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## A Profile of U.S. Importing and Exporting Companies, 2012 - 2013

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2012 - 2013*. It provides information on identified companies and their known import or export 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 import or export transactions linked to specific companies. The increases or decreases in known export and import values correspond with the overall direction of trade in 2013; total export value increased by 2.2 percent and total import value decreased by 0.3 percent. The number of identified exporters decreased by 0.5 percent in 2013 and the known export value increased by 1.4 percent compared to 2012. The number of identified importers decreased by 0.8 percent in 2013 and the known import value decreased by 1.1 percent.

In 2013 the identified U.S. exporters accounted for \$1,401 billion in exports or 88.7 percent of the total value of exported goods (\$1,580 billion). In 2013 the number of identified U.S. exporters was 304.2 thousand, down from 305.7 thousand in 2012 (revised). In 2012, the known value was revised to \$1,382 billion.

Figure 1a: 2013 Export Value and Number of Exporters by Company Type (by NAICS)

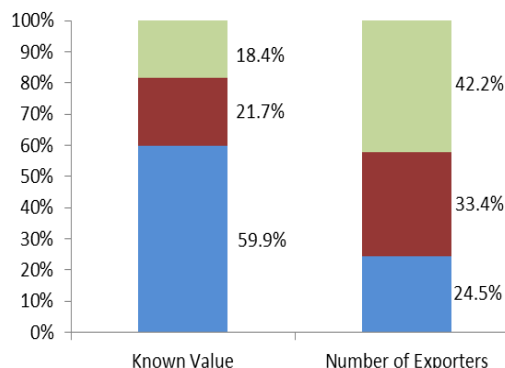
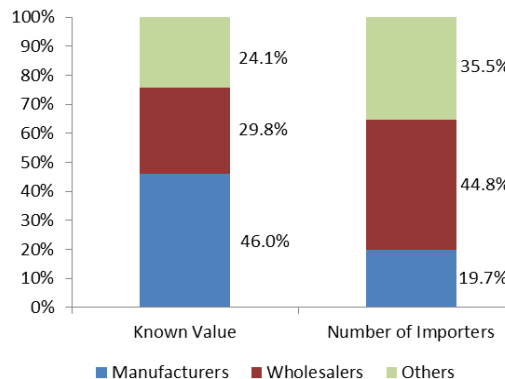


Figure 1b: 2013 Import Value and Number of Importers by Company Type (by NAICS)



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

In 2013 identified U.S. importers accounted for \$1,986 billion in imports or 87.6 percent of the total value of imported goods (\$2,268 billion). The number of identified U.S. importers was 184.2 thousand, down from 185.7 thousand in 2012 (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 11.3 percent in 2013 and 10.6 percent in 2012. 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 12.4 percent in 2013 and 11.8 percent in 2012. 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 2013 and 2012 are shown in Table 1, which shows the proportion of exports and imports that were successfully matched to companies in the 2012 and 2013 Business Registers. The 2012 exporter figures in this report are revised from data released in the 2011-2012 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 2013, 9.4 percent (28.5 thousand) of all identified exporters were *multiple location companies*; these companies accounted for 75.6 percent of the known export value (Exhibit 1a). In contrast, 275.7 thousand *single location companies* (making up 90.6 percent of the exporting companies) contributed 24.4 percent of the known export value.

In 2013, 10.6 percent of all identified importers were *multiple location companies*; these companies accounted for 77.6 percent of the known import value (Exhibit 1d). *Single location companies*, making up 89.4 percent of the importing companies, contributed 22.4 percent of the known import value.

Trade with related parties accounted for 35.4 percent of the known export value by *multiple location companies* compared to 17.0 percent by *single location companies* (Exhibit 3a).

Exhibit 1a shows that *manufacturers* accounted for the largest portion of the 2013 known value, 59.9 percent, with 24.5 percent of the identified exporters. *Wholesalers* accounted for 21.7 percent and *other companies* accounted for 18.4 percent of the known export value.

For imports, *manufacturers* accounted for the largest portion of 2013 known value, 46.0 percent with 19.7 percent of the known importers. *Wholesalers* accounted for 29.8 percent and *other companies* accounted for 24.1 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* decreased by 0.8 percent in 2013. *Manufacturers* increased by 0.3 percent, *wholesalers* decreased by 0.4 percent as well as *other companies* by 2.2 percent (Exhibit 1c).

The number of *multiple location importing companies* decreased by 1.0 percent in 2013. The number of *manufacturers* increased 0.2 percent, *wholesalers* decreased by 0.2 percent, as well as *other companies* by 3.0 percent (Exhibit 1f).

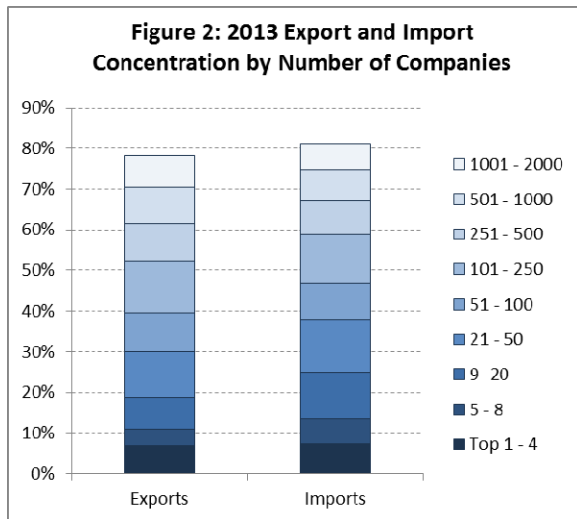


Figure 2 shows the concentration by percent of known export and import values. Of the known export value for 2013, 61.6 percent was accounted for by the top 500 companies. The top 250 companies accounted for 52.2 percent of the known export value. For imports, 67.3 percent of the known value was accounted for by the top 500 companies and 58.9 percent of the total known import value was accounted for by the top 250 importers.

For exports, the top 100 *manufacturers* contributed 33.3 percent of the total known export value and 55.6 percent of all exports by *manufacturers* (Exhibit 2a). For imports, the top 100 *manufacturers* contributed 31.5 percent of the total known import value and 68.4 of all imports by *manufacturers* (Exhibit 2c).

Among the company types, the top 50 *manufacturers* accounted for 45.2 percent of the known export value of the manufacturing sector.

The top 50 companies represented 34.7 percent of the known export value for *wholesalers* and 42.7 percent of the known value for *other companies* (Exhibit 2a).

For imports, the top 50 importing *manufacturers* accounted for 58.7 percent of the known value of this sector. The top 50 companies represented 32.4 percent of the known import value for *wholesalers* and about 61.1 percent of the known value for *other companies* (Exhibit 2c).

Figure 3 shows the number of identified companies with both exports and imports. During 2013, 83,199 companies both exported and imported goods, 221,024 companies only exported goods, and 101,009 companies only imported goods. The companies that both exported and imported in 2013 accounted for 85.3 percent of the known export value and 92.7 percent of the known import value. Among companies that both imported and exported goods, 30.4 percent were *manufacturers*, 47.6 percent were *wholesalers*, and 22.0 percent were *other* (Exhibits 1a, 1d, and 1g).



### Large-Sized Companies

Large identified companies (those employing 500 or more workers) were responsible for 66.4 percent of the known export value and 68.9 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 3.5 percent of manufacturing exporters (2,584 of 74,398) accounting for 80.9 percent of manufacturing export value (\$679 billion of \$839 billion). Similarly, large

wholesalers, who comprise 0.8 percent of the wholesalers who export, accounted for 35.2 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 55.8 percent of the known value. Large manufacturers’ export value to related parties represented 30.8 percent of the manufacturers’ total known export value (Exhibit 3a).

Large companies comprised 6.5 percent of manufacturing importers (2,351 of 36,366) accounting for 86.7 percent of manufacturing import value (\$792 billion of \$914 billion). Large wholesalers, who comprise approximately 0.9 percent of the wholesalers who import, accounted for 40.0 percent of the value of known imports by wholesalers. (Exhibit 1d).

Large companies accounted for 5.7 percent of those that both exported and imported goods in 2013. The large companies represented 76.3 percent of the known export 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 33.6 percent and 31.1 percent of the known export and import value, respectively. The following findings were extracted from Exhibits 1a, 1d, 1g, and 7a:

- 96.5 percent of *manufacturing exporters* were small- and medium-sized companies and they contributed 19.1 percent of the sector’s \$839 billion in exports. 93.5 percent of *manufacturing importers* were small- and medium-sized; they accounted for 13.4 percent of the sector’s \$914 billion in imports.
- 99.2 percent of *exporting wholesalers* were small- and medium-sized companies; they accounted for 64.8 percent of the sector’s \$303 billion in exports. 99.1 percent of *wholesaler importers* were small- and medium-sized; they contributed 60.0 percent of the sector’s \$593 billion in imports.

- 97.3 percent of *other companies* with exports were small- and medium-sized companies. 96.5 percent of importing *other companies* were small- and medium-sized.
- Among companies that both exported and imported in 2013, small- and medium-sized companies accounted for 94.4 percent of such companies, accounting for 23.7 percent of the known export value.
- Among 3-digit NAICS for wholesale industries, *Merchant Wholesalers, Nondurable Goods* (NAICS 424) experienced the largest percent increase in export value by small- and medium-sized companies from 2012 to 2013 at 10.1 percent. For 3-digit manufacturing industry NAICS, *Computer & Electronic Product Manufacturing* (NAICS 334) saw the largest percent increase in export value by small- and medium-sized companies at 43.9 percent.

### ***Export and Import Markets***

The country groups used in the 2013 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 (58.5 percent) or imported from (60.1 percent) only one foreign country. A small percentage of exporters, 0.4 percent, shipped to 50 or more countries; these companies accounted for 49.9 percent of the known export value (Exhibit 4a). Less than 0.1 percent of importing companies imported from 50 or more countries, accounting for 18.9 percent of the known import value (Exhibit 4c).

In 2013, 81.4 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). 91.1 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 72.1 percent of known export value to Canada in 2013 (\$160 billion of \$222 billion). Companies exporting to and importing from China represented 70.0 percent of known import value from China (\$287 billion of \$416 billion). In 2013, 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 2012 and 2013 based upon these definitions. (Note that the same company can be shown as exporting from or importing to multiple states.)

- In 2013, the top five states, based on the number of identified exporting companies, were California, Florida, Texas, New York, and Illinois. Exporters in these five states represented 43.0 percent of the total known export value. For importing companies, the top five states were California, New York, Texas, Florida, and New Jersey. Importers in these states accounted for 46.1 percent of the total known import value.
- States recording the largest increases in known export value in 2013 were New Hampshire (22.9 percent), District of Columbia (18.2 percent), Kentucky (16.6 percent), New York (7.8 percent), and Washington (7.5 percent). District of Columbia (28.1 percent), Missouri (13.1 percent), Vermont (10.7 percent), South

Dakota (10.1 percent), and Kentucky (9.3 percent) had the largest increases in known import value.

- In 2013, 72,032 small- and medium-sized companies exported from California. Florida was second with 58,626 small- and medium-sized companies exporting from that state. California also had the highest proportion of small- and medium-sized exporters, with 95.8 percent; followed by Florida with 95.3 percent; and New York with 94.2 percent.

### ***Comparison of 2012 and 2013 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 2012 to 2013. Below are a number of noteworthy year-to-year changes (Exhibits 1c, 1f, 5c, and 5f):

- The known export value increased by 1.4 percent. The number of identified exporting companies decreased by 1,446 (0.5 percent). Single location companies decreased by 1,209 and multiple location companies decreased by 237.
- The known import value dropped by 1.1 percent. The number of identified importing companies decreased by 1,521 (0.8 percent). Single location companies decreased by 1,328 and multiple location companies decreased by 193.
- The number of small- and medium-sized exporting companies decreased by 0.5 percent, from 298.8 thousand in 2012 to 297.3 thousand in 2013, while the number of large companies decreased by 0.1 percent, from 6,887 to 6,880.
- The number of exporting *wholesalers* dropped by 0.7 percent from 102.2 thousand in 2012 to 101.5 thousand in 2013. Additionally, the number of exporting *manufacturers* decreased by 0.3 percent from 74.7 thousand in 2012 to 74.4 thousand in 2013.

- The number of importing *wholesalers* decreased 0.7 percent from 83.1 thousand in 2012 to 82.5 thousand in 2013. Additionally, the number of importing *manufacturers* decreased 1.0 percent from 36.7 thousand in 2012 to 36.4 thousand in 2013.
- Of the top 25 U.S. export trading partners, Mexico (3.0 percent), and United Arab Emirates (2.0 percent) showed the largest increases in the number of identified exporting companies between 2012 and 2013. Venezuela (13.8 percent), India (4.0 percent), and Japan (3.4 percent) showed the largest percentage decreases.
- Among the top 25 U.S. import trading partners, Vietnam (5.5 percent) showed the largest percentage increase in the number of identified importing companies. Venezuela

(14.6 percent) and Israel (4.3 percent) showed the largest percentage decreases.

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.)

	2013 Value	% of 2013 Value	2012 Value	% of 2012 Value	
<b>Total exports</b>	<b>1,579,593</b>	<b>100.0</b>	<b>1,545,703</b>	<b>100.0</b>	
Low-value estimates	34,705	2.2	33,617	2.2	
US & foreign governments	20	<0.1	33	<0.1	
<b>Identified exporters* (known value)</b>	<b>1,400,955</b>	<b>88.7</b>	<b>1,381,728</b>	<b>89.4</b>	
Exported merchandise in both 2012 and 2013	1,370,828	86.8	1,347,979	87.2	
Exported merchandise in only 2012 or only 2013	30,126	1.9	33,748	2.2	
<b>Unidentified exports</b>	<b>143,911</b>	<b>9.1</b>	<b>130,325</b>	<b>8.4</b>	
<b>Total Imports</b>	<b>2,268,321</b>	<b>100.0</b>	<b>2,276,302</b>	<b>100.0</b>	
Low-value estimates	13,442	0.6	12,985	0.6	
Articles exported and returned, not advanced or improved in condition	52,270	2.3	48,688	2.1	
<b>Identified importers* (known value)</b>	<b>1,986,142</b>	<b>87.6</b>	<b>2,007,762</b>	<b>88.2</b>	
Imported merchandise in both 2012 and 2013	1,944,072	85.7	1,967,595	86.5	
Imported merchandise in only 2012 or only 2013	42,069	1.9	40,167	1.8	
<b>Unidentified imports /1</b>	<b>216,466</b>	<b>9.5</b>	<b>204,901</b>	<b>9.0</b>	
<b>*Number of Identified Companies</b>					
	<b>2013</b>	<b>2012</b>	<b>Both Years</b>	<b>2013 Only</b>	<b>2012 Only</b>
<b>Exporters</b>	304,223	305,669	205,326	98,897	100,343
<b>Importers</b>	184,208	185,729	134,372	49,836	51,357

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

/1 Includes Canadian electricity and natural gas imports

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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**  
**2013 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)				
<b>All identified companies</b>	<b>1,400,955</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>304,223</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
no. employees unknown (3)	122,562	8.7	8.7	8.7	119,668	39.3	39.3	39.3
1 to 19 employees	95,626	6.8	15.6	15.6	112,882	37.1	76.4	76.4
20 to 49 employees	49,895	3.6	19.1	19.1	31,727	10.4	86.9	86.9
50 to 99 employees	45,678	3.3	22.4	22.4	16,089	5.3	92.2	92.2
100 to 249 employees	84,870	6.1	28.5	28.5	12,260	4.0	96.2	96.2
250 to 499 employees	72,438	5.2	33.6	33.6	4,717	1.6	97.7	97.7
500 or more employees	929,886	66.4	100.0	100.0	6,880	2.3	100.0	100.0
<b>Manufacturers</b>	<b>839,180</b>	<b>59.9</b>	<b>59.9</b>	<b>100.0</b>	<b>74,398</b>	<b>24.5</b>	<b>24.5</b>	<b>100.0</b>
no. employees unknown (3)	40,619	2.9	2.9	4.8	17,139	5.6	5.6	23.0
1 to 19 employees	8,236	0.6	3.5	5.8	24,254	8.0	13.6	55.6
20 to 49 employees	11,595	0.8	4.3	7.2	13,877	4.6	18.2	74.3
50 to 99 employees	16,164	1.2	5.5	9.1	8,007	2.6	20.8	85.1
100 to 249 employees	37,290	2.7	8.1	13.6	6,260	2.1	22.9	93.5
250 to 499 employees	46,395	3.3	11.4	19.1	2,277	0.7	23.6	96.5
500 or more employees	678,882	48.5	59.9	100.0	2,584	0.8	24.5	100.0
<b>Wholesalers</b>	<b>303,477</b>	<b>21.7</b>	<b>21.7</b>	<b>100.0</b>	<b>101,493</b>	<b>33.4</b>	<b>33.4</b>	<b>100.0</b>
no. employees unknown (3)	38,795	2.8	2.8	12.8	34,821	11.4	11.4	34.3
1 to 19 employees	60,447	4.3	7.1	32.7	48,643	16.0	27.4	82.2
20 to 49 employees	29,729	2.1	9.2	42.5	9,847	3.2	30.7	91.9
50 to 99 employees	15,591	1.1	10.3	47.6	3,980	1.3	32.0	95.9
100 to 249 employees	35,563	2.5	12.9	59.4	2,525	0.8	32.8	98.3
250 to 499 employees	16,404	1.2	14.0	64.8	882	0.3	33.1	99.2
500 or more employees	106,948	7.6	21.7	100.0	795	0.3	33.4	100.0
<b>Other companies (4)</b>	<b>258,298</b>	<b>18.4</b>	<b>18.4</b>	<b>100.0</b>	<b>128,332</b>	<b>42.2</b>	<b>42.2</b>	<b>100.0</b>
no. employees unknown (3)	43,148	3.1	3.1	16.7	67,708	22.3	22.3	52.8
1 to 19 employees	26,943	1.9	5.0	27.1	39,985	13.1	35.4	83.9
20 to 49 employees	8,570	0.6	5.6	30.5	8,003	2.6	38.0	90.2
50 to 99 employees	13,923	1.0	6.6	35.8	4,102	1.3	39.4	93.4
100 to 249 employees	12,017	0.9	7.5	40.5	3,475	1.1	40.5	96.1
250 to 499 employees	9,640	0.7	8.2	44.2	1,558	0.5	41.0	97.3
500 or more employees	144,057	10.3	18.4	100.0	3,501	1.2	42.2	100.0
<b>Multiple location companies</b>	<b>1,059,682</b>	<b>75.6</b>	<b>75.6</b>	<b>100.0</b>	<b>28,500</b>	<b>9.4</b>	<b>9.4</b>	<b>100.0</b>
no. employees unknown (3)	593	0.0	0.0	0.1	238	0.1	0.1	0.8
1 to 19 employees	5,660	0.4	0.4	0.6	2,787	0.9	1.0	10.6
20 to 49 employees	11,151	0.8	1.2	1.6	4,824	1.6	2.6	27.5
50 to 99 employees	20,892	1.5	2.7	3.6	4,921	1.6	4.2	44.8
100 to 249 employees	46,566	3.3	6.1	8.0	6,149	2.0	6.2	66.4
250 to 499 employees	56,305	4.0	10.1	13.3	3,462	1.1	7.4	78.5
500 or more employees	918,515	65.6	75.6	100.0	6,119	2.0	9.4	100.0
<b>Manufacturers</b>	<b>729,816</b>	<b>52.1</b>	<b>52.1</b>	<b>100.0</b>	<b>9,806</b>	<b>3.2</b>	<b>3.2</b>	<b>100.0</b>
no. employees unknown (3)	179	0.0	0.0	0.0	68	0.0	0.0	0.7
1 to 19 employees	229	0.0	0.0	0.1	308	0.1	0.1	3.8
20 to 49 employees	1,569	0.1	0.1	0.3	1,075	0.4	0.5	14.8
50 to 99 employees	5,181	0.4	0.5	1.0	1,712	0.6	1.0	32.3
100 to 249 employees	15,850	1.1	1.6	3.2	2,679	0.9	1.9	59.6
250 to 499 employees	36,792	2.6	4.3	8.2	1,590	0.5	2.4	75.8
500 or more employees	670,016	47.8	52.1	100.0	2,374	0.8	3.2	100.0
<b>Wholesalers</b>	<b>163,360</b>	<b>11.7</b>	<b>11.7</b>	<b>100.0</b>	<b>8,558</b>	<b>2.8</b>	<b>2.8</b>	<b>100.0</b>
no. employees unknown (3)	122	0.0	0.0	0.1	75	0.0	0.0	0.9
1 to 19 employees	4,233	0.3	0.3	2.7	1,392	0.5	0.5	17.1
20 to 49 employees	7,298	0.5	0.8	7.1	2,156	0.7	1.2	42.3
50 to 99 employees	8,172	0.6	1.4	12.1	1,766	0.6	1.8	63.0
100 to 249 employees	23,743	1.7	3.1	26.7	1,675	0.6	2.3	82.5
250 to 499 employees	14,123	1.0	4.1	35.3	737	0.2	2.6	91.2
500 or more employees	105,670	7.5	11.7	100.0	757	0.2	2.8	100.0

**Exhibit 1a**  
**2013 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)				
<b>Other companies (4)</b>	<b>166,506</b>	<b>11.9</b>	<b>11.9</b>	<b>100.0</b>	<b>10,136</b>	<b>3.3</b>	<b>3.3</b>	<b>100.0</b>
no. employees unknown (3)	293	0.0	0.0	0.2	95	0.0	0.0	0.9
1 to 19 employees	1,198	0.1	0.1	0.9	1,087	0.4	0.4	11.7
20 to 49 employees	2,284	0.2	0.3	2.3	1,593	0.5	0.9	27.4
50 to 99 employees	7,539	0.5	0.8	6.8	1,443	0.5	1.4	41.6
100 to 249 employees	6,972	0.5	1.3	11.0	1,795	0.6	2.0	59.3
250 to 499 employees	5,391	0.4	1.7	14.2	1,135	0.4	2.3	70.5
500 or more employees	142,830	10.2	11.9	100.0	2,988	1.0	3.3	100.0
<b>Single location companies</b>	<b>341,273</b>	<b>24.4</b>	<b>24.4</b>	<b>100.0</b>	<b>275,723</b>	<b>90.6</b>	<b>90.6</b>	<b>100.0</b>
no. employees unknown (3)	121,968	8.7	8.7	35.7	119,430	39.3	39.3	43.3
1 to 19 employees	89,966	6.4	15.1	62.1	110,095	36.2	75.4	83.2
20 to 49 employees	38,744	2.8	17.9	73.5	26,903	8.8	84.3	93.0
50 to 99 employees	24,787	1.8	19.7	80.7	11,168	3.7	88.0	97.1
100 to 249 employees	38,304	2.7	22.4	91.9	6,111	2.0	90.0	99.3
250 to 499 employees	16,133	1.2	23.5	96.7	1,255	0.4	90.4	99.7
500 or more employees	11,371	0.8	24.4	100.0	761	0.3	90.6	100.0
<b>Manufacturers</b>	<b>109,364</b>	<b>7.8</b>	<b>7.8</b>	<b>100.0</b>	<b>64,592</b>	<b>21.2</b>	<b>21.2</b>	<b>100.0</b>
no. employees unknown (3)	40,439	2.9	2.9	37.0	17,071	5.6	5.6	26.4
1 to 19 employees	8,006	0.6	3.5	44.3	23,946	7.9	13.5	63.5
20 to 49 employees	10,026	0.7	4.2	53.5	12,802	4.2	17.7	83.3
50 to 99 employees	10,983	0.8	5.0	63.5	6,295	2.1	19.8	93.1
100 to 249 employees	21,440	1.5	6.5	83.1	3,581	1.2	20.9	98.6
250 to 499 employees	9,603	0.7	7.2	91.9	687	0.2	21.2	99.7
500 or more employees	8,866	0.6	7.8	100.0	210	0.1	21.2	100.0
<b>Wholesalers</b>	<b>140,117</b>	<b>10.0</b>	<b>10.0</b>	<b>100.0</b>	<b>92,935</b>	<b>30.5</b>	<b>30.5</b>	<b>100.0</b>
no. employees unknown (3)	38,673	2.8	2.8	27.6	34,746	11.4	11.4	37.4
1 to 19 employees	56,215	4.0	6.8	67.7	47,251	15.5	27.0	88.2
20 to 49 employees	22,431	1.6	8.4	83.7	7,691	2.5	29.5	96.5
50 to 99 employees	7,419	0.5	8.9	89.0	2,214	0.7	30.2	98.9
100 to 249 employees	11,819	0.8	9.7	97.5	850	0.3	30.5	99.8
250 to 499 employees	2,281	0.2	9.9	99.1	145	0.0	30.5	100.0
500 or more employees	1,278	0.1	10.0	100.0	38	0.0	30.5	100.0
<b>Other companies (4)</b>	<b>91,792</b>	<b>6.6</b>	<b>6.6</b>	<b>100.0</b>	<b>118,196</b>	<b>38.9</b>	<b>38.9</b>	<b>100.0</b>
no. employees unknown (3)	42,856	3.1	3.1	46.7	67,613	22.2	22.2	57.2
1 to 19 employees	25,744	1.8	4.9	74.7	38,898	12.8	35.0	90.1
20 to 49 employees	6,286	0.4	5.3	81.6	6,410	2.1	37.1	95.5
50 to 99 employees	6,385	0.5	5.8	88.5	2,659	0.9	38.0	97.8
100 to 249 employees	5,045	0.4	6.2	94.0	1,680	0.6	38.5	99.2
250 to 499 employees	4,249	0.3	6.5	98.7	423	0.1	38.7	99.6
500 or more employees	1,227	0.1	6.6	100.0	513	0.2	38.9	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals.

(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 2013.

