	4	1	4
921 - Executive, Legislative, & Other General Government Support	26	88	18	34
922 - Justice, Public Order, and Safety Activities	1	17	D	15
923 - Administration of Human Resource Programs	0	4	D	2
924 - Administration of Environmental Quality Programs	2	13	D	11
926 - Administration of Economic Programs	13	18	10	10
927 - Space Research and Technology	D	1	D	1
928 - National Security and International Affairs	41	22	D	9
92X - Public Administration (3)	D	8	D	8
XXX - Unclassified (3)	6,106	8,811	5,844	8,779

(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 know 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.

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. importers and 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.

Slightly more than 2 percent of the total export and 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. As of 2012, these companies will be considered *other companies.*

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 *other* 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, 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.

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, 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