(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**  
**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)				
<b>All identified companies</b>	<b>1,381,728</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>305,669</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
no. employees unknown (3)	122,101	8.8	8.8	8.8	119,543	39.1	39.1	39.1
1 to 19 employees	91,643	6.6	15.5	15.5	114,374	37.4	76.5	76.5
20 to 49 employees	49,389	3.6	19.0	19.0	32,010	10.5	87.0	87.0
50 to 99 employees	47,054	3.4	22.4	22.4	16,150	5.3	92.3	92.3
100 to 249 employees	83,445	6.0	28.5	28.5	12,085	4.0	96.2	96.2
250 to 499 employees	56,986	4.1	32.6	32.6	4,620	1.5	97.7	97.7
500 or more employees	931,110	67.4	100.0	100.0	6,887	2.3	100.0	100.0
<b>Manufacturers</b>	<b>837,527</b>	<b>60.6</b>	<b>60.6</b>	<b>100.0</b>	<b>74,650</b>	<b>24.4</b>	<b>24.4</b>	<b>100.0</b>
no. employees unknown (3)	38,378	2.8	2.8	4.6	17,032	5.6	5.6	22.8
1 to 19 employees	8,427	0.6	3.4	5.6	24,616	8.1	13.6	55.8
20 to 49 employees	12,630	0.9	4.3	7.1	13,965	4.6	18.2	74.5
50 to 99 employees	16,301	1.2	5.5	9.0	8,011	2.6	20.8	85.2
100 to 249 employees	41,073	3.0	8.5	13.9	6,236	2.0	22.9	93.6
250 to 499 employees	34,571	2.5	11.0	18.1	2,237	0.7	23.6	96.6
500 or more employees	686,146	49.7	60.6	100.0	2,553	0.8	24.4	100.0
<b>Wholesalers</b>	<b>307,769</b>	<b>22.3</b>	<b>22.3</b>	<b>100.0</b>	<b>102,198</b>	<b>33.4</b>	<b>33.4</b>	<b>100.0</b>
no. employees unknown (3)	39,589	2.9	2.9	12.9	34,866	11.4	11.4	34.1
1 to 19 employees	59,586	4.3	7.2	32.2	49,518	16.2	27.6	82.6
20 to 49 employees	28,328	2.1	9.2	41.4	9,782	3.2	30.8	92.1
50 to 99 employees	16,318	1.2	10.4	46.7	3,948	1.3	32.1	96.0
100 to 249 employees	33,344	2.4	12.8	57.6	2,432	0.8	32.9	98.4
250 to 499 employees	14,531	1.1	13.9	62.3	853	0.3	33.2	99.2
500 or more employees	116,072	8.4	22.3	100.0	799	0.3	33.4	100.0
<b>Other companies (4)</b>	<b>236,432</b>	<b>17.1</b>	<b>17.1</b>	<b>100.0</b>	<b>128,821</b>	<b>42.1</b>	<b>42.1</b>	<b>100.0</b>
no. employees unknown (3)	44,134	3.2	3.2	18.7	67,645	22.1	22.1	52.5
1 to 19 employees	23,630	1.7	4.9	28.7	40,240	13.2	35.3	83.7
20 to 49 employees	8,431	0.6	5.5	32.2	8,263	2.7	38.0	90.2
50 to 99 employees	14,434	1.0	6.6	38.3	4,191	1.4	39.4	93.4
100 to 249 employees	9,028	0.7	7.2	42.2	3,417	1.1	40.5	96.1
250 to 499 employees	7,884	0.6	7.8	45.5	1,530	0.5	41.0	97.3
500 or more employees	128,892	9.3	17.1	100.0	3,535	1.2	42.1	100.0
<b>Multiple location companies</b>	<b>1,046,041</b>	<b>75.7</b>	<b>75.7</b>	<b>100.0</b>	<b>28,737</b>	<b>9.4</b>	<b>9.4</b>	<b>100.0</b>
no. employees unknown (3)	1,372	0.1	0.1	0.1	173	0.1	0.1	0.6
1 to 19 employees	5,078	0.4	0.5	0.6	2,902	0.9	1.0	10.7
20 to 49 employees	10,562	0.8	1.2	1.6	5,098	1.7	2.7	28.4
50 to 99 employees	21,025	1.5	2.8	3.6	4,927	1.6	4.3	45.6
100 to 249 employees	43,982	3.2	5.9	7.8	6,119	2.0	6.3	66.9
250 to 499 employees	43,666	3.2	9.1	12.0	3,384	1.1	7.4	78.7
500 or more employees	920,355	66.6	75.7	100.0	6,134	2.0	9.4	100.0
<b>Manufacturers</b>	<b>725,211</b>	<b>52.5</b>	<b>52.5</b>	<b>100.0</b>	<b>9,779</b>	<b>3.2</b>	<b>3.2</b>	<b>100.0</b>
no. employees unknown (3)	77	0.0	0.0	0.0	38	0.0	0.0	0.4
1 to 19 employees	226	0.0	0.0	0.0	310	0.1	0.1	3.6
20 to 49 employees	1,420	0.1	0.1	0.2	1,083	0.4	0.5	14.6
50 to 99 employees	4,281	0.3	0.4	0.8	1,711	0.6	1.0	32.1
100 to 249 employees	15,831	1.1	1.6	3.0	2,712	0.9	1.9	59.9
250 to 499 employees	25,657	1.9	3.4	6.5	1,571	0.5	2.4	75.9
500 or more employees	677,719	49.0	52.5	100.0	2,354	0.8	3.2	100.0
<b>Wholesalers</b>	<b>169,408</b>	<b>12.3</b>	<b>12.3</b>	<b>100.0</b>	<b>8,589</b>	<b>2.8</b>	<b>2.8</b>	<b>100.0</b>
no. employees unknown (3)	(D)	(D)	(D)	(D)	63	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	6,866	0.5	(D)	(D)	2,284	0.7	1.2	43.9
50 to 99 employees	7,885	0.6	(D)	(D)	1,733	0.6	1.8	64.0
100 to 249 employees	23,310	1.7	(D)	(D)	1,620	0.5	2.3	82.9
250 to 499 employees	12,690	0.9	(D)	(D)	707	0.2	2.6	91.1
500 or more employees	114,813	8.3	(D)	(D)	761	0.2	2.8	100.0

**Exhibit 1b**  
**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)				
<b>Other companies (4)</b>	<b>151,421</b>	<b>11.0</b>	<b>(D)</b>	<b>(D)</b>	<b>10,369</b>	<b>3.4</b>	<b>3.4</b>	<b>100.0</b>
no. employees unknown (3)	(D)	(D)	(D)	(D)	72	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	2,277	0.2	(D)	(D)	1,731	0.6	1.0	28.7
50 to 99 employees	8,859	0.6	(D)	(D)	1,483	0.5	1.5	43.0
100 to 249 employees	4,841	0.4	(D)	(D)	1,787	0.6	2.0	60.2
250 to 499 employees	5,319	0.4	(D)	(D)	1,106	0.4	2.4	70.9
500 or more employees	127,823	9.3	(D)	(D)	3,019	1.0	3.4	100.0
<b>Single location companies</b>	<b>335,687</b>	<b>24.3</b>	<b>24.3</b>	<b>100.0</b>	<b>276,932</b>	<b>90.6</b>	<b>90.6</b>	<b>100.0</b>
no. employees unknown (3)	120,729	8.7	8.7	36.0	119,370	39.1	39.1	43.1
1 to 19 employees	86,565	6.3	15.0	61.8	111,472	36.5	75.5	83.4
20 to 49 employees	38,827	2.8	17.8	73.3	26,912	8.8	84.3	93.1
50 to 99 employees	26,028	1.9	19.7	81.1	11,223	3.7	88.0	97.1
100 to 249 employees	39,463	2.9	22.6	92.8	5,966	2.0	89.9	99.3
250 to 499 employees	13,319	1.0	23.5	96.8	1,236	0.4	90.4	99.7
500 or more employees	10,756	0.8	24.3	100.0	753	0.2	90.6	100.0
<b>Manufacturers</b>	<b>112,316</b>	<b>8.1</b>	<b>8.1</b>	<b>100.0</b>	<b>64,871</b>	<b>21.2</b>	<b>21.2</b>	<b>100.0</b>
no. employees unknown (3)	38,301	2.8	2.8	34.1	16,994	5.6	5.6	26.2
1 to 19 employees	8,202	0.6	3.4	41.4	24,306	8.0	13.5	63.7
20 to 49 employees	11,211	0.8	4.2	51.4	12,882	4.2	17.7	83.5
50 to 99 employees	12,020	0.9	5.0	62.1	6,300	2.1	19.8	93.2
100 to 249 employees	25,241	1.8	6.9	84.6	3,524	1.2	20.9	98.7
250 to 499 employees	8,914	0.6	7.5	92.5	666	0.2	21.2	99.7
500 or more employees	8,428	0.6	8.1	100.0	199	0.1	21.2	100.0
<b>Wholesalers</b>	<b>138,361</b>	<b>10.0</b>	<b>10.0</b>	<b>100.0</b>	<b>93,609</b>	<b>30.6</b>	<b>30.6</b>	<b>100.0</b>
no. employees unknown (3)	(D)	(D)	(D)	(D)	34,803	11.4	11.4	37.2
1 to 19 employees	(D)	(D)	(D)	(D)	48,097	15.7	27.1	88.6
20 to 49 employees	21,462	1.6	(D)	(D)	7,498	2.5	29.6	96.6
50 to 99 employees	8,433	0.6	(D)	(D)	2,215	0.7	30.3	98.9
100 to 249 employees	10,034	0.7	(D)	(D)	812	0.3	30.6	99.8
250 to 499 employees	1,841	0.1	(D)	(D)	146	0.0	30.6	100.0
500 or more employees	1,260	0.1	(D)	(D)	38	0.0	30.6	100.0
<b>Other companies (4)</b>	<b>85,011</b>	<b>6.2</b>	<b>(D)</b>	<b>(D)</b>	<b>118,452</b>	<b>38.8</b>	<b>38.8</b>	<b>100.0</b>
no. employees unknown (3)	(D)	(D)	(D)	(D)	67,573	22.1	22.1	57.0
1 to 19 employees	(D)	(D)	(D)	(D)	39,069	12.8	34.9	90.0
20 to 49 employees	6,154	0.4	(D)	(D)	6,532	2.1	37.0	95.5
50 to 99 employees	5,576	0.4	(D)	(D)	2,708	0.9	37.9	97.8
100 to 249 employees	4,188	0.3	(D)	(D)	1,630	0.5	38.4	99.2
250 to 499 employees	2,565	0.2	(D)	(D)	424	0.1	38.6	99.6
500 or more employees	1,069	0.1	(D)	(D)	516	0.2	38.8	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals.

(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 1c**  
**Percent Difference Between the 2012 and 2013 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			
	2012	2013	Net Difference	% Difference	2012	2013	Net Difference	% Difference
<b>All identified companies</b>	<b>1,381,728</b>	<b>1,400,955</b>	<b>19,227</b>	<b>1.4</b>	<b>305,669</b>	<b>304,223</b>	<b>-1,446</b>	<b>-0.5</b>
no. employees unknown (2)	122,101	122,562	460	0.4	119,543	119,668	125	0.1
1 to 19 employees	91,643	95,626	3,983	4.3	114,374	112,882	-1,492	-1.3
20 to 49 employees	49,389	49,895	506	1.0	32,010	31,727	-283	-0.9
50 to 99 employees	47,054	45,678	-1,375	-2.9	16,150	16,089	-61	-0.4
100 to 249 employees	83,445	84,870	1,425	1.7	12,085	12,260	175	1.4
250 to 499 employees	56,986	72,438	15,453	27.1	4,620	4,717	97	2.1
500 or more employees	931,110	929,886	-1,224	-0.1	6,887	6,880	-7	-0.1
<b>Manufacturers</b>	<b>837,527</b>	<b>839,180</b>	<b>1,653</b>	<b>0.2</b>	<b>74,650</b>	<b>74,398</b>	<b>-252</b>	<b>-0.3</b>
no. employees unknown (2)	38,378	40,619	2,240	5.8	17,032	17,139	107	0.6
1 to 19 employees	8,427	8,236	-192	-2.3	24,616	24,254	-362	-1.5
20 to 49 employees	12,630	11,595	-1,035	-8.2	13,965	13,877	-88	-0.6
50 to 99 employees	16,301	16,164	-137	-0.8	8,011	8,007	-4	0.0
100 to 249 employees	41,073	37,290	-3,782	-9.2	6,236	6,260	24	0.4
250 to 499 employees	34,571	46,395	11,824	34.2	2,237	2,277	40	1.8
500 or more employees	686,146	678,882	-7,265	-1.1	2,553	2,584	31	1.2
<b>Wholesalers</b>	<b>307,769</b>	<b>303,477</b>	<b>-4,292</b>	<b>-1.4</b>	<b>102,198</b>	<b>101,493</b>	<b>-705</b>	<b>-0.7</b>
no. employees unknown (2)	39,589	38,795	-794	-2.0	34,866	34,821	-45	-0.1
1 to 19 employees	59,586	60,447	861	1.4	49,518	48,643	-875	-1.8
20 to 49 employees	28,328	29,729	1,402	4.9	9,782	9,847	65	0.7
50 to 99 employees	16,318	15,591	-727	-4.5	3,948	3,980	32	0.8
100 to 249 employees	33,344	35,563	2,218	6.7	2,432	2,525	93	3.8
250 to 499 employees	14,531	16,404	1,873	12.9	853	882	29	3.4
500 or more employees	116,072	106,948	-9,125	-7.9	799	795	-4	-0.5
<b>Other companies (3)</b>	<b>236,432</b>	<b>258,298</b>	<b>21,866</b>	<b>9.2</b>	<b>128,821</b>	<b>128,332</b>	<b>-489</b>	<b>-0.4</b>
no. employees unknown (2)	44,134	43,148	-985	-2.2	67,645	67,708	63	0.1
1 to 19 employees	23,630	26,943	3,313	14.0	40,240	39,985	-255	-0.6
20 to 49 employees	8,431	8,570	140	1.7	8,263	8,003	-260	-3.1
50 to 99 employees	14,434	13,923	-511	-3.5	4,191	4,102	-89	-2.1
100 to 249 employees	9,028	12,017	2,989	33.1	3,417	3,475	58	1.7
250 to 499 employees	7,884	9,640	1,756	22.3	1,530	1,558	28	1.8
500 or more employees	128,892	144,057	15,165	11.8	3,535	3,501	-34	-1.0
<b>Multiple location companies</b>	<b>1,046,041</b>	<b>1,059,682</b>	<b>13,641</b>	<b>1.3</b>	<b>28,737</b>	<b>28,500</b>	<b>-237</b>	<b>-0.8</b>
no. employees unknown (2)	1,372	593	-778	-56.7	173	238	65	37.6
1 to 19 employees	5,078	5,660	582	11.5	2,902	2,787	-115	-4.0
20 to 49 employees	10,562	11,151	589	5.6	5,098	4,824	-274	-5.4
50 to 99 employees	21,025	20,892	-134	-0.6	4,927	4,921	-6	-0.1
100 to 249 employees	43,982	46,566	2,584	5.9	6,119	6,149	30	0.5
250 to 499 employees	43,666	56,305	12,639	28.9	3,384	3,462	78	2.3
500 or more employees	920,355	918,515	-1,839	-0.2	6,134	6,119	-15	-0.2
<b>Manufacturers</b>	<b>725,211</b>	<b>729,816</b>	<b>4,605</b>	<b>0.6</b>	<b>9,779</b>	<b>9,806</b>	<b>27</b>	<b>0.3</b>
no. employees unknown (2)	77	179	102	132.0	38	68	30	78.9
1 to 19 employees	226	229	3	1.5	310	308	-2	-0.6
20 to 49 employees	1,420	1,569	149	10.5	1,083	1,075	-8	-0.7
50 to 99 employees	4,281	5,181	900	21.0	1,711	1,712	1	0.1
100 to 249 employees	15,831	15,850	19	0.1	2,712	2,679	-33	-1.2
250 to 499 employees	25,657	36,792	11,134	43.4	1,571	1,590	19	1.2
500 or more employees	677,719	670,016	-7,703	-1.1	2,354	2,374	20	0.8
<b>Wholesalers</b>	<b>169,408</b>	<b>163,360</b>	<b>-6,049</b>	<b>-3.6</b>	<b>8,589</b>	<b>8,558</b>	<b>-31</b>	<b>-0.4</b>
no. employees unknown (2)	(D)	122	(D)	(D)	63	75	12	19.0
1 to 19 employees	(D)	4,233	(D)	(D)	1,421	1,392	-29	-2.0
20 to 49 employees	6,866	7,298	432	6.3	2,284	2,156	-128	-5.6
50 to 99 employees	7,885	8,172	286	3.6	1,733	1,766	33	1.9
100 to 249 employees	23,310	23,743	433	1.9	1,620	1,675	55	3.4
250 to 499 employees	12,690	14,123	1,432	11.3	707	737	30	4.2
500 or more employees	114,813	105,670	-9,143	-8.0	761	757	-4	-0.5

**Exhibit 1c**  
**Percent Difference Between the 2012 and 2013 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			
	2012	2013	Net Difference	% Difference	2012	2013	Net Difference	% Difference
<b>Other companies (3)</b>	<b>151,421</b>	<b>166,506</b>	<b>15,085</b>	<b>10.0</b>	<b>10,369</b>	<b>10,136</b>	<b>-233</b>	<b>-2.2</b>
no. employees unknown (2)	(D)	293	(D)	(D)	72	95	23	31.9
1 to 19 employees	(D)	1,198	(D)	(D)	1,171	1,087	-84	-7.2
20 to 49 employees	2,277	2,284	7	0.3	1,731	1,593	-138	-8.0
50 to 99 employees	8,859	7,539	-1,320	-14.9	1,483	1,443	-40	-2.7
100 to 249 employees	4,841	6,972	2,132	44.0	1,787	1,795	8	0.4
250 to 499 employees	5,319	5,391	72	1.4	1,106	1,135	29	2.6
500 or more employees	127,823	142,830	15,007	11.7	3,019	2,988	-31	-1.0
<b>Single location companies</b>	<b>335,687</b>	<b>341,273</b>	<b>5,585</b>	<b>1.7</b>	<b>276,932</b>	<b>275,723</b>	<b>-1,209</b>	<b>-0.4</b>
no. employees unknown (2)	120,729	121,968	1,239	1.0	119,370	119,430	60	0.1
1 to 19 employees	86,565	89,966	3,400	3.9	111,472	110,095	-1,377	-1.2
20 to 49 employees	38,827	38,744	-83	-0.2	26,912	26,903	-9	0.0
50 to 99 employees	26,028	24,787	-1,242	-4.8	11,223	11,168	-55	-0.5
100 to 249 employees	39,463	38,304	-1,159	-2.9	5,966	6,111	145	2.4
250 to 499 employees	13,319	16,133	2,814	21.1	1,236	1,255	19	1.5
500 or more employees	10,756	11,371	615	5.7	753	761	8	1.1
<b>Manufacturers</b>	<b>112,316</b>	<b>109,364</b>	<b>-2,952</b>	<b>-2.6</b>	<b>64,871</b>	<b>64,592</b>	<b>-279</b>	<b>-0.4</b>
no. employees unknown (2)	38,301	40,439	2,138	5.6	16,994	17,071	77	0.5
1 to 19 employees	8,202	8,006	-195	-2.4	24,306	23,946	-360	-1.5
20 to 49 employees	11,211	10,026	-1,184	-10.6	12,882	12,802	-80	-0.6
50 to 99 employees	12,020	10,983	-1,037	-8.6	6,300	6,295	-5	-0.1
100 to 249 employees	25,241	21,440	-3,801	-15.1	3,524	3,581	57	1.6
250 to 499 employees	8,914	9,603	690	7.7	666	687	21	3.2
500 or more employees	8,428	8,866	438	5.2	199	210	11	5.5
<b>Wholesalers</b>	<b>138,361</b>	<b>140,117</b>	<b>1,756</b>	<b>1.3</b>	<b>93,609</b>	<b>92,935</b>	<b>-674</b>	<b>-0.7</b>
no. employees unknown (2)	(D)	38,673	(D)	(D)	34,803	34,746	-57	-0.2
1 to 19 employees	(D)	56,215	(D)	(D)	48,097	47,251	-846	-1.8
20 to 49 employees	21,462	22,431	969	4.5	7,498	7,691	193	2.6
50 to 99 employees	8,433	7,419	-1,014	-12.0	2,215	2,214	-1	0.0
100 to 249 employees	10,034	11,819	1,785	17.8	812	850	38	4.7
250 to 499 employees	1,841	2,281	441	23.9	146	145	-1	-0.7
500 or more employees	1,260	1,278	18	1.5	38	38	0	0.0
<b>Other companies (3)</b>	<b>85,011</b>	<b>91,792</b>	<b>6,781</b>	<b>8.0</b>	<b>118,452</b>	<b>118,196</b>	<b>-256</b>	<b>-0.2</b>
no. employees unknown (2)	(D)	42,856	(D)	(D)	67,573	67,613	40	0.1
1 to 19 employees	(D)	25,744	(D)	(D)	39,069	38,898	-171	-0.4
20 to 49 employees	6,154	6,286	133	2.2	6,532	6,410	-122	-1.9
50 to 99 employees	5,576	6,385	809	14.5	2,708	2,659	-49	-1.8
100 to 249 employees	4,188	5,045	857	20.5	1,630	1,680	50	3.1
250 to 499 employees	2,565	4,249	1,684	65.7	424	423	-1	-0.2
500 or more employees	1,069	1,227	158	14.8	516	513	-3	-0.6

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2012 or 2013.

(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.

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



**Exhibit 1d**  
**2013 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)
			of Known Value	Company Type Value (2)				
<b>All identified companies</b>	<b>1,986,142</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>184,208</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
no. employees unknown (3)	135,906	6.8	6.8	6.8	58,915	32.0	32.0	32.0
1 to 19 employees	128,915	6.5	13.3	13.3	78,448	42.6	74.6	74.6
20 to 49 employees	80,683	4.1	17.4	17.4	19,415	10.5	85.1	85.1
50 to 99 employees	64,267	3.2	20.6	20.6	10,258	5.6	90.7	90.7
100 to 249 employees	113,834	5.7	26.4	26.4	8,305	4.5	95.2	95.2
250 to 499 employees	94,763	4.8	31.1	31.1	3,498	1.9	97.1	97.1
500 or more employees	1,367,772	68.9	100.0	100.0	5,369	2.9	100.0	100.0
<b>Manufacturers</b>	<b>914,261</b>	<b>46.0</b>	<b>46.0</b>	<b>100.0</b>	<b>36,366</b>	<b>19.7</b>	<b>19.7</b>	<b>100.0</b>
no. employees unknown (3)	31,649	1.6	1.6	3.5	6,514	3.5	3.5	17.9
1 to 19 employees	6,597	0.3	1.9	4.2	10,284	5.6	9.1	46.2
20 to 49 employees	10,071	0.5	2.4	5.3	6,457	3.5	12.6	63.9
50 to 99 employees	10,779	0.5	3.0	6.5	4,618	2.5	15.1	76.6
100 to 249 employees	28,551	1.4	4.4	9.6	4,290	2.3	17.5	88.4
250 to 499 employees	34,747	1.7	6.2	13.4	1,852	1.0	18.5	93.5
500 or more employees	791,867	39.9	46.0	100.0	2,351	1.3	19.7	100.0
<b>Wholesalers</b>	<b>592,533</b>	<b>29.8</b>	<b>29.8</b>	<b>100.0</b>	<b>82,537</b>	<b>44.8</b>	<b>44.8</b>	<b>100.0</b>
no. employees unknown (3)	54,505	2.7	2.7	9.2	25,788	14.0	14.0	31.2
1 to 19 employees	100,632	5.1	7.8	26.2	42,615	23.1	37.1	82.9
20 to 49 employees	61,363	3.1	10.9	36.5	7,715	4.2	41.3	92.2
50 to 99 employees	45,996	2.3	13.2	44.3	3,095	1.7	43.0	96.0
100 to 249 employees	55,407	2.8	16.0	53.7	1,916	1.0	44.0	98.3
250 to 499 employees	37,648	1.9	17.9	60.0	703	0.4	44.4	99.1
500 or more employees	236,981	11.9	29.8	100.0	705	0.4	44.8	100.0
<b>Other companies (4)</b>	<b>479,348</b>	<b>24.1</b>	<b>24.1</b>	<b>100.0</b>	<b>65,305</b>	<b>35.5</b>	<b>35.5</b>	<b>100.0</b>
no. employees unknown (3)	49,752	2.5	2.5	10.4	26,613	14.4	14.4	40.8
1 to 19 employees	21,686	1.1	3.6	14.9	25,549	13.9	28.3	79.9
20 to 49 employees	9,249	0.5	4.1	16.8	5,243	2.8	31.2	87.9
50 to 99 employees	7,492	0.4	4.4	18.4	2,545	1.4	32.5	91.8
100 to 249 employees	29,876	1.5	5.9	24.6	2,099	1.1	33.7	95.0
250 to 499 employees	22,368	1.1	7.1	29.3	943	0.5	34.2	96.5
500 or more employees	338,924	17.1	24.1	100.0	2,313	1.3	35.5	100.0
<b>Multiple location companies</b>	<b>1,541,322</b>	<b>77.6</b>	<b>77.6</b>	<b>100.0</b>	<b>19,618</b>	<b>10.6</b>	<b>10.6</b>	<b>100.0</b>
no. employees unknown (3)	459	0.0	0.0	0.0	116	0.1	0.1	0.6
1 to 19 employees	9,930	0.5	0.5	0.7	1,872	1.0	1.1	10.1
20 to 49 employees	22,103	1.1	1.6	2.1	3,066	1.7	2.7	25.8
50 to 99 employees	24,036	1.2	2.8	3.7	3,126	1.7	4.4	41.7
100 to 249 employees	54,110	2.7	5.6	7.2	4,122	2.2	6.7	62.7
250 to 499 employees	73,168	3.7	9.3	11.9	2,511	1.4	8.0	75.5
500 or more employees	1,357,515	68.3	77.6	100.0	4,805	2.6	10.6	100.0
<b>Manufacturers</b>	<b>828,287</b>	<b>41.7</b>	<b>41.7</b>	<b>100.0</b>	<b>7,174</b>	<b>3.9</b>	<b>3.9</b>	<b>100.0</b>
no. employees unknown (3)	138	0.0	0.0	0.0	29	0.0	0.0	0.4
1 to 19 employees	176	0.0	0.0	0.0	155	0.1	0.1	2.6
20 to 49 employees	1,503	0.1	0.1	0.2	591	0.3	0.4	10.8
50 to 99 employees	3,255	0.2	0.3	0.6	1,019	0.6	1.0	25.0
100 to 249 employees	13,111	0.7	0.9	2.2	1,907	1.0	2.0	51.6
250 to 499 employees	25,253	1.3	2.2	5.2	1,298	0.7	2.7	69.7
500 or more employees	784,850	39.5	41.7	100.0	2,175	1.2	3.9	100.0
<b>Wholesalers</b>	<b>342,588</b>	<b>17.2</b>	<b>17.2</b>	<b>100.0</b>	<b>6,153</b>	<b>3.3</b>	<b>3.3</b>	<b>100.0</b>
no. employees unknown (3)	227	0.0	0.0	0.1	48	0.0	0.0	0.8
1 to 19 employees	8,565	0.4	0.4	2.6	997	0.5	0.6	17.0
20 to 49 employees	18,149	0.9	1.4	7.9	1,494	0.8	1.4	41.3
50 to 99 employees	18,336	0.9	2.3	13.2	1,223	0.7	2.0	61.1
100 to 249 employees	33,307	1.7	4.0	22.9	1,151	0.6	2.7	79.8
250 to 499 employees	28,750	1.4	5.4	31.3	569	0.3	3.0	89.1
500 or more employees	235,254	11.8	17.2	100.0	671	0.4	3.3	100.0

**Exhibit 1d**  
**2013 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)
			of Known Value	Company Type Value (2)				
<b>Other companies (4)</b>	<b>370,447</b>	<b>18.7</b>	<b>18.7</b>	<b>100.0</b>	<b>6,291</b>	<b>3.4</b>	<b>3.4</b>	<b>100.0</b>
no. employees unknown (3)	94	0.0	0.0	0.0	39	0.0	0.0	0.6
1 to 19 employees	1,189	0.1	0.1	0.3	720	0.4	0.4	12.1
20 to 49 employees	2,452	0.1	0.2	1.0	981	0.5	0.9	27.7
50 to 99 employees	2,445	0.1	0.3	1.7	884	0.5	1.4	41.7
100 to 249 employees	7,692	0.4	0.7	3.7	1,064	0.6	2.0	58.6
250 to 499 employees	19,165	1.0	1.7	8.9	644	0.3	2.4	68.9
500 or more employees	337,410	17.0	18.7	100.0	1,959	1.1	3.4	100.0
<b>Single location companies</b>	<b>444,820</b>	<b>22.4</b>	<b>22.4</b>	<b>100.0</b>	<b>164,590</b>	<b>89.4</b>	<b>89.4</b>	<b>100.0</b>
no. employees unknown (3)	135,447	6.8	6.8	30.4	58,799	31.9	31.9	35.7
1 to 19 employees	118,986	6.0	12.8	57.2	76,576	41.6	73.5	82.2
20 to 49 employees	58,581	2.9	15.8	70.4	16,349	8.9	82.4	92.2
50 to 99 employees	40,232	2.0	17.8	79.4	7,132	3.9	86.2	96.5
100 to 249 employees	59,724	3.0	20.8	92.8	4,183	2.3	88.5	99.1
250 to 499 employees	21,595	1.1	21.9	97.7	987	0.5	89.0	99.7
500 or more employees	10,257	0.5	22.4	100.0	564	0.3	89.4	100.0
<b>Manufacturers</b>	<b>85,975</b>	<b>4.3</b>	<b>4.3</b>	<b>100.0</b>	<b>29,192</b>	<b>15.8</b>	<b>15.8</b>	<b>100.0</b>
no. employees unknown (3)	31,511	1.6	1.6	36.7	6,485	3.5	3.5	22.2
1 to 19 employees	6,421	0.3	1.9	44.1	10,129	5.5	9.0	56.9
20 to 49 employees	8,568	0.4	2.3	54.1	5,866	3.2	12.2	77.0
50 to 99 employees	7,524	0.4	2.7	62.8	3,599	2.0	14.2	89.3
100 to 249 employees	15,440	0.8	3.5	80.8	2,383	1.3	15.5	97.5
250 to 499 employees	9,494	0.5	4.0	91.8	554	0.3	15.8	99.4
500 or more employees	7,016	0.4	4.3	100.0	176	0.1	15.8	100.0
<b>Wholesalers</b>	<b>249,945</b>	<b>12.6</b>	<b>12.6</b>	<b>100.0</b>	<b>76,384</b>	<b>41.5</b>	<b>41.5</b>	<b>100.0</b>
no. employees unknown (3)	54,279	2.7	2.7	21.7	25,740	14.0	14.0	33.7
1 to 19 employees	92,068	4.6	7.4	58.6	41,618	22.6	36.6	88.2
20 to 49 employees	43,214	2.2	9.5	75.8	6,221	3.4	39.9	96.3
50 to 99 employees	27,660	1.4	10.9	86.9	1,872	1.0	41.0	98.8
100 to 249 employees	22,100	1.1	12.0	95.7	765	0.4	41.4	99.8
250 to 499 employees	8,898	0.4	12.5	99.3	134	0.1	41.4	100.0
500 or more employees	1,726	0.1	12.6	100.0	34	0.0	41.5	100.0
<b>Other companies (4)</b>	<b>108,901</b>	<b>5.5</b>	<b>5.5</b>	<b>100.0</b>	<b>59,014</b>	<b>32.0</b>	<b>32.0</b>	<b>100.0</b>
no. employees unknown (3)	49,657	2.5	2.5	45.6	26,574	14.4	14.4	45.0
1 to 19 employees	20,497	1.0	3.5	64.4	24,829	13.5	27.9	87.1
20 to 49 employees	6,798	0.3	3.9	70.7	4,262	2.3	30.2	94.3
50 to 99 employees	5,048	0.3	4.1	75.3	1,661	0.9	31.1	97.1
100 to 249 employees	22,184	1.1	5.2	95.7	1,035	0.6	31.7	98.9
250 to 499 employees	3,203	0.2	5.4	98.6	299	0.2	31.8	99.4
500 or more employees	1,514	0.1	5.5	100.0	354	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.

(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 2013.

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

**Exhibit 1e**  
**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)				
<b>Other companies (4)</b>	<b>346,802</b>	<b>17.3</b>	<b>17.3</b>	<b>100.0</b>	<b>6,486</b>	<b>3.5</b>	<b>3.5</b>	<b>100.0</b>
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
<b>Single location companies</b>	<b>452,147</b>	<b>22.5</b>	<b>22.5</b>	<b>100.0</b>	<b>165,918</b>	<b>89.3</b>	<b>89.3</b>	<b>100.0</b>
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
<b>Manufacturers</b>	<b>96,297</b>	<b>4.8</b>	<b>4.8</b>	<b>100.0</b>	<b>29,567</b>	<b>15.9</b>	<b>15.9</b>	<b>100.0</b>
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
<b>Wholesalers</b>	<b>241,670</b>	<b>12.0</b>	<b>12.0</b>	<b>100.0</b>	<b>76,930</b>	<b>41.4</b>	<b>41.4</b>	<b>100.0</b>
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
<b>Other companies (4)</b>	<b>114,179</b>	<b>5.7</b>	<b>5.7</b>	<b>100.0</b>	<b>59,421</b>	<b>32.0</b>	<b>32.0</b>	<b>100.0</b>
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.

(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 1f**  
**Percent Difference Between the 2012 and 2013 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			
	2012	2013	Net Difference	% Difference	2012	2013	Net Difference	% Difference
<b>All identified companies</b>	<b>2,007,762</b>	<b>1,986,142</b>	<b>-21,620</b>	<b>-1.1</b>	<b>185,729</b>	<b>184,208</b>	<b>-1,521</b>	<b>-0.8</b>
no. employees unknown (2)	134,696	135,906	1,210	0.9	59,846	58,915	-931	-1.6
1 to 19 employees	128,137	128,915	778	0.6	79,202	78,448	-754	-1.0
20 to 49 employees	84,738	80,683	-4,055	-4.8	19,359	19,415	56	0.3
50 to 99 employees	64,561	64,267	-294	-0.5	10,212	10,258	46	0.5
100 to 249 employees	122,336	113,834	-8,502	-6.9	8,275	8,305	30	0.4
250 to 499 employees	85,808	94,763	8,955	10.4	3,464	3,498	34	1.0
500 or more employees	1,387,485	1,367,772	-19,713	-1.4	5,371	5,369	-2	0.0
<b>Manufacturers</b>	<b>955,829</b>	<b>914,261</b>	<b>-41,567</b>	<b>-4.3</b>	<b>36,727</b>	<b>36,366</b>	<b>-361</b>	<b>-1.0</b>
no. employees unknown (2)	40,787	31,649	-9,137	-22.4	6,780	6,514	-266	-3.9
1 to 19 employees	7,136	6,597	-539	-7.6	10,397	10,284	-113	-1.1
20 to 49 employees	11,685	10,071	-1,614	-13.8	6,552	6,457	-95	-1.4
50 to 99 employees	10,785	10,779	-6	-0.1	4,566	4,618	52	1.1
100 to 249 employees	33,536	28,551	-4,984	-14.9	4,315	4,290	-25	-0.6
250 to 499 employees	26,151	34,747	8,597	32.9	1,809	1,852	43	2.4
500 or more employees	825,749	791,867	-33,882	-4.1	2,308	2,351	43	1.9
<b>Wholesalers</b>	<b>590,952</b>	<b>592,533</b>	<b>1,580</b>	<b>0.3</b>	<b>83,095</b>	<b>82,537</b>	<b>-558</b>	<b>-0.7</b>
no. employees unknown (2)	46,190	54,505	8,315	18.0	26,039	25,788	-251	-1.0
1 to 19 employees	101,983	100,632	-1,351	-1.3	43,182	42,615	-567	-1.3
20 to 49 employees	63,649	61,363	-2,286	-3.6	7,589	7,715	126	1.7
50 to 99 employees	45,376	45,996	621	1.4	3,009	3,095	86	2.9
100 to 249 employees	50,731	55,407	4,676	9.2	1,869	1,916	47	2.5
250 to 499 employees	40,728	37,648	-3,081	-7.6	696	703	7	1.0
500 or more employees	242,295	236,981	-5,314	-2.2	711	705	-6	-0.8
<b>Other companies (3)</b>	<b>460,981</b>	<b>479,348</b>	<b>18,367</b>	<b>4.0</b>	<b>65,907</b>	<b>65,305</b>	<b>-602</b>	<b>-0.9</b>
no. employees unknown (2)	47,719	49,752	2,032	4.3	27,027	26,613	-414	-1.5
1 to 19 employees	19,018	21,686	2,668	14.0	25,623	25,549	-74	-0.3
20 to 49 employees	9,404	9,249	-155	-1.6	5,218	5,243	25	0.5
50 to 99 employees	8,401	7,492	-909	-10.8	2,637	2,545	-92	-3.5
100 to 249 employees	38,070	29,876	-8,193	-21.5	2,091	2,099	8	0.4
250 to 499 employees	18,929	22,368	3,439	18.2	959	943	-16	-1.7
500 or more employees	319,441	338,924	19,484	6.1	2,352	2,313	-39	-1.7
<b>Multiple location companies</b>	<b>1,555,616</b>	<b>1,541,322</b>	<b>-14,294</b>	<b>-0.9</b>	<b>19,811</b>	<b>19,618</b>	<b>-193</b>	<b>-1.0</b>
no. employees unknown (2)	516	459	-57	-11.0	93	116	23	24.7
1 to 19 employees	8,762	9,930	1,168	13.3	1,977	1,872	-105	-5.3
20 to 49 employees	22,610	22,103	-507	-2.2	3,216	3,066	-150	-4.7
50 to 99 employees	25,751	24,036	-1,715	-6.7	3,091	3,126	35	1.1
100 to 249 employees	51,840	54,110	2,270	4.4	4,143	4,122	-21	-0.5
250 to 499 employees	69,043	73,168	4,125	6.0	2,494	2,511	17	0.7
500 or more employees	1,377,094	1,357,515	-19,579	-1.4	4,797	4,805	8	0.2
<b>Manufacturers</b>	<b>859,531</b>	<b>828,287</b>	<b>-31,245</b>	<b>-3.6</b>	<b>7,160</b>	<b>7,174</b>	<b>14</b>	<b>0.2</b>
no. employees unknown (2)	47	138	91	193	20	29	9	45
1 to 19 employees	171	176	5	3.0	149	155	6	4.0
20 to 49 employees	1,308	1,503	195	14.9	599	591	-8	-1.3
50 to 99 employees	3,358	3,255	-103	-3.1	1,035	1,019	-16	-1.5
100 to 249 employees	15,059	13,111	-1,948	-12.9	1,933	1,907	-26	-1.3
250 to 499 employees	20,304	25,253	4,949	24.4	1,279	1,298	19	1.5
500 or more employees	819,284	784,850	-34,434	-4.2	2,145	2,175	30	1.4
<b>Wholesalers</b>	<b>349,282</b>	<b>342,588</b>	<b>-6,695</b>	<b>-1.9</b>	<b>6,165</b>	<b>6,153</b>	<b>-12</b>	<b>-0.2</b>
no. employees unknown (2)	(D)	227	(D)	(D)	48	48	0	0
1 to 19 employees	7,689	8,565	876	11.4	1,010	997	-13	-1.3
20 to 49 employees	18,582	18,149	-433	-2.3	1,578	1,494	-84	-5.3
50 to 99 employees	18,766	18,336	-430	-2.3	1,151	1,223	72	6.3
100 to 249 employees	(D)	33,307	(D)	(D)	1,140	1,151	11	1.0
250 to 499 employees	32,693	28,750	-3,943	-12.1	565	569	4	0.7
500 or more employees	239,964	235,254	-4,709	-2.0	673	671	-2	-0.3

**Exhibit 1f**  
**Percent Difference Between the 2012 and 2013 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			
	2012	2013	Net Difference	% Difference	2012	2013	Net Difference	% Difference
<b>Other companies (3)</b>	<b>346,802</b>	<b>370,447</b>	<b>23,645</b>	<b>6.8</b>	<b>6,486</b>	<b>6,291</b>	<b>-195</b>	<b>-3.0</b>
no. employees unknown (2)	(D)	94	(D)	(D)	25	39	14	56
1 to 19 employees	901	1,189	288	31.9	818	720	-98	-12.0
20 to 49 employees	2,720	2,452	-268	-9.9	1,039	981	-58	-5.6
50 to 99 employees	3,627	2,445	-1,182	-32.6	905	884	-21	-2.3
100 to 249 employees	(D)	7,692	(D)	(D)	1,070	1,064	-6	-0.6
250 to 499 employees	16,046	19,165	3,119	19.4	650	644	-6	-0.9
500 or more employees	317,847	337,410	19,564	6.2	1,979	1,959	-20	-1.0
<b>Single location companies</b>	<b>452,147</b>	<b>444,820</b>	<b>-7,326</b>	<b>-1.6</b>	<b>165,918</b>	<b>164,590</b>	<b>-1,328</b>	<b>-0.8</b>
no. employees unknown (2)	134,180	135,447	1,267	0.9	59,753	58,799	-954	-1.6
1 to 19 employees	119,376	118,986	-390	0	77,225	76,576	-649	-1
20 to 49 employees	62,129	58,581	-3,548	-5.7	16,143	16,349	206	1.3
50 to 99 employees	38,810	40,232	1,421	3.7	7,121	7,132	11	0.2
100 to 249 employees	70,496	59,724	-10,772	-15.3	4,132	4,183	51	1.2
250 to 499 employees	16,765	21,595	4,830	28.8	970	987	17	1.8
500 or more employees	10,391	10,257	-134	-1.3	574	564	-10	-1.7
<b>Manufacturers</b>	<b>96,297</b>	<b>85,975</b>	<b>-10,322</b>	<b>-10.7</b>	<b>29,567</b>	<b>29,192</b>	<b>-375</b>	<b>-1.3</b>
no. employees unknown (2)	40,740	31,511	-9,228	-22.7	6,760	6,485	-275	-4.1
1 to 19 employees	6,965	6,421	-544	-8	10,248	10,129	-119	-1
20 to 49 employees	10,377	8,568	-1,809	-17.4	5,953	5,866	-87	-1.5
50 to 99 employees	7,426	7,524	97	1.3	3,531	3,599	68	1.9
100 to 249 employees	18,477	15,440	-3,036	-16.4	2,382	2,383	1	0.0
250 to 499 employees	5,846	9,494	3,647	62.4	530	554	24	4.5
500 or more employees	6,465	7,016	551	8.5	163	176	13	8.0
<b>Wholesalers</b>	<b>241,670</b>	<b>249,945</b>	<b>8,275</b>	<b>3.4</b>	<b>76,930</b>	<b>76,384</b>	<b>-546</b>	<b>-0.7</b>
no. employees unknown (2)	(D)	54,279	(D)	(D)	25,991	25,740	-251	-1.0
1 to 19 employees	94,294	92,068	-2,226	-2	42,172	41,618	-554	-1
20 to 49 employees	45,067	43,214	-1,852	-4.1	6,011	6,221	210	3.5
50 to 99 employees	26,609	27,660	1,051	3.9	1,858	1,872	14	0.8
100 to 249 employees	(D)	22,100	(D)	(D)	729	765	36	4.9
250 to 499 employees	8,035	8,898	862	10.7	131	134	3	2.3
500 or more employees	2,332	1,726	-605	-26.0	38	34	-4	-10.5
<b>Other companies (3)</b>	<b>114,179</b>	<b>108,901</b>	<b>-5,279</b>	<b>-4.6</b>	<b>59,421</b>	<b>59,014</b>	<b>-407</b>	<b>-0.7</b>
no. employees unknown (2)	(D)	49,657	(D)	(D)	27,002	26,574	-428	-1.6
1 to 19 employees	18,116	20,497	2,380	13	24,805	24,829	24	0
20 to 49 employees	6,685	6,798	113	1.7	4,179	4,262	83	2.0
50 to 99 employees	4,774	5,048	273	5.7	1,732	1,661	-71	-4.1
100 to 249 employees	(D)	22,184	(D)	(D)	1,021	1,035	14	1.4
250 to 499 employees	2,883	3,203	320	11.1	309	299	-10	-3.2
500 or more employees	1,594	1,514	-80	-5.0	373	354	-19	-5.1

(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 2012 or 2013.

(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.

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 1g**  
**2013 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
<b>All identified companies</b>	<b>83,199</b>	<b>1,195,337</b>	<b>100.0</b>	<b>1,842,086</b>	<b>100.0</b>
no. employees unknown (2)	12,609	43,064	3.6	(D)	(D)
1 to 19 employees	35,336	38,749	3.2	89,672	4.9
20 to 49 employees	13,209	33,441	2.8	68,785	3.7
50 to 99 employees	7,796	36,433	3.0	60,876	3.3
100 to 249 employees	6,690	64,583	5.4	(D)	(D)
250 to 499 employees	2,927	67,417	5.6	92,627	5.0
500 or more employees	4,632	911,650	76.3	(D)	(D)
<b>Manufacturers</b>	<b>25,281</b>	<b>792,920</b>	<b>66.3</b>	<b>905,263</b>	<b>49.1</b>
no. employees unknown (2)	2,564	21,938	1.8	(D)	(D)
1 to 19 employees	5,791	3,750	0.3	4,870	0.3
20 to 49 employees	4,995	6,399	0.5	9,224	0.5
50 to 99 employees	3,957	11,747	1.0	10,190	0.6
100 to 249 employees	3,921	31,817	2.7	28,039	1.5
250 to 499 employees	1,747	43,368	3.6	34,469	1.9
500 or more employees	2,306	673,902	56.4	(D)	(D)
<b>Wholesalers</b>	<b>39,608</b>	<b>218,501</b>	<b>18.3</b>	<b>523,866</b>	<b>28.4</b>
no. employees unknown (2)	6,154	12,372	1.0	30,231	1.6
1 to 19 employees	22,012	27,193	2.3	73,649	4.0
20 to 49 employees	5,942	22,504	1.9	52,306	2.8
50 to 99 employees	2,584	12,943	1.1	44,016	2.4
100 to 249 employees	1,634	23,436	2.0	54,240	2.9
250 to 499 employees	630	15,435	1.3	36,298	2.0
500 or more employees	652	104,618	8.8	233,125	12.7
<b>Other companies (3)</b>	<b>18,310</b>	<b>183,916</b>	<b>15.4</b>	<b>412,957</b>	<b>22.4</b>
no. employees unknown (2)	3,891	8,755	0.7	(D)	(D)
1 to 19 employees	7,533	7,807	0.7	11,153	0.6
20 to 49 employees	2,272	4,537	0.4	7,255	0.4
50 to 99 employees	1,255	11,743	1.0	6,670	0.4
100 to 249 employees	1,135	9,331	0.8	(D)	(D)
250 to 499 employees	550	8,614	0.7	21,860	1.2
500 or more employees	1,674	133,130	11.1	334,450	18.2
<b>Multiple location companies</b>	<b>15,579</b>	<b>1,021,641</b>	<b>85.5</b>	<b>1,523,737</b>	<b>82.7</b>
no. employees unknown (2)	70	283	0.0	420	0.0
1 to 19 employees	1,064	3,064	0.3	8,604	0.5
20 to 49 employees	2,154	7,960	0.7	17,404	0.9
50 to 99 employees	2,454	17,560	1.5	22,924	1.2
100 to 249 employees	3,436	38,194	3.2	53,013	2.9
250 to 499 employees	2,145	53,509	4.5	71,987	3.9
500 or more employees	4,256	901,071	75.4	1,349,385	73.3
<b>Manufacturers</b>	<b>6,736</b>	<b>720,042</b>	<b>60.2</b>	<b>827,678</b>	<b>44.9</b>
no. employees unknown (2)	24	119	0.0	138	0.0
1 to 19 employees	112	141	0.0	153	0.0
20 to 49 employees	504	1,038	0.1	1,453	0.1
50 to 99 employees	933	4,187	0.4	3,136	0.2
100 to 249 employees	1,793	13,609	1.1	12,972	0.7
250 to 499 employees	1,234	35,347	3.0	25,100	1.4
500 or more employees	2,136	665,601	55.7	784,726	42.6
<b>Wholesalers</b>	<b>5,105</b>	<b>150,002</b>	<b>12.5</b>	<b>332,258</b>	<b>18.0</b>
no. employees unknown (2)	30	(D)	(D)	193	0.0
1 to 19 employees	689	2,500	0.2	7,963	0.4
20 to 49 employees	1,182	5,261	0.4	13,974	0.8
50 to 99 employees	1,045	6,735	0.6	17,628	1.0
100 to 249 employees	1,015	(D)	(D)	32,809	1.8
250 to 499 employees	519	13,336	1.1	28,135	1.5
500 or more employees	625	103,431	8.7	231,557	12.6

**Exhibit 1g**  
**2013 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
<b>Other companies (3)</b>	<b>3,738</b>	<b>151,597</b>	<b>12.7</b>	<b>363,800</b>	<b>19.7</b>
no. employees unknown (2)	16	(D)	(D)	90	0.0
1 to 19 employees	263	423	0.0	488	0.0
20 to 49 employees	468	1,661	0.1	1,977	0.1
50 to 99 employees	476	6,638	0.6	2,160	0.1
100 to 249 employees	628	(D)	(D)	7,232	0.4
250 to 499 employees	392	4,826	0.4	18,751	1.0
500 or more employees	1,495	132,040	11.0	333,103	18.1
<b>Single location companies</b>	<b>67,620</b>	<b>173,696</b>	<b>14.5</b>	<b>318,349</b>	<b>17.3</b>
no. employees unknown (2)	12,539	42,781	3.6	(D)	(D)
1 to 19 employees	34,272	35,685	3.0	81,068	4.4
20 to 49 employees	11,055	25,481	2.1	51,381	2.8
50 to 99 employees	5,342	18,873	1.6	37,952	2.1
100 to 249 employees	3,254	26,390	2.2	(D)	(D)
250 to 499 employees	782	13,908	1.2	20,640	1.1
500 or more employees	376	10,579	0.9	(D)	(D)
<b>Manufacturers</b>	<b>18,545</b>	<b>72,879</b>	<b>6.1</b>	<b>77,585</b>	<b>4.2</b>
no. employees unknown (2)	2,540	21,819	1.8	(D)	(D)
1 to 19 employees	5,679	3,608	0.3	4,716	0.3
20 to 49 employees	4,491	5,361	0.4	7,771	0.4
50 to 99 employees	3,024	7,560	0.6	7,054	0.4
100 to 249 employees	2,128	18,207	1.5	15,067	0.8
250 to 499 employees	513	8,021	0.7	9,368	0.5
500 or more employees	170	8,301	0.7	(D)	(D)
<b>Wholesalers</b>	<b>34,503</b>	<b>68,499</b>	<b>5.7</b>	<b>191,607</b>	<b>10.4</b>
no. employees unknown (2)	6,124	(D)	(D)	30,038	1.6
1 to 19 employees	21,323	24,692	2.1	65,686	3.6
20 to 49 employees	4,760	17,243	1.4	38,332	2.1
50 to 99 employees	1,539	6,208	0.5	26,388	1.4
100 to 249 employees	619	(D)	(D)	21,432	1.2
250 to 499 employees	111	2,100	0.2	8,163	0.4
500 or more employees	27	1,187	0.1	1,568	0.1
<b>Other companies (3)</b>	<b>14,572</b>	<b>32,319</b>	<b>2.7</b>	<b>49,156</b>	<b>2.7</b>
no. employees unknown (2)	3,875	(D)	(D)	(D)	(D)
1 to 19 employees	7,270	7,384	0.6	10,665	0.6
20 to 49 employees	1,804	2,876	0.2	5,278	0.3
50 to 99 employees	779	5,105	0.4	4,511	0.2
100 to 249 employees	507	(D)	(D)	(D)	(D)
250 to 499 employees	158	3,788	0.3	3,109	0.2
500 or more employees	179	1,090	0.1	1,347	0.1

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2013.

(3) Includes manufacturing companies of prepackaged software and books, brokers or freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services 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 1h**  
**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
<b>All identified companies</b>	<b>83,814</b>	<b>1,175,093</b>	<b>100.0</b>	<b>1,889,392</b>	<b>100.0</b>
no. employees unknown (2)	12,784	40,061	3.4	82,435	4.4
1 to 19 employees	36,005	37,126	3.2	90,543	4.8
20 to 49 employees	13,228	32,318	2.8	75,253	4.0
50 to 99 employees	7,677	36,604	3.1	58,149	3.1
100 to 249 employees	6,590	64,132	5.5	118,662	6.3
250 to 499 employees	2,872	52,630	4.5	83,982	4.4
500 or more employees	4,658	912,222	77.6	1,380,369	73.1
<b>Manufacturers</b>	<b>25,562</b>	<b>791,224</b>	<b>67.3</b>	<b>945,900</b>	<b>50.1</b>
no. employees unknown (2)	2,624	18,886	1.6	35,474	1.9
1 to 19 employees	5,947	3,993	0.3	5,396	0.3
20 to 49 employees	5,120	7,296	0.6	10,790	0.6
50 to 99 employees	3,933	11,229	1.0	10,133	0.5
100 to 249 employees	3,944	35,687	3.0	32,611	1.7
250 to 499 employees	1,716	32,260	2.7	25,926	1.4
500 or more employees	2,278	681,872	58.0	825,569	43.7
<b>Wholesalers</b>	<b>39,931</b>	<b>222,626</b>	<b>18.9</b>	<b>525,129</b>	<b>27.8</b>
no. employees unknown (2)	6,225	11,770	1.0	24,780	1.3
1 to 19 employees	22,564	25,653	2.2	74,626	3.9
20 to 49 employees	5,839	20,848	1.8	57,295	3.0
50 to 99 employees	2,456	13,896	1.2	40,596	2.1
100 to 249 employees	1,572	22,081	1.9	48,722	2.6
250 to 499 employees	617	13,972	1.2	39,504	2.1
500 or more employees	658	114,405	9.7	239,607	12.7
<b>Other companies (3)</b>	<b>18,321</b>	<b>161,243</b>	<b>13.7</b>	<b>418,364</b>	<b>22.1</b>
no. employees unknown (2)	3,935	9,405	0.8	22,181	1.2
1 to 19 employees	7,494	7,479	0.6	10,521	0.6
20 to 49 employees	2,269	4,174	0.4	7,167	0.4
50 to 99 employees	1,288	11,479	1.0	7,421	0.4
100 to 249 employees	1,074	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	115,945	9.9	315,193	16.7
<b>Multiple location companies</b>	<b>15,597</b>	<b>1,006,186</b>	<b>85.6</b>	<b>1,541,399</b>	<b>81.6</b>
no. employees unknown (2)	60	246	0.0	499	0.0
1 to 19 employees	1,077	2,881	0.2	7,748	0.4
20 to 49 employees	2,274	7,884	0.7	21,072	1.1
50 to 99 employees	2,391	17,467	1.5	23,608	1.2
100 to 249 employees	3,408	34,656	2.9	50,451	2.7
250 to 499 employees	2,118	40,908	3.5	67,688	3.6
500 or more employees	4,269	902,143	76.8	1,370,332	72.5
<b>Manufacturers</b>	<b>6,751</b>	<b>716,265</b>	<b>61.0</b>	<b>858,547</b>	<b>45.4</b>
no. employees unknown (2)	15	53	0.0	45	0.0
1 to 19 employees	114	154	0.0	151	0.0
20 to 49 employees	514	885	0.1	1,262	0.1
50 to 99 employees	944	3,433	0.3	3,150	0.2
100 to 249 employees	1,823	13,703	1.2	(D)	(D)
250 to 499 employees	1,221	24,127	2.1	20,135	1.1
500 or more employees	2,120	673,909	57.3	(D)	(D)
<b>Wholesalers</b>	<b>5,060</b>	<b>157,494</b>	<b>13.4</b>	<b>341,873</b>	<b>18.1</b>
no. employees unknown (2)	33	(D)	(D)	428	0.0
1 to 19 employees	685	2,187	0.2	7,002	0.4
20 to 49 employees	1,259	5,456	0.5	17,635	0.9
50 to 99 employees	962	6,866	0.6	17,028	0.9
100 to 249 employees	986	(D)	(D)	30,556	1.6
250 to 499 employees	506	12,254	1.0	31,806	1.7
500 or more employees	629	(D)	(D)	237,416	12.6

**Exhibit 1h**  
**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
<b>Other companies (3)</b>	3,786	132,428	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	599	(D)	(D)	(D)	(D)
250 to 499 employees	391	4,527	0.4	15,747	0.8
500 or more employees	1,520	(D)	(D)	(D)	(D)
<b>Single location companies</b>	68,217	168,907	14.4	347,994	18.4
no. employees unknown (2)	12,724	39,815	3.4	81,936	4.3
1 to 19 employees	34,928	34,244	2.9	82,794	4.4
20 to 49 employees	10,954	24,434	2.1	54,181	2.9
50 to 99 employees	5,286	19,137	1.6	34,541	1.8
100 to 249 employees	3,182	29,476	2.5	68,211	3.6
250 to 499 employees	754	11,722	1.0	16,293	0.9
500 or more employees	389	10,079	0.9	10,037	0.5
<b>Manufacturers</b>	18,811	74,959	6.4	87,353	4.6
no. employees unknown (2)	2,609	18,833	1.6	35,430	1.9
1 to 19 employees	5,833	3,839	0.3	5,245	0.3
20 to 49 employees	4,606	6,411	0.5	9,529	0.5
50 to 99 employees	2,989	7,796	0.7	6,983	0.4
100 to 249 employees	2,121	21,984	1.9	(D)	(D)
250 to 499 employees	495	8,133	0.7	5,792	0.3
500 or more employees	158	7,963	0.7	(D)	(D)
<b>Wholesalers</b>	34,871	65,132	5.5	183,256	9.7
no. employees unknown (2)	6,192	(D)	(D)	24,351	1.3
1 to 19 employees	21,879	23,467	2.0	67,624	3.6
20 to 49 employees	4,580	15,392	1.3	39,660	2.1
50 to 99 employees	1,494	7,030	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
<b>Other companies (3)</b>	14,535	28,816	2.5	77,385	4.1
no. employees unknown (2)	3,923	(D)	(D)	22,155	1.2
1 to 19 employees	7,216	6,938	0.6	9,926	0.5
20 to 49 employees	1,768	2,631	0.2	4,992	0.3
50 to 99 employees	803	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, brokers or freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services 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 2a**  
**Top Companies' Share of the 2013 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 2012-2013	
					Number of Identified Exporters	Known Value
<b>All identified companies</b>	<b>304,223</b>	<b>1,400,955</b>	<b>100.0</b>	<b>100.0</b>	<b>-0.5</b>	<b>1.4</b>
Top 4 companies	4	95,785	6.8	6.8	-	3.5
Top 8 companies	8	153,174	10.9	10.9	-	4.3
Top 20 companies	20	263,327	18.8	18.8	-	0.1
Top 50 companies	50	420,528	30.0	30.0	-	-0.7
Top 100 companies	100	554,212	39.6	39.6	-	1.1
Top 250 companies	250	731,448	52.2	52.2	-	1.7
Top 500 companies	500	863,000	61.6	61.6	-	1.8
Top 1000 companies	1,000	987,392	70.5	70.5	-	1.8
Top 2000 companies	2,000	1,094,930	78.2	78.2	-	1.8
<b>Manufacturers</b>	<b>74,398</b>	<b>839,180</b>	<b>59.9</b>	<b>100.0</b>	<b>-0.3</b>	<b>0.2</b>
Top 4 companies	4	95,785	6.8	11.4	-	3.5
Top 8 companies	8	153,174	10.9	18.3	-	4.3
Top 20 companies	20	258,879	18.5	30.8	-	-1.3
Top 50 companies	50	378,972	27.1	45.2	-	-1.0
Top 100 companies	100	466,467	33.3	55.6	-	-0.2
Top 250 companies	250	571,777	40.8	68.1	-	0.4
Top 500 companies	500	645,306	46.1	76.9	-	0.3
Top 1000 companies	1,000	706,296	50.4	84.2	-	0.3
Top 2000 companies	2,000	753,637	53.8	89.8	-	0.2
<b>Wholesalers</b>	<b>101,493</b>	<b>303,477</b>	<b>21.7</b>	<b>100.0</b>	<b>-0.7</b>	<b>-1.4</b>
Top 4 companies	4	27,312	1.9	9.0	-	-2.3
Top 8 companies	8	46,862	3.3	15.4	-	2.9
Top 20 companies	20	74,678	5.3	24.6	-	-2.5
Top 50 companies	50	105,231	7.5	34.7	-	-3.7
Top 100 companies	100	132,218	9.4	43.6	-	-3.7
Top 250 companies	250	168,415	12.0	55.5	-	-3.0
Top 500 companies	500	194,857	13.9	64.2	-	-2.3
Top 1000 companies	1,000	218,446	15.6	72.0	-	-1.9
Top 2000 companies	2,000	240,364	17.2	79.2	-	-1.7
<b>Other companies (3)</b>	<b>128,332</b>	<b>258,298</b>	<b>18.4</b>	<b>100.0</b>	<b>-0.4</b>	<b>9.2</b>
Top 4 companies	4	27,974	2.0	10.8	-	19.7
Top 8 companies	8	44,403	3.2	17.2	-	19.0
Top 20 companies	20	74,922	5.3	29.0	-	14.2
Top 50 companies	50	110,368	7.9	42.7	-	16.3
Top 100 companies	100	138,769	9.9	53.7	-	14.9
Top 250 companies	250	171,772	12.3	66.5	-	13.9
Top 500 companies	500	192,904	13.8	74.7	-	12.8
Top 1000 companies	1,000	210,621	15.0	81.5	-	11.7
Top 2000 companies	2,000	225,351	16.1	87.2	-	10.9

(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.

(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.

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

**Exhibit 2b**  
**Top Companies' Share of the 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)
<b>All identified companies</b>	<b>305,669</b>	<b>1,381,728</b>	<b>100.0</b>	<b>100.0</b>
Top 4 companies	4	92,586	6.7	6.7
Top 8 companies	8	146,815	10.6	10.6
Top 20 companies	20	263,133	19.0	19.0
Top 50 companies	50	423,400	30.6	30.6
Top 100 companies	100	547,977	39.7	39.7
Top 250 companies	250	719,033	52.0	52.0
Top 500 companies	500	848,078	61.4	61.4
Top 1000 companies	1,000	969,978	70.2	70.2
Top 2000 companies	2,000	1,075,895	77.9	77.9
<b>Manufacturers</b>	<b>74,650</b>	<b>837,527</b>	<b>60.6</b>	<b>100.0</b>
Top 4 companies	4	92,586	6.7	11.1
Top 8 companies	8	146,815	10.6	17.5
Top 20 companies	20	262,297	19.0	31.3
Top 50 companies	50	382,916	27.7	45.7
Top 100 companies	100	467,285	33.8	55.8
Top 250 companies	250	569,677	41.2	68.0
Top 500 companies	500	643,309	46.6	76.8
Top 1000 companies	1,000	704,352	51.0	84.1
Top 2000 companies	2,000	751,961	54.4	89.8
<b>Wholesalers</b>	<b>102,198</b>	<b>307,769</b>	<b>22.3</b>	<b>100.0</b>
Top 4 companies	4	27,943	2.0	9.1
Top 8 companies	8	45,530	3.3	14.8
Top 20 companies	20	76,589	5.5	24.9
Top 50 companies	50	109,229	7.9	35.5
Top 100 companies	100	137,353	9.9	44.6
Top 250 companies	250	173,648	12.6	56.4
Top 500 companies	500	199,358	14.4	64.8
Top 1000 companies	1,000	222,748	16.1	72.4
Top 2000 companies	2,000	244,486	17.7	79.4
<b>Other companies (3)</b>	<b>128,821</b>	<b>236,432</b>	<b>17.1</b>	<b>100.0</b>
Top 4 companies	4	23,371	1.7	9.9
Top 8 companies	8	37,325	2.7	15.8
Top 20 companies	20	65,612	4.7	27.8
Top 50 companies	50	94,865	6.9	40.1
Top 100 companies	100	120,768	8.7	51.1
Top 250 companies	250	150,794	10.9	63.8
Top 500 companies	500	170,989	12.4	72.3
Top 1000 companies	1,000	188,592	13.6	79.8
Top 2000 companies	2,000	203,210	14.7	85.9

(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.

(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.

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

**Exhibit 2c**  
**Top Companies' Share of the 2013 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 2012-2013	
					Number of Identified Importers	Known Value
<b>All identified companies</b>	<b>184,208</b>	<b>1,986,142</b>	<b>100.0</b>	<b>100.0</b>	<b>-0.8</b>	<b>-1.1</b>
Top 4 companies	4	147,871	7.4	7.4	-	-6.4
Top 8 companies	8	268,507	13.5	13.5	-	-1.5
Top 20 companies	20	494,359	24.9	24.9	-	-2.2
Top 50 companies	50	751,289	37.8	37.8	-	-3.3
Top 100 companies	100	931,382	46.9	46.9	-	-3.8
Top 250 companies	250	1,169,440	58.9	58.9	-	-3.1
Top 500 companies	500	1,336,942	67.3	67.3	-	-2.3
Top 1000 companies	1,000	1,483,490	74.7	74.7	-	-2.2
Top 2000 companies	2,000	1,615,159	81.3	81.3	-	-2.0
<b>Manufacturers</b>	<b>36,366</b>	<b>914,261</b>	<b>46.0</b>	<b>100.0</b>	<b>-1.0</b>	<b>-4.3</b>
Top 4 companies	4	141,387	7.1	15.5	-	-7.1
Top 8 companies	8	248,838	12.5	27.2	-	0.1
Top 20 companies	20	403,226	20.3	44.1	-	-3.3
Top 50 companies	50	536,873	27.0	58.7	-	-6.0
Top 100 companies	100	625,506	31.5	68.4	-	-5.3
Top 250 companies	250	723,514	36.4	79.1	-	-5.0
Top 500 companies	500	784,469	39.5	85.8	-	-4.9
Top 1000 companies	1,000	834,603	42.0	91.3	-	-4.7
Top 2000 companies	2,000	870,867	43.8	95.3	-	-4.5
<b>Wholesalers</b>	<b>82,537</b>	<b>592,533</b>	<b>29.8</b>	<b>100.0</b>	<b>-0.7</b>	<b>0.3</b>
Top 4 companies	4	63,951	3.2	10.8	-	-1.8
Top 8 companies	8	86,866	4.4	14.7	-	-5.4
Top 20 companies	20	134,821	6.8	22.8	-	-3.4
Top 50 companies	50	192,108	9.7	32.4	-	-3.0
Top 100 companies	100	238,120	12.0	40.2	-	-1.5
Top 250 companies	250	299,286	15.1	50.5	-	-1.2
Top 500 companies	500	347,281	17.5	58.6	-	-1.2
Top 1000 companies	1,000	395,985	19.9	66.8	-	-1.0
Top 2000 companies	2,000	444,652	22.4	75.0	-	-0.5
<b>Other companies (3)</b>	<b>65,305</b>	<b>479,348</b>	<b>24.1</b>	<b>100.0</b>	<b>-0.9</b>	<b>4.0</b>
Top 4 companies	4	108,334	5.5	22.6	-	-7.7
Top 8 companies	8	168,197	8.5	35.1	-	1.1
Top 20 companies	20	231,172	11.6	48.2	-	1.4
Top 50 companies	50	292,762	14.7	61.1	-	-0.2
Top 100 companies	100	342,828	17.3	71.5	-	2.2
Top 250 companies	250	395,616	19.9	82.5	-	2.9
Top 500 companies	500	422,494	21.3	88.1	-	3.4
Top 1000 companies	1,000	441,559	22.2	92.1	-	3.6
Top 2000 companies	2,000	455,515	22.9	95.0	-	3.8

(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.

(3) Includes manufacturing companies of prepackaged software and books, brokers or freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services 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 2d**  
**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)
<b>All identified companies</b>	<b>185,729</b>	<b>2,007,762</b>	<b>100.0</b>	<b>100.0</b>
Top 4 companies	4	157,955	7.9	7.9
Top 8 companies	8	272,559	13.6	13.6
Top 20 companies	20	505,278	25.2	25.2
Top 50 companies	50	777,241	38.7	38.7
Top 100 companies	100	968,085	48.2	48.2
Top 250 companies	250	1,206,516	60.1	60.1
Top 500 companies	500	1,368,386	68.2	68.2
Top 1000 companies	1,000	1,516,325	75.5	75.5
Top 2000 companies	2,000	1,647,699	82.1	82.1
<b>Manufacturers</b>	<b>36,727</b>	<b>955,829</b>	<b>47.6</b>	<b>100.0</b>
Top 4 companies	4	152,196	7.6	15.9
Top 8 companies	8	248,629	12.4	26.0
Top 20 companies	20	416,907	20.8	43.6
Top 50 companies	50	571,305	28.5	59.8
Top 100 companies	100	660,396	32.9	69.1
Top 250 companies	250	761,487	37.9	79.7
Top 500 companies	500	824,659	41.1	86.3
Top 1000 companies	1,000	875,753	43.6	91.6
Top 2000 companies	2,000	912,305	45.4	95.4
<b>Wholesalers</b>	<b>83,095</b>	<b>590,952</b>	<b>29.4</b>	<b>100.0</b>
Top 4 companies	4	65,099	3.2	11.0
Top 8 companies	8	91,780	4.6	15.5
Top 20 companies	20	139,506	6.9	23.6
Top 50 companies	50	198,131	9.9	33.5
Top 100 companies	100	241,667	12.0	40.9
Top 250 companies	250	302,972	15.1	51.3
Top 500 companies	500	351,331	17.5	59.5
Top 1000 companies	1,000	400,056	19.9	67.7
Top 2000 companies	2,000	446,903	22.3	75.6
<b>Other companies (3)</b>	<b>65,907</b>	<b>460,981</b>	<b>23.0</b>	<b>100.0</b>
Top 4 companies	4	117,355	5.8	25.5
Top 8 companies	8	166,429	8.3	36.1
Top 20 companies	20	227,961	11.4	49.5
Top 50 companies	50	293,334	14.6	63.6
Top 100 companies	100	335,467	16.7	72.8
Top 250 companies	250	384,426	19.1	83.4
Top 500 companies	500	408,713	20.4	88.7
Top 1000 companies	1,000	426,023	21.2	92.4
Top 2000 companies	2,000	438,943	21.9	95.2

(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.

(3) Includes manufacturing companies of prepackaged software and books, brokers or freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services 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 3a**  
**2013 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)
<b>All identified companies</b>	<b>1,400,955</b>	<b>304,223</b>	<b>432,571</b>	<b>30.9</b>	<b>11.7</b>	<b>968,383</b>	<b>69.1</b>	<b>98.4</b>
no. employees unknown (3)	122,562	119,668	27,040	22.1	7.6	95,522	77.9	97.6
1 to 19 employees	95,626	112,882	7,912	8.3	7.9	87,714	91.7	98.8
20 to 49 employees	49,895	31,727	5,285	10.6	14.0	44,610	89.4	99.1
50 to 99 employees	45,678	16,089	5,536	12.1	21.5	40,142	87.9	99.0
100 to 249 employees	84,870	12,260	16,560	19.5	30.5	68,310	80.5	98.8
250 to 499 employees	72,438	4,717	20,624	28.5	42.4	51,815	71.5	99.0
500 or more employees	929,886	6,880	349,615	37.6	56.1	580,271	62.4	98.6
<b>Manufacturers</b>	<b>839,180</b>	<b>74,398</b>	<b>294,912</b>	<b>35.1</b>	<b>17.3</b>	<b>544,268</b>	<b>64.9</b>	<b>99.1</b>
no. employees unknown (3)	40,619	17,139	11,695	28.8	11.7	28,923	71.2	98.4
1 to 19 employees	8,236	24,254	991	12.0	6.8	7,245	88.0	99.0
20 to 49 employees	11,595	13,877	848	7.3	13.6	10,748	92.7	99.4
50 to 99 employees	16,164	8,007	1,420	8.8	22.6	14,745	91.2	99.5
100 to 249 employees	37,290	6,260	5,507	14.8	35.7	31,784	85.2	99.4
250 to 499 employees	46,395	2,277	15,634	33.7	54.5	30,760	66.3	99.6
500 or more employees	678,882	2,584	258,818	38.1	78.7	420,064	61.9	99.9
<b>Wholesalers</b>	<b>303,477</b>	<b>101,493</b>	<b>73,252</b>	<b>24.1</b>	<b>11.7</b>	<b>230,225</b>	<b>75.9</b>	<b>98.9</b>
no. employees unknown (3)	38,795	34,821	8,791	22.7	7.4	30,004	77.3	98.3
1 to 19 employees	60,447	48,643	4,231	7.0	9.7	56,217	93.0	99.1
20 to 49 employees	29,729	9,847	3,318	11.2	17.9	26,411	88.8	99.4
50 to 99 employees	15,591	3,980	2,417	15.5	26.2	13,174	84.5	99.4
100 to 249 employees	35,563	2,525	8,512	23.9	35.0	27,050	76.1	99.3
250 to 499 employees	16,404	882	2,761	16.8	45.2	13,643	83.2	99.7
500 or more employees	106,948	795	43,221	40.4	67.9	63,726	59.6	99.7
<b>Other companies (4)</b>	<b>258,298</b>	<b>128,332</b>	<b>64,407</b>	<b>24.9</b>	<b>8.3</b>	<b>193,890</b>	<b>75.1</b>	<b>97.5</b>
no. employees unknown (3)	43,148	67,708	6,554	15.2	6.6	36,595	84.8	97.0
1 to 19 employees	26,943	39,985	2,690	10.0	6.3	24,253	90.0	98.2
20 to 49 employees	8,570	8,003	1,119	13.1	10.1	7,451	86.9	98.2
50 to 99 employees	13,923	4,102	1,700	12.2	14.7	12,224	87.8	97.6
100 to 249 employees	12,017	3,475	2,541	21.1	17.8	9,476	78.9	97.4
250 to 499 employees	9,640	1,558	2,228	23.1	23.2	7,411	76.9	97.8
500 or more employees	144,057	3,501	47,576	33.0	36.8	96,481	67.0	97.4
<b>Multiple location companies</b>	<b>1,059,682</b>	<b>28,500</b>	<b>374,678</b>	<b>35.4</b>	<b>33.2</b>	<b>685,004</b>	<b>64.6</b>	<b>98.9</b>
no. employees unknown (3)	593	238	164	27.6	23.9	430	72.4	98.3
1 to 19 employees	5,660	2,787	740	13.1	12.1	4,921	86.9	98.6
20 to 49 employees	11,151	4,824	1,401	12.6	17.0	9,750	87.4	98.7
50 to 99 employees	20,892	4,921	2,803	13.4	23.6	18,088	86.6	99.1
100 to 249 employees	46,566	6,149	7,489	16.1	32.0	39,078	83.9	98.9
250 to 499 employees	56,305	3,462	16,956	30.1	43.5	39,349	69.9	99.0
500 or more employees	918,515	6,119	345,126	37.6	59.0	573,389	62.4	98.7
<b>Manufacturers</b>	<b>729,816</b>	<b>9,806</b>	<b>270,414</b>	<b>37.1</b>	<b>46.7</b>	<b>459,403</b>	<b>62.9</b>	<b>99.7</b>
no. employees unknown (3)	179	68	19	10.8	26.5	160	89.2	100.0
1 to 19 employees	229	308	56	24.5	13.0	173	75.5	98.4
20 to 49 employees	1,569	1,075	95	6.1	18.0	1,474	93.9	99.5
50 to 99 employees	5,181	1,712	451	8.7	26.9	4,730	91.3	99.8
100 to 249 employees	15,850	2,679	2,325	14.7	39.6	13,525	85.3	99.6
250 to 499 employees	36,792	1,590	12,642	34.4	57.1	24,150	65.6	99.9
500 or more employees	670,016	2,374	254,825	38.0	80.1	415,191	62.0	100.0
<b>Wholesalers</b>	<b>163,360</b>	<b>8,558</b>	<b>51,685</b>	<b>31.6</b>	<b>29.2</b>	<b>111,674</b>	<b>68.4</b>	<b>99.3</b>
no. employees unknown (3)	122	75	3	2.5	21.3	119	97.5	100.0
1 to 19 employees	4,233	1,392	325	7.7	13.7	3,908	92.3	99.1
20 to 49 employees	7,298	2,156	924	12.7	19.8	6,374	87.3	99.1
50 to 99 employees	8,172	1,766	1,694	20.7	26.4	6,478	79.3	99.4
100 to 249 employees	23,743	1,675	3,241	13.6	33.3	20,503	86.4	99.2
250 to 499 employees	14,123	737	2,522	17.9	44.4	11,601	82.1	99.6
500 or more employees	105,670	757	42,978	40.7	67.6	62,692	59.3	99.7

**Exhibit 3a**  
**2013 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)
<b>Other companies (4)</b>	<b>166,506</b>	<b>10,136</b>	<b>52,579</b>	<b>31.6</b>	<b>23.4</b>	<b>113,927</b>	<b>68.4</b>	<b>97.7</b>
no. employees unknown (3)	293	95	141	48.3	24.2	151	51.7	95.8
1 to 19 employees	1,198	1,087	359	29.9	9.8	839	70.1	98.0
20 to 49 employees	2,284	1,593	381	16.7	12.4	1,902	83.3	97.7
50 to 99 employees	7,539	1,443	658	8.7	16.3	6,880	91.3	98.1
100 to 249 employees	6,972	1,795	1,923	27.6	19.4	5,050	72.4	97.7
250 to 499 employees	5,391	1,135	1,793	33.3	24.0	3,598	66.7	97.4
500 or more employees	142,830	2,988	47,324	33.1	40.0	95,506	66.9	97.5
<b>Single location companies</b>	<b>341,273</b>	<b>275,723</b>	<b>57,893</b>	<b>17.0</b>	<b>9.4</b>	<b>283,379</b>	<b>83.0</b>	<b>98.3</b>
no. employees unknown (3)	121,968	119,430	26,876	22.0	7.5	95,092	78.0	97.6
1 to 19 employees	89,966	110,095	7,172	8.0	7.8	82,794	92.0	98.8
20 to 49 employees	38,744	26,903	3,884	10.0	13.5	34,860	90.0	99.1
50 to 99 employees	24,787	11,168	2,733	11.0	20.5	22,054	89.0	98.9
100 to 249 employees	38,304	6,111	9,071	23.7	28.9	29,232	76.3	98.7
250 to 499 employees	16,133	1,255	3,667	22.7	39.4	12,466	77.3	98.9
500 or more employees	11,371	761	4,489	39.5	33.4	6,882	60.5	97.5
<b>Manufacturers</b>	<b>109,364</b>	<b>64,592</b>	<b>24,499</b>	<b>22.4</b>	<b>12.8</b>	<b>84,866</b>	<b>77.6</b>	<b>99.0</b>
no. employees unknown (3)	40,439	17,071	11,676	28.9	11.7	28,763	71.1	98.4
1 to 19 employees	8,006	23,946	935	11.7	6.7	7,072	88.3	99.0
20 to 49 employees	10,026	12,802	752	7.5	13.2	9,274	92.5	99.4
50 to 99 employees	10,983	6,295	968	8.8	21.5	10,015	91.2	99.4
100 to 249 employees	21,440	3,581	3,182	14.8	32.7	18,258	85.2	99.3
250 to 499 employees	9,603	687	2,993	31.2	48.6	6,610	68.8	98.8
500 or more employees	8,866	210	3,993	45.0	62.9	4,873	55.0	99.0
<b>Wholesalers</b>	<b>140,117</b>	<b>92,935</b>	<b>21,567</b>	<b>15.4</b>	<b>10.1</b>	<b>118,550</b>	<b>84.6</b>	<b>98.8</b>
no. employees unknown (3)	38,673	34,746	8,788	22.7	7.3	29,885	77.3	98.3
1 to 19 employees	56,215	47,251	3,906	6.9	9.6	52,309	93.1	99.1
20 to 49 employees	22,431	7,691	2,394	10.7	17.3	20,037	89.3	99.5
50 to 99 employees	7,419	2,214	724	9.8	25.9	6,696	90.2	99.3
100 to 249 employees	11,819	850	5,272	44.6	38.2	6,547	55.4	99.5
250 to 499 employees	2,281	145	239	10.5	49.7	2,042	89.5	100.0
500 or more employees	1,278	38	244	19.1	73.7	1,034	80.9	100.0
<b>Other companies (4)</b>	<b>91,792</b>	<b>118,196</b>	<b>11,828</b>	<b>12.9</b>	<b>7.0</b>	<b>79,963</b>	<b>87.1</b>	<b>97.5</b>
no. employees unknown (3)	42,856	67,613	6,412	15.0	6.6	36,443	85.0	97.0
1 to 19 employees	25,744	38,898	2,331	9.1	6.2	23,413	90.9	98.3
20 to 49 employees	6,286	6,410	738	11.7	9.5	5,549	88.3	98.3
50 to 99 employees	6,385	2,659	1,041	16.3	13.9	5,344	83.7	97.4
100 to 249 employees	5,045	1,680	618	12.3	16.2	4,427	87.7	97.0
250 to 499 employees	4,249	423	435	10.2	21.0	3,813	89.8	98.6
500 or more employees	1,227	513	252	20.6	18.3	975	79.4	96.7

(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 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 2013.

(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 3b**  
**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)
<b>All identified companies</b>	<b>1,381,728</b>	<b>305,669</b>	<b>422,516</b>	<b>30.6</b>	<b>11.5</b>	<b>959,212</b>	<b>69.4</b>	<b>98.4</b>
no. employees unknown (3)	122,101	119,543	27,804	22.8	7.6	94,298	77.2	97.6
1 to 19 employees	91,643	114,374	8,495	9.3	7.6	83,149	90.7	98.8
20 to 49 employees	49,389	32,010	4,633	9.4	13.8	44,755	90.6	99.2
50 to 99 employees	47,054	16,150	6,879	14.6	20.8	40,175	85.4	99.1
100 to 249 employees	83,445	12,085	12,850	15.4	30.6	70,595	84.6	99.0
250 to 499 employees	56,986	4,620	11,868	20.8	42.4	45,118	79.2	98.9
500 or more employees	931,110	6,887	349,988	37.6	55.0	581,123	62.4	98.8
<b>Manufacturers</b>	<b>837,527</b>	<b>74,650</b>	<b>286,799</b>	<b>34.2</b>	<b>17.3</b>	<b>550,728</b>	<b>65.8</b>	<b>99.2</b>
no. employees unknown (3)	38,378	17,032	12,444	32.4	12.0	25,935	67.6	98.4
1 to 19 employees	8,427	24,616	1,535	18.2	6.7	6,892	81.8	99.1
20 to 49 employees	12,630	13,965	1,308	10.4	13.4	11,322	89.6	99.5
50 to 99 employees	16,301	8,011	1,374	8.4	22.2	14,928	91.6	99.5
100 to 249 employees	41,073	6,236	5,618	13.7	37.1	35,455	86.3	99.6
250 to 499 employees	34,571	2,237	7,150	20.7	54.8	27,421	79.3	99.6
500 or more employees	686,146	2,553	257,370	37.5	77.5	428,776	62.5	99.8
<b>Wholesalers</b>	<b>307,769</b>	<b>102,198</b>	<b>73,958</b>	<b>24.0</b>	<b>11.3</b>	<b>233,811</b>	<b>76.0</b>	<b>98.9</b>
no. employees unknown (3)	39,589	34,866	8,006	20.2	7.3	31,583	79.8	98.3
1 to 19 employees	59,586	49,518	4,135	6.9	9.3	55,451	93.1	99.1
20 to 49 employees	28,328	9,782	2,476	8.7	17.7	25,852	91.3	99.5
50 to 99 employees	16,318	3,948	2,441	15.0	24.6	13,877	85.0	99.5
100 to 249 employees	33,344	2,432	6,036	18.1	32.2	27,308	81.9	99.5
250 to 499 employees	14,531	853	2,774	19.1	43.6	11,757	80.9	99.5
500 or more employees	116,072	799	48,090	41.4	68.0	67,983	58.6	99.5
<b>Other companies (4)</b>	<b>236,432</b>	<b>128,821</b>	<b>61,758</b>	<b>26.1</b>	<b>8.2</b>	<b>174,674</b>	<b>73.9</b>	<b>97.6</b>
no. employees unknown (3)	44,134	67,645	7,354	16.7	6.6	36,780	83.3	97.1
1 to 19 employees	23,630	40,240	2,824	12.0	6.1	20,806	88.0	98.3
20 to 49 employees	8,431	8,263	849	10.1	9.9	7,581	89.9	98.2
50 to 99 employees	14,434	4,191	3,063	21.2	14.3	11,371	78.8	97.9
100 to 249 employees	9,028	3,417	1,196	13.2	17.6	7,832	86.8	97.7
250 to 499 employees	7,884	1,530	1,944	24.7	23.7	5,940	75.3	97.3
500 or more employees	128,892	3,535	44,528	34.5	35.8	84,364	65.5	97.8
<b>Multiple location companies</b>	<b>1,046,041</b>	<b>28,737</b>	<b>367,152</b>	<b>35.1</b>	<b>32.6</b>	<b>678,889</b>	<b>64.9</b>	<b>98.9</b>
no. employees unknown (3)	1,372	173	777	56.7	22.0	594	43.3	98.3
1 to 19 employees	5,078	2,902	730	14.4	11.6	4,348	85.6	98.9
20 to 49 employees	10,562	5,098	1,420	13.4	16.3	9,142	86.6	98.9
50 to 99 employees	21,025	4,927	4,257	20.2	22.7	16,769	79.8	99.0
100 to 249 employees	43,982	6,119	5,824	13.2	32.6	38,158	86.8	98.9
250 to 499 employees	43,666	3,384	8,186	18.7	44.1	35,481	81.3	99.0
500 or more employees	920,355	6,134	345,957	37.6	58.0	574,397	62.4	98.9
<b>Manufacturers</b>	<b>725,211</b>	<b>9,779</b>	<b>261,083</b>	<b>36.0</b>	<b>47.2</b>	<b>464,128</b>	<b>64.0</b>	<b>99.7</b>
no. employees unknown (3)	77	38	7	9.7	15.8	70	90.3	100.0
1 to 19 employees	226	310	34	15.0	12.6	192	85.0	99.4
20 to 49 employees	1,420	1,083	251	17.7	17.3	1,169	82.3	99.4
50 to 99 employees	4,281	1,711	494	11.5	26.8	3,788	88.5	99.8
100 to 249 employees	15,831	2,712	2,668	16.9	41.9	13,164	83.1	99.6
250 to 499 employees	25,657	1,571	3,953	15.4	57.9	21,705	84.6	99.7
500 or more employees	677,719	2,354	253,677	37.4	79.8	424,041	62.6	99.9
<b>Wholesalers</b>	<b>169,408</b>	<b>8,589</b>	<b>55,562</b>	<b>32.8</b>	<b>28.0</b>	<b>113,846</b>	<b>67.2</b>	<b>99.4</b>
no. employees unknown (3)	(D)	63	(D)	(D)	28.6	201	94.2	96.8
1 to 19 employees	(D)	1,421	(D)	(D)	14.2	3,275	90.2	99.3
20 to 49 employees	6,866	2,284	640	9.3	19.2	6,225	90.7	99.5
50 to 99 employees	7,885	1,733	1,708	21.7	23.4	6,177	78.3	99.4
100 to 249 employees	23,310	1,620	2,344	10.1	31.2	20,966	89.9	99.4
250 to 499 employees	12,690	707	2,591	20.4	43.8	10,099	79.6	99.4
500 or more employees	114,813	761	47,911	41.7	68.5	66,901	58.3	99.5

**Exhibit 3b**  
**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)
<b>Other companies (4)</b>	<b>151,421</b>	<b>10,369</b>	<b>50,506</b>	<b>33.4</b>	<b>22.8</b>	<b>100,915</b>	<b>66.6</b>	<b>97.8</b>
no. employees unknown (3)	(D)	72	(D)	(D)	19.4	324	29.9	98.6
1 to 19 employees	(D)	1,171	(D)	(D)	8.1	881	72.1	98.4
20 to 49 employees	2,277	1,731	529	23.2	12.0	1,747	76.8	97.9
50 to 99 employees	8,859	1,483	2,055	23.2	17.1	6,804	76.8	97.8
100 to 249 employees	4,841	1,787	813	16.8	19.9	4,028	83.2	97.3
250 to 499 employees	5,319	1,106	1,642	30.9	24.9	3,677	69.1	97.7
500 or more employees	127,823	3,019	44,369	34.7	38.5	83,454	65.3	97.9
<b>Single location companies</b>	<b>335,687</b>	<b>276,932</b>	<b>55,364</b>	<b>16.5</b>	<b>9.3</b>	<b>280,323</b>	<b>83.5</b>	<b>98.4</b>
no. employees unknown (3)	120,729	119,370	27,026	22.4	7.6	93,703	77.6	97.6
1 to 19 employees	86,565	111,472	7,765	9.0	7.5	78,800	91.0	98.8
20 to 49 employees	38,827	26,912	3,213	8.3	13.4	35,614	91.7	99.2
50 to 99 employees	26,028	11,223	2,622	10.1	19.9	23,406	89.9	99.1
100 to 249 employees	39,463	5,966	7,026	17.8	28.5	32,437	82.2	99.2
250 to 499 employees	13,319	1,236	3,682	27.6	37.8	9,637	72.4	98.5
500 or more employees	10,756	753	4,030	37.5	30.1	6,726	62.5	97.6
<b>Manufacturers</b>	<b>112,316</b>	<b>64,871</b>	<b>25,716</b>	<b>22.9</b>	<b>12.7</b>	<b>86,600</b>	<b>77.1</b>	<b>99.1</b>
no. employees unknown (3)	38,301	16,994	12,436	32.5	12.0	25,865	67.5	98.4
1 to 19 employees	8,202	24,306	1,501	18.3	6.7	6,700	81.7	99.1
20 to 49 employees	11,211	12,882	1,057	9.4	13.1	10,153	90.6	99.5
50 to 99 employees	12,020	6,300	880	7.3	21.0	11,140	92.7	99.4
100 to 249 employees	25,241	3,524	2,950	11.7	33.5	22,291	88.3	99.5
250 to 499 employees	8,914	666	3,198	35.9	47.6	5,716	64.1	99.5
500 or more employees	8,428	199	3,693	43.8	50.8	4,734	56.2	98.5
<b>Wholesalers</b>	<b>138,361</b>	<b>93,609</b>	<b>18,396</b>	<b>13.3</b>	<b>9.8</b>	<b>119,965</b>	<b>86.7</b>	<b>98.8</b>
no. employees unknown (3)	(D)	34,803	(D)	(D)	7	31,382	79.7	98.3
1 to 19 employees	(D)	48,097	(D)	(D)	9.1	52,176	93.2	99.0
20 to 49 employees	21,462	7,498	1,836	8.6	17.3	19,626	91.4	99.5
50 to 99 employees	8,433	2,215	733	8.7	25.5	7,699	91.3	99.5
100 to 249 employees	10,034	812	3,692	36.8	34.1	6,342	63.2	99.8
250 to 499 employees	1,841	146	183	9.9	42.5	1,658	90.1	100.0
500 or more employees	1,260	38	178	14.2	57.9	1,081	85.8	100.0
<b>Other companies (4)</b>	<b>85,011</b>	<b>118,452</b>	<b>11,252</b>	<b>13.2</b>	<b>6.9</b>	<b>73,759</b>	<b>86.8</b>	<b>97.6</b>
no. employees unknown (3)	(D)	67,573	(D)	(D)	6.6	36,456	84.7	97.1
1 to 19 employees	(D)	39,069	(D)	(D)	6.1	19,925	88.9	98.3
20 to 49 employees	6,154	6,532	320	5.2	9.4	5,834	94.8	98.3
50 to 99 employees	5,576	2,708	1,008	18.1	12.8	4,567	81.9	97.9
100 to 249 employees	4,188	1,630	383	9.2	15.1	3,804	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 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 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 4a**  
**2013 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
<b>All identified companies</b>	<b>1,400,955</b>	<b>304,223</b>	<b>5.1</b>	<b>58.5</b>	<b>6.5</b>	<b>24.7</b>	<b>6.6</b>	<b>8.9</b>	<b>14.7</b>	<b>5.9</b>	<b>17.1</b>	<b>1.6</b>	<b>49.9</b>	<b>0.4</b>
no. employees unknown(2)	122,562	119,668	23.5	75.3	20.9	18.0	11.2	4.3	22.5	2.1	17.4	0.4	4.6	0.0
1 to 19 employees	95,626	112,882	23.9	55.4	27.6	29.6	20.9	9.8	20.2	4.8	6.0	0.5	1.4	0.0
20 to 49 employees	49,895	31,727	11.0	40.7	16.9	30.9	16.7	14.8	37.1	11.4	13.8	2.2	4.5	0.1
50 to 99 employees	45,678	16,089	7.2	35.5	13.1	28.9	18.9	16.5	29.1	14.6	27.1	4.0	4.7	0.5
100 to 249 employees	84,870	12,260	3.3	31.6	9.9	26.9	11.6	16.0	33.0	17.5	33.7	6.9	8.6	1.1
250 to 499 employees	72,438	4,717	2.7	27.5	6.5	23.0	9.3	15.6	36.3	19.7	22.7	11.6	22.4	2.6
500 or more employees	929,886	6,880	0.7	25.3	1.2	19.2	2.7	12.1	7.8	16.3	16.0	15.1	71.5	11.9
<b>Manufacturers</b>	<b>839,180</b>	<b>74,398</b>	<b>1.5</b>	<b>42.0</b>	<b>2.7</b>	<b>29.4</b>	<b>4.2</b>	<b>13.4</b>	<b>10.8</b>	<b>10.7</b>	<b>16.1</b>	<b>3.5</b>	<b>64.6</b>	<b>1.1</b>
no. employees unknown(2)	40,619	17,139	12.4	59.5	10.2	25.8	8.9	8.4	26.1	5.0	35.5	1.1	6.8	0.1
1 to 19 employees	8,236	24,254	(D)	49.5	29.4	32.1	23.3	11.8	21.8	6.0	3.6	0.5	(D)	0.0
20 to 49 employees	11,595	13,877	12.7	36.2	22.7	32.8	23.9	15.8	30.1	12.7	9.9	2.4	0.6	0.1
50 to 99 employees	16,164	8,007	6.6	28.2	15.5	30.7	20.0	18.5	34.5	16.9	20.0	5.1	2.8	0.5
100 to 249 employees	37,290	6,260	4.1	20.3	11.9	28.8	12.7	19.0	37.1	21.6	19.9	8.9	14.2	1.4
250 to 499 employees	46,395	2,277	2.7	13.1	5.5	21.5	10.0	18.6	31.3	26.0	19.7	16.8	30.8	4.0
500 or more employees	678,882	2,584	(D)	6.5	0.6	12.2	2.1	12.9	6.0	21.9	14.7	24.5	(D)	21.9
<b>Wholesalers</b>	<b>303,477</b>	<b>101,493</b>	<b>9.1</b>	<b>52.0</b>	<b>11.3</b>	<b>29.2</b>	<b>10.9</b>	<b>10.6</b>	<b>21.9</b>	<b>6.5</b>	<b>20.0</b>	<b>1.4</b>	<b>26.7</b>	<b>0.3</b>
no. employees unknown(2)	38,795	34,821	29.0	69.0	26.3	22.7	13.5	5.4	17.5	2.4	7.7	0.4	6.0	0.0
1 to 19 employees	60,447	48,643	(D)	48.4	25.3	33.6	23.3	11.5	22.7	5.8	6.7	0.6	(D)	0.0
20 to 49 employees	29,729	9,847	5.9	32.9	12.6	32.5	13.8	17.7	43.6	13.7	17.3	2.9	6.9	0.3
50 to 99 employees	15,591	3,980	5.4	28.1	12.5	29.5	22.1	19.7	36.8	17.2	13.3	4.7	10.0	0.8
100 to 249 employees	35,563	2,525	0.8	25.0	6.3	26.9	9.8	17.9	26.8	20.8	52.4	8.3	3.9	1.1
250 to 499 employees	16,404	882	1.4	20.1	3.5	23.2	8.8	18.4	50.0	22.4	26.1	12.8	10.2	3.1
500 or more employees	106,948	795	(D)	9.4	0.4	14.6	1.1	13.0	9.1	20.5	21.9	25.4	(D)	17.1
<b>Other companies (3)</b>	<b>258,298</b>	<b>128,332</b>	<b>12.1</b>	<b>73.3</b>	<b>13.0</b>	<b>18.4</b>	<b>9.5</b>	<b>5.0</b>	<b>18.8</b>	<b>2.7</b>	<b>17.1</b>	<b>0.5</b>	<b>29.5</b>	<b>0.1</b>
no. employees unknown(2)	43,148	67,708	28.9	82.5	26.0	13.6	11.2	2.6	23.7	1.1	8.9	0.2	1.3	0.0
1 to 19 employees	26,943	39,985	32.0	67.4	32.2	23.2	14.6	6.4	14.3	2.7	5.2	0.2	1.7	0.0
20 to 49 employees	8,570	8,003	26.5	58.1	24.1	25.5	17.0	9.3	23.7	6.2	7.1	0.9	1.6	0.1
50 to 99 employees	13,923	4,102	9.8	56.8	10.9	24.8	14.2	9.5	14.1	7.5	50.0	1.3	1.1	0.1
100 to 249 employees	12,017	3,475	8.0	56.9	13.8	23.4	13.3	9.3	38.9	7.9	21.2	2.1	4.8	0.4
250 to 499 employees	9,640	1,558	5.2	52.6	16.0	24.9	7.0	9.6	37.4	9.1	31.4	3.3	3.1	0.5
500 or more employees	144,057	3,501	3.6	42.9	4.8	25.5	6.9	11.3	15.5	11.1	17.9	5.8	51.4	3.4

(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 2013.

(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.

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

**Exhibit 4b**  
**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
<b>All identified companies</b>	<b>1,381,728</b>	<b>305,669</b>	<b>5.4</b>	<b>58.6</b>	<b>6.1</b>	<b>24.7</b>	<b>6.1</b>	<b>8.8</b>	<b>14.6</b>	<b>5.9</b>	<b>17.9</b>	<b>1.5</b>	<b>50.0</b>	<b>0.4</b>
no. employees unknown(2)	122,101	119,543	28.0	75.1	18.8	18.0	10.5	4.4	20.3	2.1	17.4	0.4	5.0	0.0
1 to 19 employees	91,643	114,374	25.5	55.7	28.2	29.5	21.1	9.6	17.7	4.6	6.4	0.5	1.1	0.0
20 to 49 employees	49,389	32,010	9.3	41.0	16.4	30.6	17.7	14.8	31.9	11.3	21.7	2.2	2.9	0.1
50 to 99 employees	47,054	16,150	6.4	36.0	14.4	29.5	17.3	15.6	30.6	14.3	19.9	4.2	11.4	0.4
100 to 249 employees	83,445	12,085	3.4	31.5	8.2	26.6	11.1	16.1	40.1	18.1	30.2	6.6	7.0	1.1
250 to 499 employees	56,986	4,620	2.8	28.3	7.3	22.6	10.0	15.0	41.5	19.8	29.2	11.7	9.2	2.7
500 or more employees	931,110	6,887	0.5	25.1	1.0	19.6	2.2	12.1	7.9	16.4	17.0	15.0	71.5	11.8
<b>Manufacturers</b>	<b>837,527</b>	<b>74,650</b>	<b>1.5</b>	<b>42.2</b>	<b>2.7</b>	<b>29.1</b>	<b>3.7</b>	<b>13.4</b>	<b>10.7</b>	<b>10.8</b>	<b>16.9</b>	<b>3.4</b>	<b>64.4</b>	<b>1.1</b>
no. employees unknown(2)	38,378	17,032	14.0	59.8	10.2	24.7	9.7	8.8	25.9	5.4	32.4	1.2	7.8	0.1
1 to 19 employees	8,427	24,616	20.1	49.9	29.9	31.8	22.0	11.9	23.8	6.0	4.1	0.5	0.1	0.0
20 to 49 employees	12,630	13,965	12.1	36.1	20.6	32.7	26.9	16.0	30.2	12.7	9.9	2.4	0.4	0.1
50 to 99 employees	16,301	8,011	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	41,073	6,236	3.8	20.0	8.8	28.3	12.3	19.3	47.0	22.4	18.4	8.4	9.7	1.6
250 to 499 employees	34,571	2,237	2.0	13.4	6.5	20.9	11.1	18.3	40.6	26.2	30.6	17.1	9.1	4.1
500 or more employees	686,146	2,553	0.1	6.4	0.7	12.5	1.5	12.6	5.2	21.9	15.6	24.3	76.9	22.3
<b>Wholesalers</b>	<b>307,769</b>	<b>102,198</b>	<b>9.4</b>	<b>52.1</b>	<b>12.4</b>	<b>29.3</b>	<b>10.1</b>	<b>10.5</b>	<b>19.6</b>	<b>6.4</b>	<b>21.2</b>	<b>1.4</b>	<b>27.3</b>	<b>0.3</b>
no. employees unknown(2)	39,589	34,866	32.6	68.7	28.4	22.9	11.2	5.4	(D)	2.5	9.1	0.4	(D)	0.0
1 to 19 employees	59,586	49,518	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	28,328	9,782	6.0	32.8	12.9	32.3	13.7	18.2	32.8	13.5	30.5	3.0	4.1	0.2
50 to 99 employees	16,318	3,948	3.4	27.8	16.4	30.3	22.7	19.1	(D)	17.1	15.9	5.0	(D)	0.7
100 to 249 employees	33,344	2,432	1.1	25.0	5.1	26.6	9.4	18.0	33.4	20.5	47.2	8.6	3.7	1.2
250 to 499 employees	14,531	853	1.6	18.8	4.2	25.0	7.0	17.0	46.8	<b>23.6</b>	<b>31.8</b>	<b>13.2</b>	<b>8.6</b>	<b>2.5</b>
500 or more employees	116,072	799	0.3	9.6	1.1	15.0	0.9	10.3	10.0	23.4	22.3	24.9	65.5	16.8
<b>Other companies (3)</b>	<b>236,432</b>	<b>128,821</b>	<b>13.8</b>	<b>73.4</b>	<b>9.8</b>	<b>18.5</b>	<b>9.3</b>	<b>4.9</b>	<b>21.9</b>	<b>2.6</b>	<b>17.0</b>	<b>0.5</b>	<b>28.3</b>	<b>0.1</b>
no. employees unknown(2)	44,134	67,645	36.1	82.1	17.8	13.8	10.7	2.7	(D)	1.1	11.7	0.2	(D)	0.0
1 to 19 employees	23,630	40,240	37.4	68.0	26.7	23.2	15.6	6.1	13.0	2.5	5.6	0.2	1.8	0.0
20 to 49 employees	8,431	8,263	16.4	58.9	22.2	25.0	17.5	8.9	31.3	6.3	10.1	0.7	2.5	0.1
50 to 99 employees	14,434	4,191	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	9,028	3,417	10.1	57.1	16.6	23.5	12.0	8.8	33.5	8.5	20.7	1.7	7.0	0.3
250 to 499 employees	7,884	1,530	8.1	55.5	16.9	23.6	10.4	9.0	35.3	8.4	18.6	2.8	10.7	0.7
500 or more employees	128,892	3,535	2.8	42.2	2.2	25.7	6.6	12.1	20.7	10.9	19.6	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.

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

**Exhibit 4c**  
**2013 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
<b>All identified companies</b>	<b>1,986,142</b>	<b>184,208</b>	<b>4.3</b>	<b>60.1</b>	<b>9.3</b>	<b>29.7</b>	<b>9.8</b>	<b>7.1</b>	<b>21.0</b>	<b>2.7</b>	<b>36.7</b>	<b>0.4</b>	<b>18.9</b>	<b>0.0</b>
no. employees unknown(2)	135,906	58,915	16.6	75.8	24.6	20.3	16.9	2.9	23.2	0.9	(D)	0.1	(D)	0.0
1 to 19 employees	128,915	78,448	29.0	61.5	40.8	32.5	17.4	5.0	9.8	0.9	1.9	0.1	1.2	0.0
20 to 49 employees	80,683	19,415	13.5	46.4	41.2	39.4	24.0	11.4	19.5	2.7	1.8	0.1	0.0	0.0
50 to 99 employees	64,267	10,258	6.8	38.9	32.4	40.6	33.1	15.7	(D)	4.7	2.2	0.2	(D)	0.0
100 to 249 employees	113,834	8,305	3.3	33.3	17.8	38.6	25.4	19.8	(D)	7.9	9.4	0.4	(D)	0.0
250 to 499 employees	94,763	3,498	1.6	24.9	14.3	33.3	32.0	25.4	(D)	15.3	(D)	1.0	(D)	0.1
500 or more employees	1,367,772	5,369	0.4	19.5	0.8	21.2	3.6	20.5	19.3	27.7	50.1	10.0	25.9	1.2
<b>Manufacturers</b>	<b>914,261</b>	<b>36,366</b>	<b>1.2</b>	<b>51.0</b>	<b>3.8</b>	<b>34.1</b>	<b>5.9</b>	<b>9.6</b>	<b>16.7</b>	<b>4.3</b>	<b>44.6</b>	<b>0.9</b>	<b>27.8</b>	<b>0.1</b>
no. employees unknown(2)	31,649	6,514	8.2	70.6	10.6	24.1	10.1	4.0	38.4	1.2	32.8	0.1	0.0	0.0
1 to 19 employees	6,597	10,284	33.4	66.8	51.5	30.5	13.1	2.5	(D)	0.2	(D)	0.0	0.0	0.0
20 to 49 employees	10,071	6,457	20.6	52.6	41.1	39.7	24.4	7.0	14.0	0.7	0.0	0.0	0.0	0.0
50 to 99 employees	10,779	4,618	9.2	39.3	42.5	46.1	28.3	12.6	(D)	1.9	(D)	0.0	0.0	0.0
100 to 249 employees	28,551	4,290	5.9	31.0	25.9	44.0	34.5	19.9	33.1	5.0	0.6	0.1	0.0	0.0
250 to 499 employees	34,747	1,852	1.0	18.9	20.6	36.5	42.8	28.7	33.8	15.4	1.8	0.5	0.0	0.0
500 or more employees	791,867	2,351	0.2	8.4	0.6	18.5	2.4	23.7	14.6	34.8	50.0	13.1	32.1	1.6
<b>Wholesalers</b>	<b>592,533</b>	<b>82,537</b>	<b>9.4</b>	<b>55.8</b>	<b>20.0</b>	<b>33.4</b>	<b>16.4</b>	<b>8.0</b>	<b>28.0</b>	<b>2.5</b>	<b>22.7</b>	<b>0.2</b>	<b>3.5</b>	<b>0.0</b>
no. employees unknown(2)	54,505	25,788	24.5	72.7	31.0	23.2	14.6	3.3	11.1	0.7	(D)	0.0	(D)	0.0
1 to 19 employees	100,632	42,615	29.2	55.1	42.9	37.4	17.4	6.4	(D)	1.0	(D)	0.0	0.0	0.0
20 to 49 employees	61,363	7,715	12.3	32.0	41.0	45.5	25.0	17.7	21.0	4.7	0.6	0.1	0.0	0.0
50 to 99 employees	45,996	3,095	6.3	25.3	29.6	40.0	36.4	24.7	24.8	9.7	(D)	0.3	(D)	0.0
100 to 249 employees	55,407	1,916	2.9	20.6	20.5	33.2	29.7	28.1	(D)	16.7	18.8	1.3	(D)	0.1
250 to 499 employees	37,648	703	1.9	17.9	12.8	25.3	37.4	30.0	38.4	23.9	9.5	2.8	0.0	0.0
500 or more employees	236,981	705	0.1	10.9	1.4	15.9	3.8	16.5	40.2	41.6	47.4	14.8	7.1	0.4
<b>Other companies (3)</b>	<b>479,348</b>	<b>65,305</b>	<b>3.8</b>	<b>70.4</b>	<b>6.5</b>	<b>22.5</b>	<b>9.2</b>	<b>4.6</b>	<b>20.5</b>	<b>2.0</b>	<b>39.0</b>	<b>0.4</b>	<b>21.0</b>	<b>0.1</b>
no. employees unknown(2)	49,752	26,613	13.4	80.2	26.5	16.4	23.7	2.3	26.7	0.9	(D)	0.1	(D)	0.0
1 to 19 employees	21,686	25,549	26.3	70.1	27.9	25.0	18.5	3.7	9.7	1.1	10.6	0.2	6.9	0.0
20 to 49 employees	9,249	5,243	13.4	59.8	42.9	30.3	16.8	7.4	15.1	2.1	11.8	0.4	0.0	0.0
50 to 99 employees	7,492	2,545	6.3	54.5	35.3	31.1	20.2	10.1	37.3	3.9	0.9	0.3	0.0	0.0
100 to 249 employees	29,876	2,099	1.4	49.6	5.0	32.3	8.9	11.9	(D)	5.8	0.4	0.3	(D)	0.1
250 to 499 employees	22,368	943	2.2	41.9	7.3	33.1	6.1	15.5	(D)	8.7	(D)	0.6	(D)	0.2
500 or more employees	338,924	2,313	1.0	33.4	0.7	25.6	6.2	18.4	15.6	16.2	52.1	5.3	24.4	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 2013.

(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.

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 4d**  
**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
<b>All identified companies</b>	<b>2,007,762</b>	<b>185,729</b>	<b>4.0</b>	<b>60.2</b>	<b>8.7</b>	<b>29.6</b>	<b>9.4</b>	<b>7.1</b>	<b>23.1</b>	<b>2.7</b>	<b>34.9</b>	<b>0.4</b>	<b>19.8</b>	<b>0.0</b>
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
<b>Manufacturers</b>	<b>955,829</b>	<b>36,727</b>	<b>1.0</b>	<b>51.0</b>	<b>3.9</b>	<b>34.0</b>	<b>5.2</b>	<b>9.7</b>	<b>19.8</b>	<b>4.3</b>	<b>43.9</b>	<b>0.9</b>	<b>26.1</b>	<b>0.1</b>
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	(D)	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
<b>Wholesalers</b>	<b>590,952</b>	<b>83,095</b>	<b>9.2</b>	<b>55.9</b>	<b>18.3</b>	<b>33.3</b>	<b>16.9</b>	<b>8.0</b>	<b>27.3</b>	<b>2.5</b>	<b>24.3</b>	<b>0.2</b>	<b>4.0</b>	<b>0.0</b>
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
<b>Other companies (3)</b>	<b>460,981</b>	<b>65,907</b>	<b>3.7</b>	<b>70.6</b>	<b>6.3</b>	<b>22.5</b>	<b>8.5</b>	<b>4.5</b>	<b>24.5</b>	<b>2.0</b>	<b>29.9</b>	<b>0.4</b>	<b>27.1</b>	<b>0.1</b>
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.

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 5a**  
**2013 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
<b>All countries</b>	<b>1,579,593</b>	<b>1,400,955</b>	<b>304,223</b>	<b>122,562</b>	<b>119,668</b>	<b>95,626</b>	<b>112,882</b>	<b>49,895</b>	<b>31,727</b>	<b>45,678</b>	<b>16,089</b>	<b>84,870</b>	<b>12,260</b>	<b>72,438</b>	<b>4,717</b>	<b>929,886</b>	<b>6,880</b>
<b>Top 25 countries</b>	<b>1,310,689</b>	<b>1,156,694</b>	<b>247,623</b>	<b>93,629</b>	<b>86,583</b>	<b>75,864</b>	<b>95,452</b>	<b>37,197</b>	<b>28,617</b>	<b>38,539</b>	<b>14,732</b>	<b>67,385</b>	<b>11,345</b>	<b>60,651</b>	<b>4,420</b>	<b>783,429</b>	<b>6,474</b>
Canada	301,610	222,130	94,922	13,619	21,184	7,991	36,620	6,872	14,466	6,263	8,109	11,505	6,782	9,526	2,963	166,355	4,798
Mexico	226,079	207,612	57,502	19,622	15,139	11,151	18,179	5,974	8,447	5,337	5,277	11,704	4,750	18,460	2,200	135,364	3,510
China	121,736	114,532	35,403	7,721	8,407	12,735	10,532	4,396	5,310	3,423	3,505	7,488	3,308	5,342	1,553	73,427	2,788
Japan	65,206	62,349	28,055	3,655	6,264	4,579	8,863	2,224	3,983	1,738	2,586	3,824	2,453	3,666	1,290	42,663	2,616
Germany	47,362	44,712	33,954	2,813	7,550	1,848	10,782	1,363	5,102	1,503	3,329	2,557	3,016	2,138	1,464	32,490	2,711
United Kingdom	47,353	43,857	43,375	3,158	9,465	3,025	14,501	1,373	6,822	2,142	4,161	3,678	3,600	2,810	1,702	27,671	3,124
Brazil	44,119	41,261	18,999	4,125	4,092	1,748	5,098	975	2,781	920	1,913	1,782	1,912	1,245	1,049	30,466	2,154
Netherlands	42,572	40,897	19,681	5,334	4,019	1,301	5,715	1,023	3,030	733	2,006	3,371	1,880	1,242	980	27,893	2,051
Hong Kong	42,342	36,685	26,395	2,928	6,233	5,994	8,959	1,957	2,894	2,298	2,245	2,110	2,629	1,006	18,038	2,128	
Korea, South	41,715	37,879	22,901	3,431	4,948	3,026	7,010	1,244	3,161	1,043	2,182	2,069	2,181	1,560	1,101	25,507	2,318
Belgium	31,941	30,523	11,109	2,393	1,963	1,307	3,049	386	1,584	535	1,093	944	1,212	501	664	24,458	1,544
France	31,745	29,791	19,919	2,080	3,773	884	6,065	1,209	3,118	735	2,075	1,436	1,940	1,519	926	21,930	2,022
Singapore	30,672	28,864	22,740	2,299	4,530	1,092	6,637	650	3,633	1,501	2,425	1,622	2,232	943	1,111	20,757	2,172
Switzerland	26,773	24,999	11,787	3,520	2,253	2,084	3,687	660	1,713	3,197	1,110	3,801	1,058	1,536	584	10,201	1,382
Australia	26,130	23,453	33,503	1,924	7,013	987	11,088	773	5,228	889	3,236	1,205	2,931	1,041	1,410	16,634	2,597
Taiwan	25,472	22,911	18,336	1,959	3,602	1,504	5,389	677	2,776	634	1,813	1,255	1,798	1,630	965	15,251	1,993
United Arab Emirates	24,446	20,839	17,741	2,357	4,529	4,345	5,379	590	2,298	756	1,514	505	1,467	518	777	11,768	1,777
India	21,842	20,256	18,046	1,605	3,669	1,634	5,132	698	2,657	1,153	1,875	578	1,722	520	931	14,067	2,060
Saudi Arabia	18,956	17,441	11,689	1,003	2,624	1,158	3,176	408	1,623	437	1,126	609	620	577	13,206	1,436	
Colombia	18,392	17,327	16,294	1,752	4,006	1,138	4,779	690	2,073	606	1,364	822	1,398	507	818	11,814	1,856
Chile	17,515	16,513	15,426	1,923	3,152	993	4,367	493	2,215	294	1,442	1,510	1,502	500	852	10,800	1,896
Italy	16,755	15,600	18,120	1,181	3,464	816	5,262	477	2,803	612	1,917	1,075	1,806	622	920	10,817	1,948
Israel	13,747	11,185	14,743	834	2,793	1,937	4,322	298	2,254	666	1,533	343	1,417	288	747	6,819	1,677
Venezuela	13,204	12,519	9,863	1,558	3,273	2,074	3,111	1,347	812	230	543	660	612	695	368	5,956	1,144
Malaysia	13,007	12,560	13,089	836	2,385	514	3,398	442	2,108	298	1,446	797	1,395	595	730	9,076	1,627
<b>All other countries</b>	<b>268,904</b>	<b>244,261</b>	<b>137,325</b>	<b>28,933</b>	<b>50,091</b>	<b>19,762</b>	<b>47,776</b>	<b>12,698</b>	<b>15,865</b>	<b>7,140</b>	<b>8,716</b>	<b>17,485</b>	<b>7,173</b>	<b>11,787</b>	<b>2,988</b>	<b>146,457</b>	<b>4,716</b>
North America	527,689	429,742	131,666	33,240	34,942	19,142	49,686	12,846	19,035	11,600	10,535	23,209	8,547	27,986	3,586	301,718	5,335
Europe	326,727	305,253	106,296	28,406	31,561	16,704	38,250	10,067	14,389	11,742	8,124	21,884	6,676	13,946	2,806	202,504	4,490
Euro Area	198,078	187,456	72,314	15,913	18,963	7,667	25,257	5,747	10,453	4,807	6,195	10,663	5,325	7,185	2,306	135,474	3,815
European Union	262,151	246,537	97,280	20,359	27,492	11,904	34,939	7,738	13,613	7,578	15,291	6,413	10,893	2,713	172,773	4,352	
Africa	35,175	31,322	30,947	4,236	11,333	2,368	8,381	1,902	3,510	864	2,179	2,586	2,137	1,060	1,095	18,307	2,312
OECD - Europe	966,131	839,269	212,399	68,807	68,396	42,537	82,021	25,609	26,582	26,602	13,948	50,349	10,859	47,482	4,294	577,884	6,299
Pacific Rim Countries	388,085	359,432	107,214	26,640	31,431	31,832	39,876	13,412	14,470	12,996	7,976	21,663	6,474	18,687	2,717	234,203	4,270
Asia - Near East	73,284	63,504	41,383	5,741	11,488	8,624	13,590	2,168	5,611	2,238	3,434	1,863	3,060	1,933	1,457	40,937	2,743
Asia - NICS	140,201	126,338	58,218	10,617	15,087	11,616	20,668	4,527	8,196	6,072	4,916	7,191	4,203	6,761	1,897	79,554	3,251
Asia - South	25,950	23,541	21,576	1,961	4,643	2,018	6,346	826	3,137	1,255	2,136	897	1,976	723	1,060	15,860	2,278
ASEAN	78,986	73,922	42,112	6,439	9,974	4,164	13,458	2,822	6,521	2,821	4,067	4,127	3,545	3,574	1,664	49,976	2,883
APEC	971,009	840,462	206,683	65,381	66,576	54,824	80,145	28,249	25,888	26,013	13,481	48,085	10,433	48,787	4,147	569,123	6,013
South/Central America	184,398	171,722	88,086	20,488	29,522	13,366	30,279	7,836	10,596	4,333	6,133	11,918	5,245	7,155	2,377	106,626	3,934
20 Latin Amer. Republics	393,959	364,937	106,391	37,363	35,627	22,539	36,110	12,804	13,342	9,130	7,686	22,352	6,530	25,000	2,789	235,750	4,307
Cent. Am. Common Market	22,485	20,809	22,012	1,867	5,902	1,569	6,645	1,135	2,760	627	1,801	1,483	1,805	1,142	986	12,986	2,113
LAFTA	352,165	326,005	91,137	33,185	28,914	19,407	30,787	11,111	11,888	7,985	6,942	19,055	5,989	22,706	2,596	212,557	4,021
NATO Allies	563,136	467,267	160,157	35,334	45,483	20,169	61,616	14,125	21,914	13,856	11,897	26,976	9,512	20,258	3,881	336,550	5,854
OPEC	84,679	76,148	46,460	7,830	16,631	9,516	14,628	3,578	5,144	2,063	3,105	4,140	2,864	2,938	1,391	46,083	2,697

(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 2013.

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

**Exhibit 5b**  
**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
<b>All countries</b>	<b>1,545,709</b>	<b>1,381,728</b>	<b>305,669</b>	<b>122,101</b>	<b>119,543</b>	<b>91,643</b>	<b>114,374</b>	<b>49,389</b>	<b>32,010</b>	<b>47,054</b>	<b>16,150</b>	<b>83,445</b>	<b>12,085</b>	<b>56,986</b>	<b>4,620</b>	<b>931,110</b>	<b>6,887</b>
<b>Top 25 countries</b>	<b>1,287,872</b>	<b>1,148,556</b>	<b>250,202</b>	<b>95,987</b>	<b>87,298</b>	<b>72,071</b>	<b>97,102</b>	<b>38,397</b>	<b>28,939</b>	<b>39,071</b>	<b>14,780</b>	<b>(D)</b>	<b>11,237</b>	<b>(D)</b>	<b>4,332</b>	<b>789,299</b>	<b>6,514</b>
Canada	292,540	224,878	96,797	14,900	21,498	8,845	37,595	6,551	14,888	7,103	8,229	10,486	6,847	9,254	2,919	167,738	4,821
Mexico	215,931	198,289	55,811	19,382	14,853	10,986	17,674	6,053	8,134	6,042	5,095	10,155	4,567	8,308	2,087	137,362	3,401
China	110,484	103,773	34,729	9,915	8,096	9,013	10,390	4,083	5,358	3,415	3,420	7,464	3,188	5,360	1,520	64,522	2,757
Japan	69,955	66,846	29,049	3,709	6,786	4,884	9,258	2,693	4,095	1,809	2,598	4,195	2,496	3,450	1,267	46,106	2,549
United Kingdom	54,851	51,216	43,194	4,793	9,365	2,481	14,470	1,569	6,899	2,969	4,067	3,226	3,585	2,569	1,679	33,608	3,129
Germany	48,797	46,107	34,372	3,162	7,593	1,802	10,944	1,438	5,319	1,731	3,340	2,323	3,030	2,023	1,401	33,627	2,745
Brazil	43,806	41,508	19,252	3,377	4,196	2,100	5,183	1,153	2,874	897	1,886	1,551	1,924	1,234	1,032	31,197	2,157
Korea, South	42,284	37,824	22,718	3,155	4,957	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	38,924	19,681	3,781	3,977	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	32,423	26,587	3,613	6,195	5,134	8,975	1,864	3,773	1,572	2,287	1,595	2,157	2,015	1,052	16,631	2,148
France	31,151	27,950	33,879	2,234	7,207	1,082	11,352	916	5,248	725	3,202	1,285	2,880	919	1,386	20,789	2,604
Australia	30,806	29,218	20,071	3,881	873	6,117	819	3,191	584	2,036	978	1,937	1,649	905	22,249	2,004	
Singapore	30,525	28,797	22,961	2,674	4,649	983	6,893	633	3,606	927	2,316	2,042	2,240	937	1,075	20,600	2,182
Belgium	29,449	28,213	11,219	2,074	2,003	1,178	3,086	463	1,642	448	1,106	763	1,196	538	643	22,750	1,543
Switzerland	26,390	24,049	11,827	1,545	2,248	1,730	3,745	724	1,748	1,247	1,116	(D)	1,027	(D)	541	9,818	1,402
Taiwan	24,349	22,687	18,389	1,841	3,601	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	19,838	17,400	1,939	4,478	3,685	5,264	556	2,361	655	1,458	419	1,342	369	732	12,215	1,765
India	22,105	20,616	18,792	1,880	3,964	1,872	5,395	1,024	2,813	1,676	1,849	714	1,813	526	915	12,923	2,043
Chile	18,766	17,628	15,246	1,899	3,287	803	4,269	1,361	2,170	1,141	1,413	866	1,449	313	786	11,244	1,872
Saudi Arabia	17,972	16,706	11,567	1,268	2,701	1,217	3,147	456	1,594	376	1,119	592	1,064	440	561	12,356	1,381
Venezuela	17,516	16,753	11,437	2,381	3,730	3,155	3,596	972	1,037	539	659	601	712	592	433	8,513	1,270
Colombia	16,355	15,432	16,409	1,679	4,283	1,124	4,830	567	1,993	749	1,352	746	1,392	396	755	10,172	1,804
Italy	16,098	14,834	18,118	1,307	3,367	829	5,275	515	2,903	528	1,947	795	1,784	548	915	10,313	1,927
Israel	14,268	11,704	14,786	672	2,771	1,597	4,347	351	2,219	846	1,596	352	1,424	310	750	7,576	1,679
Malaysia	12,841	12,344	12,841	741	2,284	481	3,463	380	1,965	466	1,392	694	1,381	587	733	8,995	1,623
<b>All other countries</b>	<b>257,837</b>	<b>233,172</b>	<b>136,519</b>	<b>26,115</b>	<b>49,667</b>	<b>19,573</b>	<b>47,648</b>	<b>10,992</b>	<b>15,887</b>	<b>7,983</b>	<b>8,700</b>	<b>(D)</b>	<b>7,005</b>	<b>(D)</b>	<b>2,908</b>	<b>141,812</b>	<b>4,704</b>
North America	508,471	423,167	132,383	34,283	34,968	19,831	50,279	12,604	19,227	13,146	10,558	20,642	8,524	17,561	3,494	305,100	5,333
Europe	329,205	307,268	106,302	26,271	31,168	15,336	38,548	9,282	14,544	11,221	8,127	24,653	6,673	12,432	2,704	208,073	4,538
Euro Area	193,946	183,622	72,666	14,479	18,964	7,518	25,480	5,397	10,672	5,213	6,177	8,796	5,326	6,874	2,235	135,345	3,812
European Union	265,360	249,959	97,043	20,679	27,131	10,934	35,040	7,559	13,714	8,731	7,761	12,967	6,382	10,459	2,618	178,629	4,397
Africa	32,738	29,197	31,026	3,840	11,282	2,805	8,431	1,171	3,598	1,012	2,247	1,819	2,097	987	1,040	17,563	2,331
OECD - Europe	959,777	843,875	213,923	67,666	68,679	42,635	83,230	26,266	26,754	27,418	14,009	50,827	10,769	35,141	4,195	593,922	6,287
Pacific Rim Countries	379,228	351,423	107,575	29,704	31,374	27,716	40,502	13,720	11,127	7,836	22,039	6,428	17,594	2,645	229,513	4,268	
Asia - Near East	69,605	60,800	41,289	5,256	11,619	7,487	13,518	1,887	5,612	2,302	3,422	2,006	2,962	1,390	1,400	40,472	2,756
Asia - NICS	134,619	121,731	58,524	11,284	15,150	10,922	20,993	4,663	8,289	4,097	4,753	7,225	4,217	6,132	1,862	77,408	3,260
Asia - South	25,895	23,595	22,563	2,244	5,058	2,243	6,685	1,200	3,311	1,801	2,136	924	2,087	754	1,048	14,430	2,238
ASEAN	75,419	71,008	42,095	6,034	10,137	3,778	13,747	2,593	6,352	2,172	3,890	4,543	3,500	3,415	1,559	48,474	2,910
APEC	941,676	825,058	208,026	68,725	66,823	51,188	81,183	29,086	26,125	26,505	13,442	45,200	10,375	37,027	4,060	567,327	6,018
South/Central America	183,188	170,430	88,053	19,170	29,675	14,809	30,478	8,742	10,549	5,947	6,051	10,432	5,123	5,236	2,318	106,093	3,859
20 Latin Amer. Republics	383,794	355,610	105,504	35,956	35,614	23,835	35,969	13,876	13,099	11,375	7,570	19,569	6,326	13,047	2,706	237,952	4,220
Cent. Am. Common Market	22,927	20,756	21,410	1,924	5,533	1,673	6,646	1,627	2,731	643	1,729	2,261	1,749	906	954	11,722	2,068
LAFTA	342,544	317,911	90,689	31,533	29,311	20,823	30,654	11,601	11,627	10,317	6,845	16,069	5,797	11,434	2,485	216,133	3,970
NATO Allies	555,108	471,479	161,749	36,198	45,491	20,096	62,720	13,878	22,290	15,888	12,030	23,600	9,525	19,387	3,785	342,432	5,908
OPEC	81,722	74,335	46,303	7,877	16,617	10,112	14,615	3,054	5,199	2,218	3,070	3,311	2,766	1,766	1,340	45,997	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 2011.

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



**Exhibit 5c**  
**Percent Difference Between 2012 and 2013 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
<b>All countries</b>	<b>33,884</b>	<b>2.2</b>	<b>19,227</b>	<b>1.4</b>	<b>-1,446</b>	<b>-0.5</b>
<b>Top 25 countries</b>	<b>22,817</b>	<b>1.8</b>	<b>8,138</b>	<b>0.7</b>	<b>-2,579</b>	<b>-1.0</b>
Canada	9,070	3.1	-2,748	-1.2	-1,875	-1.9
Mexico	10,148	4.7	9,323	4.7	1,691	3.0
China	11,253	10.2	10,759	10.4	674	1.9
Japan	-4,749	-6.8	-4,497	-6.7	-994	-3.4
Germany	-1,435	-2.9	-1,395	-3.0	-418	-1.2
United Kingdom	-7,497	-13.7	-7,359	-14.4	181	0.4
Brazil	313	0.7	-247	-0.6	-253	-1.3
Netherlands	1,944	4.8	1,973	5.1	0	0.0
Hong Kong	4,881	13.0	4,261	13.1	-192	-0.7
Korea, South	-569	-1.3	54	0.1	183	0.8
Belgium	2,492	8.5	2,310	8.2	-110	-1.0
France	939	3.0	574	2.0	-152	-0.8
Singapore	147	0.5	67	0.2	-221	-1.0
Switzerland	382	1.4	950	4.0	-40	-0.3
Australia	-5,021	-16.1	-4,497	-16.1	-376	-1.1
Taiwan	1,124	4.6	224	1.0	-53	-0.3
United Arab Emirates	1,900	8.4	1,001	5.0	341	2.0
India	-263	-1.2	-359	-1.7	-746	-4.0
Saudi Arabia	984	5.5	736	4.4	122	1.1
Colombia	2,037	12.5	1,895	12.3	-115	-0.7
Chile	-1,251	-6.7	-1,115	-6.3	180	1.2
Italy	657	4.1	765	5.2	2	0.0
Israel	-520	-3.6	-518	-4.4	-43	-0.3
Venezuela	-4,313	-24.6	-4,234	-25.3	-1,574	-13.8
Malaysia	167	1.3	216	1.7	248	1.9
<b>All other countries</b>	<b>11,067</b>	<b>4.3</b>	<b>11,089</b>	<b>4.8</b>	<b>806</b>	<b>0.6</b>
North America	19,218	3.8	6,575	1.6	-717	-0.5
Europe	-2,478	-0.8	-2,015	-0.7	-6	0.0
Euro Area	4,132	2.1	3,833	2.1	-352	-0.5
European Union	-3,209	-1.2	-3,422	-1.4	237	0.2
Africa	2,438	7.4	2,125	7.3	-79	-0.3
OECD - Europe	6,354	0.7	-4,606	-0.5	-1,524	-0.7
Pacific Rim Countries	8,856	2.3	8,009	2.3	-361	-0.3
Asia - Near East	3,679	5.3	2,703	4.4	94	0.2
Asia - NICS	5,582	4.1	4,606	3.8	-306	-0.5
Asia - South	55	0.2	-54	-0.2	-987	-4.4
ASEAN	3,567	4.7	2,913	4.1	17	0.0
APEC	29,332	3.1	15,404	1.9	-1,343	-0.6
South/Central America	1,211	0.7	1,292	0.8	33	0.0
20 Latin Amer. Republics	10,165	2.6	9,328	2.6	887	0.8
Cent. Am. Common Market	-442	-1.9	53	0.3	602	2.8
LAFTA	9,621	2.8	8,094	2.5	448	0.5
NATO Allies	8,028	1.4	-4,212	-0.9	-1,592	-1.0
OPEC	2,957	3.6	1,813	2.4	157	0.3

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

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

**Exhibit 5d**  
**2013 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
<b>All countries</b>	<b>2,268,321</b>	<b>1,986,142</b>	<b>184,208</b>	<b>135,906</b>	<b>58,915</b>	<b>128,915</b>	<b>78,448</b>	<b>80,683</b>	<b>19,415</b>	<b>64,267</b>	<b>10,258</b>	<b>113,834</b>	<b>8,305</b>	<b>94,763</b>	<b>3,498</b>	<b>1,367,772</b>	<b>5,369</b>
<b>Top 25 countries</b>	<b>1,963,805</b>	<b>1,725,743</b>	<b>167,847</b>	(D)	<b>51,489</b>	<b>106,274</b>	<b>71,857</b>	(D)	<b>18,289</b>	<b>56,261</b>	<b>9,743</b>	(D)	<b>7,907</b>	(D)	<b>3,352</b>	(D)	<b>5,210</b>
China	440,448	415,907	96,516	33,021	28,565	41,319	41,289	24,409	10,649	21,389	5,748	25,226	4,601	20,704	2,099	249,839	3,565
Canada	332,553	216,901	15,392	24,975	2,793	4,941	3,594	4,172	1,929	3,009	1,555	4,093	1,674	6,089	1,106	169,623	2,741
Mexico	280,529	254,450	14,497	14,837	3,866	8,949	4,386	6,948	1,538	4,060	1,028	9,078	1,106	8,486	670	202,092	1,903
Japan	138,573	132,718	12,813	2,323	1,982	3,786	4,128	3,699	1,655	4,245	1,119	5,124	1,228	5,961	753	107,580	1,948
Germany	114,345	105,797	21,630	3,378	3,680	4,916	6,825	3,069	2,905	3,095	2,069	4,587	2,127	3,881	1,232	82,870	2,792
Korea, South	62,386	58,665	14,334	1,957	2,908	5,540	5,427	3,365	1,735	2,615	1,079	4,870	1,054	2,270	559	38,049	1,572
United Kingdom	52,817	44,915	16,445	2,939	2,980	2,414	4,886	1,202	2,030	1,031	1,445	5,035	1,607	1,728	981	30,566	2,516
Saudi Arabia	51,807	51,071	404	(D)	77	39	108	(D)	37	17	30	(D)	18	(D)	7	(D)	127
France	45,708	40,714	11,572	2,207	2,260	2,874	3,649	1,437	1,331	1,352	892	3,514	970	1,183	622	28,147	1,848
India	41,845	38,280	16,857	3,822	3,900	4,536	6,455	2,481	2,013	1,655	1,227	2,613	1,100	6,515	577	16,657	1,585
Italy	38,692	33,640	21,419	2,808	4,772	4,093	7,607	3,703	2,655	2,463	1,661	2,144	1,616	1,686	920	16,743	2,188
Taiwan	37,940	34,890	24,717	2,799	4,388	4,413	9,679	3,396	3,592	2,395	2,171	2,652	1,891	3,530	943	15,705	2,053
Venezuela	31,997	31,134	281	213	50	91	85	497	29	92	17	(D)	20	121	9	(D)	71
Ireland	31,496	29,953	1,977	(D)	329	164	390	108	164	40	129	(D)	203	287	129	24,555	633
Switzerland	28,276	23,264	6,195	1,176	965	1,341	1,572	743	1,752	1,090	523	891	616	1,385	393	16,638	1,374
Brazil	27,634	24,803	5,710	2,483	1,072	3,656	1,970	1,021	662	1,079	415	1,122	404	630	261	14,812	926
Malaysia	27,289	25,828	5,094	1,143	739	983	1,341	697	635	549	454	1,728	485	946	341	19,780	1,099
Russia	27,086	25,412	1,256	937	263	2,397	400	447	127	199	70	633	79	289	53	20,509	264
Thailand	26,173	23,753	7,329	2,599	1,297	1,650	2,369	1,099	888	1,284	591	1,263	599	2,035	391	13,824	1,194
Vietnam	24,657	22,915	6,565	1,997	1,306	1,881	2,244	1,216	820	1,443	523	1,273	515	916	286	14,190	871
Israel	22,809	21,137	3,726	1,226	665	2,136	1,061	515	448	950	301	(D)	303	(D)	200	10,147	748
Colombia	21,626	20,522	2,410	726	670	683	825	261	209	471	152	1,832	128	1,249	87	15,300	339
Netherlands	19,231	14,551	7,043	828	1,174	999	1,835	584	873	320	611	465	679	411	9,958	1,460	
Belgium	19,012	16,648	4,496	1,413	680	674	1,213	379	497	411	334	516	450	3,589	256	9,665	1,066
Indonesia	18,877	17,876	5,575	1,480	1,083	1,798	1,937	1,230	1,307	1,007	393	1,176	444	917	253	10,267	828
<b>All other countries</b>	<b>304,517</b>	<b>260,399</b>	<b>54,562</b>	(D)	<b>14,423</b>	<b>22,641</b>	<b>20,755</b>	(D)	<b>6,465</b>	<b>8,006</b>	<b>3,941</b>	(D)	<b>3,583</b>	(D)	<b>1,834</b>	(D)	<b>3,561</b>
North America	613,082	471,351	26,641	39,811	6,302	13,890	7,625	11,120	3,250	7,069	2,369	13,172	2,450	14,575	1,455	371,714	3,190
Europe	460,664	407,676	66,132	24,591	16,123	26,845	24,930	17,228	8,330	12,839	5,208	22,616	4,916	19,918	2,368	283,639	4,257
Euro Area	302,058	270,763	51,031	16,944	11,735	17,082	18,834	11,894	6,522	9,141	4,152	13,220	4,003	13,601	2,015	188,880	3,770
European Union	387,591	344,792	61,667	21,668	14,655	21,274	22,970	14,650	7,888	10,889	4,954	20,394	4,726	17,150	2,304	238,766	4,170
Africa	50,061	41,731	5,930	3,227	1,525	2,177	1,841	1,308	608	516	389	1,420	446	4,259	241	28,824	880
OECD - Europe	1,249,404	1,046,016	93,939	68,053	24,121	48,257	36,828	35,498	11,770	27,222	7,075	44,316	6,403	42,549	2,942	780,121	4,800
Pacific Rim Countries	771,310	719,347	120,104	45,235	35,383	60,935	51,926	38,907	13,267	33,951	7,099	42,185	5,671	35,833	2,571	462,300	4,187
Asia - Near East	107,192	102,662	5,578	5,154	1,147	2,586	1,717	826	641	1,050	406	(D)	413	5,779	255	(D)	999
Asia - NICS	123,854	108,262	41,667	6,210	8,524	10,968	17,198	7,219	5,666	5,366	3,255	7,926	2,898	6,634	1,374	63,940	2,752
Asia - South	53,464	49,268	20,687	5,118	5,255	5,223	8,016	3,177	2,385	2,129	1,413	3,417	1,259	1,677	657	22,728	1,702
ASEAN	126,957	113,629	21,403	9,133	4,503	7,272	7,645	4,856	2,727	4,890	1,717	6,176	1,641	5,728	922	75,574	2,248
APEC	1,480,719	1,278,867	137,710	91,963	41,624	84,014	58,622	54,614	15,137	44,573	8,155	60,561	6,598	54,475	2,943	888,666	4,631
South/Central America	158,513	144,489	16,796	7,740	4,494	13,082	5,959	5,716	1,833	3,844	1,095	8,465	1,084	4,287	618	101,354	1,713
20 Latin Amer. Republics	429,802	391,684	27,438	21,979	7,790	20,815	9,471	12,346	2,937	7,691	1,845	16,794	1,849	12,716	1,048	299,343	2,498
Cent. Am. Common Market	25,870	23,083	3,476	1,008	825	1,583	1,087	832	377	887	245	713	259	656	148	17,405	535
LAFTA	398,377	363,884	24,748	20,610	6,834	18,583	8,490	11,263	2,667	6,666	1,682	15,712	1,696	11,858	986	279,192	2,393
NATO Allies	676,814	520,665	68,918	41,546	16,613	25,524	25,553	18,499	8,869	13,482	5,610	23,620	5,259	21,848	2,552	376,146	4,462
OPEC	152,690	144,085	2,931	6,233	661	900	976	1,641	320	357	193	(D)	194	2,904	117	(D)	470

(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 2013.

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 5e**  
**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
<b>All countries</b>	<b>2,275,320</b>	<b>2,007,762</b>	<b>185,729</b>	<b>134,696</b>	<b>59,846</b>	<b>128,137</b>	<b>79,202</b>	<b>84,738</b>	<b>19,359</b>	<b>64,561</b>	<b>10,212</b>	<b>122,336</b>	<b>8,275</b>	<b>85,808</b>	<b>3,464</b>	<b>1,387,485</b>	<b>5,371</b>
<b>Top 25 countries</b>	<b>1,949,809</b>	<b>1,718,803</b>	<b>167,650</b>	(D)	<b>51,622</b>	(D)	<b>71,932</b>	(D)	<b>18,096</b>	(D)	<b>9,622</b>	(D)	<b>7,885</b>	(D)	<b>3,300</b>	(D)	<b>5,193</b>
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	(D)	4	(D)	4	0	0	0	1	(D)	2	0	0	(D)	27
<b>All other countries</b>	<b>325,511</b>	<b>288,959</b>	<b>58,275</b>	(D)	<b>15,619</b>	(D)	<b>22,426</b>	(D)	<b>7,011</b>	(D)	<b>4,045</b>	(D)	<b>3,657</b>	(D)	<b>1,907</b>	(D)	<b>3,610</b>
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	13,288	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
OEPEC	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.

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 5f**  
**Percent Difference Between 2012 and 2013 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
<b>All countries</b>	<b>-6,999</b>	<b>-0.3</b>	<b>-21,620</b>	<b>-1.1</b>	<b>-1,521</b>	<b>-0.8</b>
<b>Top 25 countries</b>	<b>13,995</b>	<b>0.7</b>	<b>6,940</b>	<b>0.4</b>	<b>197</b>	<b>0.1</b>
China	14,869	3.5	13,719	3.4	387	0.4
Canada	8,616	2.7	2,727	1.3	-324	-2.1
Mexico	2,959	1.1	2,375	0.9	39	0.3
Japan	-7,819	-5.3	-7,302	-5.2	-177	-1.4
Germany	5,636	5.2	5,965	6.0	-47	-0.2
Korea, South	3,491	5.9	2,615	4.7	-319	-2.2
United Kingdom	-2,145	-3.9	-2,610	-5.5	-501	-3.0
Saudi Arabia	-3,860	-6.9	-3,802	-6.9	-6	-1.5
France	3,958	9.5	3,265	8.7	-172	-1.5
India	1,331	3.3	666	1.8	-206	-1.2
Italy	1,753	4.7	1,796	5.6	164	0.8
Taiwan	-918	-2.4	-1,083	-3.0	-533	-2.1
Venezuela	-6,726	-17.4	-6,850	-18.0	-48	-14.6
Ireland	-1,831	-5.5	-2,113	-6.6	8	0.4
Switzerland	2,603	10.1	1,175	5.3	-40	-0.6
Brazil	-4,489	-14.0	-4,306	-14.8	-73	-1.3
Malaysia	1,356	5.2	1,571	6.5	-69	-1.3
Russia	-2,295	-7.8	-2,739	-9.7	-42	-3.2
Thailand	65	0.3	30	0.1	-264	-3.5
Vietnam	4,391	21.7	4,163	22.2	343	5.5
Israel	679	3.1	697	3.4	-167	-4.3
Colombia	-2,994	-12.2	-2,920	-12.5	-73	-2.9
Netherlands	-3,027	-13.6	-1,807	-11.0	74	1.1
Belgium	1,648	9.5	1,543	10.2	-41	-0.9
Indonesia	879	4.9	933	5.5	-208	-3.6
<b>All other countries</b>	<b>-20,994</b>	<b>-6.4</b>	<b>-28,560</b>	<b>-9.9</b>	<b>-3,713</b>	<b>-6.4</b>
North America	11,575	1.9	5,103	1.1	-232	-0.9
Europe	5,363	1.2	2,033	0.5	-495	-0.7
Euro Area	8,108	2.8	8,462	3.2	56	0.1
European Union	6,384	1.7	6,131	1.8	-337	-0.5
Africa	-16,756	-25.1	-19,796	-32.2	-51	-0.9
OECD - Europe	14,505	1.2	5,678	0.5	-876	-0.9
Pacific Rim Countries	9,103	1.2	7,866	1.1	-551	-0.5
Asia - Near East	-9,578	-8.2	-9,402	-8.4	-199	-3.4
Asia - NICS	413	0.3	-475	-0.4	-849	-2.0
Asia - South	2,028	3.9	1,378	2.9	-262	-1.3
ASEAN	4,038	3.3	4,938	4.5	-205	-0.9
APEC	25,557	1.8	17,027	1.3	-951	-0.7
South/Central America	-13,268	-7.7	-13,087	-8.3	-554	-3.2
20 Latin Amer. Republics	-7,289	-1.7	-8,127	-2.0	-394	-1.4
Cent. Am. Common Market	-644	-2.4	-647	-2.7	-92	-2.6
LAFTA	-6,520	-1.6	-7,424	-2.0	-351	-1.4
NATO Allies	16,915	2.6	10,928	2.1	-479	-0.7
OPEC	-28,080	-15.5	-30,639	-17.5	-87	-2.9

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

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

**Exhibit 5g**  
**2013 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
<b>All countries</b>	<b>1,195,337</b>	<b>1,842,086</b>	<b>83,199</b>	<b>43,064</b>	<b>79,294</b>	<b>12,609</b>	<b>38,749</b>	<b>89,672</b>	<b>35,336</b>	<b>33,441</b>	<b>68,785</b>	<b>13,209</b>
Canada	159,722	183,449	7,087	487	697	290	418	892	995	956	3,285	828
Mexico	152,115	240,224	6,487	8,088	9,741	845	4,016	5,652	1,423	2,020	5,720	715
China	79,250	286,893	12,513	915	10,702	1,204	1,003	11,920	2,914	1,558	7,270	1,874
Japan	44,303	125,864	4,841	499	1,152	316	1,680	2,103	950	731	2,311	564
Germany	36,556	96,162	7,613	741	1,073	589	285	2,368	1,471	376	1,928	977
United Kingdom	33,574	38,510	6,797	765	1,826	543	914	1,237	1,262	377	627	836
Netherlands	27,638	12,144	2,260	1,693	487	153	151	379	291	129	262	237
Brazil	26,025	15,396	1,432	1,458	1,080	95	200	400	172	187	309	98
Korea, South	23,656	48,385	3,666	282	471	310	476	2,178	840	180	1,347	384
Belgium	23,420	10,122	1,251	448	(D)	71	281	226	139	92	141	86
France	23,384	31,680	3,186	338	736	204	208	828	521	161	707	315
Singapore	19,499	10,504	1,491	757	455	94	122	114	169	62	93	121
Switzerland	17,551	18,875	1,843	178	646	119	804	671	322	260	485	168
Hong Kong	16,289	1,707	2,731	182	89	243	736	215	611	193	134	356
Taiwan	14,323	24,094	4,717	559	1,451	348	166	1,290	925	115	1,553	679
Australia	12,388	4,196	1,723	68	50	103	56	190	269	81	313	158
India	12,255	17,718	2,966	237	851	267	357	1,237	581	152	1,132	298
Italy	11,023	22,982	4,016	180	1,052	284	144	1,237	814	87	2,341	469
Malaysia	8,768	20,761	1,390	263	337	77	54	197	116	55	93	92
Colombia	7,901	15,128	516	501	201	57	52	147	105	125	97	27
United Arab Emirates	7,394	319	323	22	11	28	161	21	75	101	20	27
Saudi Arabia	6,969	23,362	133	1	(D)	7	21	2	10	6	(D)	7
Israel	6,929	16,358	1,289	72	394	103	376	511	221	75	398	115
Thailand	6,005	16,849	1,573	167	1,901	88	127	320	206	36	371	123
Spain	5,625	6,184	1,446	64	259	90	61	238	206	36	242	133
North America	311,837	423,673	11,725	8,575	10,438	1,110	4,435	6,544	2,378	2,976	9,005	1,487
Europe	204,807	305,932	18,394	4,666	8,321	1,865	3,150	8,672	4,935	1,737	8,250	2,773
Euro Area	136,234	214,720	13,457	3,585	5,191	1,234	1,170	5,838	3,265	954	6,047	1,955
European Union	177,257	272,025	17,475	4,424	7,405	1,707	2,162	7,445	4,539	1,398	7,238	2,629
Africa	7,294	13,041	866	204	79	69	54	204	143	59	53	70
OECD - Europe	593,096	897,212	28,901	14,101	20,400	3,224	9,752	19,292	8,613	5,666	21,010	4,498
Pacific Rim Countries	227,798	536,719	21,116	3,620	14,874	2,192	4,346	18,522	6,220	3,024	13,626	3,383
Asia - Near East	24,657	49,819	1,707	125	478	153	571	559	331	186	433	156
Asia - NICS	73,767	84,690	9,359	1,780	2,465	879	1,501	3,797	2,429	550	3,127	1,365
Asia - South	12,632	19,567	3,173	255	967	302	369	1,349	642	161	1,238	325
ASEAN	43,788	72,129	4,143	1,276	2,991	315	381	1,341	675	227	1,551	434
APEC	557,417	1,003,836	28,824	12,747	27,511	3,262	9,023	26,829	8,670	6,141	23,836	4,605
South/Central America	65,182	99,472	3,673	3,794	2,259	411	662	2,219	789	927	1,191	368
20 Latin Amer. Republics	215,223	336,933	8,794	11,288	11,918	1,197	4,556	7,816	2,114	2,782	6,887	1,009
Cent. Am. Common Market	6,432	18,399	889	279	350	100	93	531	181	159	381	88
LAFTA	203,058	315,197	8,040	10,940	11,456	1,061	4,404	7,194	1,868	2,536	6,360	896
NATO Allies	333,704	420,151	20,803	4,825	7,832	1,921	2,666	8,212	5,285	2,360	10,365	3,200
OPEC	25,017	75,271	694	246	180	62	250	141	149	246	64	57

**Exhibit 5g**  
**2013 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
<b>All countries</b>	<b>36,433</b>	<b>60,876</b>	<b>7,796</b>	<b>64,583</b>	<b>91,625</b>	<b>6,690</b>	<b>67,417</b>	<b>92,627</b>	<b>2,927</b>	<b>911,650</b>	<b>1,359,207</b>	<b>4,632</b>
Canada	1,429	2,432	838	4,301	3,454	1,052	3,975	4,715	779	148,156	167,974	2,305
Mexico	2,813	3,429	607	7,373	(D)	748	4,066	(D)	502	123,738	201,083	1,647
China	1,321	9,002	1,560	3,618	12,780	1,722	2,852	14,365	1,014	67,982	220,854	2,225
Japan	666	3,627	476	1,125	4,452	618	2,502	5,606	451	37,099	106,613	1,466
Germany	820	2,324	869	1,655	3,960	1,050	1,417	3,198	703	31,262	81,310	1,954
United Kingdom	1,189	582	743	2,608	4,569	882	1,583	1,297	626	26,138	28,371	1,905
Netherlands	86	140	203	895	284	235	487	1,311	181	24,197	9,282	960
Brazil	81	401	123	764	706	144	436	342	125	22,901	12,158	675
Korea, South	170	1,955	325	582	3,439	417	558	2,004	273	21,407	36,991	1,117
Belgium	174	337	68	248	388	124	147	(D)	95	22,030	7,733	668
France	391	844	303	857	2,972	367	613	901	286	20,816	24,692	1,190
Singapore	56	35	118	627	166	167	387	467	141	17,488	9,174	681
Switzerland	2,974	983	135	3,555	715	176	1,373	1,237	161	8,407	14,138	762
Hong Kong	1,787	190	251	351	89	340	876	196	198	12,164	794	732
Taiwan	174	1,259	502	621	1,580	608	733	2,989	413	11,954	13,972	1,242
Australia	337	97	150	185	133	176	200	278	154	11,462	3,136	713
India	238	543	271	120	(D)	308	140	(D)	239	11,011	11,651	1,002
Italy	354	1,587	385	518	1,374	436	260	903	343	9,481	14,488	1,285
Malaysia	72	238	118	273	324	142	276	657	144	7,776	18,914	701
Colombia	34	210	36	(D)	1,536	34	(D)	121	33	6,813	12,817	224
United Arab Emirates	73	13	20	9	5	19	40	2	16	6,987	247	138
Saudi Arabia	1	(D)	3	(D)	(D)	4	(D)	(D)	3	(D)	(D)	99
Israel	429	847	101	97	(D)	120	95	(D)	98	5,786	8,254	531
Thailand	47	434	121	111	456	156	118	1,524	163	5,401	11,844	716
Spain	26	208	117	116	341	139	66	117	100	5,256	4,779	661
North America	4,242	5,862	1,351	11,674	12,005	1,625	8,041	10,763	1,077	271,894	369,057	2,697
Europe	6,261	7,972	2,198	10,927	16,442	2,344	6,914	11,522	1,377	171,153	244,752	2,902
Euro Area	1,936	5,987	1,625	4,379	10,018	1,764	3,210	7,373	1,086	121,000	174,266	2,528
European Union	3,209	6,846	2,117	7,234	15,158	2,281	5,084	9,880	1,344	153,747	218,053	2,858
Africa	89	49	58	(D)	(D)	75	(D)	(D)	63	6,338	11,665	388
OECD - Europe	11,697	20,006	3,455	24,449	36,145	3,557	18,174	29,954	1,969	509,256	750,406	3,585
Pacific Rim Countries	4,697	17,237	2,527	7,498	23,411	2,585	8,641	26,988	1,444	195,971	422,061	2,765
Asia - Near East	535	862	129	156	(D)	152	321	(D)	116	22,762	(D)	670
Asia - NICS	2,187	3,439	996	2,182	5,274	1,171	2,554	5,657	705	63,013	60,931	1,814
Asia - South	244	596	287	127	2,018	329	140	526	250	11,335	12,872	1,038
ASEAN	264	1,256	443	1,103	1,911	495	1,092	3,425	412	39,446	59,655	1,369
APEC	9,070	23,857	3,466	20,112	38,297	3,520	17,122	39,760	1,893	483,203	823,745	3,408
South/Central America	359	1,424	321	3,551	4,665	384	1,848	1,143	280	54,040	86,571	1,120
20 Latin Amer. Republics	3,169	4,841	856	10,806	13,164	1,006	5,886	7,181	670	176,736	285,126	1,942
Cent. Am. Common Market	134	594	68	303	475	83	139	210	49	5,326	15,859	320
LAFTA	2,986	4,185	783	10,346	12,424	918	5,368	6,831	630	166,478	266,748	1,884
NATO Allies	4,592	8,940	2,625	11,442	18,016	2,786	9,144	13,122	1,656	298,674	353,664	3,330
OPEC	149	50	40	(D)	(D)	45	(D)	94	31	22,071	(D)	310

(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 2013.

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 5h**  
**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
<b>All countries</b>	<b>1,175,093</b>	<b>1,889,392</b>	<b>83,814</b>	<b>40,061</b>	<b>82,435</b>	<b>12,784</b>	<b>37,126</b>	<b>90,543</b>	<b>36,005</b>	<b>32,318</b>	<b>75,253</b>	<b>13,228</b>
Canada	160,727	184,790	7,248	775	739	302	417	417	1,040	1,020	1,811	866
Mexico	144,841	238,542	6,294	7,902	8,980	841	4,207	5,751	1,357	2,922	5,269	679
China	69,349	277,465	12,351	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	37,991	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	27,302	20,857	1,503	570	1,349	113	426	892	172	188	569	118
France	22,261	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	21,032	10,485	1,241	486	1,193	66	41	205	149	68	112	100
Singapore	19,320	12,869	1,605	393	689	104	50	420	161	70	63	130
Switzerland	18,732	19,420	1,889	98	250	115	371	621	335	262	666	191
Australia	17,616	4,602	1,743	93	58	115	60	348	262	61	419	171
Hong Kong	15,172	1,895	2,877	165	103	241	758	362	655	200	143	342
Taiwan	14,146	25,591	4,716	189	1,800	359	190	1,354	911	104	1,449	673
India	10,633	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	8,422	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	7,288	464	334	59	(D)	37	215	33	65	14	14	29
Colombia	6,174	19,269	545	106	209	67	69	210	107	130	43	32
Venezuela	5,723	34,620	139	(D)	(D)	14	55	58	36	(D)	32	10
Thailand	5,360	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	305,568	423,332	11,635	8,677	9,720	1,111	4,624	6,167	2,359	3,942	7,080	1,464
Europe	206,475	302,143	18,454	4,331	7,724	1,887	2,172	7,670	5,073	2,416	9,035	2,796
Euro Area	132,853	206,420	13,574	3,135	4,767	1,282	1,020	4,969	3,369	1,567	6,454	1,958
European Union	178,639	267,382	17,536	4,177	7,259	1,735	1,696	6,569	4,648	2,056	8,004	2,655
Africa	7,554	16,767	847	26	29	61	64	136	153	22	61	59
OECD - Europe	595,874	896,072	29,065	13,865	19,106	3,258	8,815	18,189	8,843	7,366	21,178	4,522
Pacific Rim Countries	222,357	532,274	21,209	2,892	14,724	2,215	4,195	18,814	6,382	2,745	14,829	3,443
Asia - Near East	22,253	38,481	1,768	171	640	164	611	558	338	114	476	170
Asia - NICS	70,685	85,150	9,531	1,003	3,073	884	1,541	4,267	2,483	572	3,334	1,364
Asia - South	10,865	20,212	3,275	258	953	316	352	1,686	729	192	1,203	354
ASEAN	41,815	70,871	4,236	906	3,137	322	233	2,222	769	262	1,790	462
APEC	546,997	996,702	28,892	11,945	26,582	3,294	8,994	26,283	8,876	7,683	23,728	4,642
South/Central America	63,505	114,564	3,900	2,381	2,734	480	933	2,426	853	1,974	1,825	388
20 Latin Amer. Republics	205,983	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	199,243	326,307	7,979	9,152	11,092	1,088	4,838	7,461	1,841	4,638	6,537	889
NATO Allies	333,614	415,535	20,910	4,748	7,614	1,933	2,108	6,882	5,445	3,102	9,454	3,221
OPEC	23,217	77,657	755	245	(D)	80	323	184	153	448	105	61

**Exhibit 5h**  
**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
<b>All countries</b>	<b>36,604</b>	<b>58,149</b>	<b>7,677</b>	<b>64,132</b>	<b>118,662</b>	<b>6,590</b>	<b>52,630</b>	<b>83,982</b>	<b>2,872</b>	<b>912,222</b>	<b>1,380,369</b>	<b>4,658</b>
Canada	2,364	1,915	859	3,385	3,013	1,071	4,195	1,994	802	148,571	174,901	2,308
Mexico	2,681	4,243	579	5,569	9,137	714	5,394	7,467	528	116,167	197,696	1,596
China	1,143	7,320	1,476	3,334	11,085	1,670	3,098	15,257	972	58,556	215,435	2,180
Japan	727	3,428	480	1,061	5,606	639	2,607	6,053	478	40,797	110,352	1,457
Germany	756	648	739	2,029	3,760	893	1,775	1,678	652	31,459	30,821	1,882
United Kingdom	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	24,987	16,313	707
Korea, South	261	794	279	413	1,858	384	738	761	281	19,975	23,052	1,163
Belgium	213	1,610	348	812	4,266	398	595	2,001	309	19,429	32,628	1,079
France	87	302	76	107	(D)	104	169	(D)	102	20,074	6,968	644
Singapore	49	46	131	924	151	193	423	454	166	17,411	11,046	720
Switzerland	1,055	681	132	(D)	809	187	424	752	163	(D)	15,641	766
Hong Kong	93	106	169	181	130	170	210	227	150	16,919	3,314	706
Taiwan	644	199	287	391	133	357	761	152	228	12,253	802	767
Australia	208	1,307	528	629	1,703	609	794	3,735	396	12,032	14,244	1,240
India	294	683	247	113	1,670	313	167	1,003	252	9,293	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
Colombia	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	6,844	196	134
Saudi Arabia	55	240	36	158	(D)	41	112	(D)	38	5,545	16,179	224
Israel	(D)	14	6	(D)	(D)	8	(D)	(D)	7	4,426	33,885	58
Thailand	55	534	108	107	476	167	138	1,316	149	4,784	12,200	723
Spain	59	241	116	65	250	145	70	315	117	4,900	4,634	656
North America	5,046	6,158	1,341	8,954	12,150	1,599	9,588	9,460	1,097	264,738	372,596	2,664
Europe	3,777	7,764	2,140	14,089	13,924	2,320	6,055	14,063	1,372	173,636	241,964	2,866
Euro Area	1,716	5,809	1,587	3,572	8,255	1,793	3,452	9,824	1,101	118,390	166,342	2,484
European Union	2,559	6,819	2,077	5,859	12,646	2,249	5,548	12,955	1,346	156,744	213,130	2,826
Africa	138	76	48	(D)	57	81	(D)	103	57	6,826	16,304	388
OECD - Europe	9,894	19,569	3,405	25,090	35,780	3,505	19,049	31,608	1,941	511,795	750,643	3,591
Pacific Rim Countries	3,200	15,166	2,467	7,585	23,773	2,586	8,911	29,099	1,397	192,830	415,869	2,719
Asia - Near East	729	1,041	147	201	(D)	154	331	(D)	132	20,095	(D)	663
Asia - NICS	1,114	3,162	1,069	2,756	6,253	1,191	2,573	6,342	725	61,125	58,720	1,815
Asia - South	298	747	260	125	1,763	336	167	1,208	267	9,474	12,651	1,013
ASEAN	195	1,240	402	1,238	1,517	503	1,018	3,359	415	37,963	57,606	1,363
APEC	9,256	22,113	3,393	16,979	37,425	3,459	18,731	40,398	1,849	473,408	820,173	3,379
South/Central America	1,795	1,396	313	2,152	5,161	403	1,198	1,081	316	53,071	99,940	1,147
20 Latin Amer. Republics	4,437	5,635	804	7,533	14,178	992	6,531	8,522	707	168,204	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	162,986	274,711	1,859
NATO Allies	4,987	8,134	2,587	9,061	15,371	2,771	9,364	12,967	1,654	300,244	355,113	3,299
OPEC	341	105	46	630	(D)	60	612	(D)	50	20,618	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.

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 6a**  
**2013 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
<b>United States</b>	<b>1,579,593</b>	<b>100.0</b>	<b>1,400,955</b>	<b>100.0</b>	<b>304,223</b>	<b>100.0</b>	<b>471,069</b>	<b>33.6</b>	<b>297,343</b>	<b>97.7</b>
Alabama	19,291	1.2	18,491	1.3	3,964	1.3	2,923	15.8	3,218	81.2
Alaska	4,528	0.3	4,289	0.3	554	0.2	1,748	40.8	399	72.0
Arizona	19,410	1.2	17,889	1.3	7,488	2.5	5,170	28.9	6,563	87.6
Arkansas	7,154	0.5	6,476	0.5	2,264	0.7	1,430	22.1	1,793	79.2
California	168,045	10.6	153,195	10.9	75,175	24.7	68,370	44.6	72,032	95.8
Colorado	8,547	0.5	7,954	0.6	5,700	1.9	2,518	31.7	4,973	87.2
Connecticut	16,424	1.0	15,339	1.1	5,728	1.9	3,471	22.6	5,096	89.0
Delaware	5,343	0.3	4,795	0.3	1,627	0.5	904	18.9	1,406	86.4
Florida	61,344	3.9	55,876	4.0	61,489	20.2	36,813	65.9	58,626	95.3
Georgia	37,517	2.4	33,908	2.4	14,563	4.8	10,471	30.9	12,927	88.8
Hawaii	598	0.0	458	0.0	862	0.3	272	59.4	751	87.1
Idaho	5,782	0.4	5,450	0.4	1,762	0.6	1,845	33.8	1,478	83.9
Illinois	66,089	4.2	60,313	4.3	22,770	7.5	14,952	24.8	20,464	89.9
Indiana	34,162	2.2	31,959	2.3	8,258	2.7	4,841	15.1	6,983	84.6
Iowa	13,888	0.9	12,729	0.9	3,420	1.1	2,426	19.1	2,845	83.2
Kansas	12,465	0.8	9,976	0.7	3,322	1.1	2,265	22.7	2,760	83.1
Kentucky	25,366	1.6	24,203	1.7	4,420	1.5	6,488	26.8	3,495	79.1
Louisiana	63,339	4.0	61,935	4.4	3,825	1.3	21,388	34.5	3,243	84.8
Maine	2,687	0.2	2,283	0.2	2,264	0.7	1,262	55.3	1,913	84.5
Maryland	11,752	0.7	10,927	0.8	7,074	2.3	3,056	28.0	6,270	88.6
Massachusetts	26,823	1.7	25,240	1.8	10,709	3.5	9,808	38.9	9,568	89.3
Michigan	58,653	3.7	51,894	3.7	14,843	4.9	10,874	21.0	13,263	89.4
Minnesota	20,772	1.3	19,144	1.4	8,579	2.8	5,297	27.7	7,472	87.1
Mississippi	12,391	0.8	11,865	0.8	2,022	0.7	1,770	14.9	1,540	76.2
Missouri	12,932	0.8	11,971	0.9	5,993	2.0	3,234	27.0	5,126	85.5
Montana	1,506	0.1	1,262	0.1	1,556	0.5	891	70.6	1,329	85.4
Nebraska	7,393	0.5	7,099	0.5	1,914	0.6	1,807	25.5	1,565	81.8
Nevada	8,701	0.6	8,037	0.6	2,949	1.0	1,244	15.5	2,541	86.2
New Hampshire	4,184	0.3	3,920	0.3	2,625	0.9	1,409	35.9	2,282	86.9
New Jersey	36,726	2.3	32,168	2.3	20,711	6.8	14,679	45.6	19,077	92.1
New Mexico	2,728	0.2	2,577	0.2	1,343	0.4	777	30.2	1,108	82.5
New York	86,523	5.5	71,590	5.1	40,293	13.2	44,817	62.6	37,969	94.2
North Carolina	29,340	1.9	26,660	1.9	10,582	3.5	6,418	24.1	9,233	87.3
North Dakota	3,729	0.2	3,094	0.2	1,897	0.6	919	29.7	1,582	83.4
Ohio	50,799	3.2	45,556	3.3	16,452	5.4	11,064	24.3	14,707	89.4
Oklahoma	6,919	0.4	6,199	0.4	3,150	1.0	1,527	24.6	2,652	84.2
Oregon	18,640	1.2	17,523	1.3	5,922	1.9	6,162	35.2	5,247	88.6
Pennsylvania	41,161	2.6	36,830	2.6	15,644	5.1	13,129	35.6	13,943	89.1
Rhode Island	2,163	0.1	1,817	0.1	1,790	0.6	1,216	66.9	1,570	87.7
South Carolina	26,253	1.7	25,124	1.8	5,832	1.9	3,532	14.1	4,948	84.8
South Dakota	1,586	0.1	1,403	0.1	939	0.3	505	36.0	708	75.4
Tennessee	32,315	2.0	30,142	2.2	7,120	2.3	4,681	15.5	5,919	83.1
Texas	279,491	17.7	260,771	18.6	41,558	13.7	91,071	34.9	38,735	93.2
Utah	16,111	1.0	11,796	0.8	3,494	1.1	3,656	31.0	2,996	85.7
Vermont	4,026	0.3	3,842	0.3	1,270	0.4	623	16.2	1,093	86.1
Virginia	17,945	1.1	16,501	1.2	7,678	2.5	4,675	28.3	6,626	86.3
Washington	81,637	5.2	77,167	5.5	12,646	4.2	18,641	24.2	11,365	89.9
West Virginia	8,631	0.5	8,245	0.6	1,121	0.4	2,548	30.9	846	75.5
Wisconsin	23,109	1.5	20,989	1.5	8,737	2.9	5,689	27.1	7,592	86.9
Wyoming	1,336	0.1	1,215	0.1	452	0.1	778	64.0	332	73.5
District of Columbia	2,708	0.2	170	0.0	564	0.2	146	86.1	441	78.2
Puerto Rico	19,961	1.3	19,710	1.4	1,658	0.5	(D)	(D)	1,407	84.9
Virgin Islands	997	0.1	989	0.1	157	0.1	(D)	(D)	114	72.6
Unallocated (3)	47,677	3.0	-	-	-	-	-	-	-	-

(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 2013.

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

**Exhibit 6b**  
**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
<b>United States</b>	<b>1,545,709</b>	<b>100.0</b>	<b>1,381,728</b>	<b>100.0</b>	<b>305,669</b>	<b>100.0</b>	<b>450,618</b>	<b>32.6</b>	<b>298,782</b>	<b>97.7</b>
Alabama	19,572	1.3	18,724	1.4	3,962	1.3	3,412	18.2	3,237	81.7
Alaska	4,543	0.3	4,089	0.3	603	0.2	1,633	39.9	438	72.6
Arizona	18,405	1.2	16,833	1.2	7,958	2.6	4,595	27.3	6,969	87.6
Arkansas	7,620	0.5	6,806	0.5	2,249	0.7	1,751	25.7	1,764	78.4
California	161,880	10.5	149,608	10.8	75,213	24.6	66,802	44.7	72,113	95.9
Colorado	8,167	0.5	7,515	0.5	5,598	1.8	2,388	31.8	4,917	87.8
Connecticut	15,961	1.0	14,941	1.1	5,910	1.9	3,494	23.4	5,247	88.8
Delaware	5,113	0.3	4,726	0.3	1,778	0.6	675	14.3	1,542	86.7
Florida	66,202	4.3	61,521	4.5	61,963	20.3	42,207	68.6	59,086	95.4
Georgia	36,067	2.3	32,900	2.4	14,907	4.9	10,837	32.9	13,238	88.8
Hawaii	732	0.0	455	0.0	891	0.3	213	46.9	765	85.9
Idaho	6,119	0.4	5,810	0.4	1,761	0.6	1,448	24.9	1,466	83.2
Illinois	68,127	4.4	63,771	4.6	23,137	7.6	14,748	23.1	20,820	90.0
Indiana	34,431	2.2	32,249	2.3	8,272	2.7	5,296	16.4	7,024	84.9
Iowa	14,636	0.9	13,466	1.0	3,381	1.1	2,333	17.3	2,799	82.8
Kansas	11,696	0.8	9,814	0.7	3,397	1.1	2,405	24.5	2,837	83.5
Kentucky	22,126	1.4	20,751	1.5	4,585	1.5	5,445	26.2	3,648	79.6
Louisiana	62,893	4.1	61,548	4.5	4,013	1.3	21,426	34.8	3,386	84.4
Maine	3,048	0.2	2,660	0.2	2,191	0.7	1,160	43.6	1,864	85.1
Maryland	11,741	0.8	10,913	0.8	7,408	2.4	3,187	29.2	6,550	88.4
Massachusetts	25,613	1.7	24,217	1.8	11,015	3.6	9,251	38.2	9,873	89.6
Michigan	56,993	3.7	52,619	3.8	15,167	5.0	10,503	20.0	13,588	89.6
Minnesota	20,827	1.3	19,248	1.4	8,689	2.8	6,344	33.0	7,589	87.3
Mississippi	11,787	0.8	11,317	0.8	2,036	0.7	1,854	16.4	1,537	75.5
Missouri	13,928	0.9	12,987	0.9	6,019	2.0	3,062	23.6	5,119	85.0
Montana	1,577	0.1	1,359	0.1	1,642	0.5	964	71.0	1,397	85.1
Nebraska	7,459	0.5	7,162	0.5	1,956	0.6	1,696	23.7	1,606	82.1
Nevada	10,261	0.7	9,668	0.7	2,878	0.9	1,384	14.3	2,445	85.0
New Hampshire	3,489	0.2	3,190	0.2	2,561	0.8	1,271	39.9	2,217	86.6
New Jersey	37,278	2.4	32,741	2.4	21,113	6.9	13,917	42.5	19,501	92.4
New Mexico	2,968	0.2	2,779	0.2	1,306	0.4	533	19.2	1,067	81.7
New York	81,359	5.3	66,381	4.8	41,150	13.5	39,654	59.7	38,793	94.3
North Carolina	28,833	1.9	26,688	1.9	10,694	3.5	6,289	23.6	9,337	87.3
North Dakota	4,309	0.3	3,719	0.3	1,999	0.7	1,377	37.0	1,687	84.4
Ohio	48,648	3.1	44,699	3.2	16,416	5.4	10,895	24.4	14,660	89.3
Oklahoma	6,578	0.4	5,847	0.4	3,248	1.1	1,436	24.6	2,750	84.7
Oregon	18,386	1.2	17,521	1.3	6,017	2.0	5,912	33.7	5,304	88.2
Pennsylvania	38,829	2.5	35,083	2.5	15,702	5.1	12,183	34.7	13,987	89.1
Rhode Island	2,370	0.2	2,065	0.1	1,701	0.6	1,306	63.3	1,510	88.8
South Carolina	25,110	1.6	23,820	1.7	5,980	2.0	3,838	16.1	5,103	85.3
South Dakota	1,556	0.1	1,348	0.1	978	0.3	487	36.1	736	75.3
Tennessee	31,140	2.0	29,002	2.1	7,203	2.4	4,341	15.0	5,983	83.1
Texas	264,709	17.1	247,091	17.9	40,895	13.4	75,695	30.6	38,069	93.1
Utah	19,256	1.2	16,648	1.2	3,485	1.1	2,750	16.5	2,999	86.1
Vermont	4,140	0.3	3,964	0.3	1,258	0.4	733	18.5	1,058	84.1
Virginia	18,281	1.2	16,679	1.2	7,654	2.5	4,793	28.7	6,568	85.8
Washington	75,619	4.9	71,815	5.2	12,566	4.1	17,135	23.9	11,310	90.0
West Virginia	11,337	0.7	10,831	0.8	1,125	0.4	3,837	35.4	865	76.9
Wisconsin	23,117	1.5	21,303	1.5	8,610	2.8	5,916	27.8	7,507	87.2
Wyoming	1,421	0.1	1,329	0.1	493	0.2	811	61.1	364	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	18,509	1.3	1,806	0.6	4,614	24.9	1,522	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.

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

**Exhibit 6c**  
**Percent Difference Between 2012 and 2013 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.

Country of Destination	% Difference 2012-2013				
	Total Value	Identified Exporters		Small and Medium Exporters (3)	
		Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters
<b>United States</b>	<b>2.2</b>	<b>1.4</b>	<b>-0.5</b>	<b>4.5</b>	<b>-0.5</b>
Alabama	-1.4	-1.2	0.1	-14.3	-0.6
Alaska	-0.3	4.9	-8.1	7.1	-8.9
Arizona	5.5	6.3	-5.9	12.5	-5.8
Arkansas	-6.1	-4.8	0.7	-18.3	1.6
California	3.8	2.4	-0.1	2.3	-0.1
Colorado	4.6	5.8	1.8	5.5	1.1
Connecticut	2.9	2.7	-3.1	-0.6	-2.9
Delaware	4.5	1.5	-8.5	34.0	-8.8
Florida	-7.3	-9.2	-0.8	-12.8	-0.8
Georgia	4.0	3.1	-2.3	-3.4	-2.3
Hawaii	-18.3	0.8	-3.3	27.7	-1.8
Idaho	-5.5	-6.2	0.1	27.4	0.8
Illinois	-3.0	-5.4	-1.6	1.4	-1.7
Indiana	-0.8	-0.9	-0.2	-8.6	-0.6
Iowa	-5.1	-5.5	1.2	4.0	1.6
Kansas	6.6	1.7	-2.2	-5.8	-2.7
Kentucky	14.6	16.6	-3.6	19.2	-4.2
Louisiana	0.7	0.6	-4.7	-0.2	-4.2
Maine	-11.8	-14.2	3.3	8.9	2.6
Maryland	0.1	0.1	-4.5	-4.1	-4.3
Massachusetts	4.7	4.2	-2.8	6.0	-3.1
Michigan	2.9	-1.4	-2.1	3.5	-2.4
Minnesota	-0.3	-0.5	-1.3	-16.5	-1.5
Mississippi	5.1	4.8	-0.7	-4.5	0.2
Missouri	-7.1	-7.8	-0.4	5.6	0.1
Montana	-4.5	-7.1	-5.2	-7.6	-4.9
Nebraska	-0.9	-0.9	-2.1	6.6	-2.6
Nevada	-15.2	-16.9	2.5	-10.1	3.9
New Hampshire	19.9	22.9	2.5	10.8	2.9
New Jersey	-1.5	-1.7	-1.9	5.5	-2.2
New Mexico	-8.1	-7.3	2.8	45.7	3.8
New York	6.3	7.8	-2.1	13.0	-2.1
North Carolina	1.8	-0.1	-1.0	2.0	-1.1
North Dakota	-13.5	-16.8	-5.1	-33.3	-6.2
Ohio	4.4	1.9	0.2	1.5	0.3
Oklahoma	5.2	6.0	-3.0	6.3	-3.6
Oregon	1.4	0.0	-1.6	4.2	-1.1
Pennsylvania	6.0	5.0	-0.4	7.8	-0.3
Rhode Island	-8.7	-12.0	5.2	-6.9	4.0
South Carolina	4.6	5.5	-2.5	-8.0	-3.0
South Dakota	1.9	4.1	-4.0	3.7	-3.8
Tennessee	3.8	3.9	-1.2	7.8	-1.1
Texas	5.6	5.5	1.6	20.3	1.7
Utah	-16.3	-29.1	0.3	33.0	-0.1
Vermont	-2.7	-3.1	1.0	-15.0	3.3
Virginia	-1.8	-1.1	0.3	-2.5	0.9
Washington	8.0	7.5	0.6	8.8	0.5
West Virginia	-23.9	-23.9	-0.4	-33.6	-2.2
Wisconsin	0.0	-1.5	1.5	-3.8	1.1
Wyoming	-6.0	-8.6	-8.3	-4.2	-8.8
District of Columbia	34.4	18.2	-10.8	29.2	-10.4
Puerto Rico	6.9	6.5	-8.2	(D)	-7.6
Virgin Islands	14.9	(D)	5.4	(D)	20.0
Unallocated (3)	-0.5	(D)	-	(D)	-

(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.

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 6d**  
**2013 Imports by State of Destination, Number of Importing Companies,**  
**Value, and Percent Difference Between 2012 and 2013 Imports**

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	% Difference 2012-2013		
							Total Value	Known Value	Number of Identified Importers
<b>United States</b>	<b>2,268,321</b>	<b>100</b>	<b>1,986,142</b>	<b>100</b>	<b>184,208</b>	<b>100</b>	<b>-0.3</b>	<b>-1.1</b>	<b>-0.8</b>
Alabama	18,938	0.8	16,629	0.8	2,981	1.6	3.3	-0.1	0.2
Alaska	1,481	0.1	1,133	0.1	667	0.4	-29.7	-35.0	-7.1
Arizona	18,998	0.8	16,359	0.8	4,660	2.5	0.3	2.0	1.4
Arkansas	7,619	0.3	6,816	0.3	1,703	0.9	2.8	3.2	1.3
California	381,075	16.8	356,306	17.9	57,258	31.1	1.2	1.2	-0.2
Colorado	12,821	0.6	11,044	0.6	4,561	2.5	1.4	8.3	1.2
Connecticut	21,564	1.0	17,719	0.9	3,883	2.1	0.3	-1.5	-0.5
Delaware	10,132	0.4	9,655	0.5	1,240	0.7	-25.3	-25.4	0.6
Florida	72,212	3.2	62,099	3.1	21,824	11.8	1.4	1.5	0.6
Georgia	75,060	3.3	68,673	3.5	10,188	5.5	3.6	5.6	1.2
Hawaii	6,097	0.3	5,836	0.3	2,031	1.1	-10.0	-10.8	-2.4
Idaho	5,546	0.2	4,682	0.2	1,207	0.7	7.7	8.6	0.1
Illinois	124,831	5.5	108,175	5.4	16,095	8.7	-1.3	-1.1	0.0
Indiana	45,676	2.0	38,157	1.9	5,353	2.9	5.6	5.1	1.1
Iowa	9,568	0.4	7,508	0.4	2,387	1.3	1.4	0.0	1.4
Kansas	10,756	0.5	9,015	0.5	2,393	1.3	-1.1	-4.0	3.7
Kentucky	37,871	1.7	34,281	1.7	3,367	1.8	9.1	9.3	0.5
Louisiana	66,213	2.9	63,894	3.2	3,123	1.7	-18.1	-17.9	0.1
Maine	3,541	0.2	2,140	0.1	1,308	0.7	-6.6	-15.5	2.2
Maryland	26,580	1.2	23,536	1.2	4,844	2.6	6.0	8.5	0.6
Massachusetts	34,361	1.5	28,261	1.4	7,290	4.0	4.2	3.4	0.9
Michigan	118,158	5.2	106,549	5.4	8,031	4.4	1.7	1.1	-1.1
Minnesota	33,025	1.5	21,436	1.1	5,587	3.0	0.4	0.7	-0.9
Mississippi	20,004	0.9	19,055	1.0	1,685	0.9	-3.2	-3.6	1.6
Missouri	18,515	0.8	16,014	0.8	4,612	2.5	14.8	13.1	1.8
Montana	5,741	0.3	4,831	0.2	842	0.5	2.7	3.3	-5.6
Nebraska	3,703	0.2	2,750	0.1	1,612	0.9	3.6	-2.6	6.3
Nevada	8,581	0.4	7,855	0.4	3,089	1.7	3.0	3.6	2.7
New Hampshire	11,872	0.5	10,914	0.5	1,718	0.9	-2.9	-2.7	-5.7
New Jersey	119,293	5.3	109,571	5.5	16,786	9.1	-1.3	-3.1	2.1
New Mexico	2,020	0.1	1,638	0.1	1,054	0.6	-13.1	-11.3	-0.8
New York	129,807	5.7	103,677	5.2	30,342	16.5	4.3	2.7	-1.4
North Carolina	49,835	2.2	44,199	2.2	8,034	4.4	0.6	0.4	5.9
North Dakota	3,602	0.2	2,355	0.1	913	0.5	-7.8	-5.6	-1.0
Ohio	66,406	2.9	55,108	2.8	9,264	5.0	4.4	2.7	-2.4
Oklahoma	12,379	0.5	9,565	0.5	2,155	1.2	8.4	-0.4	-4.4
Oregon	14,342	0.6	12,354	0.6	4,541	2.5	-13.4	-15.9	1.4
Pennsylvania	84,934	3.7	68,292	3.4	9,692	5.3	5.2	-1.9	-1.2
Rhode Island	9,568	0.4	8,847	0.4	1,362	0.7	1.2	-2.4	-2.3
South Carolina	32,898	1.5	28,093	1.4	4,771	2.6	-7.5	-5.1	3.2
South Dakota	999	0.0	670	0.0	709	0.4	4.7	10.1	3.2
Tennessee	65,024	2.9	59,675	3.0	5,490	3.0	5.8	6.0	1.1
Texas	311,874	13.7	284,209	14.3	22,144	12.0	-5.6	-6.4	2.2
Utah	10,635	0.5	8,823	0.4	3,267	1.8	-4.7	-2.9	6.5
Vermont	4,949	0.2	3,489	0.2	1,058	0.6	13.7	10.7	-3.7
Virginia	22,383	1.0	19,947	1.0	5,707	3.1	2.4	1.8	-1.5
Washington	49,928	2.2	41,104	2.1	8,495	4.6	4.9	4.5	0.4
West Virginia	3,701	0.2	3,042	0.2	875	0.5	-2.7	-1.4	1.4
Wisconsin	22,223	1.0	18,364	0.9	5,217	2.8	-4.1	-4.9	-0.5
Wyoming	2,162	0.1	1,910	0.1	548	0.3	7.8	10.9	-5.8
District of Columbia	625	0.0	386	0.0	677	0.4	39.8	28.1	-3.7
Puerto Rico	24,163	1.1	19,126	1.0	2,883	1.6	-6.3	-7.0	-3.8
Virgin Islands	462	0.0	369	0.0	222	0.1	-62.9	-65.6	-6.3
Unallocated (3)	13,573	0.6	6	0.0	34	0.0	3.1	26.0	161.5

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

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

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

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

**Exhibit 6e**  
**2012 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
<b>United States</b>	<b>2,275,320</b>	<b>100.0</b>	<b>2,007,762</b>	<b>100.0</b>	<b>185,729</b>	<b>100.0</b>
Alabama	18,338	0.8	16,651	0.8	2,974	1.6
Alaska	2,105	0.1	1,744	0.1	718	0.4
Arizona	18,950	0.8	16,033	0.8	4,597	2.5
Arkansas	7,414	0.3	6,604	0.3	1,681	0.9
California	376,424	16.5	351,910	17.5	57,374	30.9
Colorado	12,649	0.6	10,196	0.5	4,509	2.4
Connecticut	21,497	0.9	17,991	0.9	3,904	2.1
Delaware	13,557	0.6	12,935	0.6	1,233	0.7
Florida	71,216	3.1	61,196	3.0	21,703	11.7
Georgia	72,452	3.2	65,013	3.2	10,070	5.4
Hawaii	6,771	0.3	6,540	0.3	2,081	1.1
Idaho	5,148	0.2	4,313	0.2	1,206	0.6
Illinois	126,414	5.6	109,398	5.4	16,096	8.7
Indiana	43,271	1.9	36,297	1.8	5,294	2.9
Iowa	9,433	0.4	7,506	0.4	2,353	1.3
Kansas	10,879	0.5	9,391	0.5	2,308	1.2
Kentucky	34,723	1.5	31,361	1.6	3,350	1.8
Louisiana	80,812	3.6	77,835	3.9	3,121	1.7
Maine	3,793	0.2	2,532	0.1	1,280	0.7
Maryland	25,074	1.1	21,688	1.1	4,817	2.6
Massachusetts	32,975	1.4	27,327	1.4	7,226	3.9
Michigan	116,216	5.1	105,441	5.3	8,123	4.4
Minnesota	32,884	1.4	21,291	1.1	5,636	3.0
Mississippi	20,666	0.9	19,764	1.0	1,658	0.9
Missouri	16,131	0.7	14,160	0.7	4,530	2.4
Montana	5,593	0.2	4,678	0.2	892	0.5
Nebraska	3,576	0.2	2,824	0.1	1,516	0.8
Nevada	8,330	0.4	7,581	0.4	3,007	1.6
New Hampshire	12,225	0.5	11,211	0.6	1,821	1.0
New Jersey	120,850	5.3	113,132	5.6	16,438	8.9
New Mexico	2,325	0.1	1,846	0.1	1,063	0.6
New York	124,453	5.5	100,926	5.0	30,764	16.6
North Carolina	49,562	2.2	44,007	2.2	7,587	4.1
North Dakota	3,907	0.2	2,494	0.1	922	0.5
Ohio	63,620	2.8	53,637	2.7	9,495	5.1
Oklahoma	11,415	0.5	9,600	0.5	2,254	1.2
Oregon	16,570	0.7	14,694	0.7	4,479	2.4
Pennsylvania	80,753	3.5	69,631	3.5	9,814	5.3
Rhode Island	9,459	0.4	9,068	0.5	1,394	0.8
South Carolina	35,567	1.6	29,588	1.5	4,625	2.5
South Dakota	954	0.0	609	0.0	687	0.4
Tennessee	61,482	2.7	56,314	2.8	5,430	2.9
Texas	330,281	14.5	303,603	15.1	21,667	11.7
Utah	11,154	0.5	9,086	0.5	3,067	1.7
Vermont	4,351	0.2	3,151	0.2	1,099	0.6
Virginia	21,863	1.0	19,603	1.0	5,792	3.1
Washington	47,604	2.1	39,315	2.0	8,464	4.6
West Virginia	3,804	0.2	3,086	0.2	863	0.5
Wisconsin	23,181	1.0	19,303	1.0	5,242	2.8
Wyoming	2,005	0.1	1,722	0.1	582	0.3
District of Columbia	447	0.0	301	0.0	703	0.4
Puerto Rico	25,784	1.1	20,557	1.0	2,997	1.6
Virgin Islands	1,244	0.1	1,073	0.1	237	0.1
Unallocated (3)	13,168	0.6	5	0.0	13	0.0

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

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

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

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

**Exhibit 7a**  
**2013 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 2012-2013	Number of Identified Exporters	% Difference from 2012-2013	Known Value (1)	% Difference from 2012-2013	Number of Identified Exporters	% Difference from 2012-2013
<b>All Industries</b>	<b>1,400,955</b>	<b>1.4</b>	<b>304,223</b>	<b>-0.5</b>	<b>471,069</b>	<b>4.5</b>	<b>297,343</b>	<b>-0.5</b>
111 - Crop Production	2,636	13.9	2,068	-0.8	2,581	15.8	2,046	-0.8
112 - Animal Production	311	1.8	420	-5.8	311	(D)	420	-5.6
113 - Forestry and Logging	364	54.5	194	7.2	364	54.5	194	7.2
114 - Fishing, Hunting, and Trapping	250	11.2	110	5.8	250	11.2	110	5.8
115 - Support Activities for Agriculture & Forestry	1,211	3.5	543	-3.4	1,179	(D)	540	-3.6
11X - Agriculture, Forestry, Fishing, & Hunting (3)	195	12.3	98	10.1	(D)	(D)	97	10.2
211 - Oil and Gas Extraction	22,054	38.5	173	2.4	2,019	78.2	145	-1.4
212 - Mining (except Oil and Gas)	17,392	-12.7	286	-8.0	2,030	31.2	240	-9.1
213 - Support Activities for Mining	11,969	1.8	504	-1.0	1,136	-31.3	451	-0.9
21X - Mining, Quarrying, and Oil & Gas Extraction (3)	4	124.3	18	20.0	4	124.3	18	20.0
221 - Utilities	3,550	20.4	220	2.8	354	-22.2	157	2.6
236 - Construction of Buildings	581	-5.1	1,927	-1.3	562	-4.6	1,901	-1.7
237 - Heavy and Civil Construction	1,330	-16.0	745	-7.0	803	-15.7	684	-5.5
238 - Specialty Trade Contractors	2,906	-23.6	4,710	-1.7	1,308	-35.0	4,620	-1.8
23X - Construction (3)	79	-4.9	433	-3.4	(D)	(D)	432	-3.6
311 - Food Manufacturing	61,007	-0.2	2,995	0.3	9,307	3.3	2,664	0.2
312 - Beverage & Tobacco Product Manufacturing	3,437	-3.6	898	8.5	766	-8.9	865	9.2
313 - Textile Mills	3,800	8.6	865	2.6	1,471	14.7	832	2.7
314 - Textile Product Mills	905	3.3	887	-1.2	517	15.4	869	-1.0
315 - Apparel Manufacturing	1,437	-12.9	1,459	-0.8	739	-20.0	1,443	-0.7
316 - Leather and Allied Product Manufacturing	866	6.6	364	-3.2	755	17.7	357	-2.7
31X - Manufacturing (3)	1,860	59.0	1,443	12.0	(D)	(D)	1,442	11.9
321 - Wood Product Manufacturing	5,271	7.7	1,620	2.9	1,893	0.8	1,552	2.7
322 - Paper Manufacturing	22,234	15.3	1,219	-1.1	2,448	5.7	1,136	-1.2
323 - Printing and Related Support Activities	1,746	-23.6	2,296	-3.7	980	5.0	2,248	-3.6
324 - Petroleum & Coal Products Manufacturing	57,540	-2.6	290	1.4	12,957	41.6	270	1.5
325 - Chemical Manufacturing	118,811	1.9	5,069	-1.5	20,827	-2.6	4,855	-1.6
326 - Plastics & Rubber Products Manufacturing	22,112	-4.6	4,763	-0.6	6,425	-4.3	4,557	-0.6
327 - Nonmetallic Mineral Product Manufacturing	8,130	4.2	1,537	-1.9	1,369	-9.6	1,451	-1.8
32X - Manufacturing (3)	17	17.8	33	6.5	17	17.8	33	6.5
331 - Primary Metal Manufacturing	33,298	-7.0	1,804	-2.3	12,142	-19.0	1,678	-3.1
332 - Fabricated Metal Product Manufacturing	23,872	2.0	11,925	0.2	11,158	3.1	11,683	0.2
333 - Machinery Manufacturing	92,407	-6.0	11,212	-0.8	17,031	-7.3	10,964	-0.8
334 - Computer & Electronic Product Manufacturing	96,589	2.1	7,649	-1.2	28,962	43.9	7,437	-1.3
335 - Electrical Equip., Appliance, & Component Manufacturing	19,190	6.5	2,864	0.3	4,329	-9.8	2,778	0.5
336 - Transportation Equipment Manufacturing	229,222	2.3	4,542	0.4	13,540	3.1	4,219	0.0
337 - Furniture & related Product Manufacturing	2,673	-6.0	1,668	-2.2	787	-4.8	1,597	-2.4
339 - Miscellaneous Manufacturing	32,702	-5.6	6,802	-1.9	9,983	-0.3	6,690	-1.8
33X - Manufacturing (3)	53	6.8	194	32.0	53	6.8	194	32.0
423 - Merchant Wholesalers, Durable Goods	149,310	-3.2	62,316	-1.1	94,111	-0.6	61,807	-1.1
424 - Merchant Wholesalers, Nondurable Goods	139,171	2.5	25,401	0.0	87,908	10.1	25,129	0.1
425 - Wholesale Electronic Markets and Agents & Brokers	13,249	-19.3	10,299	0.2	12,763	-19.1	10,285	0.2
42X - Wholesale Trade (3)	1,748	24.6	3,477	-1.8	1,748	24.6	3,477	-1.8
441 - Motor Vehicle and Parts Dealers	5,496	-0.8	9,125	-2.4	3,470	-1.3	9,017	-2.5
442 - Furniture and Home Furnishings Stores	639	3.9	1,485	0.3	219	-3.7	1,449	0.2
443 - Electronics and Appliance Stores	7,210	20.1	1,739	-0.9	(D)	(D)	1,722	-0.9
444 - Building Material & Garden Equip. & Supplies Dealers	784	0.8	2,135	-3.6	422	-3.8	2,097	-3.5
445 - Food and Beverage Stores	1,024	5.0	1,171	-0.9	813	10.4	1,126	0.0
446 - Health and Personal Care Stores	1,300	-11.6	1,381	1.0	472	17.9	1,357	1.0
447 - Gasoline Stations	313	-7.4	430	-6.9	90	-4.3	415	-6.1
448 - Clothing and Clothing Accessories Stores	5,368	13.8	2,927	1.5	1,623	9.5	2,805	1.2
44X - Retail Trade (3)	641	-3.9	1,081	2.6	641	-3.9	1,081	2.6
451 - Sporting Goods, Hobby, Book, & Music Stores	457	-5.3	1,692	-2.8	339	5.0	1,664	-2.2
452 - General Merchandise Stores	1,605	12.5	378	8.0	(D)	(D)	355	8.9
453 - Miscellaneous Store Retailers	5,450	7.8	3,714	1.1	(D)	(D)	3,667	0.9
454 - Nonstore Retailers	4,464	71.6	7,290	5.0	2,558	20.9	7,230	5.0
45X - Retail Trade (3)	1	19.6	8	-11.1	1	19.6	8	-11.1
481 - Air Transportation	9,092	10.7	467	-4.7	4,504	0.9	427	-5.5
482 - Rail Transportation	(D)	(D)	17	-5.6	(D)	(D)	15	-6.3
483 - Water Transportation	803	-1.8	448	9.0	393	-10.0	430	9.7
484 - Truck Transportation	3,138	1.0	2,422	-3.0	1,917	-9.7	2,339	-3.5
485 - Transit & Ground Passenger Transportation	162	5.8	317	4.6	122	26.9	301	5.2
486 - Pipeline Transportation	(D)	(D)	37	0.0	24	-64.6	24	4.4
487 - Scenic and Sightseeing Transportation	56	(D)	45	-2.2	56	(D)	45	-2.2
488 - Support Activities for Transportation	17,099	-0.9	5,098	-3.3	15,099	3.6	5,008	-3.5
48X - Transportation and Warehousing (3)	307	-9.9	710	-5.0	307	-9.9	710	-5.0
491 - Postal Service	5	-59.4	24	-14.3	(D)	(D)	23	-14.8
492 - Couriers and Messengers	1,138	14.6	279	-1.1	(D)	(D)	270	-2.5
493 - Warehousing and Storage	2,832	-2.4	1,047	1.7	2,233	-2.8	1,015	1.8

**Exhibit 7a**  
**2013 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 2012-2013	Number of Identified Exporters	% Difference from 2012-2013	Known Value (1)	% Difference from 2012-2013	Number of Identified Exporters	% Difference from 2012-2013
511 - Publishing Industries (except Internet)	5,618	7.8	1,547	-3.3	804	-3.4	1,408	-2.9
512 - Motion Picture & Sound Recording Industries	1,340	1.0	710	-0.4	206	29.8	692	0.3
515 - Broadcasting (except Internet)	404	29.1	120	-4.8	12	12.4	88	-2.2
517 - Telecommunications	1,615	16.1	767	-4.6	473	-6.8	714	-5.1
518 - Data Processing, Hosting, & Related Services	(D)	(D)	380	-9.3	226	-4.3	345	-9.9
519 - Other Information Services	1,249	4.3	226	1.4	(D)	(D)	198	-0.5
51X - Information (3)	32	491.0	57	-18.6	32	491.0	57	-18.6
521 - Monetary Authorities - Central Bank	(D)	(D)	1	-66.7	(D)	(D)	1	-50.0
522 - Credit Intermediation & Related Activities	7,563	37.7	806	1.5	4,752	26.2	719	1.8
523 - Securities, Commodity Contracts, & Other Financial Investments	9,894	39.3	1,283	-3.5	7,349	119.5	1,216	-3.2
524 - Insurance Carriers and Related Activities	4,131	-23.7	655	-13.1	(D)	(D)	552	-12.9
525 - Funds, Trusts, and Other Financial Vehicles	1,049	292.3	517	9.3	(D)	(D)	516	9.1
52X - Finance and Insurance (3)	152	-31.9	453	3.4	152	-31.9	453	3.4
531 - Real Estate	1,968	-6.2	4,755	2.6	1,927	-4.9	4,710	2.9
532 - Rental and Leasing Services	5,030	14.5	1,544	-3.1	3,634	26.0	1,501	-3.5
533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	50	-52.6	148	8.8	49	(D)	142	7.6
53X - Real Estate and Rental & Leasing (3)	(D)	(D)	51	-13.6	(D)	(D)	51	-13.6
541 - Professional, Scientific, and Technical Services	41,700	19.9	20,675	0.7	15,405	0.0	20,182	0.6
54X - Professional, Scientific, and Technical Services (3)	1	-20.7	9	0.0	1	-20.7	9	0.0
551 - Management of Companies and Enterprises	2,946	-22.0	757	2.0	(D)	(D)	756	2.2
561 - Administrative and Support Services	7,667	5.5	5,349	-1.0	5,852	1.9	5,159	-1.3
562 - Waste Management and Remediation Services	636	-14.4	458	-0.4	412	-19.9	434	-0.7
56X - Administrative, Support, Waste Management & Remediation Services (3)	(D)	(D)	1	-66.7	(D)	(D)	1	-66.7
611 - Educational Services	424	35.1	1,180	3.2	292	30.2	1,011	4.4
61X - Educational Services (3)	0	-92.5	3	-50.0	0	-92.5	3	-50.0
621 - Ambulatory Health Care Services	1,983	51.4	1,809	-1.1	787	41.3	1,745	-1.0
622 - Hospitals	216	45.2	120	-17.8	4	-31.8	22	-26.7
623 - Nursing and Residential Care Facilities	154	-3.7	238	10.7	97	6.4	192	12.3
624 - Social Assistance	1,226	7.0	939	-1.2	1,190	17.8	899	-0.9
62X - Health Care and Social Assistance (3)	33	1.0	150	-1.3	33	1.0	150	-1.3
711 - Performing Arts, Spectator Sports, & Related Industries	778	57.7	1,297	0.8	(D)	(D)	1,253	0.6
712 - Museums, Historical Sites, & Similar Institutions	125	24.3	237	-7.1	70	-15.4	217	-7.3
713 - Amusement, Gambling, & Recreation Industries	324	-2.5	808	5.2	156	-2.6	779	5.3
71X - Arts, Entertainment, and Recreation (3)	12	7.0	116	-2.5	12	7.0	116	-2.5
721 - Accommodation	137	1.9	353	2.6	74	23.0	296	3.1
722 - Food Services and Drinking Places	3,825	10.0	2,688	4.8	1,103	-7.9	2,598	5.0
72X - Accommodation and Food Services (3)	9	320.0	25	-3.9	9	320.0	25	-3.9
811 - Repair and Maintenance	3,305	7.3	4,980	-1.0	2,249	-5.7	4,951	-1.0
812 - Personal and Laundry Services	946	-8.9	1,831	1.0	769	-5.7	1,801	0.6
813 - Religious, Grantmaking, Civic, Professional, & Similar Org.	2,160	21.2	2,636	5.9	2,064	22.6	2,586	6.0
814 - Private Households	116	-24.5	1,182	-6.4	116	-24.5	1,182	-6.4
921 - Executive, Legislative, & Other General Government Support	17	-44.6	97	-7.6	11	-47.2	41	-21.2
922 - Justice, Public Order, and Safety Activities	1	78.5	22	83.3	(D)	(D)	21	133.3
923 - Administration of Human Resource Programs	1	-14.0	5	0.0	(D)	(D)	3	-25.0
924 - Administration of Environmental Quality Programs	3	34.7	10	0.0	3	(D)	6	-25.0
925 - Admin. of Housing Programs, Urban Planning, & Community Development	(D)	(D)	1	0.0	(D)	(D)	1	.
926 - Administration of Economic Programs	13	-13.8	16	-20.0	11	-7.0	12	-14.3
927 - Space Research and Technology	(D)	(D)	1	0.0	(D)	(D)	1	0.0
928 - National Security and International Affairs	16	-48.8	17	-15.0	(D)	(D)	10	-16.7
92X - Public Administration (3)	(D)	(D)	7	-36.4	(D)	(D)	7	-30.0
XXX - Unclassified (3)	6,183	-20.2	8,379	-2.6	5,891	-21.2	8,344	-2.6

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

(2) Small and Medium sized companies are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2013.

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

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

**Exhibit 7b**  
**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. 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)
<b>All Industries</b>	<b>1,381,728</b>	<b>305,669</b>	<b>450,618</b>	<b>298,782</b>
111 - Crop Production	2,314	2,085	2,228	2,063
112 - Animal Production	306	446	(D)	445
113 - Forestry and Logging	236	181	236	181
114 - Fishing, Hunting, and Trapping	225	104	225	104
115 - Support Activities for Agriculture & Forestry	1,170	562	(D)	560
11X - Agriculture, Forestry, Fishing, & Hunting (3)	174	89	(D)	88
211 - Oil and Gas Extraction	15,929	169	1,133	147
212 - Mining (except Oil and Gas)	19,915	311	1,547	264
213 - Support Activities for Mining	11,754	509	1,654	455
21X - Mining, Quarrying, and Oil & Gas Extraction (3)	2	15	2	15
221 - Utilities	2,948	214	455	153
236 - Construction of Buildings	612	1,952	589	1,933
237 - Heavy and Civil Construction	1,584	801	952	724
238 - Specialty Trade Contractors	3,801	4,792	2,012	4,703
23X - Construction (3)	83	448	83	448
311 - Food Manufacturing	61,109	2,985	9,010	2,658
312 - Beverage & Tobacco Product Manufacturing	3,567	828	841	792
313 - Textile Mills	3,501	843	1,282	810
314 - Textile Product Mills	876	898	448	878
315 - Apparel Manufacturing	1,649	1,470	923	1,453
316 - Leather and Allied Product Manufacturing	812	376	642	367
31X - Manufacturing (3)	1,169	1,289	1,169	1,289
321 - Wood Product Manufacturing	4,894	1,574	1,877	1,512
322 - Paper Manufacturing	19,281	1,233	2,317	1,150
323 - Printing and Related Support Activities	2,284	2,383	933	2,332
324 - Petroleum & Coal Products Manufacturing	59,084	286	9,153	266
325 - Chemical Manufacturing	116,641	5,148	21,391	4,935
326 - Plastics & Rubber Products Manufacturing	23,170	4,790	6,716	4,582
327 - Nonmetallic Mineral Product Manufacturing	7,806	1,566	1,515	1,478
32X - Manufacturing (3)	14	31	14	31
331 - Primary Metal Manufacturing	35,803	1,847	14,990	1,732
332 - Fabricated Metal Product Manufacturing	23,400	11,896	10,825	11,662
333 - Machinery Manufacturing	98,308	11,299	18,380	11,056
334 - Computer & Electronic Product Manufacturing	94,564	7,745	20,130	7,532
335 - Electrical Equip., Appliance, & Component Manufacturing	18,025	2,855	4,798	2,764
336 - Transportation Equipment Manufacturing	224,023	4,524	13,138	4,220
337 - Furniture & related Product Manufacturing	2,843	1,705	826	1,637
339 - Miscellaneous Manufacturing	34,654	6,932	10,013	6,814
33X - Manufacturing (3)	50	147	50	147
423 - Merchant Wholesalers, Durable Goods	154,185	62,980	94,681	62,483
424 - Merchant Wholesalers, Nondurable Goods	135,764	25,394	79,835	25,109
425 - Wholesale Electronic Markets and Agents & Brokers	16,418	10,283	15,778	10,266
42X - Wholesale Trade (3)	1,403	3,541	1,403	3,541
441 - Motor Vehicle and Parts Dealers	5,541	9,352	3,515	9,246
442 - Furniture and Home Furnishings Stores	615	1,480	227	1,446
443 - Electronics and Appliance Stores	6,005	1,755	(D)	1,738
444 - Building Material & Garden Equip. & Supplies Dealers	778	2,214	439	2,173
445 - Food and Beverage Stores	975	1,181	737	1,126
446 - Health and Personal Care Stores	1,470	1,367	401	1,343
447 - Gasoline Stations	338	462	94	442
448 - Clothing and Clothing Accessories Stores	4,717	2,885	1,482	2,773
44X - Retail Trade (3)	667	1,054	667	1,054
451 - Sporting Goods, Hobby, Book, & Music Stores	482	1,740	323	1,702
452 - General Merchandise Stores	1,426	350	(D)	326
453 - Miscellaneous Store Retailers	5,058	3,675	2,530	3,635
454 - Nonstore Retailers	2,602	6,940	2,116	6,883
45X - Retail Trade (3)	1	9	1	9
481 - Air Transportation	8,216	490	4,465	452
482 - Rail Transportation	(D)	18	(D)	16
483 - Water Transportation	818	411	437	392
484 - Truck Transportation	3,108	2,497	2,123	2,423
485 - Transit & Ground Passenger Transportation	153	303	96	286
486 - Pipeline Transportation	3,570	37	69	23
487 - Scenic and Sightseeing Transportation	(D)	46	(D)	46
488 - Support Activities for Transportation	17,255	5,270	14,569	5,192
48X - Transportation and Warehousing (3)	341	747	341	747
491 - Postal Service	13	28	(D)	27
492 - Couriers and Messengers	993	282	(D)	277
493 - Warehousing and Storage	2,902	1,030	2,298	997



**Exhibit 7b**  
**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. 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)	5,212	1,599	833	1,450
512 - Motion Picture & Sound Recording Industries	1,326	713	159	690
515 - Broadcasting (except Internet)	313	126	11	90
517 - Telecommunications	1,392	804	508	752
518 - Data Processing, Hosting, & Related Services	(D)	419	236	383
519 - Other Information Services	1,197	223	(D)	199
51X - Information (3)	5	70	5	70
521 - Monetary Authorities - Central Bank	0	3	(D)	2
522 - Credit Intermediation & Related Activities	5,492	794	3,767	706
523 - Securities, Commodity Contracts, & Other Financial Investments	7,102	1,329	3,348	1,256
524 - Insurance Carriers and Related Activities	5,413	754	193	634
525 - Funds, Trusts, and Other Financial Vehicles	267	473	267	473
52X - Finance and Insurance (3)	223	438	223	438
531 - Real Estate	2,099	4,635	2,026	4,579
532 - Rental and Leasing Services	4,395	1,594	2,884	1,555
533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	106	136	(D)	132
53X - Real Estate and Rental & Leasing (3)	69	59	69	59
541 - Professional, Scientific, and Technical Services	34,769	20,540	15,405	20,053
54X - Professional, Scientific, and Technical Services (3)	1	9	1	9
551 - Management of Companies and Enterprises	3,779	742	(D)	740
561 - Administrative and Support Services	7,264	5,402	5,743	5,226
562 - Waste Management and Remediation Services	743	460	514	437
56X - Administrative, Support, Waste Management & Remediation Services (3)	(D)	3	(D)	3
611 - Educational Services	313	1,143	224	968
61X - Educational Services (3)	0	6	0	6
621 - Ambulatory Health Care Services	1,310	1,829	557	1,762
622 - Hospitals	149	146	6	30
623 - Nursing and Residential Care Facilities	160	215	91	171
624 - Social Assistance	1,146	950	1,010	907
62X - Health Care and Social Assistance (3)	33	152	33	152
711 - Performing Arts, Spectator Sports, & Related Industries	493	1,287	232	1,245
712 - Museums, Historical Sites, & Similar Institutions	101	255	83	234
713 - Amusement, Gambling, & Recreation Industries	332	768	160	740
71X - Arts, Entertainment, and Recreation (3)	11	119	11	119
721 - Accommodation	134	344	60	287
722 - Food Services and Drinking Places	3,476	2,566	1,198	2,474
72X - Accommodation and Food Services (3)	2	26	2	26
811 - Repair and Maintenance	3,079	5,032	2,385	5,003
812 - Personal and Laundry Services	1,039	1,813	815	1,790
813 - Religious, Grantmaking, Civic, Professional, & Similar Org.	1,783	2,490	1,683	2,440
814 - Private Households	154	1,263	154	1,263
81X - Other Services (except Public Administration) (3)	(D)	1	(D)	1
921 - Executive, Legislative, & Other General Government Support	31	105	21	52
922 - Justice, Public Order, and Safety Activities	1	12	(D)	9
923 - Administration of Human Resource Programs	1	5	(D)	4
924 - Administration of Environmental Quality Programs	2	10	(D)	8
925 - Admin. of Housing Programs, Urban Planning, & Community Developme	(D)	1	0	0
926 - Administration of Economic Programs	15	20	12	14
927 - Space Research and Technology	(D)	1	(D)	1
928 - National Security and International Affairs	30	20	(D)	12
92X - Public Administration (3)	(D)	11	(D)	10
XXX - Unclassified (3)	7,748	8,605	7,474	8,565

(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 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.

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

## ***Technical Documentation***

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

### ***Overview***

This report is a continuing series of reports profiling U.S. 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](http://www.ita.doc.gov)) when this information is available.

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

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

The exhibits in this report include detailed breakdowns based upon the number of employees of the identified importing and exporting companies. In presenting these results, companies are classified as small (less than 100 employees including number of employees unknown), medium (100 to 499 employees), and large (500 or more employees).

Exhibit 3 provides information on exports to related parties, such as parent or subsidiary firms. Two parties are considered related if either party owns, directly or indirectly, 10 percent or more of the other party. We do not currently capture related party information for imports entered into U.S. Foreign Trade Zones. As a result, the import related party exhibits (3c and 3d) are not available at this time. Due to mandatory AES filing requirements, an exporter must report whether or not an export shipment is to a related party. Therefore, effective with the 2009/2010 report, the columns in exhibits 3a and 3b labeled “Non-reported” have been eliminated.

*All percentages stated in this report, unless otherwise specified, were calculated based solely upon the statistical and prior years' import or export values that could be linked to specific active companies in the Business Register--the "known value."* In addition, the source of the administrative records, the Business Register, was restructured starting with 2002 data. For explanations of the methods used in tabulating the information as well as non-sampling errors and other limitations of the export data in this report, see the **Methodology** section below. Users are advised to consider these limitations when analyzing this information as they may affect the results. Users should cite the U.S. Census Bureau, U.S. Department of Commerce as the source of the information in this report, not as the source of their analyses.

### ***Sources of Information***

The importer and exporter profiles were created from import and export merchandise trade information and company characteristics contained in the Census Bureau's data base of company information, the Business Register. Company characteristics are gathered through economic censuses and surveys and supplemented with employment and payroll information provided by the Internal Revenue Service. Data on U.S. exports of merchandise from the U.S. to all countries, except Canada, is compiled from the Electronic Export Information (EEI) filed by the United States Principal Party in Interest (USPPI) or their agents through the Automated Export System (AES). The EEI is unique among Census Bureau data collection methods since it is not sent to respondents soliciting responses as in the case of surveys. Each EEI represents a shipment of one or more kinds of merchandise from one exporter to one foreign importer on a single carrier. Filing the EEI is mandatory under Chapter 9, Title 13, United States Code. Qualified exporters or their agents submit EEI data by automated means directly to the U.S. Census Bureau. The United States is substituting Canadian import statistics for U.S. exports to Canada in accordance with a 1987 Memorandum of Understanding signed by the Census Bureau, U.S. Customs and Border Protection, Canadian Customs, and Statistics Canada. The import trade statistics are compiled from multiple sources. The majority of import data comes from transactions filed electronically by importers or their licensed brokers via the Automated Broker Interface (ABI) or the Automated Commercial Environment (ACE). Other sources include electronic or paper documents for foreign trade zone admission and paper import entry summaries. In addition, data on imports of electricity and natural gas from Canada are obtained from Canadian sources.

### ***Methodology***

This profile was compiled using company identifiers or company names from import and export transactions to electronically link trade data to company characteristics in the Business Register. Beginning with data year 2002, the Business Register database was completely restructured to include additional information. Due to these changes and problems with our prior methodology, the matching routines used to create the Profile were updated. Despite the limitations within the Business Register, we are able to maintain consistency with our prior Profiles' matching routines.

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

It was not possible to investigate every unmatched export transaction, so priority was given to those with the highest export values. The percentage of unidentified value tends to decrease each year as more companies are identified and value thresholds triggering investigation are lowered. Therefore, users should make year-to-year comparisons with caution and be aware that the number of small companies and their associated known value are most likely understated. Similarly, the known value may not reflect all shipments by identified companies.

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

Beginning with data year 2012, 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.

### ***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 Transactions.** The total values of transactions valued as much as or below \$2,500 for exports and \$2,000 (\$250 for certain quota items) for imports are estimated for 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, Croatia, 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, Chile, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Israel, 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: <http://www.census.gov/foreign-trade/guide/>